

**OUR STEPS TOWARDS FIXED PRICE FEES**

<b>Document</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
<b>Shareholders/ joint venture agreement</b>	<b>Basic &amp; equal parties (start-up?)</b>	<b>Equal but with loans, guarantees, shares, employment new articles</b>	<b>Unequal parties</b>	<b>Value weighting</b>	<b>Co-operation of other parties</b>	<b>Amending third party document</b>
	£5-700	+30%	+10% per party	+40%	+30%	+20%
<b>Partnership agreement</b>		Equal but with loans, guarantees, employment	Unequal parties			
	£6-800	+20%	+10% per party	+40%	+30%	+20%
<b>Articles of association</b>		Different share classes	Employment. Shares/ share options			
	£3-400	+50%	+50%	+20%	+30%	+20%
<b>Non-disclosure agreement</b>	Basic letter	More detailed				
	£3-400	+30%		+20%	+30%	+20%
<b>Loan agreement</b>	Basic unsecured.	Debenture/ other collateral	Fully bespoke			
	£4-500	+30%	+50%	+20%	+30%	+20%
<b>Agency/ franchise/ distributorship agreement</b>	Basic	Complex				
	£6-800	+30%		+20%	+30%	+20%
<b>Standard terms and conditions of business</b>	Basic	Complex				
	£6-800	+50%		+20%	+30%	+20%
<b>Sale and purchase agreement</b>	Basic	Unequal sellers	Deferred /non-cash Consideration.			
	£800-1000	+40%	+30%	+20%	+30%	+20%

## Notes

Obviously, there are some areas of work where the above grid does not help, such as in seeking to settle disputes or in advising on corporate compliance requirements.

However, much of our work revolved around advising on certain documents. So in order to allow you to predict the cost of a piece of work, and to show our transparency in pricing our work, we have tried to provide for the most popular eventualities that we are familiar with from many years of drafting and advising on the above documents. We have done this by providing for levels of complexity ranging from 1 up to 6 in certain cases.

There are also two "levels" which may not strictly reflect the complexity of a document, namely the value of the transaction represented in the document and the co-operation of the parties involved. The former reflects the risk or exposure that Lexham Legal incur in advising on a matter. The latter reflects the time it takes Lexham Legal to complete a piece of work, which is ultimately the reason for the levels 1 to 4 complexities of the documents themselves. Obviously the latter may not be able to be satisfactorily predicted as any degree of co-operation of parties to a transaction is always unpredictable for many reasons.

Generally speaking, the percentages are cumulative, so that a complexity 2 percentage would then be recalculated by a complexity 3, 4, or 5 percentage. I.e. A £500 document with a 20% complexity 2 (£600) and a 20% complexity 6 (£725) would amount to be priced in the region of £725.

**Based on the percentage, we reserve the right to charge 20% higher (or we may charge any amount lower) than the final figure, based on factors which are difficult to legislate for. However we will aim to not charge more without compelling reasons which we shall notify you accordingly during the course of the matter.**