



**Press Release**

**December 2011**

## **M&A Business Guides:**

### **Responding to an Unsolicited Approach for your Business**

Oghma Partners LLP, the food & beverage focused corporate finance boutique, is pleased to release a further business guide for owner operators within the food and beverage industry.

The acquisition and disposal of businesses, particularly in the food and wider consumer sectors, continues unabated despite the current difficult economic climate in the UK and Europe. For the private company owner, quite often an unsolicited approach will come out of the blue and may be seen as either: a pleasant surprise; a distraction; or an annoyance. We review the methods of assessing an unsolicited approach and the various ways to respond to it. Dealt with correctly an approach, even if unwanted, could supply you with valuable intelligence; treated badly an approach could cost your business considerable amounts of time and you may unwittingly disclose commercially sensitive information.

For a copy of the detailed article, please email Caroline Bennett at the email address below or go to Oghma Partners website, [www.oghmapartners.com](http://www.oghmapartners.com) and find the 'resources' page and follow the link to 'guides'.

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