



ENTREPRENEUR BACKED
PRIVATE EQUITY
FOR ENTREPRENEURS

ABOUT US

London and Scottish Investment Limited (LSI) is an established High-Net-Worth Investment Vehicle (HNWIV). We are now extending our interests beyond our traditional core sectors of property, environment and agriculture. LSI are seeking opportunities to invest in fast growing, dynamic companies in the SME to mid-market space.

Our strategy is to acquire minority and majority stakes in businesses, and through effective management and possible M&A activity, drive their growth over a 3 to 7-year time horizon to achieve exits.

The HNWIV is backed mainly by its Founder and Chairman Barrie Clapham. Barrie has a strong entrepreneurial background having established, managed and sold several successful businesses during a career which has spanned nearly 50 years.

LSI also has a highly experienced board of directors who bring a wealth of experience running businesses, deals, fund raising and driving exits across a wide range of industries and sectors.

LSI will invest in companies with a turnover of £1m plus, and with the strong potential for growth. LSI will invest amounts ranging from £1m to £10m. For larger deals LSI can draw on investment partners to co-invest as required up to £25m.

LSI is opportunity led and sector agnostic. The key to our philosophy is collaboration. We seek to support strong talented management teams and create the right chemistry based on a strong financial foundation to deliver on the business's potential.





TEAM HAS A COMBINED
EXPERIENCE OF
**COMPLETING OVER
300 DEALS**
TOTALLING A COMBINED
VALUE IN EXCESS OF
£15 BILLION.



WE ARE ENTREPRENEURS
FOR ENTREPRENEURS
WITH NEARLY
50 YEARS
EXPERIENCE IN THE CREATION,
MANAGEMENT, ACQUISITION
AND DISPOSAL OF BUSINESSES
ACROSS MANY SECTORS.



OUR TEAM HAS A STRONG
**PROFESSIONAL
BACKGROUND**
IN A WIDE RANGE
OF INDUSTRIES
AS WELL AS A REPUTATION FOR
**SUPPORTING
MANAGEMENT TEAMS.**



THE TYPICAL
INVESTMENT SIZE IS
£1-£10 MILLION
WITH ABILITY TO DRAW
**SIGNIFICANTLY
MORE CAPITAL**
FOR LARGER DEALS.



WHO WE ARE

BARRIE CLAPHAM | CHAIRMAN



Following his studies in law and economics at Glasgow and Strathclyde Universities, Barrie Clapham began his career developing businesses in oil and gas and property. He started Credential Holdings Limited in 1982 and developed the business establishing a substantial property group with interests across the UK.

Barrie has also grown businesses in other sectors and built up the largest automotive waste group in the UK, Credential Environmental Limited, which was sold in 2005.

In 2006 Barrie founded Produce Investments which acquired Greenvale AP. Under Barrie's chairmanship this business became the largest potato producer, packer and supplier in the UK as well as being the world's largest daffodil producer. Barrie successfully floated Produce Investments in 2010 and sold the business in November 2018.

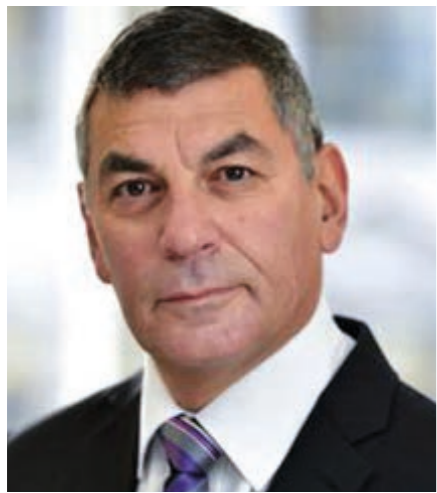
Barrie also established two property funds with Toscafund. Together with Stephen Inglis, they established the Regional REIT business listed on the LSE in 2015. Regional REIT specialises in commercial UK real estate opportunities and currently has a Market Cap of over £400m.

With nearly 50 years of business experience, Barrie brings a wealth of knowledge and expertise across many different sectors.



WHO WE ARE

FRANK BLIN | CO-DIRECTOR



Frank has joined LSI as a Co-Director. Frank previously had a long (38 years) and successful career as one of PwC's most senior leaders at home and abroad having been an insolvency, corporate finance, and client service partner. Frank served on PwC's UK Management Board, and was Head of the firm's UK regional practice

(£1bn revenue, 40 offices, 7,000 staff). Frank also held international leadership roles across PwC's global network.

Frank's skills include extensive experience in private equity, debt arrangements, equity investing and managing business turnarounds. He has advised on numerous major deals covering a wide range of industries and sectors, ranging across corporate finance, corporate recovery and due diligence assignments. His extensive deal history has covered over 100 transactions worth in excess of £2bn in value across the UK and internationally.

Frank has worked across a wide range of industry sectors as a trusted advisor to many public and private companies and has enjoyed a close working relationship with a number of high profile entrepreneurs.

He enjoys mentoring high growth businesses and has a strong commercial focus with a sound understanding of business risk. Frank was also one of the co-initiators of the Entrepreneurial Exchange which nurtures emerging talent in Scotland.



WHO WE ARE

BARRY WOODS | INVESTMENT DIRECTOR



Barry brings a wealth of professional experience, having held key positions in a highly successful family office and in a FTSE 100 company.

Barry was previously the Investment Director at a family office where he managed the delivery of complex investment and

asset management initiatives. These spanned across a range of opportunities in the UK, including single and multi-let industrials, offices and development sites. He also led the group's operational expansion plans with the team growing from 4 to 12 people, across two offices over a 2-year period.

Barry also worked as Lead Manager at Lloyds Banking Group's CRE Business Support Unit. Barry helped to deliver exceptional value across a £4bn portfolio. In addition to working out impaired debt, Barry was integral in the design and management of innovative asset management platforms which covered commercial, hotel and residential assets.



BOARD MEMBERS

STEPHEN INGLIS | BSC MRICS



Stephen is the CEO of London and Scottish Property Investment Management (LSPIM). Stephen is a Chartered Surveyor with over 30 years' experience in the UK Real Estate market, specialising in investment and development. In 2013 and 2014 he jointly created two investment funds joint ventured with Toscafund and was instrumental in the listing of these as Regional REIT on the London Stock Exchange in November 2015. Stephen is CEO of Regional REIT, a member of the RICS since 2001 and a member of the Investment Property Forum.

DEREK MCDONALD | BA MCIBS



Derek is Managing Director of LSPIM. Prior to joining LSPIM Derek spent 27 years at Bank of Scotland/Lloyds Banking Group in a variety of senior roles. Derek's previous roles have seen him spend time in Corporate Banking business in the USA, the UK Real Estate Joint Ventures business, the European Real Estate business, the UK Business Support Unit and the Irish Business Support Unit. Derek is also a consultant for REVCAP the Private Equity Real Estate business and brings a wealth of experience gained during his banking career.

SARAH CAMPBELL | CA CTA



Sarah is the Finance Director of LSPIM. Sarah qualified as a Chartered Accountant and Chartered Tax Advisor with PwC in Glasgow. Sarah advised on a number of complex restructuring transactions for the Group before leaving PwC to join London and Scottish Investments (LSI) in 2007. Sarah left LSI in 2011 to work for Lenovo Electronics for 5 years before returning to LSI in 2015.



OUR STRATEGY

LSI is aiming to fill the equity gap that exists for businesses which have moved beyond most Angel Investor Syndicates, but are not yet of a size to attract private equity investment.

LSI will seek to add more than just investment, drawing on the talents of its board members and external industry partners. We hope to differentiate in this space with our flexible, creative approach to deal structures, speed of decision making, philosophy of backing management teams and establishing the right chemistry with our partners.

We aim to find opportunities with businesses who have significant growth opportunities but are capital or resource constrained and are trying to create exciting and innovative ways to grow their market share.

Our investments are in people, not simply companies.

As business owners we recognise the importance of talent and we strongly believe that a capable and motivated management team is the key to driving real success. We adopt a collaborative approach and our objective is to complement, assist and support whenever possible. We can bring an external perspective and see the bigger picture and this allows us to identify and implement strategic change which can support the growth agenda.

Through the experience, knowledge and business network of LSI, we are well placed to help businesses grow and deliver on their potential.



LSI'S KEY ATTRIBUTES



Excellent track record of deal execution;



Speed of action and decision making;



A strong track record of successfully acquiring, managing and selling businesses;



Professional experience drawing on the boards background.



INVESTMENT CRITERIA

LSI are a flexible opportunistic investor. As a general guide our criteria for considering new investment opportunities is summarised here. We will however consider any deal and judge each one on its own individual merits.



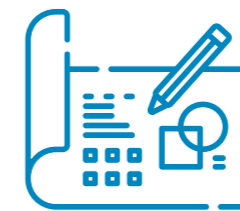
INVESTMENT LEVEL

Up to £10 million – beyond that we consider co-investment partners.



OTHER CRITERIA

- MBO's welcomed.
- Family Companies looking for succession, or to realise some of their wealth.
- Companies with external investors.
- Companies looking to move to the next level, realise entrepreneurial wealth, looking for additional funding, looking for management support and/or enlivenment, companies seeking management / founder change.



SECTOR

All sectors considered.



STAGE

No start-ups, ideally companies trading for at least 2-3 years, solvent and with existing revenue.

Exit potential within 3 to 7 years.





IF YOU WOULD LIKE TO KNOW MORE
ABOUT LSI OR SPEAK TO US ABOUT A
POTENTIAL INVESTMENT OPPORTUNITY,
PLEASE CONTACT BARRY WOODS ON:

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