

Manufacturer Service: Exit Readiness Consultancy

PROBLEM

A retro manufacturer and lifestyle brand successfully transformed its market niche into a booming business, increasing its profit valuation tenfold in just three years. With a strengthened infrastructure and significant investment, the brand is now set for international expansion.

SOLUTION

We helped the client build a skilled leadership team, including a CEO, Financial Director, and Chairman, to strengthen strategic and governance frameworks. This team implemented advanced project management and logistics systems to improve operations and support growth within the UK and internationally.

Leadership Enhancement: Setting clear leadership roles created strong management, helping to oversee and guide the company's growth effectively.

Operational Efficiency: We recommended strategies for implementing project management, logistics, and sales systems to ensure smooth expansion both domestically and abroad.

Global Sales Strategy: We refined the sales strategy to extend beyond the UK, targeting global markets and significantly broadening the brand's reach and revenue.

OUTCOME

The restructured company achieved a 10x profit multiple within three years and secured a premium valuation during the investment phase, driven by its expanded market reach and robust leadership.

AT A GLANCE

Challenges

- Overtrading
- Leadership Gaps
- Systems & Infrastructure

Benefits

- Governance Strengthened
- Global Expansion
- Revenue Surge



Our new strategies and strong leadership team have really changed our business, helping us reach customers worldwide

Arthur Sherry
Manufacturer