

Overview

Blue Water Capital Ltd (BWC) was launched in 2016 by Henry Porter to address a growing demand in the SME sector to facilitate access to financial instruments which heretofore had been restricted to larger corporates. Having had a seventeen year career in investment banking at JP Morgan and Deutsche Bank selling financial solutions to institutional clients, Henry is very familiar with the range of financial instruments available to corporates in delivering financial strategies. Importantly, this is combined with a heightened awareness of the prohibitive costs and the complexity of regulation which face SMEs in considering these options. Quite simply, the majority of SMEs just didn't have access to the corporate advisory expertise which made the use of bonds and loan notes a realistic consideration. As an FCA qualified operator and coupled with good experience in the use of digital platforms to underpin corporate finance process, BWC was launched to make the option of a wider choice of financial instruments a reality for SME companies.

Since the company launch in 2016, BWC has worked with over 40 companies providing services which have managed over £100million worth of financial instrument issues. BWC has been successful and continues to be successful because the company focuses on a set of services which are tailored to exactly what SMEs require in compliantly and cost effectively undertaking instrument issues.

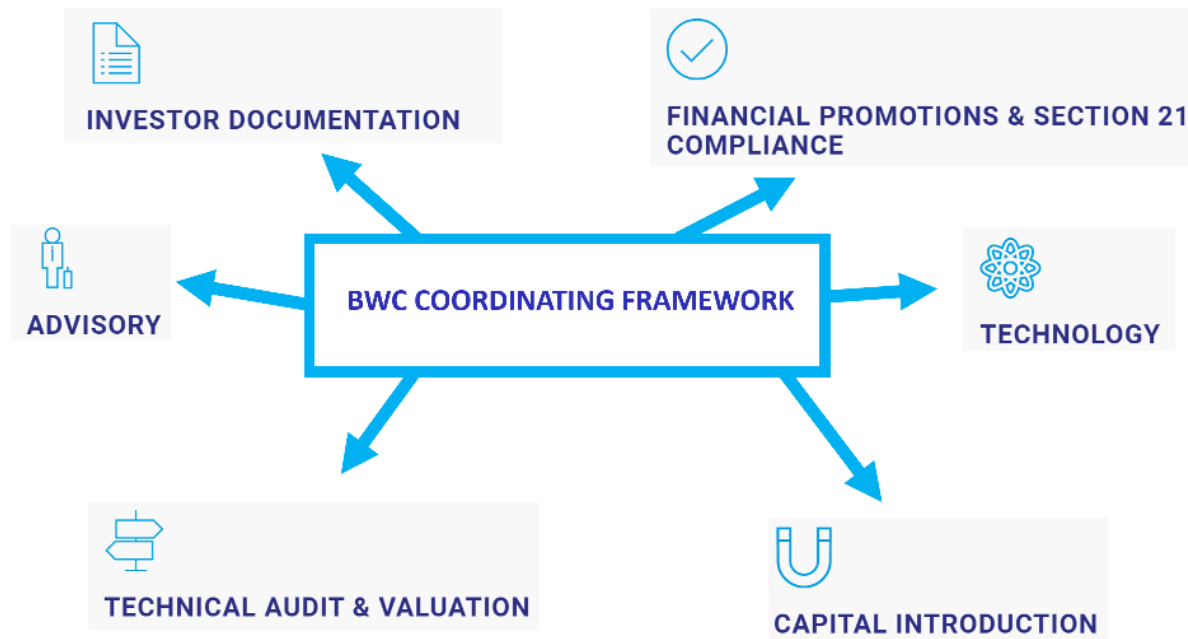
BWC offer a suite of services which include:-

- Financial Promotion Section 21 approval
- Instrument Creation
- Instrument Application Terms and Conditions
- Security Trustee Services
- Bond administration
- Receiving Agent/ Escrow services
- CaaS (Compliance as a Service) – which enables the hosting of an investment offer via a company's own website and ensures all investor applications are processed compliantly.
- Management of investor engagement process covering appropriateness /suitability, KYC/AML checks.

The BWC Service Offerings

Our overriding business objective is to make the process for the creation, approval, promotion and management of financial instruments straightforward and fully compliant and importantly cost effective for the client. By effectively being a “one stop shop” in the fundraising journey of our clients, we have established excellent relationships and proactively guide our clients in the best way.

The “front to back” client relationship means that all elements of the fundraising journey can be integrated into a single framework which covers investor documentation creation through investor appropriateness to fund collection and the issuing of certificates. We are careful to ensure that we remain separate to the marketing activities or marketing services our clients use, but we do ensure as far as possible that any messaging in marketing materials is fully compliant with FSMA Section 21.



We have a strong technology focus in the services we provide as this enables us to maintain tight compliance in our business procedures and at the same time provide the means for our client services to be provided at a very competitive cost. By way of example, the onboarding journey and ongoing management of all client investors is through our CaaS (Compliance As A Service) digital platform. While some investors require paper based application, all investments are consolidated on the CaaS platform meaning we can provide a client dashboard reporting facility which shows real time reporting positions on all investor applications.

Bluewater Capital & Compliance is a trading name of Blue Water Capital Ltd which is authorised and regulated by the Financial Conduct Authority (FRN: 789335) to conduct Corporate Finance Business
Registered Office: 53 Calthorpe Road, Edgbaston, Birmingham, B15 1TH
Company Registration No: 10870130
VAT Registration No: 299 7696 05

Additionally, this investment database is used to manage and maintain all subsequent coupon payment and any other lifecycle activity for the client instrument.

Further, Bluewater is now actively engaged with a number of our clients who are moving towards listing financial instruments on an investment exchange, which we are confident would be well received and attract immediate investment interest. We have the business knowledge and expertise to recognise the clients where this would be suitable and importantly have the advisory expertise to present the strengths of different options.

Bluewater Capital & Compliance is a trading name of Blue Water Capital Ltd which is authorised and regulated by the
Financial Conduct Authority (FRN: 789335) to conduct Corporate Finance Business
Registered Office: 53 Calthorpe Road, Edgbaston, Birmingham, B15 1TH
Company Registration No: 10870130
VAT Registration No: 299 7696 05

Our Clients

Typically, our clients that are currently in sub prospectus funding phase £1-7mln but have the potential to grow significantly beyond this.

Example Clients

Greenstore

GS Store Power 1 (UK) Ltd deploys a precision engineered proprietary “power from heat” solution, which can be configured to accept heat from third party sustainable heat source technologies such as CHP, shallow geothermal, biomass/gas, solar-CSP (thermal). This can generate clean green electricity 24 hours a day using the Smart Heat Utility Box (SHUBox). GS Store Power 1 (UK) Ltd is in the process of raising £5 million by issuing Loan Notes to provide all funding and costs associated with the deployment of a 1 MW Clean Power Station at its Sonsbeck heat farm.

Godwin Developments

Godwin Capital Limited was incorporated specifically to raise funding for the Godwin Group companies. Funds raised through the issue of Loan Notes is lent by the Issuer to SPVs to fund all project costs associated with the acquisition and development of target properties. Godwin has a very good reputation for a strong knowledge of national and local markets and relationships with a range of strategic partners such as local councils, housing associations and all the major residential and commercial agents. With a strong track record on fund raising and extensive private equity and lending sources they minimise the inherent risk of the business by appropriately managing the way in which projects are financed and structured. Godwin Capital Ltd's present issue is in the process of raising £10m. Godwin Capital have raised total funding in excess of 20mln.

Blue Water Capital Ltd Immediate Team

Henry Porter - CEO

Henry's 17 year investment banking career spans the world's leading international financial centres in the UK, Singapore, Australia and United States. He is an expert in Fintech (Financial Technology) and the distribution of execution and clearing services through emerging e-channels.

Simon Pettitt – Business Development

Simon has spent 30 years in the financial services industry originating, structuring and syndicating debt issues for large institutions as well as SMEs in the UK, Europe and Asia. He has worked closely with private banks, family offices, wealth management offices and independent trading boutiques, having spent 9 years in Switzerland running Orion Finance which acted as an investment adviser for a range of debt and equity securities.

Clare Sharif – Head of Compliance

Clare leads the company with document creation in compliance with Section 21 requirements. Clare has 20 years management accounting experience including a number of years at Ernst and Young. Clare provides a key relationship in guiding clients through the sourcing and presentation of information for Section 21 compliance.

Claire Ferguson – Head of Accounts

30 year experience in company and school financial management with a 5 year period of service as a Magistrate. Claire's expertise on office financial process and regulation is key to the company's business procedures.

Luke Porter – Head of Technology

34 year experience of business systems implementation and IT operational team management with Unisys Ltd, ICL Ltd and Fujitsu Services Ltd. The company data management and IT expertise is central to the digital cost effectiveness BWC offer its clients.

Freddie Porter – Structuring Advisor

A very capable Financial Consultant with 3 years experience at JP Morgan. Freddie is increasing the company profile and capabilities within the SME UK community. Freddie has been instrumental in bringing BWC capabilities to the attention of a number of new clients with successful fund raising in projects covering building development, aviation, technology and leisure.

Bluewater Capital & Compliance is a trading name of Blue Water Capital Ltd which is authorised and regulated by the Financial Conduct Authority (FRN: 789335) to conduct Corporate Finance Business
Registered Office: 53 Calthorpe Road, Edgbaston, Birmingham, B15 1TH
Company Registration No: 10870130
VAT Registration No: 299 7696 05