Buyer Profiles

LondonBEST Limited - London Best is our property management and acquisition vehicle, recently expanded to include Alfie's extensive property portfolio. With a track record of successful turnarounds and a focus on prime assets, we are keen to explore opportunities in the student accommodation sector. Our hands-on management approach ensures tenants' needs are met while maximizing investment returns. My acquisition experience primarily focuses on automotive and property sectors. Under On Board Defence, we acquired installation and product companies to enhance our service offering. Additionally, we successfully turned around a motorhome hire business acquired from administration, converting a £2m loss into a viable and profitable operation. My business partner, Alfie Best Snr, brings extensive acquisition experience, owning Wyldecrest Parks, Europe's largest provider of mobile home parks, valued at £1.2 billion. Alfie has also built a substantial property portfolio, and we work closely to leverage this expertise in our ventures. Alfie has been buying various businesses for the last 20 years and his portfolio is vast both in the UK, Europe, UAE and the US. London Best operates with a robust financial base supported by revenue streams from property management, acquisitions, and our partnerships. Specific financial details can be provided upon request or during the due diligence process.

Pioneer Securities Ltd - Rothbury Securities is a holding company with a mainstream interest in the Travel & Tourism Industry but with increasing diversification into the following sectors: 5 so far, Rothbury motors, Rambler coaches, B&N coaches, Priory coaches, Pendle coaches

Merino Capital LLP - We are an active investor in UK businesses. Since 2015, we have invested in over 20 companies. Typically, we acquire UK companies with sales of between £5m and £50m. We are a flexible investor and will consider several types of transactions including retirement sales, MBO's, and corporate disposals. They currently have 10 businesses in their portfolio, comprising in excess of £100m in sales and 500 employees. Typically they will look for majority stakes in UK focused small – mid market companies. They are flexible investors and will consider most types of transactions, structures and businesses.

McComb Property Company - https://mccombproperty.com/ - McComb Property Company was founded in 1998 by Michael McComb. We operate in multiple property sectors including office and retail, residential and student accommodation. McComb Property Company is an RICS registered firm and one of the largest independent

commercial landlords in Merseyside and West Lancashire and has a property portfolio that includes many blue chip tenants. We own and manage the largest portfolio of private student halls & apartments in Ormskirk and all of our modern, purpose-built developments are in superb locations within walking distance of Edge Hill University and Ormskirk town centre.

We Invest – From the age of 14, Adam was groomed to be an entrepreneur by his father, being involved in various investments including buying stocks and shares. He developed a

passion for identifying value and growth opportunities, reading financial newspapers and researching companies for ideas.

Alongside his passion for equity investing, he explored his interest for real estate and property development through apprenticeships and work shadowing at large UK developers.Though seed capital was available from his father, Adam was always inclined to manage projects solely.

He has utilised development finance and UK BTL mortgages to fund and refinance his projects. Over the last 10 years, he has deployed his experience in development and property management to scale his portfolio. Local agents have been appointed to manage these properties, enabling him to focus on evaluating deals and

negotiating acquisitions. Adam has also diversified his real estate portfolio through the years by investing at an early-stage in large-scale developments. Adam has entered joint-ventures with better capitalised developers across projects in the UK, but in a hands-off capacity as an equity partner.

He has taken a calculated approach to these equity injections, given their high risk and seniority ranking within the capital structure of typical development projects. However, alongside this risk, these opportunities have also delivered outsized returns.

Adam's financing strategy has been to purchase projects with good margins, unlock value, refinance onto term and revolve the equity into new projects. Although he has done end-to-end developments, he has found more promise in in major refurbishment projects and distressed projects impacted by enforcement notices which most developers

would shy away from. He has utilised a combination of refurbishment finance products, stretched development finance and bridging finance to enable him to work on multiple projects simultaneously. The completed projects are then financed on to 5-year fixed term finance, primarily retail BTL products.

Moreover, his investment focus has turned towards geographic diversification and acquiring higher yielding residential blocks of flats, given the significant compression in yields in the South-East and Greater London area.

Private Investor - Bijal Shah - I am an experienced CGMA (CIMA) qualified finance professional with hands on experience within the FMCG, Retail, Restaurant Hospitality, Engineering and Consultancy sectors. The businesses I have supported are either venture capital backed or AIM listed with strong appetite for profit growth. I enjoy working very closely with the Board and leadership teams where the focus of my roles have been to extract value using a multitude of levers, examples include:

- Building high performance finance partner teams

- Mergers, Acquisition and Divestments to accelerate the strategic growth agenda

- Restaurant / Retail promotions and cover driving marketing activity

- tactical pricing, new product innovation and menu development

- cost reduction

- margin enhancement projects and implementation of standard costing systems

- local & tactical activity

My career journey covers global brands such as Ineos, TP Group, WorldPay, Wagamama, PizzaExpress,

McVities, KP, Schwartz, and Trebor Bassett's

Private Investor - David Nefs - I have previously worked at Bain & Company on a number of private equity deals and have subsequently worked at successful UK scale-up businesses (Secret Escapes, Trouva). I will be funding the acquisition through a combination of private investment backing, seller loan and bank debt. I am looking for a product or service company with a happy but underdeveloped customer base, needing sales and marketing improvement where I can leverage my experience in digital growth. The business should be generating £400-£900k in earnings annually, with the ability to be run from the South East of the UK. I am also interested in storage businesses anywhere in the UK and with a broader earnings range.

Private Investor- Gary Thompson - https://www.vdwlandscapesltd.com/ - Private investor looking to build a group of companies with growth potential. Key to the strategy is sales and marketing focused businesses & strong management team in place.

Purchased a £2mm revenue 28 employees business and currently working on a £7mm 47 employee business based in UK, Australia, Singapore and Netherlands, with a view to closing May 2025. Use a mixture of private funds and leveraged funding / debt.. Also worked with retiring owners and utilised vendor funding models. While this would be a large opportunity to explore the potential to raise funding for the purchase is possible as this is based in the property sector and I have the facility to fund such a purchases