

**Sector**  
Manufacturing

**Location**  
Suffolk

**Situation**  
Business  
Growth



JDC Corporate Finance



## Global on JDC

*“The support of Chris has been invaluable and we now have an even stronger foundation for the future development of our business. I would have no hesitation in recommending him and the wider JDC team to business owners seeking to achieve rapid growth.”*

**Juan Albertini, CEO of Global International**

## Business Growth for Global International



### The business

Importer and manufacturer of made to measure blinds, shutters and window components.

Production facilities in the UK and Romania. Customers primarily in the UK but with some export to Europe and Worldwide.

### The situation

Strong demand for new products and rapid growth led to a need for the business to raise additional working capital and to enhance and strengthen the management team.

Over the past three years, revenue has grown at an annualised rate of 18% to £10.2 million.

Employee numbers have grown from 67 to 110 over the same period.

### JDC value add

Managing a competitive refinancing process and negotiating the best available funding package for the business.

Reorganising the management structure including search and selection of new Managing Director and Financial Controller to take the business to the next level.

Hands-on, interim management of the business whilst a wide ranging reorganisation was implemented.



Raising the bar

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