

“Effective solutions for difficult times.”

Aim Advisor of the Year Law Firm of the Year - Energy

Winner: **KERMAN & Co LLP**

AIM

It has been another successful year for Kerman & Co LLP advising AIM and PLUS Markets listed companies. Despite the market downturn, the Firm has continued to advise its clients with international interests in jurisdictions such as the USA, Russian Federation, Niger, Australia, Philippines, Peru, Columbia and Mongolia, on admissions, placings, acquisitions, and other equity and debt raising transactions including the increased use of debt instruments. One of the notable transactions carried out by the Firm in the past year was its involvement in acting for the target company in the first acquisition by a scheme of arrangement in Guernsey.

The wealth of experience of Kerman & Co LLP's Corporate and Commercial department means that it is able to provide a broad spectrum of expert advice in both public and private company matters ranging from mergers and acquisitions, corporate finance, equity and debt capital markets, finance, e-commerce and technology, 'MBO' and 'MBI'. It is this expertise that allows Kerman & Co LLP to provide "effective solutions for difficult times".

Energy & Natural Resources

Kerman & Co LLP's energy team is well regarded and offers a diversified practice that serves the needs of its clients in the global energy industry. It has accumulated valuable knowledge and experience through acting for clients in international and domestic energy matters in both the public and private company arenas. This encompasses a broad portfolio of transactions from the exploration and exploitation of oil and gas and other fossil fuels such as anthracite coal and uranium to developing and implementing alternative energy concepts. This includes advising clients who are active in developing solar, wind and water power.

Our Energy Litigation Practice also plays a crucial role in safe guarding our clients' assets and interests overseas and it regularly handles commercial disputes as well as arbitrations and alternative dispute resolution proceedings in international energy litigation matters.

The AIM teams have also been very active in the natural resources sector advising clients on transactions relating to resources including: gold, molybdenum, copper, and a range of other metals. A significant recent challenge for companies in these areas has been to deal with the pricing volatility. However this has also created opportunities for clients to acquire minority stakes in similar businesses and consolidate their interests often in different geographical regions.

Client Focus

Kerman & Co LLP lawyers pride themselves on understanding their clients' business issues, providing high service levels and on being approachable, empathetic and pragmatic. They look for practical and workable solutions to problems and challenges in a timely manner.

A significant proportion of their work is international in scope and the Firm has a number of multi-lingual partners and staff. Having developed strong working relationships with likeminded firms around the world, in particular Europe, Asia, and Africa, the Firm can offer extensive experience in project managing the legal aspects of international transactions which range in both size and magnitude.

Kerman & Co LLP understand the ever changing nature of client requirements. The Firm's corporate and commercial clients are regularly served by its Property, Litigation, Employment and Private Client departments who provide effective solutions to not only companies but also to the high net worth individuals who are associated with them.

In particular the Property department is experienced in supporting corporate deals, advising UK and international clients on all aspects of property law including acquisitions, developments and lettings.

Our Future

The current economic situation is starting to be viewed by many entrepreneurs as an opportunity. Established companies are being forced to leave gaps in the market place which may be developed. This coupled with reduced asset values, particularly where the seller is distressed, are creating opportunities for entrepreneurs to exploit.

Another consequence of the current economic downturn is that, in addition to increased instructions relating to redundancy, restructuring and TUPE issues, the Firm's Employment department has seen a considerable increase in advice concerning the "top-down" restructuring of businesses. Many companies now see the necessity to have the best possible management teams in place to survive the downturn and be best placed to take advantage of the eventual recovery. The need for effective and practical advice throughout this process cannot be understated.

The AIM and PLUS Markets will recover. Likewise the demand for energy and other natural resources will continue to grow globally. Kerman & Co LLP is well placed to provide excellent legal services to its clients who wish to exploit these opportunities, with its team of lawyers who are well versed in the development and financing of transactions as well as acquisitions and disposals.

Up-to-date news and details of recent deals undertaken by the Firm can be found on their website www.kermanco.com **ACQ**