

# **SALAMANCA** **Group**

Corporate Advisory

STRATEGIC ADVICE  
ACQUISITIONS & DISPOSALS  
CAPITAL RAISING



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## About Salamanca Group

Salamanca Group is a privately-held Merchant Banking business, home to experts in global investment and 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 and Private Client Services. We deliver integrated, consistent advice, always with the client at the centre and ensure a collaborative approach with our clients, in order to enable their business, protect their assets and grow their capital.

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## About Corporate Advisory

- We provide hands-on, strategic and financial advice to corporates and 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 transaction experience to execute on behalf of our clients
- 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

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## Our Services

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

Strategic Advice
Mergers & Acquisitions
Capital Raising
Management Buy-outs/ins
Divestments
IPO Advisory

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## Our Sector Expertise

We focus on tangible asset businesses that reflect our investment and advisory expertise.

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

Selected Transactional Experience

<p><i>Retail Development</i></p> <p>Equity raising</p> <p>Current</p>	<p><i>Private Financial Institution</i></p> <p>Equity raising</p> <p>Current</p>	<p><i>Private Real Estate Developer</i></p> <p>Arrangement of senior secured facility</p> <p>2018</p>	 <p>Series A fundraising</p> <p>2017</p>
 <p>Financial advisor</p> <p>2017 - 2014</p>	 <p>Preference equity refinancing</p> <p>2016</p>	 <p>Fund creation and equity placement</p> <p>2016</p>	 <p>Disposal of a significant minority stake</p> <p>2015</p>
 <p>Disposal of joint venture mining asset</p> <p>2015</p>	 <p>Luxury marina advisory</p> <p>2015</p>	 <p>Valuation and debt refinancing</p> <p>2014</p>	 <p>Acquisition of strategic interest</p> <p>2014</p>

Previous Clients of the Team

			
			
			
			
			



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## Select Team Biographies



### **Dena Bellamy - Managing Director, Corporate Advisory**

- 18 years' experience as a corporate finance adviser
- Held previous roles at Rothschild, Merrill Lynch and Commerzbank
- Experience spans M&A, privatisations, debt and equity capital markets
- Private fundraising has covered *inter alia*, infrastructure, real estate, transport and logistics, and aerospace and defence



### **Martin Bellamy - Chairman & CEO**

- Co-founded Salamanca Group in 2002 and oversees its development
- Focused on developing a new style Merchant Banking model
- Held prior roles at WPP and Williams Lea
- Previous career in the military, where he served for 10 years as an officer in the British Army



### **Lord David Triesman - Group Director**

- Develops new business opportunities and sits on a number of boards affiliated to the Group including Funding Affordable Homes
- Held Chairman and Board Member positions at Templewood Merchant Bank, Wembley National Stadium, Football Association and UBS
- Previous career in politics, where he served as Under-Secretary of State in the Foreign & Commonwealth Office (2001-2004)



### **Sophie Brand - Director, Corporate Advisory**

- Responsible for managing and strengthening private client relationships and leads on new business development for the Group.
- Held prior roles at Brunswick Group, where she led communications advisory work for clients in capital markets transactions and Investor Relations

## Important Notice

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Merchant Banking

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