

## **AY Business Law Limited**

### **Fees information**

AY Business Law Limited is committed to ensuring fairness and transparency when pricing. We appreciate that legal fees are expensive and have to be paid regardless of whether your sale goes ahead.

Business sales have various stages. In some of these stages it is easier to predict how much work and therefore fees will be involved. In other stages, the work and therefore the fees can be very unpredictable.

We have produced the table below that outlines the various stages of a deal and give an approximate timescale and estimate of fees involved for each.

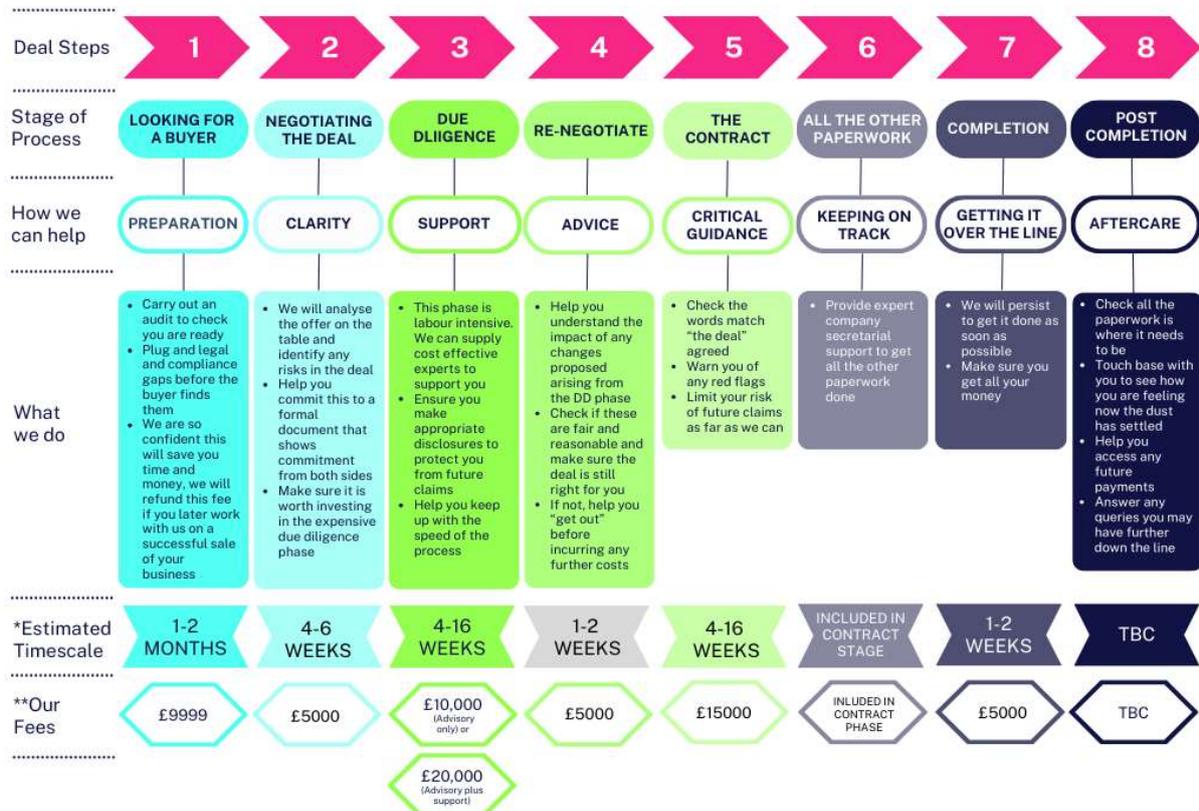
We will always work closely with you to keep costs to a minimum, working with your team on the due diligence for example to reduce the amount of our time involved. Unlike most law firms we do not use an automated time recording system.

Our previous experience of those, was that they often included time unfairly. We therefore use a simple spreadsheet to record the work involved, which we share with you regularly so you can keep track of things.

We are able to invoice the target company during the transaction, who can pay the fees, which will then be deducted from the sale proceeds on completion.

This helps with cashflow and is tax efficient to both parties. We cannot control the third parties that will be involved in the deal but if we see behaviour which we think is increasing costs unnecessarily, we will call it out and tell you.

We pride ourselves that all our clients are very happy to pay our fees both during and at the end of the transaction.



\*Timescales are based on our experiences of previous deals.

\*\*Fees are excluding VAT and per month for each stage of the deal. For those stages, which take less than one month, they will be pro-rated accordingly.

Things that can make a deal more complex and increase the fees include:-

- Unusual or obscure legal issues and/or clients who have unusual or complex businesses.
- Third parties behaving unreasonably.
- Matters requiring urgent attention and/or working outside of normal office hours.
- Matters occurring which are outside your or our control.
- Changes made to the scope of work required by you.
- If you change your mind about when you want things to be done either bringing completion requirements forward or delaying things.
- If disputes arise between parties who were previously co-operating with us or you.