



Corporate Finance

HW Corporate Finance is pleased to announce the sale of the business and assets of Allslade plc. Allslade, a £15 million Portsmouth based structural steel fabricator, entered financial difficulties after incurring cost over-runs commissioning a new factory.

Over a 2 month period HW Corporate Finance assisted the owners identify their strategic options, restructure the business and complete an accelerated disposal process. An independent insolvency practitioner was engaged to make the final sale using a pre-pack.

In 2007 Allslade planned to expand its facilities to a 150,000 sqft facility with state of the art new machinery. The move and commissioning of the new factory was completed in early 2008. The year started well with a healthy order book but then the cost of the project began to bite.

Owner Roger Slade explains: “The development had gone over budget and then a few orders began to fall through, margins dropped and there was an unbelievable pressure on cash flow.”

The bank initially extended facilities but then became unwilling to lend additional funds in the absence of further security and visibility in the business. It was at this stage that Roger turned to HW Corporate Finance partner Richard Hall for support in finding further funding.

HW quickly put together an Information Memorandum, produced management information which helped to keep the company’s bankers supportive, advised on changes in the business and introduced an Interim FD.

When a financial investor couldn’t be found, HW Corporate Finance was able to organise a pre-pack purchase by Melham Group Holdings. After the deal Roger said:

“HW Corporate Finance was excellent throughout and worked extremely hard to put in place a deal that got the best from what was a very difficult situation. Richard and his team worked extremely hard throughout the process, even driving through the night to get to one important meeting. Now that’s commitment!”

