



CAPLE

FUNDING  
GROWTH &  
OWNERSHIP

## Funding Announcement

### Caple supports growth at Santia Asbestos Management with a multi-million pound unsecured loan

**Caple** has supported the Shareholder Buyout and growth funding of Cardiff-based Santia Asbestos Management Ltd with an 8-year, fully unsecured loan.

Santia is one of the UK's leading providers in asbestos and construction design management services. They provide a full range of end to end asbestos management services including compliance reviews and audits, policy development, training services, inspections and surveys, testing and analytical services and project management of asbestos removal projects.

Santia wanted to capitalise on their standing in the market by embarking on structured growth plans through developing new opportunities, investing in additional staff and in new IT / systems. The funding also enabled the exit of two existing shareholders. This then ensures that the management team driving the business forward would benefit from the value they are creating. However, the business has a low tangible asset base so could not be supported through the incumbent high-street lender.

Verde Corporate Finance worked in the Caple platform to ensure the Caple team had a detailed understanding of the Santia business, its market opportunity and its cashflows. The Santia transaction is the second completed by Caple in Cardiff alongside Verde Corporate Finance.

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*“Verde are delighted to have been able to assist with this transaction, helping Santia to push their business aspirations forward. Congratulations to all involved and it was a pleasure to work with the Santia team. This deal is another great example of the innovative funding approach from Caple. As a Caple partner firm, Verde looks forward to achieving more exciting deals with Caple across 2020.”*

**Craig Blackmore, Director, Verde Corporate Finance**

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*“SME businesses with a low tangible asset base are structurally underserved by debt funding markets. Santia has a long track record of delivery and some clear USPs in their market. They can demonstrate the cash generation a genuinely unsecured lender would need to see and have the management experience to deliver.”*

**Sean Brophy, Country Manager, Caple**