

# JRJ Group and partners acquire Demica Ltd., a leading provider of intelligent working capital solutions

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JRJ Group and its partners, TomsCapital, and 76 West Holdings, today announced the acquisition of Demica—a global, market-leading provider of sophisticated working capital solutions—from the J.M. Huber Corporation.

Based in London, Demica provides innovative, bespoke working capital solutions to a wide range of major financial institutions, corporates and boutique clients. A trusted expert in trade receivables securitisation, supply chain finance and invoice discounting, and with technology and service capabilities able to address amongst the most complex trade receivables and supply chain programmes, Demica is a critical partner for funders and borrowers within the working capital finance arena. Demica's expertise and services are sought by an increasingly diverse set of constituencies – including multi-national corporations, export-oriented SMEs, private equity sponsors and leading banks.

Reflecting the growing complexity of global trade patterns and supply chains, both small and large businesses are increasingly seeking more sophisticated and more flexible working capital solutions. Having already achieved a position as a key participant within the working capital ecosystem, Demica will now also benefit from the knowledge, experience and resources of the new consortium of investors, who have a successful track record of building and managing businesses in the financial services industry, and will continue to advance and expand the value it can provide to clients.

Joanna Nader, Partner, and Chief Investment Officer, of JRJ Group, said:

“As the pattern of global trade, and the operating environment for business, grows in complexity, access to intelligent working capital solutions and tools becomes ever more critical, for both funders and borrowers.”

“Together with TomsCapital and 76 West Holdings, JRJ Group looks forward to partnering with CEO Phillip Kerle, and the Demica team. We are convinced that substantial growth opportunities exist within the working capital finance segment, with many needs still inadequately met or underserved. As long-term investors, we are excited to be able to work with Demica to solidify and enhance its strong position in the marketplace, and to participate in the next stage of the Company's development.”

Phillip Kerle, who will remain Chief Executive Officer of Demica, said:

“We are pleased to partner with JRJ Group, TomsCapital, and 76 West Holdings. In addition to in-depth operational knowledge of the financial services industry, JRJ Group, TomsCapital and 76 West Holdings provide access to new capital to further strengthen and expand Demica's product and service offering to existing and prospective clients. Certainly, the investment attests to the authoritative position that Demica commands in the receivables finance market.

“Joining forces with partners with such experience in the financial services industry is exciting news for Demica's development, our existing clients, our employees and the receivables finance

market. Analysts have identified working capital solutions as a high-potential growth area. As a pioneer in the field, Demica is certainly well-positioned to spearhead the industry's growth and development."

All of Demica's employees are expected to remain with the company.

J.M. Huber Corporation, whose core business is engineered materials, acquired Demica in 2002 based on its own experience raising capital to fund its expanding global manufacturing operations. J.M. Huber Corporation will remain a client of Demica.

## About JRJ Group

*JRJ Group is a private equity investment firm with a core focus on the financial services sector. The company is a growth-oriented investor and provides capital, deep operational expertise and expert strategic guidance to its portfolio companies. JRJ Group invests across the spectrum of the financial services and opportunistically in select other industries. JRJ Group employs an intensive research-oriented approach to the identification and analysis of compelling investable trends, and the companies best positioned to exploit these trends. Growth and value creation are achieved through application of an active management approach, facilitated by JRJ Group's unparalleled access to top calibre human capital across the global financial services industry, as well as its ability to leverage an extensive network of top-level contacts within financial institutions, governments, regulators, and other financial industry decision-makers. With a team that understands the risks and complexities presented by the regulatory and customer environment, the firm is a uniquely positioned and knowledgeable investor in the financial services industry.*

## About TomsCapital

*TomsCapital is a single-family office which manages the commercial and private interests of its family clients with an emphasis on wealth preservation and long-term capital appreciation. TomsCapital primarily focuses on private and public equities across a diverse spectrum of geographies and industries, including retail, hospitality, technology, financial services, energy and real estate, among others. TomsCapital engages opportunistically in investment activities and has the flexibility to invest in a variety of asset classes and strategies.*

## About 76 West Holdings

*76 West Holdings is a private investment firm with a core focus on the financial services sector. Eric Schwartz, its principal, is Chairman of Jefferson National (a US-based insurance company focused on low-cost variable annuities); Chairman of Gold Bullion International (a US.-based precious metals dealer); Director of Allied World Assurance (a Swiss-based global insurance company); Director of Indostar Capital (a finance company based in India); and Director of Binary Event Network (a U.S.-based prediction marketplace). Until recently he served as a Director of Prosper Marketplace (an internet-based consumer lending platform in the US), and from 2008 until its sale in 2009 as Chairman-elect of Nikko Asset Management (the third largest asset management firm in Japan). Earlier he was a senior executive at Goldman Sachs, where among other roles he served on the Management Committee for several years.*

## About J.M. Huber Corporation

*Among the largest privately held companies in the United States, Huber has remained family-owned since its inception in 1883. This has allowed Huber to pursue its goals with a focus on the long-term—a fitting perspective given the company's heritage of 130 years. Over the years, Huber has built a diverse portfolio of businesses. Its products are used in a broad range of consumer and industrial applications in industries such as oral care and personal care, food and beverage, forestry management and building materials. Individually, its businesses play a leading role in the industries they serve. Together, they form a global company with approximately 4,000 employees in more than*

*20 countries. While its businesses serve many different customers and markets, they all share a commitment to adhere to its core values, the Huber Principles, everywhere they operate.*