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NEWSLETTER

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Latest News from CSA

David McClelland of CSA completes 22nd due diligence mandate supporting HSBC

David McClelland, Director of Carlton Strategy Advisors - the commercial due diligence transaction services consulting firm, has completed a 22nd mandate supporting HSBC. Mr McClelland recalls his experience over more than a decade working with several of the bank's regional corporate and commercial banking centres in the UK:



“My most recent mandate from HSBC was in connection with a bank customer, an Anglo-American and Scandinavian eyewear design and distribution business, seeking funding to acquire a manufacturing business with operations in Asia. However, my first personal involvement as a reporting advisor was more than 10 years ago when I was asked to look at the school dinner contract catering market and in particular the effect of a well-known TV chef as could influence bank customer trading prospects.

Since then, I have gone on to work with HSBC corporate and commercial banking across several radically different business sectors. Aside from eyewear, other sectors have ranged from CCTV distribution and self-storage retail to airport ground-handling, aviation engineering and coffee-shops – not forgetting fitted kitchens, fashion fabrics, hospital equipment, mobile telco and fibre optics.”

Small and medium sized business enterprises laying claim to strong IP and a differentiated proposition within an identifiable sector niche can be attractive to debt 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. *For information about how CSA can help you to assess business and market attractiveness please contact: carlton-advisors.co.uk*