

Corporate and Commercial.

Trailblazing, not
traditional.

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We are exclusively a business law firm.

That's what we do.

We take our dedication and commitment to business law personally. It's at the heart of everything we do. Our expertise in all aspects of business law, and our growing team of specialists, means we offer a genuine focus on commercial legal solutions to provide invaluable specialist business support which goes beyond static legal advice.

We know what running and growing a business is all about, so we know how important trusted and specialist support can be. Our dynamic personal approach, blended with our depth of business expertise, ensures that we offer our clients a high level of insight and commercially valuable solutions.

As the world of business evolves, our corporate and commercial team are focused on exploring and staying ahead of the curve. We are committed to producing innovative legal solutions for our clients whilst still demonstrating our business focused thinking.

Business focus, commercial sense.

Tailored to fit.
Built to last.

We are a large and highly skilled corporate and commercial law team, the largest between Leeds and Newcastle, offering a refreshing, authentic and contemporary approach to business law.

Authentic relationships.
Real support.

We see demonstrable value in advising our clients ahead of the curve, potentially forgoing short term fee income in favour of forging long term strategic relationships.

Traditional excellence.
Contemporary feel.

Our team is the only top tier ranked corporate and commercial department within our regional division in The Legal 500 guide 2018, outlined as a "regular fixture on high-value cross-border transactions".

Business, taken personally.

“Endeavour has been a great asset to our business, dealing with our corporate and commercial matters both practically and promptly - the team are always willing to go the extra mile.

The advice provided is consistently at a high standard which really reflects the team's legal knowledge and expertise.”

Nikki Kirtley.
Head of Legal - CPI.

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Business, taken personally.

Empowering the dynamic. Supporting the brave.

Trailblazers may not be a word traditionally associated with legal firms, but then again we're not your traditional legal firm. As the landscape of business continues to evolve and new commercial frontiers are explored and exploited, we think it's vital that we don't merely keep up with changes, but run ahead of the curve.

We consistently demonstrate our commitment to embrace change and innovate alongside our ability to understand our clients' needs irrespective of what emerging or established market they are involved with. As a trusted extension to each client's business we believe our client relationships flourish when we ditch the legal jargon and adopt a simple approach.

We believe in a formal informality that ensures our entire team is approachable and engaging. That said, when it's right for our client's business, we're more than prepared to show our teeth.

We specialise in acting for entrepreneurs, owner managed businesses and investors. We advise in relation to corporate transactions, banking, financing, commercial contracts and on all aspects of running and growing a business in the UK.

Whether you are a budding tech entrepreneur, ideas-driven start-up or a well-established financial institution, we have the well-resourced team you need to perfectly position your business for future success and growth.

We never fear change. We lead it.





Corporate.

We understand no two businesses are the same, and our focus on understanding the key commercial and legal pressures and realities that face your business means that our advice is pragmatic, commercial, and bespoke to you.

Corporate expertise. Real support.

Our business minded team are highly experienced in the complex world of corporate law.

Our corporate team has the knowledge and expertise to guide you through the complex legal processes associated with business, whether you are a start-up, entrepreneur, plc, financial institution or investment house. Our team is top-ranked in their field by industry reporters so are perfectly positioned to advise you on a wide variety of corporate and commercial matters.

- VC/angel investments
- Acquiring/merging a business
- Joint ventures
- Management buy-outs and buy-ins
- Re-organisations and restructures
- Selling your business
- Company formation and management
- Acquisitions and disposals of shares
- Equity investments
- Share options and incentive schemes
- Corporate governance and compliance

Our recent experience:

- Advising Visualsoft Limited on its management buy-out, management equity incentive programme and group structure.
- Initially advising fintech co-investment equity funding platform Growth Funders on all subsequent equity investments made through the platform as well as acting for the platform owner, Growth Capital.
- Advising the shareholders of Exis Technologies Limited on the sale of the entire issued share capital of the company to a US corporate acquirer.
- Advising a major UK bank and the buyer in relation to acquisitions of significant corporate groups of international franchise businesses throughout the UK.
- Implementation of an enterprise management incentive (EMI) scheme for a large technology company.
- Shareholders' agreement regulating the relationship between 30+ shareholders and a private equity investor of a national professional services business.

Meet Nik.

Nik heads up the firm's Corporate and Commercial team and specialises M&A, in banking and finance.



Nik Tunley
Head of Department, Partner, M&A Specialist
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Commercial.

Regardless of your size or sector, our commercial lawyers can support your business in its everyday activity and provide you with the documents and processes that are the foundation of your operation, protecting your interests and being commercially focused.

Commercial thinking. Contemporary delivery.

We understand the importance of knowing all the commercial opportunities available to your business.

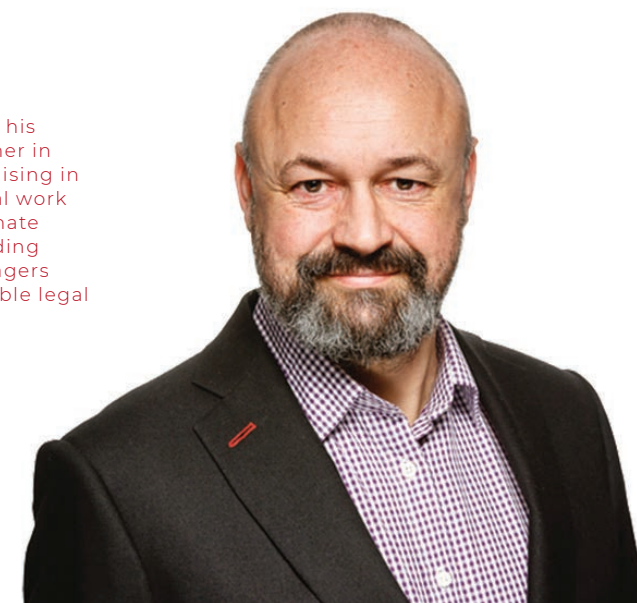
- Commercial contracts (consumer and business)
- Terms and conditions of business
- Drafting and negotiating commercial contracts
- Shareholder agreements
- Trademark searches and trademark registration
- Intellectual property and brand exploitation
- Personal guarantees
- Distribution agreements
- Data protection and GDPR
- Sponsorship
- Franchising and licensing
- E-commerce
- Partnership

Our recent experience:

- Advising a start-up SaaS provider (employee engagement software) on its contractual framework including terms and conditions of business.
- Advising a start-up web based subscription service (threat intelligence) on its contractual framework including terms and conditions of business.
- Contractual arrangements for a niche online marketplace in the training industry (particularly offshore).
- Cross-border intellectual property sale, exploitation, and licensing arrangements in the agricultural sector.
- European and worldwide intellectual property right protection in the brewing and retail industries.
- International customer services outsourcing arrangements and the provision of various call centre services from India to Australian consumers in a regulated sector.
- Advising on commercialisation and protection in relation to various online e-commerce platforms.
- Audit and implementation advice in relation to the upcoming changes arising out of GDPR.

Meet Nigel.

Nigel began his role as Partner in 2018, specialising in transactional work he is passionate about providing owner-managers with affordable legal solutions.



Nigel Williams
Partner, M&A Specialist
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Banking and Finance.

In an ever evolving sector, potential sources of finance are now more diverse than ever.

As the landscape of your business changes and you continue to evolve and grow, Endeavour will keep you ahead of the funding curve.

Support to bank on. Always on the money.

Once the decision has been made to go for funding, our team offer insight and expert advice throughout the entire process. Whether you need a second opinion, initial advice or full scale engagement, we assist in a wide range of roles.

- Helping you understand the different types of funding available.
- Introducing you to the right funders for your business.
- Guiding you through the funding application process.
- Implementing the right financial structure internally.
- Comparison of the offers of funding received from a legal perspective.
- Setting up and supporting you through the funder's due diligence process.
- Advising you what is often negotiable and what is not.
- Negotiating the term sheet on your behalf – it is not just the margin and the lender's fees you need to consider.

Banking and Finance Roles:

- Finance Directors, CEOs, in house legal teams or smaller law firms all of which need additional expert support with funding documentation.
- SMEs, Sole Traders, Partnerships and Charity trustees who have never been through a funding process.
- Accountants who want to add extra value to their client's experience.

Meet Deborah.
Our Banking and Finance team, headed by Deborah Kirtley, can support you through the often complicated process of business growth and funding.



Deborah Kirtley **MBA**
Partner, Banking and Finance Specialist
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Relationships tailored to fit. Client service built to last.

Our professional but informed approach to working with you allows us to cut through the jargon to deliver a human, friendly and ‘no-nonsense’ approach to legal advice.

Top ranked in their fields, Tees Valley based but nationally recognised, our corporate team have acted on some of the largest transactions in the region and are vastly experienced in completing a wide range of high value and complex deals.

We don’t pre-judge and we’re not ruled by the clock. We’d rather take time to nurture a bespoke partnership, because we believe a long term relationship always trumps short term profit.

Empowered individuals, collective success.



The Legal 500.

Our corporate and commercial department have been a regular fixture in the Legal 500 guide since the firm’s formation, with this latest edition ranking our experts as the only top tier team in our geographical location.

The guide complimented our experience in completing high-value and cross-border transactions to the highest legal standard. Described as ‘very knowledgeable and responsive’ the team is recognised for working alongside a broad range of clients in multiple sectors, including large corporates, SMEs and start-ups, banks, corporate financiers and investors.



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“Based on our experiences of working with Endeavour Partnership, we wholeheartedly recommend them as the go-to experts in commercial legal services. Friendly expert advice is always forthcoming and we love working with them! What’s helpful is that they have a real expert in every commercial field, which is a commodity that cannot be overstated.”

Andy Preston.

Middlesbrough and Teesside Philanthropic Foundation.

Big hearts. Helping hands.

At Endeavour our community is close to our hearts. It’s been said that “From what we get, we can make a living; what we give, however, makes a life.” Our business provides us with a powerful platform on which to continually help in supporting and developing our community.

We are committed to providing high quality employment opportunities alongside engaging with education providers and young people to raise aspirations and skills within our region.

We also recognise charity starts at home. As a business and as individuals we are proud to actively engage with a number of charitable activities across the region and some of our greatest rewards are seeing the impact our support delivers across our local community.

Home is where our heart is.



high tide

High Tide Foundation.

High Tide is an industry led charity which delivers life changing career experiences, opening young people’s eyes and minds to Tees Valley’s diverse career opportunities. The foundation provides real life work experience which increases understanding, improves skills, raises confidence, and builds aspirations.



Tees Valley Combined Authority.

The Tees Valley Combined Authority was created to drive economic growth and job creation in the area. They are a partnership of five authorities; Darlington, Hartlepool, Middlesbrough, Redcar & Cleveland and Stockton-on-Tees, working closely with the Local Enterprise Partnership, wider business community and other partners to make local decisions to support the growth of our economy.



Butterwick Hospice.

Butterwick Hospice Care helps to improve the quality of life for those who have a progressive life limiting illness and those close to them and to offer positive support for every challenge they may encounter during their illness and to see death as part of life’s journey.



Teesside Philanthropic Foundation.

Teesside Philanthropic Foundation is a registered charity, set up by Teessiders for Teessiders. The foundation helps businesses and individuals join together to make Middlesbrough and Teesside better places in which to live, work and do business.

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