

Case Study

Sector: Global Digital Agency

Jurisdiction: Scandinavian headquartered, multiple jurisdictions

Deal value: c.EUR40m plus earn-out

Issue: Insurance was required by the seller from the outset

Background:

European investment fund sought to acquire a global digital agency business from a listed corporate seller group.

Issue:

The Seller was only prepared to provide limited financial recourse under the general and tax warranties and indemnities and from the outset required bidders to explore obtaining insurance. Given the multiple European jurisdictions involved in the transaction and the nature of the business the bidder required a robust insurance solution that could provide the most comprehensive cover possible.

Solution:

An insurance policy that covered the key aspects of the business was issued in favour of the buyer on the signing and covered the general and tax warranties on both signing and completion.

