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CSA supports Ardenton and CYBG with due diligence on PP Control and Automation



Control & Automation
Complete manufacturing solutions

Carlton Strategy Advisors has successfully supported Ardenton Capital Corporation and CYBG by providing commercial due diligence in connection with Ardenton's strategic partnership and equity investment in PP Control and Automation.

Walsall based PP Control is an outsourced equipment and machine manufacturer with sales of over £20m and more than 230 employees. Activities include cable harnesses, electronic assembly, electrical control panels, electro pneumatic systems, electro mechanical assembly and machine building.



The investment was led for Canada-headquartered Ardenton by Iain Marlow, Director, alongside fellow Director, Michael Bradbury, out of its Manchester office. Mr Marlow commented, "PP Control and Automation is a great example of a world class UK manufacturer. We see scope for PP Control to achieve significant growth and the investment will therefore help the company to broaden its reach nationally and internationally. The due diligence provided by CSA complemented our investment process by clarifying elements of PP's competitive advantage through independent business analysis, market investigation and customer referencing."

Clydesdale & Yorkshire Bank led by Ian Mansell, Sunil Prabhaker and Ian Howey. Mr Mansell said, "It is extremely satisfying to be able to assist in the evolution and development of mid-market businesses and support them through to the next phase of their growth and expansion. CSA's due diligence has been addressed to us on a number of occasions. We have found that their reporting provides a basis for us to look at the business projections with an added understanding of the key market drivers. Their work is comprehensive and we had no hesitation recommending them to Ardenton for this transaction."



Senior debt and working capital facilities were provided by the Midlands Corporate and Structured Finance team of the Midlands Corporate and Structured Finance team of Clydesdale & Yorkshire Bank led by Ian Mansell, Sunil Prabhaker and Ian Howey. Mr Mansell said, "It is extremely satisfying to be able to assist in the evolution and development of mid-market businesses and support them through to the next phase of their growth and expansion. CSA's due diligence has been addressed to us on a number of occasions. We have found that their reporting provides a basis for us to look at the business projections with an added understanding of the key market drivers. Their work is comprehensive and we had no hesitation recommending them to Ardenton for this transaction."

Established in 1967, PP Control and Automation has grown into one of the most respected suppliers of electrical control systems and sub-contract manufacturing solutions to customers involved in the machine tools, packaging, printing and food processing sectors. Tony Hague, long-standing managing director of PP, has become a significant shareholder in the business as part of the deal and will become chief executive officer, whilst founder David Fox will take the role of chairman.

David McClelland, director of Carlton Strategy Advisors, said, "Businesses with a differentiated proposition in an identifiable sector niche can be attractive to investors and lenders given their potential to generate sustainable growth. Diligence helps to mitigate enterprise risk by providing evidenced commentary and opinion about strategy in line with demand, competition and customer satisfaction."

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