



Funding Announcement

Caple drives growth at EnSilica with a £3.7m unsecured loan

EnSilica is a leading silicon chip design house focused on custom ASIC design and supply for OEMs and system houses. They also provide services for companies with their own in-house silicon design teams. The company has world-class expertise in supplying custom analog, mixed signal and digital integrated circuits to its international customers in the automotive, industrial, healthcare and consumer markets.

EnSilica has a track record in delivering high quality solutions to demanding industry standards. The company also offers a broad portfolio of core IP covering cryptography, Radar and communications systems.

When the business assessed funding options to support its strategic plans, the fixed asset-light nature of its balance sheet presented a challenge for secured lenders. As a result, management initially believed that equity finance was the only suitable option and the company received an offer from an investment fund.

Caple Partner Shaw & Co. identified that whilst the balance sheet was asset light, the business was growing and cash generative. Long term, fully unsecured debt was therefore a better option, allowing the management to both execute their growth plans and retain control of the business. Shaw & Co. have now helped clients access over £10m of long term unsecured funding with Caple.

"We worked very closely with the management team at EnSilica, in particular Ian Lankshear (MD) and Mark Hodgkins (Chairman), to arrange this flexible and affordable funding package that is also most suitable for the company's medium term goals. Now that EnSilica is well capitalised for the next stage of its journey, I'm excited to watch it develop into a major player in its chosen markets.

We are grateful to the team at Caple for their diligent yet expedient approach throughout this transaction, which completed in 10 weeks from initial discussion."

Colin Burns, Director – Debt Advisory, Shaw & Co.

"The asset-light nature of EnSilica's business model can be a challenge for traditional secured lenders. However, the strength of the management team and cash generative nature of the business makes long-term, fully unsecured lending a suitable option. We are delighted to have completed this transaction as equity alternatives would have resulted in a very expensive solution for management who have demonstrated their worth."

Sean Brophy, Country Manager, Caple

"Caple have an innovative and flexible product which provides an alternative way for privately held UK SME companies to finance their growth plans whilst retaining value within the shareholder base. I would recommend this product to like-minded growth companies who might be surprised at the efficacy and speed of a decision, which is a particular plus point"

Mark Hodgkins, Chairman, EnSilica Limited