

CASESTUDY

mergers & acquisitions

LIFE SCIENCE PRODUCT MANUFACTURER

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

THE CHALLENGE

Our client, a firm in the life sciences industry, was looking to acquire assets from a financially distressed firm. The seller was unable to provide any post-closing indemnification for representations and warranties presented during due diligence.

OUR RESPONSE

The Conner Strong & Buckelew team met with our client to discuss optional insurance products available to protect them in the event of post closing developments from seller representations. An insurance policy was structured to take the place of the seller's escrow account, and our client was able to move forward with due diligence for the deal.

THE RESULT

The Conner Strong & Buckelew team's ability to think outside the box resulted in successfully obtaining a product to secure the representations and warranties made within the purchase and sale agreement. Our client was provided with a unique option to address their concerns, and the seller was able to utilize funds from the sale to satisfy creditors. Ultimately, the acquisition was successful.

