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[Walker Capital gears for UK, EU market entry ahead of potential three-five year exit - MD](#)

 Proprietary Intelligence

Headline:	<p><u>Walker Capital gears for UK, EU market entry ahead of potential three-five year exit - MD</u>  Proprietary Intelligence</p>
Main body:	<p>Walker Capital, an Australian investment and financial technology company (fintech), is gearing up to enter the UK and EU as it scales its platform, said Managing Director and majority shareholder Michael Walker. The company has a three-five year exit plan via IPO or trade sale but could attract buyers prior to that and would consider offers, he said.</p> <p>The Sydney-based company provides a managed discretionary account (MDA) with its primary focus on rule-based trading and derivatives for private and wholesale investors, incorporated bodies and trustees including self-managed super funds, Walker said</p> <p>Walker Capital plans to incorporate a wholly-owned subsidiary in the UK in the next 12 months and has retained a UK-based law firm to provide support and ensure the UK firm has a compliant body-corporate design and structure, Walker said.</p> <p>Walker Capital also expects to engage specialised UK and EU-based advisors including a UK-based accounting firm and is happy to hear from suitable overseas applicants to provide advice regarding the technical aspects of the UK market entry, he said. The team of advisors will assist Walker Capital's local corporate advisor, Brisbane-based Funding Strategies.</p> <p>Walker Capital also plans to set up a presence in the Asia Pacific region, subject to the timing and pace of the UK and EU roll-out, Walker said.</p> <p>Walker Capital has a three-five year exit strategy via an IPO, most likely in Australia, or a trade sale, but could attract trade buyers prior to that and will consider offers, Walker said. High passive recurring revenue from management fees of 3.3%, a performance fee of 33%, and brokerage revenue could make the company appealing to potential buyers, he noted.</p> <p>Walker Capital expects to attract interest from financial services</p>

companies as well as venture capital or private equity firms once it achieves profits of more than AUD 5m (USD 3.7m), which it hopes to achieve in the next 24-36 months, depending on how quickly it manages to scale offshore, Walker added.

Walker Capital is a boutique firm that focuses on trading derivatives, forex and CFDs, with the aim of delivering a 20% per annum net return (after deduction of fees) for clients. It hopes to achieve this using a transparent platform where clients can log in in real time and see what positions or trades Walker Capital has taken and can also monitor the performance of their accounts at any time, Walker said.

During its initial pilot phase, Walker Capital brought in more than AUD 4m under management in its first six months, Walker said. The company's analytics platform connects to more than 200 brokers worldwide with more than 2,600 traders on the platform, he noted.

by Louise Weihart in Sydney

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Target:	Walker Capital
<i>Financial advisor:</i>	Funding Strategies
Source :	Proprietary Intelligence
Size :	
Value :	3m USD (Funds under management)
Stake Value :	N/A
Grade :	Confirmed
Alert :	Australian M&A Intelligence
Intelligence ID:	2677980



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