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NEWSLETTER

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Latest News from CSA

CSA supports YFM on its investment in the technical sailing clothing market

Carlton Strategy Advisors has successfully supported YFM Equity Partners by providing commercial due diligence in connection their investment in a leading UK manufacturer of technical sailing clothing and accessories.

Investment finance was sought by the manufacturer to drive international business growth and market share expansion. YFM Equity Partners sponsored the management buy-out, with Yorkshire Bank provided debt funding and working capital facilities to support the deal.

CSA's commercial due diligence examined the portfolio company's business plan supporting the case for the MBO. A key feature of the plan was the business's ability to further develop its position as a leading wholesale and retail brand in the international technical sailing clothing and accessories marketplace.

Ian Waterfield, Investment Director, who led the deal for YFM, said: "Growth opportunities are not without risk, which is why we commissioned CSA's commercial due diligence services to help us better understand the competitive dynamics of the marketplace. CSA's report enabled us to calibrate the growth plan alongside some valuable referencing of the Company's channels to market."

Ian Howey, Director, Yorkshire Bank Acquisition Finance, said: "The commercial due diligence provided by CSA was very comprehensive. It provided a basis for us to look at the current financials and projections with an understanding of the key market drivers"

David McClelland is Director of Carlton Strategy Advisors Ltd. CSA is a corporate finance commercial due diligence consultancy, with clients across the Private Equity and Corporate Banking communities.