



BEECHBROOK CAPITAL

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Alan Chu, Finance and Operations Director

April 2018



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Who we are

Beechbrook Capital is a specialist fund manager providing debt, or debt and equity, capital to small and medium-sized businesses in northern Europe.

The challenge

Foreign currency can have a material impact on the success of our business. Primarily, exchange rate movements can affect our core managing business as our revenues are predominantly denominated in euros while our costs are sterling-based. As such, we wanted a partner that could help us mitigate the risks of potential adverse rate movements. This is when we made contact with Investec Fund Solutions.

Investec's solution

Our Investec Fund Solutions relationship manager has got to know our business very quickly. Not only has having this close relationship helped us put the right type of protection in place, but the whole team has been extremely responsive to our needs. When we needed to increase the duration of our forwards from 12 months to 24 months for example, it was done promptly and efficiently. Not having to wait around meant that we didn't risk losing out during volatile market conditions.

Outcome

Investec Fund Solutions' proactivity and speed has been impressive without being overbearing. And on top of this, the team has taken a very genuine interest in the growth of our relatively small business. We know that we have found a strong partner. As a result, we're now exploring how we can do more with them as we put a strategy in place to mitigate the impact exchange rates have on the funds we manage.



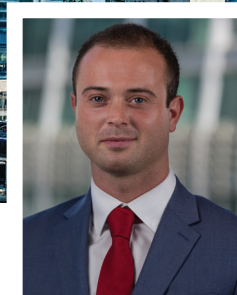
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Fund Solutions

Specialist currency and market risk management

Work with a team of fund specialists who understand your sector and can tailor a solution to help your funds flourish.

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