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Inside Brookstreet's Value-Creation Playbook



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CEO and Managing Partner Omiros Sarikas shares his views on how AI infrastructure, IP-led investing, and disciplined value creation – alongside a growing focus on green transition, longevity and dual-use technologies – are shaping the next phase of Brookstreet Equity Partners LLP.

- Brookstreet has reshaped itself into a global, multi-stage platform focused on four conviction themes: digital transformation, green transition, longevity and dual-use defence technology.
- Brookstreet Intelligence 2.0, the firm's proprietary multi-agent AI engine, now runs live across origination, due diligence, portfolio monitoring and investor reporting as a continuously operating intelligence layer.
- Value creation is reinforced by dedicated thematic experts — such as Dr Oliver Zolman in longevity — portfolio managers and external partners including Alter Domus (the leading fund administrator in Europe), Candesic (a McKinsey-alumnus consulting house specialising in strategy and healthcare founded by Brookstreet Partner Dr Leonid Shapiro, the Archimedes AI Center (which brings together more than 60 AI researchers drawn from the world's leading universities), PRAXI Network (a European technology transfer and innovation support organisation), as well as top-tier legal advisers such as Morgan Lewis in the UK and Papapolitis & Papapolitis in Europe.

On 31 March, amid a period of global market turbulence, Brookstreet Equity Partners completed two financing rounds in parallel. In March 2026, the firm received the Actum Group Private Equity Value Creation Award – Growth Category at the National Gallery in London, in a peer group that included TPG, CVC, Advent International and Permira. In April, Dr Oliver Zolman — architect of the 82-Organ Rejuvenation Framework, lead doctor on Bryan Johnson's Project Blueprint, co-founder of the Rejuvenation Olympics, and contributor to the $101 million XPRIZE Healthspan Prize — joined Brookstreet as Executive in Residence, adviser to Swissmed Health and a collaborator on a dedicated Brookstreet Longevity Fund.

According to Managing Partner Omiros D. Sarikas, the first quarter of 2026 marked one of Brookstreet's most active periods despite difficult market conditions. He describes the moment as representative of what he calls "Brookstreet 2.0" — an evolution from a regional, sector-agnostic early-growth investor into what the firm characterises as a more global, AI-augmented private markets platform.

Brookstreet says the shift has involved a broader geographic footprint across the UK, Europe and the United States; a sharper focus on four core themes — digital transformation, green transition, longevity, and dual-use defence technology; expanded stage coverage from early-growth to multi-stage investing; and a wider range of financing structures beyond conventional equity, moving towards hybrid instruments with built-in downside protection.

"Brookstreet's aim is straightforward: to build a platform that is to private markets what a Rolls-Royce is to engineering — the mark of quality — combining the scale and breadth investors expect from global institutions with the craftsmanship and attention to detail they usually find only in a true boutique. Delivering excellence in everything we do is simply the expected standard. The ambition is not to describe ourselves as world-class, but to earn that respect through immaculate execution," Sarikas says.

An institutional platform with an AI engine at its core

The institutional framework has expanded alongside the strategy. Brookstreet is registered with the FCA, a member of UK Private Capital (BVCA), and a signatory to the UN-supported Principles for Responsible Investment, while Alter Domus administers approximately $2.5 trillion of assets across its client base. The platform now draws on more than 100 advisors across four specialist committees — risk, commercial, technical and investment — and an origination network of more than 450 sources feeding over 500 live opportunities at any point in time.

The defining development of 2026, Sarikas says, is Brookstreet Intelligence 2.0, a proprietary agentic AI engine now live across the firm. It is a multi-agent, multi-LLM system connecting origination, due diligence, portfolio monitoring and investor reporting into a continuously operating intelligence layer — inspired, the firm says, by Andrej Karpathy's multi-agent council concept and Garry Kasparov's centaur principle. Specialist agents research, challenge and cross-check in parallel, while human judgement remains firmly at the centre.

For the remainder of 2026, Sarikas sets out three priorities: to accelerate capital realisation and distributions; to deepen the capabilities of Brookstreet Intelligence 2.0; and to focus capital and operating effort on the verticals where science, capital and infrastructure are converging most powerfully.

Designing for exit readiness

Sarikas describes Q1 2026 as one of the firm's most active quarters despite the turbulence, pointing to the 31 March dual close. The broader lesson he draws from the last few years — Covid, rate shocks and conflict in Europe and the Middle East — is that investors must design multiple routes to exit readiness and keep the ability to pivot when conditions change. The companies that perform best, he argues, professionalise governance early, align management information with thesis-level KPIs, and build the buyer's underwriting story into the business model long before a process starts. Anecdotal evidence suggests that some 74% of fund managers, of their vintages, are now locked into positions and have taken considerable

write-offs. Brookstreet, by contrast, has maintained a zero-write-off record to date. No asset has gone bankrupt or been discontinued, which is a remarkable operational achievement for early-stage investments.

"Value creation starts much earlier than people think. Governance and the buyer's underwriting story need to be engineered in, not retro-fitted," Sarikas explains.

A portfolio built on technology and IP

Across the portfolio, a consistent pattern emerges: proprietary technology and defensible IP used as the engine of revenue growth and exit value. For example, Autonomo, an AI-powered checkout-free retail software business, illustrates the commercial end of that spectrum. It recently completed a Series A round alongside IDC Ventures, several professional investors, family offices and members of HBS Angels UK, and its software removes the need for checkout in convenience formats and petrol stations — addressing what Sarikas calls arguably retailers' biggest structural challenge: margin pressure. Brookstreet's focus is now a national roll-out across up to 20 UK petrol-station locations, building a high-frequency retail footprint before wider European expansion, with value drivers Sarikas describes as revenue growth and technology: threefold year-on-year GMV growth, higher NPS, lower cost per transaction, and much better data for pricing, promotion and assortment decisions at scale.

A similar technology-led growth story runs through Perceptual Robotics, an AI-enabled drone inspection platform for wind and energy infrastructure. Having raised growth capital from several British and European funds and won support from the European Space Agency and Innovate UK, its patented system reduces the cost of renewables inspections and improves detection through machine-learning damage analytics, with more than 3,500 wind turbines inspected across over eight countries. As the company expands into solar, powerlines and grid infrastructure, the addressable market grows materially — the levers, Sarikas says, being R&D and technology-driven revenue growth: an automation stack that shrinks inspection costs today, and an analytics layer that strengthens defensibility and reach tomorrow.

Where Perceptual Robotics shows expansion, Terracom's QR-Patrol shows the power of focus. The workforce, guard-tour and safety-management SaaS platform serves more than 1,000 blue-chip customers across 90-plus countries and 22,000-plus users, including deployments at Heathrow Airport and the Qatar World Cup, and since Brookstreet's involvement recurring revenue has grown roughly sixfold. The critical call, Sarikas says, was to suppress or exit non-core business units and concentrate entirely on the core platform and its AI adjacencies — a lesson he sums up simply: focus compounds.

If QR-Patrol is about concentration, NanoPhos is about defensibility. The intelligent coatings company is an IP-led investment built around more than 50 nanotech solutions and an internationally protected portfolio spanning construction, marine, solar and defence, with four core units underpinned by proprietary formulations for multi-spectral signature management, ballistic protection composites, anti-soiling chemistries and antifouling technologies — all, Sarikas says, very hard to replicate. It was this asset, a scale-up story built on IP discipline, operational focus and patient capital, that underpinned the firm's Actum award submission.

The same IP-and-regulation logic shapes Yodiwo, an AIoT-powered ESG and sustainability-management platform holding three US patents. Having started as an IoT asset-management company, it has evolved into a broader sustainability platform that helps large enterprises cut energy use, reduce emissions and automate the evidence-gathering needed for ESG and ISO-aligned reporting — in a regulatory environment where sustainability data is increasingly treated like financial data. For Yodiwo, the key driver is regulation and sustainability, framed through Brookstreet's ESG strategy and the involvement of its sustainability leader: tightening regulation becomes an operating advantage, Sarikas notes, when a single piece of software can reduce emissions, cut costs, increase revenue and satisfy compliance at once. In early 2026, Yodiwo also launched AI-Assisted Data Completion in its ESG module — an early step, the firm says, towards genuinely agentic sustainability management.

Proprietary technology takes its sharpest form in Behavioral Signals, an emotion-AI and deepfake voice-detection platform. Using cognitive AI to decode emotion, behaviour and tone of voice, it holds three patents and reports an F-score of 0.92, close to human accuracy, and in late 2025 introduced what it describes as the world's first real-time deepfake voice-detection API, designed for highly regulated environments such as financial services and government. Backed by In-Q-Tel, the strategic investor linked to the US national security community, the company is increasingly relevant to national-security applications — a market, Sarikas says, where synthetic-media risk is exploding.

Finally, in longevity, Swissmed Health represents the firm's most forward-looking bet — and one soon to be rebranded and renamed (news this summer). Described as Brookstreet's "home of clinical longevity" and developed with a view to a future public listing, it is framed — particularly with the April arrival of Dr Oliver Zolman— as, by design, not just another longevity clinic, but a protocol-based clinical practice focused on structured longevity and peak-performance programmes, deep diagnostics, biomarker tracking and physician-led interventions. Notably, while there are many longevity protocols and experts, Dr Zolman stands out as a physician working with genuine human longevity data (drawn in particular from the Blueprint programme with Bryan Johnson) rather than data confined to mice. On that basis he has designed protocols that assess and holistically rejuvenate the body's 82 organs — the so-called Zolman Clocks of Ageing Reversal. These protocols are to be rolled out exclusively through Brookstreet and its clinic, formerly known as Swissmed Health, this summer. Watch this space.

The support ecosystem around each investment

Brookstreet's value-creation work around these companies is reinforced, Sarikas says, by dedicated portfolio managers and a wider set of external partners. By way of example, Candesic brings McKinsey-trained healthcare and life sciences expertise across commercial due diligence, growth strategy and board-level planning. The Archimedes AI Center provides access to more than 60 AI researchers from leading world-class universities. PRAXI Network adds innovation and technology-transfer connectivity across Europe. On the legal and structuring side, Goodwin Procter, Morrison Foerster, Morgan Lewis and Papapolitis & Papapolitis support fund formation and deal documentation, complex financings, IP-heavy deals and cross-border transactions, while Alter Domus and major Big4/6 accounting firms help ensure that both portfolio companies and fund vehicles meet institutional-grade reporting and governance standards.

"Value creation must include a support ecosystem that operators can deploy around every investment," Sarikas says. What we have effectively done is bring the established practices of the large-cap private equity market to the asymmetric and opaque venture capital space — a space still dominated by "gut-feel" operators.

The trends reshaping value creation

Sarikas points to four shifts reshaping the discipline. The first is that AI is becoming an operating system, not just a tool: the conversation is moving away from isolated use-cases towards integrated intelligence layers that support origination, diligence, portfolio work and reporting coherently. The firms that do well, he argues, will build that architecture deliberately rather than bolting on AI as a cosmetic add-on.

A second shift is that sustainability is moving into the operational core. Regulatory expectations, customer requirements and cost pressures are converging, and the market is starting to differentiate between companies that truly operationalise ESG and sustainability and those that merely disclose it. Platforms like Yodiwo matter here, he says, because they help companies reduce emissions and energy use, manage programmes more efficiently, and satisfy regulators and auditors with real data.

Third, IP-led deep technology has reasserted itself. In areas such as advanced coatings, autonomous inspection, cognitive AI and clinical longevity, proprietary technology and defensible IP translate directly into strategic optionality and exit premiums. Buyers, Sarikas notes, are far more careful today — and VC managers were simply not prepared for diligence of this depth. This has been one of our greatest strengths: we are always diligence-ready, because we document, in great detail, every quarter — every action and every decision.

Finally, he sees a healthy return to capital discipline and velocity. The divergence between reported returns and actual cash distributions has refocused attention on DPI, time-to-liquidity and structure — an environment that rewards hybrid and structured capital models that can protect downside while keeping genuine upside participation open.

Where the opportunities lie

The most compelling opportunities, Sarikas says, sit where AI meets the real economy. The businesses applying AI to infrastructure, energy systems, industrial workflows, security and healthcare — and able to show measurable ROI — are building the most durable value. Data moats, switching costs and recurring revenue still matter, he says, but what really counts now is whether the technology changes outcomes in a way customers can measure.

Another is longevity, evolving from a niche wellness concept into a serious clinical and investment domain, driven by progress in diagnostics, personalised medicine, regeneration and prevention. The number of projects and platforms is increasing, Sarikas says, but the window to secure exposure at the level of clinical operating platforms — rather than later as a passive investor — is narrowing. That, he says, is precisely the space Swissmed Health is designed to occupy.

There is also significant opportunity, he argues, in dual-use technologies that serve both civilian and defence needs. These companies can scale through commercial revenue while addressing urgent security and resilience challenges for governments and critical infrastructure — a combination he describes as structurally resilient, less exposed to procurement cycles and attractive to a broader set of acquirers.

"More broadly, the opportunity set we find most interesting is where there is real IP, operating leverage, and strategic optionality — not just a good narrative," Sarikas says.

Sarikas closes on the state of the industry, which he believes is working through a necessary correction. For a period, he says, reported performance often moved faster than actual distributions — something no longer acceptable to many limited partners. The answer, in his view, has to be more discipline: better information, stronger governance, clearer liquidity pathways, and value creation that is operationally earned, not just modelled.

He frames that against Brookstreet's own origins. The firm was founded, he says, by principal-capital families who think of the asset class in decades, not quarters — a stance that shapes its choices: to build infrastructure properly, to back themes expected to matter ten years out rather than as passing trends, and to judge success not by paper multiples but by cash returned and the quality of the companies it helps build.

"Private equity — as an industry overall, not merely in the narrow sense of LBOs, but across the full spectrum of private placements, from venture capital to family-office investing — is no longer simply about allocating capital. It is about building the intelligence and operating infrastructure that help strong founders build stronger companies — and exit at the right moment for the right reason," Sarikas says.

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