
2019 Year End Review

Dear Clients, Colleagues and Friends of the Firm

It is with great pleasure that I write to you with this second edition of the Laeceum Year End Review.

Against a challenging backdrop, things at Laeceum have been progressing at break-neck speed since January. We opened the year with an innovative MBO-style advisory mandate. Working with the ambitious management team of a market leading and profitable data & analytics business, we structured a number of potential exit options, challenged the business plan and refined the pitch. We then developed and executed a bespoke sales process having long-listed and pre-qualified over 10 potential investors drawn from private equity, venture capital and corporate worlds.

Shortly thereafter, we were chosen to partner with a leading UK lender to support their participation in a specific element of the RBS Alternative Remedies Package. Over the course of three months and working hand-in-hand with the client team, we built a variety of proprietary tools and expertise to help them rapidly and robustly identify pockets of value.

And then in early Q2, we were asked to help a high growth alternative SME lender take to market a pioneering insolvency propensity model. Working directly with the emphatic CEO, we designed and executed a three-phase engagement to identify, engage and transact with a preferred partner pursuant to a structured competitive process over a period of nine months.

So with all hands on deck on both the advisory and consulting sides of the house, we still managed to review and challenge no fewer than eleven business plans for aspirant UK-based banks at the pre-RBP stage. Most never passed muster but one of them did. We wish the team every bit of luck for launch knowing they won't need it; their idea solves a very big problem with a genuinely innovative approach that scales with ease.

On the talent front, we accelerated our on-campus recruitment efforts at Cambridge and UCL during the summer. With support from the Cambridge Careers Service, we recruited an awesome intern in the form of Oliver Benson who achieved great things in his six weeks with us. Over at UCL, we led and participated in a number of events including a lively panel discussion centred around job application best practice, a jam-packed careers fair, and, a workshop on negotiation skills which proved hugely entertaining. We look forward to returning to UCL in the New Year for one-to-one CV sessions as part of our ongoing outreach efforts to guide aspiring young graduates enter the workplace.

In other news, we started work with the big brains at creative agency Cafeteria in the Autumn. They will undertake a much needed visual identify refresh for the Laeceum brand. I won't spoil the surprise other than to say that the mood-boards suggest a significant departure from my functional but slightly 'village' effort from last year!

So to wrap up, I would like to end on the highest of notes. I have the pleasure of working with an exceptionally talented and hard-working team. Between us, we are fortunate enough to count upon the support of a distinguished circle of like-minded friends of the firm. The list is long but particular mention this year must be made of our esteemed friends at Deloitte, Goldman Sachs, Harrison Clark Rickerbys and RiskSave Technologies.

And last but certainly not least, this review wouldn't exist were it not for our clients. It's been an honour and a privilege to serve you in 2019 and we remain eternally grateful for your patronage. We know you are spoilt for choice and we value the trust you have placed in us to help you achieve in 2019!

So that's pretty much it for now. Roll on 2020 and in the meantime, have a wonderful festive!



Ravi Chauhan
Founder & MD

Laeceum is a financial services advisory and consulting boutique serving corporates, family offices, entrepreneurs, financial sponsors and fintechs