

The Quantum Group

Case Study

Building a British Fintech Powerhouse

INDUSTRY: FINTECH, CYBERSECURITY, PAYMENTS

WEBSITE: WWW.QUANTUM.GROUP

BACKGROUND

When high-growth fintech meets disciplined private equity, extraordinary results can follow. The Quantum Group, a UK-based fintech incubator led by elite professionals from military, security, and banking backgrounds, has been on a fast-track journey toward becoming a British-led FTSE250 company. With a vision rooted in building multiple unicorns under one roof, Quantum partnered with Beaufort Private Equity in 2019 to fuel this ambition.

Fast forward to 2025: the business is closing in on a planned float in 2026, with global joint ventures, a top-tier fintech leadership team, and a valuation approaching half a billion pounds. And Beaufort has been there at every step – not only raising over £5 million for Quantum but becoming an embedded, strategic part of the journey.

CHALLENGES

Quantum's founding team had a bold vision: to build a British fintech powerhouse with multiple scalable companies under one roof. But they faced several key challenges:

- Access to aligned capital: They required repeated funding from investors who shared their long-term outlook.
- Visibility and credibility: Despite their operational pedigree, Quantum was under the radar in traditional HNW networks.
- Readiness for growth: Rapid scaling meant acquiring new talent, enhancing infrastructure, and pursuing strategic acquisitions—all requiring smart, fast capital.
- Maintaining control: They needed to raise growth funding without sacrificing independence or vision.

At a glance

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SOLUTIONS

Beaufort approached Quantum not as a one-time fundraiser but as a true strategic partner:

- Deep Diligence: We rigorously assessed the business and introduced the opportunity selectively to our trusted investor base.
- Narrative Development: Beaufort helped articulate the bigger picture—why Quantum was more than a fintech startup; it was an ecosystem.
- Investor Education: Webinars, private briefings, and direct access to founders gave our members the insight and confidence to commit—repeatedly.
- Ongoing Support: Beaufort stayed engaged, advising on communications, market positioning, and further capital rounds.

“Beaufort doesn't disappear after the raise. They remain deeply engaged, managing investor relations and supporting our strategic growth. They've become genuine strategic evangelists—partners who understand our business almost as well as we do.”

**Floyd Woodrow, Co-Founder,
Quantum Group**

Thanks to this alignment Quantum has achieved:

- £5M+ raised via Beaufort investors across multiple rounds
- 400%+ ROI for early investors from 2019 to 2023
- A growing base of over 500 SME clients
- A high-profile JV with Sir Stelios and easyGroup (easyWallet)
- Appointment of ex-Revolut UK CEO James Radford to lead fintech scale-up
- Adoption by brands like Aston Martin F1 and Newcastle United
- Active operations across cybersecurity, forensics, and digital payments

Conclusion

Quantum's story is still being written – but what stands out is their alignment with Beaufort's principles: credibility, trust, and long-term vision. Quantum isn't just a fintech startup – it's building the infrastructure to become a leading digital finance and cyber security platform across the UK, Europe, and beyond.

For Beaufort and its members, the relationship with Quantum has become a flagship example of how private equity – done right – delivers real growth, long-term alignment, and opportunity for extraordinary returns.