



Business services encompasses a diverse range of sub-sectors from facilities management to pharmaceutical testing. Whilst each market has its own dynamics the principal driver of growth is the trend to outsource non business critical functions to reduce the cost and increase the quality of service delivery.

The main characteristics we look for include:

- Contracted or recurring revenue
- Strong position within a niche with high margins
- Companies providing business critical services
- Fragmented markets with the potential for a buy and build

Portfolio comment

“John identified our business as a significant opportunity in the offshore trust marketplace and despite the turmoil in the markets he had the courage and vision to persevere with the management team to ensure the success of the MBO. He was of enormous help in the following months, spending up to three days a week to ensure the transition to a new management structure”.

Nigel Bentley, CEO Hawksford International

Spring Ventures people



John Hudson

John leads deals in the business services sector and previously led investments in Hawksford, CET and Claims Direct.



Business Services advisory board member: Charlie Cottam

Charlie founded Broadwalk Asset Management Europe's first standalone equity fund management business covering the sector.

Investment Focus

- Inspection and testing
- Plant hire
- Business process outsourcing
- Claims management
- Technical consultancy and advisory
- Energy management

Investments

Hawksford

Hawksford provides offshore wealth structuring advice to high net worth clients and family offices.

CET SAFEHOUSE

CET Safehouse provides outsourced claims management for UK insurers and specialist testing for the civil engineering industry.

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