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Latest News from CSA

CSA supports WestBridge Capital in its investment in the management buyout of Vista Retail Support

Carlton Strategy Advisors has successfully supported WestBridge Capital and its partners, Clydesdale Bank and Octopus Investments by providing full-scope commercial due diligence in connection with the £12.3m secondary management buyout of Vista Retail Support from existing shareholders, including Finance Wales.

Established in 1995 as a technology support business focusing on the retail sector, Vista has grown to a £14m turnover organisation with a workforce of more than 170 staff across the UK. Vista supports some of the best known high street retailers in the UK with brands like Superdrug, Lloyds Pharmacy and BHS among its customers.

CSA's commercial due diligence examined the Vista business plan, prepared by company management in support of the transaction. A key feature of the plan was the business's ability to seek growth by extending its competitive offering across a number of retail market verticals, and by working in conjunction with global IT equipment market channel partners.

The scope of the CDD provided an overview of the main sources of business risk, opportunity and competition, assessing Vista as a company which, according to CSA's interpretation, could develop its commercial proposition and successfully grow sales over the coming years.

People:

Vince Haffenden, managing director, Vista Retail Support

Sandy Smart, partner and chief investment officer, WestBridge Capital

Pascal Wittet, senior investment manager, WestBridge Capital

Ian Howey, director, Midlands and South West acquisition finance team, Clydesdale Bank

Ian Mansell, director, Midlands and South West acquisition finance team, Clydesdale Bank

Benjamin Davis, investment director, Octopus Investments

Hugh Costello, investment manager, Octopus Investments

David McClelland, director, Carlton Strategy Advisors

CSA is a commercial due diligence and business strategy consultancy with clients across the Private Equity and Corporate Banking sectors. In addition to Vista Retail Support, CSA has supported WestBridge Capital in its separate and successive investments in Energist Group, Aero Stanrew and Linkfresh.