



Press Release

Robus Capital Management cracks the 1 billion euro mark in its anniversary year

- Credit investment specialist now manages over €1 billion for institutional investors
- Robus' first open-ended credit fund with a focus on medium-sized companies has delivered on the set target returns over the past 10 years
- Robus launched new closed-ended private debt fund for financing mid-sized companies

London, 05. April 2022. In its tenth year since launching the Robus Credit Opportunities Fund (“RCOF”), the London and Frankfurt based credit investor Robus Capital manages more than €1 billion in a total of five funds for the first time. Robus Capital's focus is on investing in credit instruments of medium-sized companies. “By specializing in the corporate debt segment at an early stage, we were able to develop an attractive offering that addresses the needs of institutional investors for predictable interest income and of medium-sized companies for reliable financing partners,” says Dieter Kaiser, Managing Director at Robus Capital. “We are increasingly using our experience and knowledge as an investor in all types of debt instruments as a direct lending partner.”

Robus Capital's first fund, the RCOF, was launched in April 2012. A select group of institutional investors, including family offices from Germany, had entrusted the founders Dieter Kaiser and Mark Hoffmann with a seed capital of EUR 18.4 million. Due to the attractive performance and the early expansion of the client base to include insurance companies, pension funds and foundations, the fund size has multiplied to around EUR 323 million in the past decade. With an annualized return of 6 percent since its launch, the RCOF has been able to generate a performance well inside the set target return range of 5 to 7 percent and delivered a positive performance in nine out of ten years. Even in the difficult pandemic year 2021, a convincing annual return of 8.1 percent was achieved.

Fund manager Mark Hoffmann invests the assets of the RCOF in carefully selected high-yield bonds, syndicated loans, promissory notes and convertible bonds issued by medium-sized companies. “We prefer floating-rate instruments with short maturities and high coupons in the German-speaking region, but also in the Benelux or Northern European countries. Here, many companies are family-owned and have been around for decades. We feel connected to such entrepreneurs because they act with a special sense of responsibility and consequently the debt is normally secured by valuable assets,” Kaiser explains.

Extended product range

In recent years, the debt financing offering for companies has systematically developed beyond bilateral credit lines from the house bank. With its special experience and on the basis of detailed due diligence, Robus Capital has already been able to position itself as a reliable financing partner for a good dozen companies with customized bridge or DIP loans. In April 2022, the team will launch another closed-end debt fund with a target volume of 200 million euros. The new fund finances medium-sized companies either bilaterally or as an anchor investor via multilateral credit instruments such as bonds and loans. The first closed-end debt fund of the company, the Robus Senior Debt Fund (“RSDF”), was already launched in 2018 and its total commitments of 150 million euros were already fully invested.

Mark Hoffmann assesses the rising demand against the backdrop of massive economic concerns: “Putin's shocking invasion of Ukraine has dashed the first glimmers of hope of economic normalization after the Covid19 pandemic. Many companies are already suffering from subdued investment and new issuance figures and the nervousness will increase further. This makes it even more difficult to raise money, especially for medium-sized companies with low credit ratings.” More than ever, he said, it is important to separate emotions from facts. “Many European companies with healthy business models and a strong will to survive are again facing immense challenges. Our goal is to support the most resilient companies with individual debt financing concepts so that they can not only overcome the next crisis, but emerge stronger,” says Hoffmann.

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More information on Robus Capital can be found [here](#) or contact us at:

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About Robus Capital

Robus Capital was founded in 2011 as an institutional asset manager specializing in publicly traded and private corporate bonds and loans. Today, Robus Capital manages EUR 1 billion in assets under management from offices in Frankfurt and London. The investment focus is on instruments of medium-sized companies such as bonds, syndicated loans and promissory notes. Institutional investors (insurance companies, foundations, pension funds or family offices), which often have an entrepreneurial background themselves, represent Robus Capital's main client group. Investments can be made on both the primary and secondary markets, and investments are also made in special situations that are very complex and require in-depth analysis. Robus Capital's regional focus is Europe and, in particular, the German-speaking countries, BeNeLux and the Nordics.

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This press release is intended exclusively for media representatives.