



CAPLE

FUNDING
GROWTH &
OWNERSHIP

Funding Announcement

Caple supports MBO at Acclaim Upholstery with £1.55m unsecured loan

Caple has supported the Management Buy-Out of Acclaim Upholstery with a £1.55m, long-term unsecured loan. Acclaim Upholstery is the UK's leading manufacturer of high-end quality, white label upholstered furniture. The funding will allow the incumbent, experienced senior management team to acquire the business.

Acclaim was established in 1983 and since 2012 has been owned by Aidan and Glen Travers, sons of the original founders. The business manufactures bespoke furniture such as sofas, sofa beds and chairs as a white label manufacturer for a number of well-known furniture retailers. The longevity of these relationships and a track record of turnover and profit growth are a testament to the quality of the business and its management team. An opportunity arose for the incumbent management team to purchase a business which they have been running and which needed debt finance support.

Caple's support of the senior management team in their acquisition of the business will provide the basis for the next phase of company's wider growth plans.

"Acclaim is a renowned manufacturer of high-end products with a reputation carefully developed and managed over decades. It was important to the Travers' families that the business and people that helped achieved it were protected for the long-term. The incumbent management team possess the skill and experience to do just that and in working with Caple, we selected a funder that matched the long-term view of the business and market. Caple demonstrated a thorough appreciation of the industry and the commercial complexities it brings. They bought a flexible approach and delivered a package that works really well for Acclaim."

Stuart Hands, Managing Director, IMA Corporate Finance

"When senior management look to undertake a buy-out, the right type of finance is so important. By spreading debt service costs over a long term Caple was able to both facilitate the transaction and ensure adequate cashflow headroom remained in the business leaving management to focus on growth rather than just debt repayments."

Sean Brophy, Country Manager, Caple