

## Endorphin Investments

### Frequently Asked Questions

#### **What sort of businesses will you be looking to invest in?**

Insurance Brokers and MGAs

#### **What will be the key criteria you will be looking for in your investments?**

We will be looking for businesses that want to be or remain truly independent and who can demonstrate a defined USP or specialism, have a strong business plan and most importantly management that we can both trust and enjoy working with.

#### **Is there anything else?**

Yes. The business must be able to show the ability to demonstrate consistent capital growth over the mid to long term.

#### **In what sort of circumstances do you expect to invest?**

- New start ups
- Management buy ins and buy outs
- Shareholders wishing a partial or full exit
- Existing businesses requiring capital for growth and acquisitions

#### **What form do you expect your investments to take?**

In most cases a combination of debt and equity.

#### **How long are you looking to invest for?**

We appreciate that it takes time to build quality business and we expect our investments to be held for the mid to long term.

#### **What sort of sums are you looking to invest?**

This will depend on the requirement of the potential investment and their risk profile. If we find a deal that we like but it pushes our resources we will bring in external capital to compliment our own.

#### **Where is your initial capital coming from?**

Our own resources.

**How many Investments is Endorphin looking to make?**

We are hoping to make an initial investment in a handful of companies and to then we will review where next.

**Why not more?**

We grew Layton Blackham and our underwriting book by going one step at a time and Endorphin will be no different. We also feel it is essential in the early days we are not spread too thin so we have the time to be on call to help the individuals in whom we invest.

**Will you be getting involved on a day to day basis with the businesses you invest in?**

This is certainly not our intention. We have no desire to get back to front line insurance broking or underwriting. We will be content to sit in the shadows and provide support, help and advice when needed.

**Will you be looking to eventually acquire the businesses you invest in?**

No way! Where we are coming from is that we want to create a portfolio of long to mid term investments that will show good tax efficient capital gains as well as having interests in businesses that we are enthusiastic about and we can enjoy working with.

**Will other services be provided to your investments?**

Aside from advice that may be provided by Endorphin Consulting we will not provide other services to our investments although it is possible we may invest in companies that provide broker solutions. We do however expect to be able to harness the buying power of our investments with insurers and through a network of preferred suppliers.

**What should someone do if they are interested in learning more?**

Contact Chris Blackham or Geoff Bradford in total confidence. Full contact details and other information can be found at [www.endorphingroup.co.uk](http://www.endorphingroup.co.uk)