




Access a pure source of independent capital

Put clients first. Grow your business. Exit with integrity.

 **VERTUS**
CAPITAL



Selling your
business or
looking to buy
a business?

We're here
to help.



“



Are you looking to sell your advice practice or grow your practice through acquisition? Either way, we believe that your most attractive option is to do a deal with an advice business that is similar to yours. Like-minded deals maintain the advice proposition, which is almost always better for clients and staff. If done right they are also worth more to buyers and sellers.

At Vertus, we bring independent capital and support to enable you to do a like-minded deal that is fair for both parties. We have also made available a comprehensive set of free resources to assist you in planning and executing a responsible growth or exit plan.

Matthew Marais,
Certified Financial Planner,
Director, Vertus Capital

Enabling advisers to do like-minded deals

Independent financial planners deliver an invaluable service to their clients: helping clients uncover goals, plan their finances and invest in a tax efficient way. They do this with due consideration for risk and desired returns, working alongside them to guide them through periods of volatility and stress. We believe this proposition should be preserved through the succession process.

We provide independent capital that enables internal deals (management buyouts) and third-party acquisitions of all shapes and sizes. Our unique approach to deals focusses on simple, fair deals that put client continuity first.

Since inception in 2016, c. 28% of our facilities have funded internal deals (management buy-outs), c. 60% have been like-minded acquisitions, and 12% have been access facilities for multiple deals. In each case, the acquirer has been able to purchase some or all of the business, free from adverse incentive.

We are supporting independently minded business owners in several important ways:

1. We have developed resources to help buyers and sellers plan their exit or growth strategy. These resources are free and comprehensive, covering a range of topics from strategic to technical in nature. For access, go to www.vertuscapital.co.uk/resources
2. We collaborated with Transact to help bring their matchmaking service to life. If you are looking outside the firm for a succession solution, they can help you find a strong fit. Likewise, if you are looking for sellers they can help in the search.
3. We provide finance to the buyer. This enables them to conclude the deal in a manner that is clear and simple for all parties. It also provides comfort to the seller that there is financing secured by the buyer.

Enabling like-minded IFA deals

Deal timeline



Why Vertus Capital?

We're on a mission

Vertus exists to enable like-minded, responsible succession deals to take place. Whilst a deal with a corporate consolidator may appear lucrative, sometimes this leads to significant changes to the advice proposition for all clients. Our unique approach to succession deals helps you put client continuity first, thereby enabling a better deal for all parties. By doing this, we are preserving the quality of the service provided to consumers for the benefit of all.

You're in safe hands

Our experienced team at Vertus is run by Matt Marais, who has been doing deals of all shapes and sizes in the financial intermediary market for over ten

years. Matt is a Certified Financial Planner and practiced as a financial adviser in South Africa before heading up Vertus Capital. We are passionate about the quality and independence of financial advice and want to ensure that the sector continues to thrive.

Bespoke solutions

Our financing products are provided as business loans designed to enable internal deals (management buy outs) or third-party acquisition. We are bespoke in our approach to structuring solutions for clients, which allows us to support deals which would otherwise not be funded. Whilst we have institutional backing, our approach is intentionally high touch.

Access our resources:



Visit www.vertuscapital.co.uk/resources

What next?

We have detailed resources to help you consider your exit options or growth strategy carefully. These are customised for buyers or sellers and cover the areas that need to be considered when doing a deal. It includes broad subjects like exit strategies and M&A timelines, as well as detailed topics like valuation, deferred consideration, warranties, indemnities, disclosure and legal documentation. For more information, go to our website at <https://vertuscapital.co.uk/resources/>



SCAN OR CLICK



CONTACT

0203 239 0499

info@vertuscapital.co.uk

The contents of this document have been prepared by Vertus Capital and are the opinion of Vertus Capital as of the date of April 2022. The contents are provided for general business information only and are subject to change without notice. It is not intended to be relied upon in any respect as part of any transaction nor to be advice in any respect or to represent an offer or any commitment from Vertus Capital or any of its affiliates. Any and all views are only expressed insofar as Vertus Capital were to support a deal with a business loan. Vertus Capital does not participate in advice for lending, credit information or any other information regarding loan consolidation. You should consult with a professional financial adviser authorised by the FCA who specialises in advising on credit and lending matters. In the event that we agree to make a loan to you as a UK professional financial adviser, any such loan must be for business purposes and will therefore be exempt from regulation as a credit agreement for the purposes of FSMA and the RAO. You will be asked to confirm that any loan is for business purposes in the loan agreement. There is however no guarantee that a loan would be granted to you should you apply.