



SUPPORTING THE NATION'S MAKERS

While many industries have been shocked by the global pandemic, manufacturing businesses are no stranger to cyclical downturns and are known for their gritty resilience.

Having the support of an experienced private equity partner, particularly in this economic climate, can help management teams to build scale and resilience. As a leading mid-market private equity firm, during our 40 years of backing business ambition, we have supported nearly 170 manufacturing and engineering companies, investing more than £1 billion into the sector.

The management teams of fast-growing businesses choose to partner with LDC thanks to our team's experience and track record. Texecom, the UK's leading manufacturer of electronic security products and services, Rhino Products, Europe's leading manufacturer of light commercial vehicle accessories and Europe's largest traffic light equipment manufacturer and hirer, SRL Traffic Systems are three recent examples.

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 **LDC**
BACKING AMBITION

We have helped manufacturing businesses across a broad range of sub sectors to grow quickly through investing in infrastructure, innovation, supporting acquisitions and international expansion. Building on our historic success, we are actively exploring new partnerships with growing manufacturing businesses to support the next stage of their growth journey.

Addo Food Group is the UK's leading chilled savoury pastry producer, making almost 300 million products each year. It is home to some of the UK's best-known food brands including Wall's and Pork Farms. We invested in the business in 2017 in a secondary buyout to support its organic growth strategy. Our three-year partnership helped the management team to innovate and expand its product range in order to consolidate its market leading position. The business quickly pivoted to meet increased consumer demand for plant-based products and drove growth across its customer base.

Pelsis is the leading European manufacturer of branded pest control products. We backed Pelsis in 2017 enabling the management team to accelerate its global acquisitive growth strategy. The acquisitions of US-based Curtis Gilmour, France's top pest control supplier Edialux France and California-based Bird-B-Gone, the leading manufacturer of humane bird deterrents were all completed in our four-year partnership. LDC exited its shareholding in Pelsis to Pamplona Capital Management in August 2021.

Our more recent manufacturing investments have been going from strength to strength, despite the uncertainty caused by the pandemic, demonstrating the role a supportive private equity partner can play in more challenging times.



We're now in a market leading position, with a more diverse portfolio, and better-invested manufacturing facilities and we are looking forward to the next stage of our journey."

Deborah Bolton, CEO, Addo Food Group

We have recently backed the management team of the UK's leading manufacturer of electronic security products and services **Texecom** to support the management buyout from FTSE 100-listed technology group Halma plc. LDC's significant investment is supporting Texecom to build on its market-leading position and international presence through developing new products, enhancing its digital services and exploring complementary acquisitions.

Since we partnered with **SRL Traffic Systems** back in 2019, the traffic management systems provider has facilitated a significant capital investment programme. In one year, it has expanded its current hire fleet, developed manufacturing capability to increase production, and invested in new product development to broaden its service offering, which has all contributed to a 40% increase in annual revenue.

Just a few months after we invested in **ELE Advanced Engineering**, the management team secured a number of significant long-term contracts, including a 20-year supply agreement with Rolls Royce. Our partnership with the complex blade manufacturer is supporting its organic growth plan to invest in infrastructure and meet increasing global demands for its products.



The team at LDC has a stellar track record in manufacturing and mirrored our vision for the business. We look forward to building on our success to date in the coming months and years."

Manesh Pandya, CEO, ELE Advanced Technologies

And in November 2020 we backed the management team of Europe's leading manufacturer of light commercial vehicle accessories **Rhino Products**. Our partnership is supporting Rhino's management team to deliver its growth strategy through buy-and-build and further international expansion. We have committed to support Rhino with additional funding to further enhance its market share in the UK and internationally.

Richard Harden, CEO of British manufacturing firm Stuart Turner, discusses how a private equity partnership is helping to realise his ambitions.

Stuart Turner was founded back in 1906, and we boast a long history of engineering excellence and British manufacturing. Our purpose-built state of the art manufacturing facility still stands on the same site in Henley-On-Thames, where the company has been located since 1917. And that's where we design and manufacture our comprehensive range of solutions to power water.



Having spent over 25 years myself in the pump industry, primarily focused on commercial building services, the ultimate aim at Stuart Turner is to take our market leading knowledge and experience in the residential sector into the wider commercial building services and industrial sectors – whilst continuing to build our export markets. We want to become a full solutions provider to power water across multiple applications.

In 2017, we were backed by LDC allowing us to further accelerate our growth strategy into the commercial pump sectors and support our international expansion.

We believe that acquisitions are a great way for our company to achieve rapid growth in a short period of time. Acquiring complementary businesses has really allowed us to expand our offering to customers. Our acquisitions have really helped us gain a competitive edge. They have given us access to industry experts and resources, and allowed us to quickly to increase our market share.

In 2018, Stuart Turner acquired GAH Heating, which really cemented our position as market leader for low water mains pressure in residential homes. In 2019 we acquired Fluid Water Solutions to further expand our product range in the commercial and industrial sectors.

Our recent acquisition of MikroFill Systems further supported our strategy of moving into the building services commercial market, and allowed us to leverage numerous cross-selling opportunities.

We couldn't have grown in this way without private equity and the backing of LDC. The team has been a great source of expertise and guidance and has helped to shape our strategy for the future.

The relationship with LDC is a true partnership. They've allowed the leadership team to set the strategy and essentially get on and run the business, backing our ambition. They've provided follow on funding to allow us to support our continued acquisitions. And more broadly, they provide expertise and sector experience to help us identify and integrate the businesses we have acquired to really support our growth objectives.

If I had any advice for other SME manufacturers seeking investment, I'd say this. Private equity backing can help you move quickly and realise your ambition. If you have a vision, then the right partner can allow you to unlock the potential quickly. My view is, go for it.

[Read more examples of LDC's successful partnerships with manufacturing businesses here.](#)