
SALAMANCA

Group



Enabling Business.
Protecting Assets.
Growing Capital.

Salamanca Group is a privately-held Merchant Banking business, home to experts in global investment advisory, UK real estate and private client services.

We build highly valued, long-term relationships with individuals, corporates, institutions and governments, offering strategic advice and specialist know-how through our four divisions:

- Investment
- Corporate Advisory
- Real Estate
- Private Client Services

Each division tailors its services as well as draws on the wider Group’s expertise to deliver integrated, consistent, client centred advice.

We invest time in developing a deep understanding of clients’ needs – partnering with them to provide solutions that enable their business, protect their assets and grow their capital. Whether their priority is empowering their business, increasing their capital or securing their assets, we have the sector understanding and proactive risk management expertise to help them make the right decision at the right time and with the right people.

Salamanca Group is a dynamic company combining the diverse, complementary talents of a multi skilled team with global experience. We pride ourselves on our integrity, agility and client-led, partnering approach.

We believe that by combining these qualities and experience we offer a distinct and compelling offering that sets us apart from other firms. More importantly, these attributes help our clients solve the most exacting challenges and seize opportunities.

Your attention is drawn to the Legal Notice on page 14.

Investment

\$20million - \$200million typical investment size at entry point

Corporate Advisory

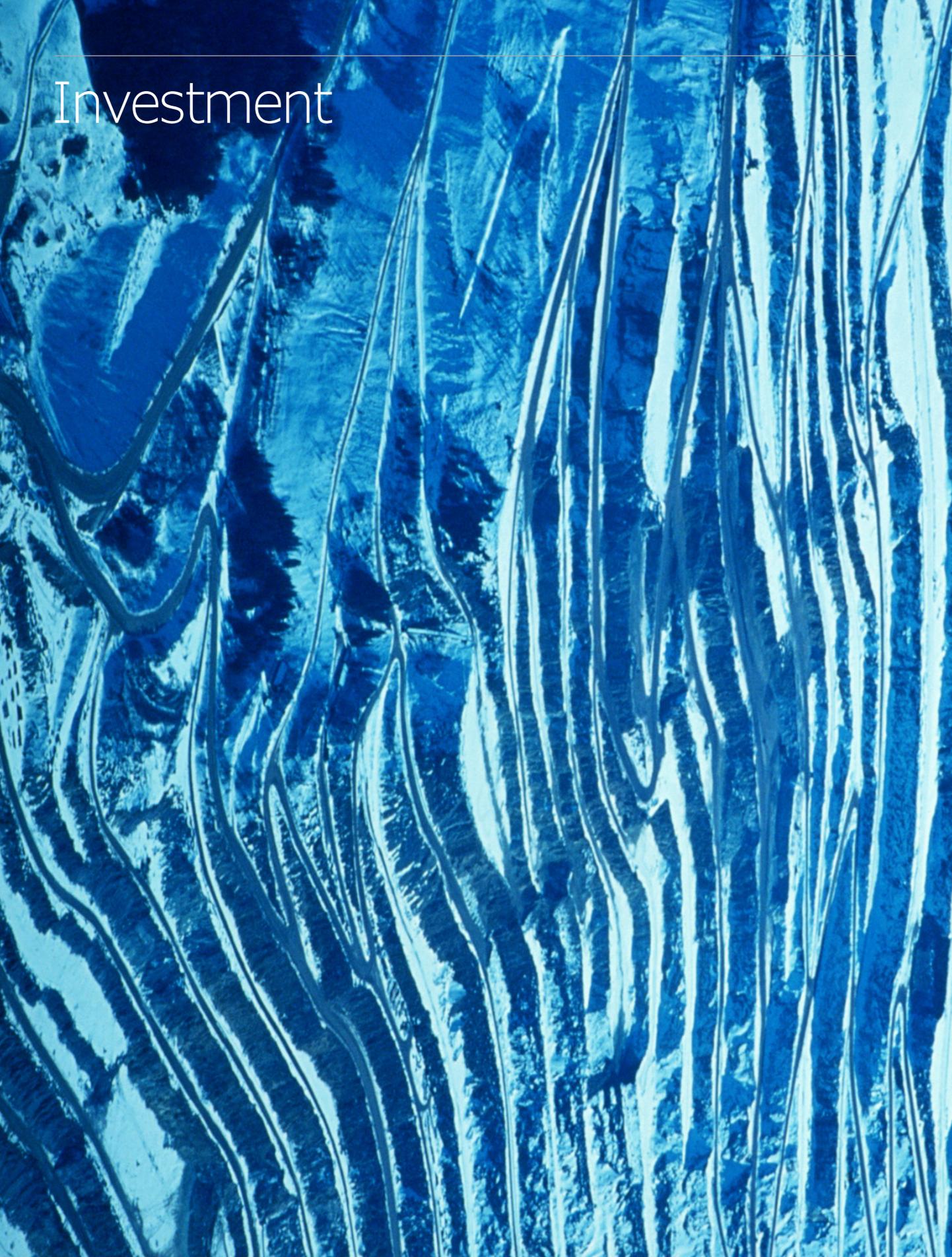
Strategic advice, acquisition and disposal of businesses, establishing investment funds and raising capital across the world

Real Estate

Over \$1 billion of real estate assets transacted

Private Client Services

Over 10 years in providing specialist services to our clients to support their families and lifestyle



Investment

Our Investment unit is a global, multi-asset class business dedicated to co-investing alongside clients. We have a distinct edge in sourcing off-market opportunities due to our robust network and our Group Advisors and Directors.

We focus on tangible asset, middle-market opportunities ranging from \$20million to \$200million across a range of sectors including but not limited to energy and natural resources, heavy industry, infrastructure and logistics.

We act as value added partners to management teams and include relevant senior management to deliver specialist expertise.

When we require in-depth sector expertise we partner with strategic investors and relevant experts to create a specialist team to manage and deliver the opportunity.

As a privately held company, we are able to pursue investment opportunities more efficiently and are able to move quickly through the transaction lifecycle.

We focus on tangible asset, middle-market opportunities ranging from \$20million to \$200million



Corporate Advisory

Corporate Advisory provides hands-on, trusted advice to business owners seeking to facilitate growth and crystallise value.

Entrepreneurial by nature, we are a partner of choice for private business owners, and also work with public companies, financial sponsors and high net worth professional clients.

We draw on a broad international network, sectoral expertise and cross border experience to execute on behalf of our clients. We have over 100 years combined transaction experience acting on deals in excess of \$50 billion.

Experienced globally, we have worked through several economic cycles and across a wide range of jurisdictions. We always place our client at the centre, and in some instances take an active role alongside them.

Strategic advice, acquisition and disposal of businesses, establishing investment funds and raising capital across the world

Our Services

We provide valuable services to businesses at every stage of the business life-cycle.

- Strategic Advice
- Mergers & Acquisitions
- Capital Raising
- Management Buy-Outs/Ins
- Divestments
- IPO Advisory

Our Sector Expertise

- Industrials
- Energy & Natural Resources
- Transport & Logistics
- Infrastructure
- Luxury Marine
- Real Estate

Real Estate

Based in central London, our team has over 70 years of combined experience in the UK real estate market. As London and its surrounding areas continue to dominate international real estate capital, our team applies in-depth local knowledge to assist investors from across the world to seek the right commercial and residential assets in a highly competitive environment.

Strategic Partnerships

We actively support leading real estate operators to make a decisive difference to the success of a clients' business. We advise on business plans and aspirations, and provide access to equity and capital raising in a corporate or single asset context. Our focus is to enable a client's business and grow capital. Salamanca Group co-invests in distinctive businesses which are asset backed with pre-defined exit opportunities.

Acquisitions & Disposals

We manage high quality transactions for a variety of assets including:

- Large scale **residential**
- **Family homes** including buy-to-let and portfolio additions
- A wide range of **commercial assets** including office, retail, restaurant, leisure and hotel

We utilise a variety of sources to identify on and off market opportunities and provide strategic advice on asset selection and location to meet a client's requirements in terms of risk and returns. Our considerable network and knowledge of the market enables deals to be executed diligently with complete discretion, and in a hands-on manner.

We support all aspects of a transaction; we represent and lead buyers through all stages of the acquisition process through to execution, including the introduction of appropriate professional advisors, where necessary, from our extensive relationships.

Once ownership is complete, we support the investor to maximise financial gain from the asset through the provision of ongoing property and strategic asset management, including tenant finding, and valuation advice.

Asset & Property Management

Whether a principal residence, portfolio component or institutional investment, properties all require different management approaches to ensure owners and tenants benefit from smooth running and deliver strategies to enhance and maintain the clients' financial, operational and asset goals.

We manage each property individually. Our thorough management approach is tailored to meet an owners exact requirements and all services are provided by approved and professionally accredited contractors. We oversee matters such as lettings, lease renewals, rent reviews and property management.

Residential Consultancy

Development/Refurbishment

We oversee development projects from inception to completion providing hands-on expertise. Our services are applied to meet a client's precise requirements. They range from being embedded in a client organisation to provide internal support to a traditional external consultancy role.

Risk Management

Both overseas and UK resident property owners are exposed to high levels of risk as landlords in the eyes of UK law, with the highest standards of care expected towards tenants. We work closely with our clients to ensure, whichever way their portfolio is managed, that all levels of risk are assessed and that their tenants are managed professionally.

Audit

Our audit service will review the entire book for a private and corporate portfolio, assessing underperforming assets and the level of risk. We then produce detailed reports illustrating our findings alongside recommended remedial actions.

Over \$1 billion of real estate assets transacted

Private Client Services

Our Private Client team offers personal assistance to you and your family, as well as providing instant access to the wider team who facilitate strategic and financial advisory. We specialise in value add services for individuals and families moving to or living in London and the surrounding areas.

The following services are delivered by our in-house experts:

Relocation

Our Relocation team manage and facilitate on a one-to-one basis every aspect of an individual's or family's relocation including residency and citizenship solutions, bespoke property search, removals and shipping, home set up, schools sourcing and ongoing concierge. Please see Real Estate for more details on the Residential Property offering.

Special Interests

We provide an exclusive service for those seeking to maximise the time they spend with family and enjoying their favourite pursuits. We support hospitality, entertainment and event requests.

Foreign Exchange

Our Foreign Exchange offering provides specialist consultancy services tailored to meet our clients' currency needs. We offer individual, transparent solutions for over 140 currencies including all of the major world currencies and most emerging market currencies. Our experts partner an understanding of the clients' requirements and their currency exposure with monitoring currency markets in real-time in order to provide a range of solutions which offer the best transaction approach to mitigate against market volatility.

Our in-house team are experts within their areas and deliver tailored services with efficiency and discretion

Who Are We?

Founded in 2002 and privately owned, the Group is operated by its management team. We have a comprehensive track record of partnership and delivery across all our activities.



Martin Bellamy
Chairman & CEO

Martin Bellamy founded Salamanca Group in 2002. Martin is responsible for running the Group, overseeing its continued development and, in particular, is focused on the development of a new style Merchant Banking model. Previously, Martin worked at WPP and served for 10 years as an officer in the British Army. He has a MBA from Reading University and is a Fellow of the Royal Geographical Society. In 1997, Martin rowed across the Atlantic Ocean in a boat named Salamanca.



ShaRon Kedar
Group Director

ShaRon Kedar is responsible for deal sourcing and has led a number of the Group's direct investments in the resources and heavy industry sectors across Asia, South East Asia and Europe. ShaRon has more than 18 years' experience in corporate finance, private equity and consulting in sectors ranging from metals and mining to real estate. Previously ShaRon was a Managing Director and Co-Founder of SRK Ventures, and he worked at RZH, now part of Numis Group.



Lord David Triesman
Group Director

Lord Triesman brings a wealth of commercial experience and a career in politics. Currently, he is a non-executive director at Havin Bank and OneOcean Ventures. Previously, he served as Chairman of the Advisory Board at Templewood Merchant Bank and the Football Association, and a Board Member of Wembley National Stadium and UBS. In his political life, amongst numerous roles he was notably responsible for the Prime Minister's political organisation (2001-2004), and as Under-Secretary of State in the Foreign & Commonwealth Office, and Under-Secretary of State in the Department of Innovation, Universities and Skills.



Simon Alsop
Finance Director

Simon Alsop is a qualified chartered accountant and is the Finance Director for Salamanca Group, where he is responsible for all financial and compliance matters across the group. Simon has worked for over twenty years in business finance and management, over half of that time at Finance Director level, leading teams in both large corporate and SME environments and across a range of sectors. His experience includes strategic planning and delivery, systems implementation, M&A including post-deal integration, fundraising and successful business turnarounds.

Where Are We?

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Important Notice

This document does not constitute an offer, invitation or inducement for investment financial, tax or other advice. Interested parties should form their own views. This document is being supplied to you solely for your own information. Salamanca Group reserves the right to change information in this document.

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Salamanca Group®

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