

Sector

Distribution

Location

Reydon, Suffolk

DealDebt Funded
MBO

JDC Corporate Finance

**Global Chairs on JDC**

“From the very first meeting with JDC, we were extremely impressed with the depth of experience and the quality and integrity of their advice. Before meeting JDC, we did not realise all of the options available to us.

The team at JDC have provided fantastic guidance along every step of the process and delivered a deal to the shareholders that exceeded everyone’s expectations. We look forward to continuing to work with Dave, Tony and the team on the next stage of our development and wholly recommend them to any business owner who is looking for corporate finance advice.”

Darryl Dawson,
Global Chair Components

Debt Funded MBO of Global Chair Components

**The business**

Formed in 1996, Global has developed to become the UK's leading established supplier of office component and contract leisure furniture.

Headquartered from a purpose built warehouse and distribution centre in Reydon, Suffolk.

Headed by a strong and experienced management team with c.50 loyal employees.

Global's last accounts reported revenues and adjusted EBITDA of £16.4m and £3.9m respectively.

The deal

£20m+ debt funded MBO with founding shareholders securing a partial exit with significant levels of cash out and ring fenced loan notes.

Founding shareholder retained a significant equity stake, remaining the largest single shareholder in the business on future exit.

Other shareholders securing exit or partial exit along with wide ranging management incentive plans implemented to secure succession and a unified focus on the future development of the business.

JDC value add

Presenting and advising on the strategic options available to the shareholders.

Designing an MBO structure and obtaining requisite tax clearances to ensure shareholders obtained entrepreneurs' relief.

Preparing a three year business plan and detailed financial model, leading negotiations on debt fundraising and project managing external due diligence.

Advising on commercial and tax aspects of the legal documents and driving the deal to a very successful conclusion.



Raising the bar

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