



SHAWBROOK  
BACKS  
UNIVERSAL  
WITH  
INNOVATIVE  
£486,500  
ELEMENTS  
FACILITY

Whilst studying for his Fast-track MBA in the U.S, Nadeem Sarwar developed an innovative, technology-led pharmacy delivery model for the UK market. To make this a reality, Mr. Sarwar, Chief Executive of Organised Health Technologies Limited, recognised that he would first need to acquire an existing revenue generative pharmacy business with the potential to build a scalable platform for growth.

He identified an excellent opportunity to acquire 100% of the shares in Universal Pharmacy Limited, a distant selling pharmacy and contacted Shawbrook Bank's Pharmacy Finance team to provide the funding to effect a Management Buy In (MBI) of the business.

Shawbrook team was able to leverage the combined value of the full pool of assets, not just the NHS receivable, but also property and 'Goodwill' to enable the deal. Shawbrook delivered a £136,500 loan facility and £350,000 receivables facility to fund the MBI and provide additional working capital to drive growth.

Nadeem Sarwar said: "I knew some of the key players at Shawbrook already and recognised that they would be the right partner for the business. The team has been incredibly responsive throughout the process and the personal level of service I received has been nothing short of exceptional.

In particular, I strongly valued their ability to make quick decisions on what was a challenging first deal. It's great to be working with people who have taken the time to really get to grips with a new business model, to understand the ambitions I have for the business and who are advocates for what I'm doing."

He continued: "Having identified and acquired the target business as a platform, my focus is now on accelerating growth, confident in the knowledge that the funding is in place and readily available for further strategic investment. We are already seeing incredible organic growth and are just about to take on another £600,000 turnover. We are already eyeing up another acquisition for 2016. I am delighted with the service and very happy to recommend Shawbrook as specialists in the pharmacy finance space."



TALK TO THE PHARMACY FINANCE SPECIALISTS TODAY

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