

# ByrneWallace – a full service law firm with a proven M&A expertise

In an increasingly complex corporate landscape, the firm believes it has strengths that will appeal to clients

ByrneWallace, with 350 staff and 45 partners, is one of Ireland's largest law firms, and consistently ranked at the top when it comes to advising on mergers and acquisitions.

The Dublin firm has been named one of the country's leading M&A specialists two-years running in the Experian MarketIQ ratings for the UK and Ireland.

Partner and head of the ByrneWallace Corporate team Neil Keenan says the MarketIQ rating is especially valued as it is compiled from real-world data from Experian MarketIQ, Corpfm's global M&A database, and Companies Registration Office data.

League tables are based on recorded M&A and equity capital market transactions for an entire year.

As 2018 draws to a close, Keenan and his team are looking back on an exceptionally busy year and one which saw some major new trends, including the arrival of a significant number of British funds into Ireland.

These were led by the British Growth Fund, which opened an office in Dublin at the very end of last year and announced a capital growth fund for Irish SMEs of €250m.

"We can say that's partly due to Brexit, it may be a case of hedging their bets a little bit and looking at Irish opportunities and opportunities

within the EU," says Keenan.

"The other trend we've noticed during 2018 is that, if you are a business owner in Ireland, it's probably not a bad time to be looking to sell. There's quite a lot of money out there [in the market], with prospective investors hungry for new opportunities. There are international trade players looking at Ireland, but also private equity-backed funds seeking for opportunities as well. As a result, we have seen a lot of traction on the sale mandate side."

In an increasingly international and complex corporate transactions landscape, ByrneWallace believes it has strengths which will appeal to clients.

"Where we see our point of differentiation is that, while we are a large full service law firm with a deep pool of talented lawyers, our Partners are all highly experienced transaction specialists and very much

hands-on in working with clients to reach a successful outcome. In that regard, we are very much a partner-led team which means our clients have full access to our senior team's long years of experience which is essential when navigating the intricacies of a complex corporate transaction," says Keenan.



**Gerry Beausang, head of capital markets, ByrneWallace**

"Many of our clients are owner-managed businesses and given our long track record working with them, we



**Neil Keenan, partner, ByrneWallace**

have a very good understanding of the many challenges that they have to deal with in growing their businesses. Very often, a corporate transaction is a seminal event for owner-managers - for some, for instance, a sale transaction may be a once in a lifetime event - so having a deep understanding of the issues affecting a specific business owner is crucial to ensuring a successful process."

Gerry Beausang, partner

and head of capital markets in the ByrneWallace corporate team says that in a market where M&A processes are becoming increasingly complex and fast-moving, clients can depend on ByrneWallace for agility, insight and rapid problem-solving.

"There's no doubt that you need to have specialists in all the right areas to serve a corporate transaction. Whether advising the buyer or seller you need to gain a deep understanding of the various elements of the target business. That's where the benefits of having the right specialists really tell," says Beausang.

ByrneWallace has been involved in some major deals in the renewable energy sector, including acting for Mainstream Renewable Power in the Irish corporate legal aspects of its disposal of the Neart Na Gaoithe offshore

wind farm project, and the firm is currently advising on Mainstream's grey market process. ByrneWallace previously advised Mainstream on the landmark \$117.5million

deal to fund the expansion of the Lekela Power platform providing renewable power supply across Africa.

Recently the renewable energy sector has been a major growth area for the firm, says Keenan.

"We've done quite a few corporate transactions in the energy sector. This is obviously a highly regulated market particularly in the context of generation licences and the single electricity market rules and our specialist lawyers in this field have a deep understanding of the applicable regulatory framework. The firm has recently bolstered its energy team with the appointment of an additional energy partner Gavin Blake, who is a renewable energy specialist. The firm also has existing leading practices in areas such as technology, life sciences and healthcare."



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