

CAPLE

FUNDING  
GROWTH &  
OWNERSHIP

# Funding Announcement



## Caple supports the Shareholder Buyout at Dual-Stream with a long-term, fully unsecured lending facility

**Caple** has provided finance for a buyout of the major shareholders in Oldham-based Dual-Stream Ltd with a long-term lending facility. Dual-Stream is an established and growing company which designs, installs, services, maintains and monitors electronic security / surveillance systems. They specialize in electronic security / surveillance products and customer data analysis (CCTV, ANPR, facial imaging Retail Traffic Analysis, Access Control and SmartShelf) for multi-site clients.

Despite being a player in a large, fragmented and growing market, Dual-Stream has developed and significantly grown relationships with large retailers evidencing the ability of its experienced, customer driven management team to compete effectively on the basis of delivering tailored solutions on-time, which fosters service integration, complexity and dependency (on the part of the client) and increased revenue 'stickiness' over time.

The deal has enabled the current Managing Director to buyout non-operational shareholders and ultimately to benefit from the growth initiatives that the existing management team have generated. The business has a demonstrable operating and client success track record which will underpin these growth initiatives and deliver value. The business is asset light, with very little capex commitments, so a long-term cashflow lending facility was going to be a good fit for their long-term ambitions. Caple worked with partner accountancy and corporate finance advisory firm Kay Johnson Gee to ensure that the deal structure and our understanding of the market opportunity was correct, which ultimately delivered a successful transaction.

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***“These deals are never easy to fund. Caple allowed us to do this in a way others could not. The deal allows the management team to further develop and grow their business and they have exciting plans in place to now do this.”***

**Steven Lindsay, Kaj Johnson Gee**

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***“This is a transaction that was critical to unlocking the next phase of growth at Dual-Stream. The business is well-established but with significant new market opportunities, so we are really happy to be able to play a part in their growth journey”***

**Sean Brophy, Country Manager, Caple**