

# ORION

ONE

CAPITAL ADVISORY

UK BASE - GLOBAL REACH

INDEPENDENT DEBT ADVISORY | £5M-£200M



## A LICENCE TO ADVISE AT INSTITUTIONAL LEVEL.

Orion One is a capital advisory licence for experienced professionals.

The model is built around a simple proposition: provide senior-level individuals with the brand, lender infrastructure, compliance framework, and deal support needed to operate an independent capital advisory practice - advising businesses and projects on raising debt funding from £5m to £200m.

Licensees work independently, from a home office, with no need for staff or major overheads. The licence includes access to a panel of 90+ institutional lenders, structured onboarding, ongoing mentoring, and a full advisory board to lean on.

This is not a brokerage. It is not a franchise. It is a professional licence designed for individuals whose career experience already positions them to advise at this level.



## THE MARKET

The UK commercial lending market has undergone a permanent shift. High-street banks have become more selective and risk-averse in complex mid-market lending, creating space for a growing universe of alternative lenders, private debt funds, mezzanine providers, and specialist financiers.

For businesses seeking £5m to £200m in debt funding, this fragmented lender landscape creates genuine demand for experienced advisors who can navigate the full market and match funding requirements to the right capital provider.

Advisory fees at this level are significant - 1 to 3% of the facility arranged is the industry standard - reflecting the complexity of the work and the value delivered to borrowers. The institutional advisory firms (PwC, Deloitte, KPMG, Grant Thornton) serve this market through large, employed teams. At the other end, commercial finance broker networks handle smaller deals - typically below £5m - at much lower fee levels.

Between the two, no independent advisory licence model exists.

### **Orion One occupies that gap.**

UK business lending runs into the tens of billions annually. Against that backdrop, the £5m-£200m segment is increasingly served by a fragmented mix of banks, debt funds and specialist lenders.

1 - 3% industry-standard advisory fees at £5m - £200m

There is no structured independent licence platform dedicated to this space.



*ITS BEEN A POSITIVE EXPERIENCE WITH ORION ONE, COMMUNICATION AND TRANSPARENCY IS TOP NOTCH, IF I EVER NEED HELP I HAVE FULL CONFIDENCE THAT I'LL GET THAT WITH ORION ONE, FANTASTIC STARTERGY TO START A NEW BUSINESS, TOP MARKS FROM ME.*



# THE LICENCE

The Orion One licence is designed to provide everything required to operate a credible, institutional-quality advisory practice from day one.

→ Lender network Access. 90+ institutional lenders across the UK and Europe - clearing banks, challenger banks, private debt funds, alternative lenders, mezzanine and specialist providers. Lender relationships, deal criteria, and appetite intelligence are maintained centrally and updated continuously.

→ Specialist advisory board. Direct access to a working board of senior professionals across banking, financial modelling, legal structuring, property, tax, and compliance. Every complex deal benefits from specialist input - from IM review by a former senior banker to financial model validation and legal structuring guidance.

→ Brand & market positioning. A professional brand identity built for senior-level advisory work. Website presence, marketing collateral, and positioning designed to reflect the calibre of the transactions involved.

→ Professional standards & documentation. Engagement letter templates, know-your-client procedures, PI insurance guidance, and operating model documentation. Commercial debt advisory for corporate borrowers is not FCA regulated - Orion One provides the professional framework to ensure licensees operate within the correct parameters from day one.

→ Training & deal support - A four-week structured onboarding programme designed with input from the advisory board. Information memorandum templates and a central review service. Ongoing mentoring from experienced capital advisory professionals.

→ Technology & operations deal management tools, lender intelligence dashboard, and document management. The operational backbone of a functioning practice.

*FANTASTIC FROM START TO FINISH, VERY PROFESSIONAL AND EXTREMELY KNOWLEDGABLE, WITH OVER £20K IN COMMISSIONS IN THE PIPELINE IN WEEK ONE, WE'RE EXCITED FOR WHAT THE FUTURE HOLDS.*



# WHO IS CAPITAL ADVISORY DESIGNED FOR

Orion One is selective. The licence is designed for experienced professionals whose background, credibility, and network make them a natural fit for capital advisory at this level.

## **Typical backgrounds include:**

- Corporate, commercial, or investment banking
- Property development, real estate finance, or asset management
- Accountancy and financial advisory (ACA, ACCA, or equivalent)
- Private equity, M&A, or corporate finance
- Senior commercial finance broking (or 10 years plus experience)

## **Common characteristics:**

- 10+ years of professional experience in a relevant discipline
- A track record involving complex transactions or senior client relationships
- An established professional network of business owners, developers, or corporate decision-makers
- The commercial awareness to identify and qualify funding opportunities above £5m
- The discipline and independence to build a practice without a corporate structure around it

The licence requires a full-time commitment and a professional approach. It is suited to individuals who apply the same rigour to building their own practice as they have applied throughout their career.



*DAVID IS HIGHLY KNOWLEDGABLE IN THE SECTOR AND VERY HANDY AT SETTING UP A COMPANY. THE TECHNOLOGY IS ALL THERE, YOU DO HAVE TO DO YOUR OWN WORK FOR GROWING THE BUSINESS (LIKE IN A BUSINESS) BUT THE CORE BUSINESS SET UP IS ALL TAKEN CARE OF.*



# NEXT STEPS

The discovery process.

Orion One operates a structured introduction process for prospective licensees.

- Step 1** - Introductory call. A confidential, 30-minute conversation covering background, the Orion One model, and whether there is a mutual fit. No obligation.
- Step 2** - Confidentiality agreement Where there is alignment, a non-disclosure agreement is signed and the full Orion One prospectus is shared. The prospectus contains detailed commercial terms.
- Step 3** - Application Qualified. Candidates are invited to submit a formal application. The Orion One team assesses each application individually against selection criteria and board review.



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# Become a Partner

Places with Orion One are by Application Only

If you would like to speak to one of the team,  
please use the calendar link here: **Book a Call**

[orionone.co.uk](http://orionone.co.uk)

BOOK A CALL

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