



News from CSA May 2017

CSA completes fourth due diligence mandate supporting CYB's Midlands and South West Acquisition Finance team

David McClelland, Director of Carlton Strategy Advisors - the commercial due diligence consulting firm, has completed a fourth mandate supporting Clydesdale and Yorkshire Bank. Mr McClelland recalls his experience in recent years working with the Bank's Midlands and South West Acquisition Finance team:



Building services



Sailing clothing



Retail support services



Ophthalmic equipment

“My most recent mandate from CYB's Midlands and South West Acquisition Finance team was for an existing bank customer, a Midlands' build services business seeking funding in connection with a management buyout. However, my first personal involvement as a reporting advisor was in 2013 when I was asked to look at the technical sailing clothing market on a VC-backed transaction.

In between times, I have worked alongside CYB in two further quite different business sectors; one involving a leading IT service and support organisation dedicated to the retail, hospitality and leisure markets and the other, an ophthalmic equipment distribution business.”

Senior debt and working capital facilities on these transactions were provided by Ian Howey and Ian Mansell, senior directors in CYB's Birmingham-based acquisition finance team.

Small and medium sized business enterprises laying claim to strong IP and a differentiated proposition within an identifiable sector niche can be attractive to lenders given their potential to generate sustainable earnings growth. Commercial due diligence, however, helps mitigate bank customer relationship exposure and settlement risk. It provides evidenced commentary and opinion about a bank customer's direction and strategy in line with foreseen levels of demand, market competition and customer service satisfaction.

Ian Mansell comments: “CSA's due diligence has been addressed to us on four occasions to date. We have found that their reporting provides a basis for us to look at the current financials and projections with an understanding of the key market drivers. Their work is very comprehensive.”

Ian Howey adds: “It is extremely satisfying to be able to assist in the evolution and development of mid-market businesses across a variety of sectors. CSA's due diligence helps smooth the transaction process whereby we can gain the necessary level of comfort to be able to support their businesses through to the next phase of the company's development.”

For information about how CSA can help you to assess business and market attractiveness please contact: carlton-advisors.co.uk