

Trends in Alternative Capital Panel Speaker Bios

Mensah Lambie

Partner, Beechbrook Capital



Mensah is a Partner, responsible for sourcing, executing and monitoring investments. He joined Beechbrook in 2008. Mensah has worked in the investment banking industry since 2005. Before joining Beechbrook, he spent three years with Goldman Sachs in the debt capital markets and leverage finance teams, in New York and London.

Donald Campbell

Senior Vice President, Pricoa Capital Group



Donald Campbell is a Senior Vice President for Pricoa Capital Group, located in London. He leads a team responsible for marketing, originating and managing private placement investments in the UK and European middle-market corporates as well as managing a portfolio of junior capital investments in the UK and Europe. Prior to joining Pricoa in 2006, Donald worked at the European Bank of Reconstruction and Development, Schrodgers, and at PricewaterhouseCoopers in audit and insolvency, where he qualified as a Chartered Accountant. Donald received an MA from Edinburgh University.

Darren Hart

Head of Growth Capital, Santander Corporate & Commercial Banking



After graduating in Modern Languages & European Economics, Darren joined NatWest where ultimately he co-founded their last mezzanine fund in the late 1990's. Since then, Darren has led mezzanine businesses at Legal & General Ventures and Barclays, giving him 20 years experience in subordinated debt and a high profile in the market. He is a regular speaker at international conferences on the mezzanine asset class.

Darren has worked in credit risk as well as on the front line and his roles have spanned origination, debt and equity structuring, distribution, portfolio fund management, workouts and risk strategy, both in the UK and across Europe. The common theme is partnering with entrepreneurial management teams and investors in expanding businesses, from SME's to mid corporates.

Darren was invited to join Santander in 2011 to create and lead the Bank's Growth Capital proposition, which is aimed at supporting high growth SME's through development capital and M&A projects. To date, the team has completed over 145 investments, supporting over 100 businesses who are in the process of creating over 6,000 new jobs through their growth. Total new debt facilities committed through the programme are close to £400m.

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Jonathan Hughes

Regional Sales Director (Thames Valley & SW), Leumi ABL Ltd



Jonathan Hughes joined Leumi ABL in August 2010 as Regional Sales Director for the South of England, and has opened a regional office in Reading. Jonathan, widely known as 'Jot' in the industry, has been actively writing mid market and large ticket Invoice Discounting business for twenty years. Jonathan is looking to support businesses who require between £2M - £35M.

Commenting on his role he says: *"Leumi ABL is one of the few providers who is really open for business, financing all assets, with a consistent and transparent credit policy which hasn't changed in the six years I have been with the firm. I originally said that I feel I have now joined a company that is able and very willing to write mid market business, and that is as true now as it was six years ago."* In his spare time, Jonathan has five children, is keen on golf, Formula 1 (watching!) and is an enthusiastic Poker player!

Chris Smith

Partner, Clearwater International



Our moderator is Chris Smith. Chris is a partner at Clearwater International and a founder of our Debt Advisory team, joining in 2009. He has 15 years experience in the banking sector, previously working with HBOS where he specialised in leverage finance, private equity investment, restructuring and corporate finance.