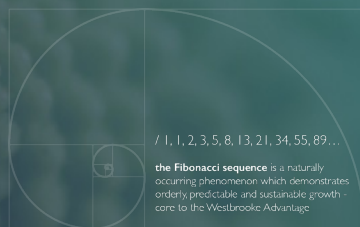


# westbrooke hybrid capital UK introduction



/ 1, 1, 2, 3, 5, 8, 13, 21, 34, 55, 89...

the Fibonacci sequence is a naturally occurring phenomenon which demonstrates orderly, predictable and sustainable growth - core to the Westbrooke Advantage



**westbrooke**

Alternative  
Asset  
Management

## looking for **funding solutions**?

We are a **single, empowered and responsive** team focused on **creating solutions** and building strong **long-term relationships** with our clients

Since 2017, Westbrooke Alternative Asset Management UK (Westbrooke UK) has actively invested and advised shareholder and investor capital in the UK, specialising in providing private debt and hybrid capital financing solutions.

Through our hybrid capital team, we offer a range of financing options for corporate entities and sponsors including senior debt, mezzanine finance and preferred equity. Our solutions are highly flexible and are tailored to meet the needs of each client, with capital provided on either a standalone or integrated basis. We are a team of experienced and entrepreneurial professionals who act quickly. We place a strong emphasis on deliverability and adopt a partnership approach.

Westbrooke UK is a subsidiary of the Westbrooke Group, a global multi-asset, multi-strategy manager of alternative investment funds and products that invests on behalf of our shareholders and family office investors. The Westbrooke Group has invested and advised over £1bn of private capital, predominantly in South Africa, the UK and the USA.

**>£100m** of committed hybrid capital through dedicated funds

Supporting **growing businesses**,  
**Private Equity sponsors** and  
**lenders**

Providing investments of **up to £20m**  
**across the capital structure**

## what we do

Westbrooke UK, through its hybrid capital offering invests across the capital structure in a single transaction, working with entrepreneurs, management teams and private equity sponsors to provide finance to growing UK companies with EBITDAs of £1m - £10m



**£5m-£20m+**  
Unitranche

Senior and stretch senior term facilities structured around sustainable future cashflows. Amortizing and non-amortizing structures with cash / PIK servicing



**£3m-£10m+**  
Mezzanine

Bridges the risk-reward gap between debt and equity whilst minimising shareholder dilution via junior structures subordinate to Senior and/or ABL facilities



**£1m-£10m**  
Preferred equity

An alternative to equity syndication where we fund a share of the loan notes and, in return for priority ranking, receive less than a pro-rata share of the ordinary equity



**£1m-£5m**  
Minority equity

We have an appetite for equity risk where we are investing alongside an entrepreneur or private equity sponsor in addition to our debt facilities

## our team



**James Stirling**  
Head of Hybrid Capital

E james.stirling@westbrooke.com  
C +44 (0)7796 274 278

James has 25 years' experience in the UK M&A market, he was most recently Head of Growth & Acquisition Finance at Investec. He is a Fellow of the Institute of Chartered Accountants and holds an MA (Hons) from the University of Edinburgh.



**Kieran McKenzie**  
Senior Associate

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Kieran has 8 years' experience in the UK M&A market, he spent 3 years at Investec specialising in growth and acquisition Finance. He holds an MSc in International Business from Grenoble GSB, an MCom in Management from Stellenbosch University, and is a CFA Charterholder.



**Richard Asherson**  
Managing Director  
Westbrooke UK

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Richard is a member of Westbrooke's Executive Team, having established multiple strategies in the group. He was previously in the Structured and Acquisition Finance Team at Investec. He holds a BBusSci (Hons) in Finance, Economics and Strategy from the University of Cape Town.

# the westbrooke approach

We are solutions-driven lenders, who align with our clients by investing our own capital. This approach underpins a partnership-led investment strategy, focused on achieving mutual goals



## holistic offering

We can invest across the capital structure, allowing us to provide differentiated solutions for our partners



## bespoke

We are solutions-led in our approach, tailoring our funding to meet each client's requirements



## dynamic team

We are an experienced and entrepreneurial team that makes decisions promptly, placing an emphasis on deliverability



## commercial approach

We are curious and adopt a commercial approach when assessing risk, aiming to find simple yet creative solutions to complex financing needs



## aligned to clients

We invest significant shareholder and management capital in every transaction alongside clients, promoting a partnership approach and alignment between all parties








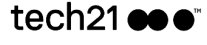




## track record

We deliver on financing terms with more than £60m+ successfully deployed to date & over £100m available for future investments

## selected historic transactions

We fund UK head-quartered, privately-owned businesses, across all transaction types and sectors

 <p><b>Acquisition finance for real estate search provider</b></p> <p>Warranted secured, unirate financing to support Aurelius' acquisition of TM Group in a CMA process.</p>	 <p><b>Shareholder restructure for early years training provider</b></p> <p>Warranted secured, unirate financing for early years apprenticeship training provider.</p>	 <p><b>Buying of a specialist fire door manufacturer</b></p> <p>Senior unirate debt for Novastone Capital's acquisition of a regulated fire door manufacturer.</p>	 <p><b>Preferred equity for a SEND buy and build</b></p> <p>Preferred equity facilities to support ICP's buy-and-build strategy in the special education school sector</p>	 <p><b>Mezzanine facilities for specialist distributor</b></p> <p>Mezzanine finance to support H2 Equity Partners' delisting and corporate carve-out of Acal BFI.</p>
 <p><b>Senior facilities for logistics group</b></p> <p>Senior finance to support growth ambitions of a UK tech enabled logistics aggregator.</p>	 <p><b>Buyout of specialist online tool retailer</b></p> <p>Unitranche debt and preferred equity financing to support H2 Equity Partners' acquisition of FFX.</p>	 <p><b>Growth capital for specialist manufacturer</b></p> <p>Senior-term debt to support the growth of an entrepreneur-led mobile device protection manufacturer.</p>	 <p><b>Refinance of leading cinema advertiser</b></p> <p>Refinance and growth capital financing for independently run cinema advertising agency.</p>	 <p><b>Acquisition facilities for nursery schools' group</b></p> <p>Growth and acquisition finance to support ICP's buy-and-build strategy in the nursery school sector.</p>

## a few of our partners

Westbrooke partners with entrepreneurs, management teams and private equity sponsors. We also have a network of co-lenders who we work with regularly



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 real estate  
 private equity

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**westbrooke**  
 Alternative  
 Asset  
 Management