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Dolf Kohnhorst, Director

April 2018





**SEQUOIA  
INVESTMENT  
MANAGEMENT  
COMPANY  
LIMITED**



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#### **Who we are**

Sequoia is a UK-based specialist infrastructure debt management company that lends to infrastructure projects and corporates worldwide.

#### **The challenge**

Our proposition has always been fairly unique and we needed a currency partner that would not only understand us and our nuances, but also one that would grow with us. When we launched the IPO of the Sequoia Economic Infrastructure Income Fund (SEQI) in 2015 we were relatively small and our relationship with Investec Treasury started as they were the most responsive to our situation. Unlike other firms, they didn't turn us away because of our size or because we didn't have a three-year track record. At this point we only

worked with Investec for hedging major currencies – the fund's shares were denominated in sterling while the assets were often non-sterling. However, we knew our needs would evolve, so we wanted to work with a partner that could keep up.

#### **Investec's solution**

Today, the same fund is now a FTSE 250 constituent. This means that our requirements have grown significantly and are now much more complex. Fortunately, Investec has always been extremely good at understanding our business: our relationship manager sits on a specialist funds team for example, and as such is very plugged in to what is going on. Naturally, we were very pleased when they made their balance sheet available to us for the revolving credit facility – this means that the fund can operate in

credit, which enables us to keep it fully invested while continuing to lend to other infrastructure opportunities before raising more capital. This is crucial in managing our clients' money in the most efficient and effective way.

#### **Outcome**

The Investec Treasury team, which continues to support us with our currency needs, has proven to be technically capable, as well as extremely flexible and accommodating in meeting Sequoia's evolving requirements.

When asked what really sticks in my mind? I would say it is their ability to really understand our business from the outset – and to have the foresight to support young businesses when they most need it.





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