



[Visit website](#) | Share case study

INVESTMENT YEAR: 2008

REALISATION YEAR: 2015

SECTOR: Services

## Vehicle rental firm

Nexus Vehicle Rental is a Leeds based car rental broker with unique customer facing technology that helps link customers to 'any vehicle, any time, anywhere'.

We invested to help fund Nexus' accelerated growth, guiding multiple acquisitions, new hires for the senior team, and a shift in the business' customer acquisition focus. At realisation, Nexus was the UK's largest corporate vehicle rental management firm, providing clients with access to over 500,000 vehicles in over 2,000 rental locations.

From the start of the journey together  
£1m  
profit in 2008  
to the company at realisation  
£5m  
profit in 2015

## The right tools for growth

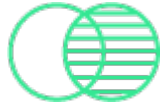
### Talent



We supported the building of a strong senior team, introducing a new chairman, an FD and a sales director.

**Find top talent** →

## M&A



We supported 2 acquisitions of the vehicle rental arm of FMG Support, transforming Nexus' scale and potential by doubling profitability within its first year, and Adapted Vehicle Hire, complementing its market-leading rental service with vehicles for disabled drivers.

**Deliver mergers & acquisitions** →

## Customer acquisition & retention



We helped change the focus from credit hire to corporate customers and bigger accounts, changing the quality of earnings across the business.

**Acquire & retain customers** →

*We are very grateful to Livingbridge for the support they have provided since their investment in 2008. It has enabled us to build a dynamic, innovative, fast growing and profitable business. Their challenge and ambition has been a real catalyst to build Nexus.*

**David Brennan**  
**CEO, Nexus Vehicle Rental**

## Nexus Vehicle Rental timeline

- 1999** Nexus Vehicle Rental founded
- 2006** Launches IRIS system
- 2008** Livingbridge invests
- 2008** Acquires vehicle rental management arm of FMG Support
- 2010** Acquires Adapted Vehicle Hire
- 2015** Livingbridge realises investment



Cookies on this site are used by Livingbridge and third party partners for different purposes, including personalizing content, tailoring advertising to your interests, and measuring site usage. For more information please visit our [Cookie Policy](#).ACCEPT COOKIES