

## **FORESIGHT PRIVATE EQUITY**

AN INTRODUCTION

































































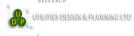
































































































































# **Foresight Private Equity**

A leading UK SME investor

- Foresight Private Equity manages over £1bn across a portfolio of Private Equity Funds and Venture Capital Trusts
- We invest up to £10m as a lead or co-investor across majority and minority stakes
- A flexible funding approach enables us to invest across a range of transaction structures
- A core focus on delivering growth through professionalisation, investment, support and a focus on ESG

## Foresight's investment range

Flexible, discretionary capital

**Impact** 





Venture





Growth Capital





**Buyout** 





**Debt** 







# **Foresight Private Equity**

We invest through a network of offices covering the UK and Ireland

## 10 UK and Ireland offices



Over **UNDER MANAGEMENT** 

**INITIAL INVESTMENTS BETWEEN £250**<sub>K</sub> **£ 10**<sub>M</sub>

**TEAM OF EXPERIENCED** 

SUPPORTING MORE THAN AND COUNTING...

**EXITED MORE THAN** 

WITH AN AVERAGE RETURN OF ACROSS THE 38 FULL OR **PARTIAL EXITS SINCE 2010** 



# How can we help your clients?

Typical drivers of equity funding requirements







- Where a key shareholder or owner manager transitions out of the business (e.g. retirement)
- Can be accompanied by a change in management
- Foresight can work with the previous owner to deliver a phased transition, typically involving new board members and management appointments

- Where a shareholder wants to realise value whilst retaining an element of ownership
- Our flexible funding structure means we can invest in both majority and minority shareholdings

- Where a business owner needs additional equity financing to support growth initiatives such as R&D, the launch of a new product or a concept rollout
- Foresight has significant experience in delivering growth and can both finance and support delivery of the growth initiatives

We're a flexible investor that is used to working with shareholders transitioning out of a business to build and recruit new senior leadership teams. We're comfortable working with businesses to build their succession plan, augment their board, invest in growth and professionalise reporting



# What do we look for in a business?

What we look for	Summary	
EBITDA	£0.5m - £3m	
Funding requirement	Up to £10m of <i>equity</i> funding	
Valuation	Typically £5m - £20m enterprise value	
Sector	Sector agnostic Our portfolio of 200 companies provides a bread of experience	
Growth opportunity	Opportunity to scale the business  Compelling market opportunity or a strong competitive offering  Investment in technology or soft assets (e.g. sales and marketing to support a rollout)	
Value creation	Professionalisation Appointment of new management team members (e.g. FD Chairman) Access to our network and 200 portfolio businesses for help, guidance and coaching	



# Foresight Approach: Adding Value Throughout

Foresight aligns itself with management to enhance value

# **Patient and** supportive

- Meaningful and mutually beneficial partnerships with the businesses we support
- Provision of financial, commercial and strategic support

## **Growth focused** mindset

- Sustainable growth, not growth through financial engineering
- Utilising our international reach and local connections to support expansion

## Focus on great people

- We listen to the management teams we work with
- We use our network to find the right leaders to act as chairs and non-executive directors

## Significant follow-on capital

- Over £200m of cash to invest in the portfolio to accelerate growth through multiple rounds
- We leverage our large network to introduce opportunities

## **Select Awards**













Changemaker of the Year / International Deal of the Year



WINNER

**Best Sustainable & ESG Alternative Assets Fund** 





Private Equity/Venture Capital Deal of the Year, Selazar



**Emerging Dealmaker of** the Year Private Equity / VC Deal of the Year









Funder of the Year



# Case studies



# Foresight Private Equity: Clubhouse golf case study

A £4m investment to drive growth and support family succession

Company details		
Company	Clubhouse Golf	
Location	Salford	
Investment size	£4.0m	
Investment date	2017	
Total Foresight ownership	72%	
Deal type	МВО	
Revenue at entry	£14m	
EBITDA at entry	£2m	
Revenue growth	87%	
EBITDA growth	101%	



## Company description

A specialist online retailer of golf equipment based in Salford

#### Transaction source

- Introduced by a small accountancy firm in Oldham
- Transaction driven by family succession and a requirement to invest for growth

## How Foresight added value

- Recruited a high calibre Chairman and experienced Finance Director. Prior to Foresight's involvement, Clubhouse produced limited financial information
- Significant investment to deliver a new office, warehouse and website
- Recruitment of a marketing manager to deliver a new marketing strategy and begin the strategic push into Europe

#### Result

- Approximately doubled revenue and EBITDA in 3 years
- Sold to a leading international European golf retailer in 2020



# Foresight Private Equity: DA Languages case study

£3.0m investment to support an equity release and provide growth capital to scale the business

Company details		
Company	DA languages	
Location	Manchester	
Investment size	£3.0m	
Investment date	2018	
Total Foresight ownership	67.5%	
Deal type	вімво	



## Company description

A provider of interpreting and translation services

#### Transaction source

- Introduced by a regional corporate finance advisor in Manchester
- Transaction driven by the key shareholder wanting to release equity whilst also securing some growth capital

## How Foresight added value

- Recruited a high caliber Chairwomen and a new Managing Director
- Significant investment in IT which was critical to driving growth and scale
- Improved reporting processes/controls and automated the booking and payment process

#### Result

- Sold to IK Partners, a leading international private equity house
- Generated significant returns for Foresight and the founder who had retained a significant shareholding



# Conclusion



# **Conclusion**



## Foresight is a leading investor in UK SMEs

- Over £1bn of Private Equity capital
- 10 offices across the UK and Ireland
- Portfolio of 200 companies



## We invest up to £10m in businesses generating EBITDA of £0.5m - £3m

- Sector agnostic
- Minority and majority investments



## We're used to working with vendors to deliver a deal

- Incomplete management teams
- Sub par financial information



We're always interested in talking – please give us a call if you have a client looking to raise equity finance, even if you're unsure it will be of interest



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