

# KROLL

## ACQUISITION OPPORTUNITY

### Project Richmond ("the Company")

Wealth and investment management advisor

Kroll has been retained in connection with the sale of the business and assets of the Company. All communications, enquiries and requests for information should be addressed to the following professionals:

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### BUSINESS DESCRIPTION

An opportunity exists to acquire the business and assets of an independently owned private office with a heritage of providing specialist wealth and investment management services to selected families, private clients, trust funds, pension funds and limited companies.

Assets under Advice ("AUA") totals **£194 million** through c100 clients with an average AUA of c£2 million per client, with an annualised revenue of c£930k achieved via an averaged annual advice fee of 0.48% of AUA, billed in a quarterly cycle from a panel of nine Discretionary Fund Managers ("DFMs").

### KEY INVESTMENT HIGHLIGHTS

**Extensive Client Base** – An extensive client list of c100 high-net worth individuals / parties with average AUA of £2 million each.

**Client Demographics** – Advice provided across multiple family generations, which has led to customer relationships lasting in excess of 17 years on average.

**Revenue Growth Opportunity** – An opportunity for a reputable purchaser to grow its revenue through conversion of a direct sales opportunity and migration of an established client base.

**Gross Margin Enhancement** – The client list may be available without the Company's current advisers, which presents an opportunity for a purchaser to increase its revenue and enhance its gross margin (by increasing its existing advisers' AUA).

**Recurring Revenues** – All revenues are generated through an annual advisory fee of 0.48% of AUA (averaged across the book).

### ACQUISITION OPPORTUNITY

- An opportunity for a purchaser to acquire the entire client list of the Company providing a window of opportunity to convert and migrate clients, and bolster its existing AUA.
- Enhance, or expand, a purchaser's existing panel of DFMs.

**c£194m**  
Combined AUA

**17+**  
Customer  
relationships  
(average in years)

**c100**  
Clients

**0.48%**  
Averaged Annual  
Fee  
(% of AUA)

### INITIAL OFFERS

All interested parties will be required to sign a non-disclosure agreement.

**Initial offers, subject to further due diligence, should be sent to Kroll on an expedited basis.**

All interested parties will be required to have the necessary FCA Authorisation to perform the regulated activities associated with the services to these clients (or otherwise be exempt from needing such authorisation), and be confident of satisfying FCA 'treating customers fairly' principles in relation to the acquisition of the clients.

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