

OPULENTIA CAPITAL

We are a Mergers, Acquisitions and Private Equity firm specialising in attracting investment and creating opportunities for entrepreneurial businesses to grow.



Madrid - Belgrade - Gibraltar - London - Melbourne

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OUR TRAJECTORY

We have invested across 90+ companies as of January 2023, with businesses worth 250M, in 26 industries and in all major countries.

With active companies set-up ready to perform investments at the quickest pace.

250M+

Worth of Transaction Value

90+

Deals

26

Industries



OUR TEAM

We have a world class team made up of leading tax accountants, Financial Directors, HR Directors, Executive Chairman with 40+ years of experience & an expert M&A Team.



PAUL SEABRIDGE

Paul is Group CEO and leads Opulentia Capital. Paul is a published author, global entrepreneur and leading M&A expert. He has personally transacted over 60 deals & advised on 100s more.



GORAN PREGELJ

Goran is a global investor and manages deal origination & pipeline of acquisitions. Goran is a leading Private Equity expert with over 20 years experience working with SMEs.



PETER LAWRENCE

Peter is FCIPD qualified, holds a masters degree in Human Resource and an MBA. He has over 30 years experience in senior HR roles including time at ExxonMobil & GE.



MATHEW WAINWRIGHT

Mathew Wainwright Director of Operations within Opulentia Capital. He has international experience working with successful tech startups & Private Equity Firms.



BEN SEABRIDGE

Ben brother to Paul, leads & oversees all of our investments post completion. Ben successfully built a global recruitment business before becoming a private investor in SMEs.



SIMON MARTIN

Simon is a Chartered Accountant and has 17+ years experience in senior finance roles. He started his career at KPMG and has gone on to lead finance teams in SME's and PLC's across a number of industries.



DAVID MARIN

David Marin holds a Bachelor's degree in Business Management and a Master's in Law and Legal Practice from BPP London University, with a special focussed on corporate law.



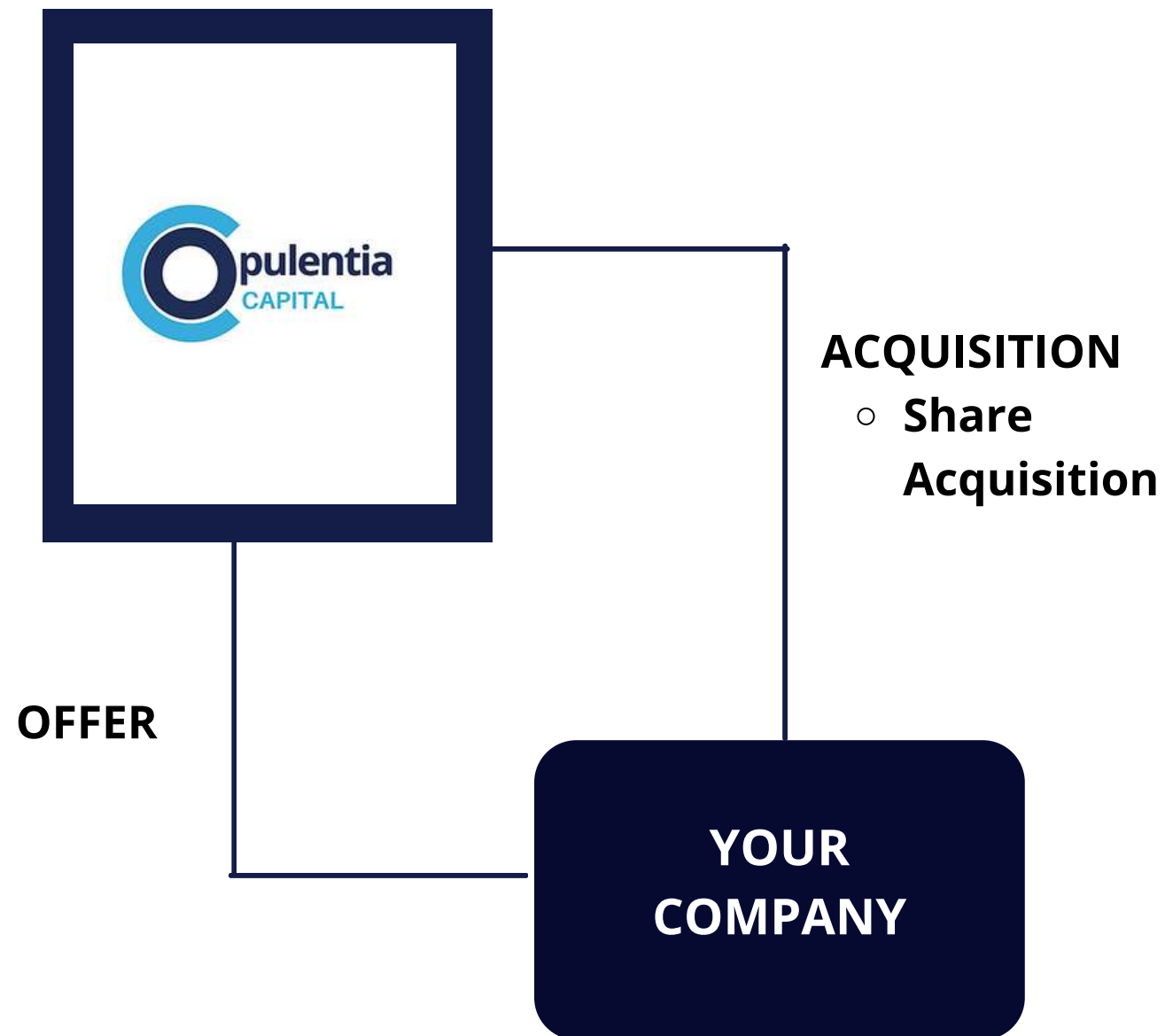
MAXIM KIMRYAKOV

Max Kimryakov is an accomplished senior financial analyst working at Opulentia Capital with broad-based expertise in M&A services. He holds both a Business and Law degree from IE University as well as certifications in Corporate Finance and blockchain / fintech from University of Chicago and MIT respectively



EXIT

If you are looking to sell your business we are interested to speak to you.



■ Fair Market Value

We value your company at a Fair Market Value within the industry.

■ Protect Reputation

We protect the reputation and brand you have built with your key suppliers, customers and employees, and look to drive the operations forward.

■ Quick To Transact

We are quick to transact if needed.

■ Talented Operational Team

We bring in or partner with your management team on the operations of the company.

■ Bring in Experience From Industry

We bring in industry experience and expertise when needed.

■ Balance Sheet + Multiple Of EBIT

We value businesses based on the Balance Sheet plus Net Profit figure.

WHAT MAKES US DIFFERENT

Entrepreneurs first, then investors.

World class team behind us.

Quick turnaround on deals.



WHAT WE VALUE

**Protecting & Providing Opportunity
for Current Staff**

**Respecting the legacy, brand &
customers you have developed over the
years.**

**Looking at further organic & inorganic
growth opportunities to build upon
your business further.**

SOME OF OUR PORTFOLIO COMPANIES

**Becoming the right exit partner for you, based on our experience
and track record.**



Testimonials From Sellers



**Mark Lever, Portfolio Company Staff
Review at Uk Salads Ltd**

[Link to Video Testimonial](#)



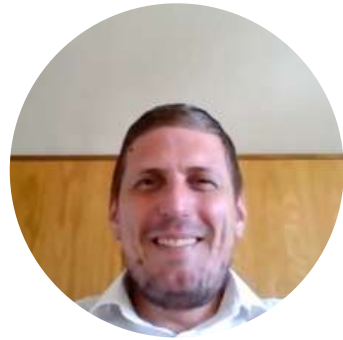
**Jarrod Clay, Managing Director
at Robinson Caravans.**

[Link to Video Testimonial](#)



**Mike Davis, Managing Director
at A1 Ace Taxis Ltd**

[Link to Video Testimonial](#)



**Lee Ferreday, Portfolio
Company Staff Review**

[Link to Video Testimonial](#)



**Shane Nighingale, Portfolio
Company Staff Review**

[Link to Video Testimonial](#)



**David Hunter, CEO at
Ta8me Group**

[Link to Video Testimonial](#)



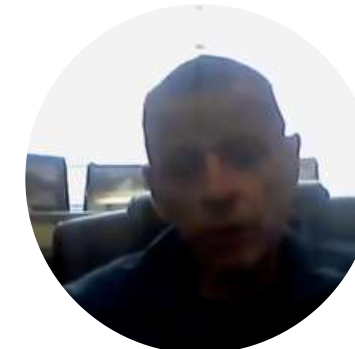
**Scott Wilson, Portfolio
Company Staff Review**

[Link to Video Testimonial](#)



**Mark Strachan, Direcor at UK
Salads Ltd**

[Link to Video Testimonial](#)



**Kevin Hanbury, Managing Director at
3Ks Engineering**

[Link to Video Testimonial](#)

Timelines For Acquisition

Our acquisition timelines normally take anything in between 4-12 weeks, depending mostly on your speed of distribution of information required for Due-Diligence and our lawyers.

Closing Day.

1-2 Days Later

1-2 weeks Later

1-2 weeks Later

1-2 weeks Later

**Heads
Of Terms
Signed**

**DD
Checklist
Issued**

**DD
Info
Received**

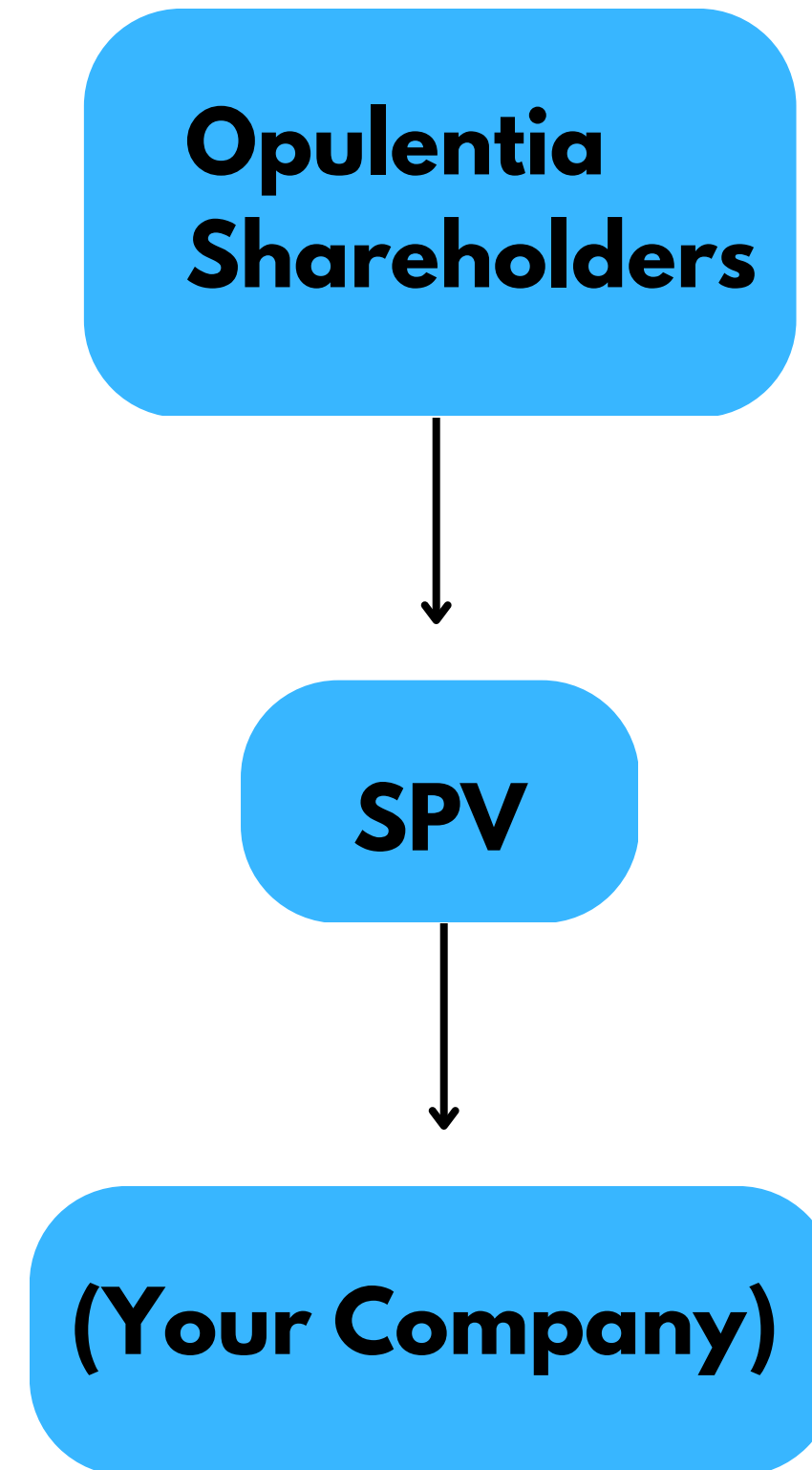
**DD
Reviewed
& Share and
Purchase
Agreement
Shared**

Legal Structure

SPV – legal limited entity

Why we use an SPV?

In order to have a legal separation between different entities and have transparency with every company



What Happens To The Business After We Acquire It?

OUR FOCUS

If the wheel is not broken, why try to fix it.

Of course if you want a different result, you have to do things differently.

We want to make it bigger and better. Operations remain unchanged normally.

EXPANSION PLAN POST-ACQUISITION

Work with the management team of the business, best path forward.

Ideas? Acquiring competitors, pitching bigger tenders, increasing frequency of purchase, adding products, services...

Implement these strategies, to increase top-line & incentivise team.

What Happens To The Business After We Acquire It



MANAGEMENT TEAM

Day to day with the Management team.

- Empower, trust & work with them.

Our role?

- Bring tools, resources & capital to senior team.



30 DAYS IN

We let the dust settle a in.

- You, as the owner, announcement of change in ownership.

Staff, most important asset, we reassure & squash any concerns they may have.

Questions:

- Will my job be safe?
- Will there be cut-backs?
- What is going to happen to suppliers? Manufacturers? Distributors? Partners?

Calm approach & meet staff.

What Happens To The Business After We Acquire It

60 DAYS IN

After unsettling period passed, try to get more understanding into key personnel & senior management team.

- Receive feedback from employees (What works or doesn't)
- Any internal promotions, support, training, tools or helping towards goals?

90 DAYS IN

Budget produced with the senior team to measure growth of business.

Improvements into:

- Sales, Marketing, Operations, IT and Finance.

Examples: New CRMs, Website, Marketing, Accounting Systems, etc...



What Happens To The Business After We Acquire It

6 MONTHS IN



- Look into small improvements based on feedback
- Look at acquiring further competitors
- Strategies to increase top-line & profit levels...

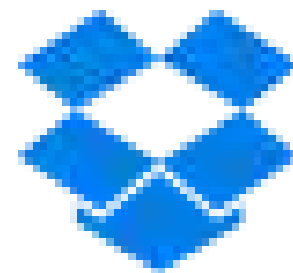
What The Next Steps Look Like From Here

Post signing the Heads of Terms, we move on to the due-diligence phase. As a quick operational, financial and legal revision of the business. We then give you access to our dropbox folder and then share the Share & Purchase Agreement with you, which is a 20-25 page contract.

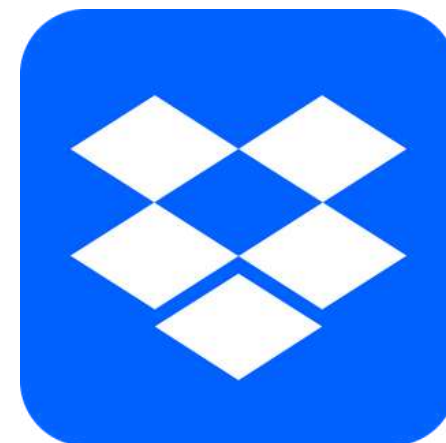
1- Due-Diligence Check-List



2- Dropbox Check-List



Dropbox



3- Share & Purchase Agreement





Contact Us

Opulentiacapital.com

