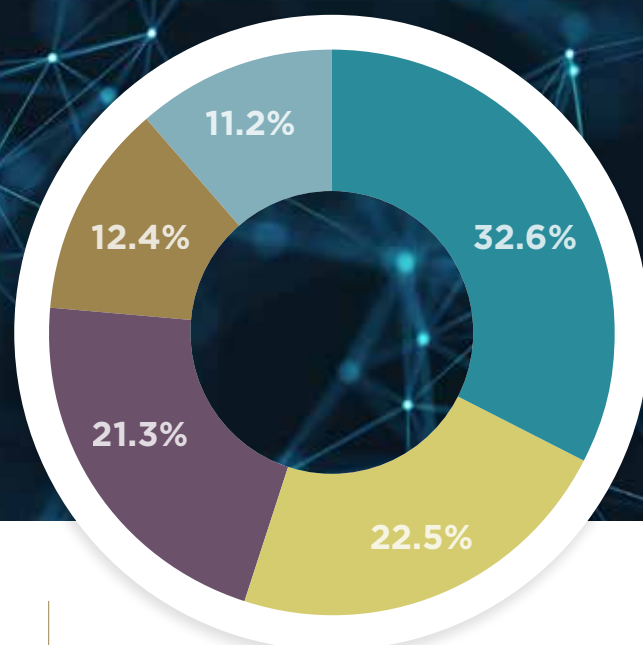


# Foresight

FOR A SMARTER FUTURE

## EQUITY RELEASE CASE STUDIES

November 2020



Foresight is one of the UK's leading and longest established investors in smaller growth companies, with extensive experience of equity release, MBO and MBI transactions.

With £600 million of assets under management, focused on UK small and medium sized enterprises (SMEs), our 30 strong private equity team has the flexibility to engage with a variety of transaction types. Foresight has a history of supporting founders and shareholders with equity release transactions. We manage more than £600 million across a broad portfolio of more than 100 companies.

### Sector Diversification

-  Technology, Media and Telecommunications
-  Business Services
-  Consumer & Leisure
-  Industrials and Manufacturing
-  Healthcare

### Investment Criteria

#### Foresight private equity funds



<b>Funds under management:</b>	£600 million
<b>Investments:</b>	Up to £10 million
<b>Transaction types:</b>	Buy-outs, buy-ins, equity release, acquisition finance and growth capital
<b>Target EBITDA:</b>	Up to £3m
<b>Region:</b>	UK wide
<b>Sectors:</b>	Business Services, TMT, Consumer and Leisure, Industry and Manufacturing, Healthcare

#### Foresight value-add



- Structure a deal to align objectives**
- Provide follow-on finance to support bolt-on acquisitions and growth plans**
- Focus on great people and recruit industry leading Chairs**
- Provide commercial, financial and strategic support**
- Plan for secondary exit and to release cash**

## Equity Release Transactions



UDP is a leading provider of civil engineering and traffic management services for utilities including sewer connections, highways and rail projects.

**COMPANY:** UDP

**SECTOR:** Business Services

**TYPE:** Equity Release

**INVESTMENT:** £3.0 million

**DATE:** November 2016

**utility-contractors.co.uk**



Tudor Contract Cleaners Limited is a soft facilities management provider with three core service offerings of window cleaning, general cleaning and ancillary cleaning.

**COMPANY:** Tudor

**SECTOR:** Business Services

**TYPE:** Equity Release

**INVESTMENT:** £3.8 million

**DATE:** December 2016

**tudor-group.co.uk**



Clubhouse Golf is a multi-channel golf company with over 30 years experience in golf retail.

**COMPANY:** Clubhouse Golf

**SECTOR:** Consumer and Leisure

**TYPE:** MBO

**SOLD TO:** all4golf delivering 6x cash return

**EXIT DATE:** March 2020

**clubhousegolf.co.uk**



DA Languages is a fast-growing interpreting and translation services business with a network of thousands of vetted professional linguists.

**COMPANY:** DA Languages

**SECTOR:** Business Services

**TYPE:** Equity Release

**INVESTMENT:** £3.0 million

**DATE:** May 2018

**dalanguages.co.uk**



Mowgli Street Food is a chain of authentic Indian street food restaurants that offer food which is packed with flavour.

**COMPANY:** Mowgli

**SECTOR:** Consumer and Leisure

**TYPE:** Equity Release and Growth Capital

**INVESTMENT:** £3.5 million

**DATE:** July 2017

**mowglstreetfood.com**



Epistem Limited is an established Biotechnology Company with headquarters in Manchester, UK, and facilities in the US.

**COMPANY:** Epistem

**SECTOR:** Healthcare

**TYPE:** MBO and Growth Capital

**INVESTMENT:** £2.0 million

**DATE:** June 2018

**epistem.co.uk**



Roxy Leisure Limited is a social entertainment bar group with operations in cities across the North and Midlands.

**COMPANY:** Roxy

**SECTOR:** Consumer and Leisure

**TYPE:** Equity Release and Growth Capital

**INVESTMENT:** £7.5 million

**DATE:** December 2019

**roxyleisure.co.uk**



ABL is a provider of community healthcare and wellbeing services across the North of England including weight management, nutrition support and smoking cessation.

**COMPANY:** ABL Health

**SECTOR:** Healthcare

**TYPE:** Equity Release

**INVESTMENT:** £3.1 million

**DATE:** August 2018

**ablhealth.co.uk**



Hedges Direct is a market leading e-commerce business in the gardening and landscaping sector.

**COMPANY:** Hedges Direct

**SECTOR:** Consumer and Leisure

**TYPE:** MBO

**INVESTMENT:** £2.8 million

**DATE:** August 2016

**hedgesdirect.co.uk**

## Equity Release Transactions



ONFAB Ltd designs and manufactures flexible containment solutions, used primarily in pharmaceutical manufacturing processes. In 2019, it acquired Lancashire Envair Holdings Ltd.

**COMPANY:** Onfab/Envair

**SECTOR:** Industrial and Manufacturing

**TYPE:** MBO

**INVESTMENT:** £6.9 million

**DATE:** September 2017

[onfab.co.uk](http://onfab.co.uk)



MI HealthCare provides servicing, reactive maintenance, repair and sale of a range of diagnostic imaging equipment for the NHS, private health sector and dental markets.

**COMPANY:** Mi Healthcare

**SECTOR:** Healthcare

**TYPE:** Equity Release and Growth Capital

**INVESTMENT:** £3.0 million

**DATE:** November 2016

[mihealthcare.co.uk](http://mihealthcare.co.uk)



Company Cards is recognised as one of the leading plastic card manufacturers in the UK.

**COMPANY:** Company Cards

**SECTOR:** Industrial and Manufacturing

**TYPE:** MBO

**INVESTMENT:** £1.9 million

**DATE:** September 2018

[companycards.co.uk](http://companycards.co.uk)



Fieldway is a leading provider of fire alarm & electrical installation, maintenance & repair services to public-sector bodies & companies across the North West.

**COMPANY:** Fieldway

**SECTOR:** Business Services

**TYPE:** Equity Release

**INVESTMENT:** £2.0 million

**DATE:** October 2018

[fieldway.co.uk](http://fieldway.co.uk)



McIntyre is a fire and electrical inspection and maintenance contractor selling primarily to housing associations in the West Midlands, London and East of England areas.

**COMPANY:** McIntyre Electrical

**SECTOR:** Business Services

**TYPE:** BIMBO

**INVESTMENT:** £5.0 million

**DATE:** February 2020

[mcintyre-electrical.co.uk](http://mcintyre-electrical.co.uk)



Camloc is a designer and manufacturer of made to order gas springs, dampers and associated products.

**COMPANY:** Camloc

**SECTOR:** Engineering/Industrials

**TYPE:** MBO

**INVESTMENT:** £1.5 million

**DATE:** June 2016

[camloc.com](http://camloc.com)



Crowle Wharf Engineers Ltd is a safety critical engineering business that designs, manufactures and refurbishes a range of mechanical installations primarily for rail and energy industries.

**COMPANY:** Crowle Wharf Engineers Ltd

**SECTOR:** Engineering/Industrials

**TYPE:** BIMBO

**INVESTMENT:** £1.5 million

**DATE:** April 2014

[cwelimited.co.uk](http://cwelimited.co.uk)



Regency provides an end-to-end service, offering creative design, manufacture, fitting and delivery, with a focus on vending and beverage machines, commercial refrigerators, alongside other POS products.

**COMPANY:** Regency Design and Print

**SECTOR:** Engineering/Industrials

**TYPE:** Equity Release

**INVESTMENT:** £2.0 million

**DATE:** April 2017

[regencydesign.co.uk](http://regencydesign.co.uk)



QS Recruitment is a blue collar temporary recruitment business, which predominantly supplies HGV drivers. Other sectors include general industrial, commercial and healthcare.

**COMPANY:** QS Recruitment

**SECTOR:** Business Services

**TYPE:** MBO

**INVESTMENT:** £2.0 million

**DATE:** December 2015

[qsrecruitment.com](http://qsrecruitment.com)

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