



 **hentons**
corporate finance

Project Lantana

**Fashion Solution
Products**

Project Lantana

Company overview

Formed over 15 years ago the Company prides themselves on being one of the largest suppliers of innovative clothing accessories to UK bricks & mortar and online retailers. Their expertise and ability to supply high quality, lingerie accessories and shoe solution products is recognised throughout the retail clothing/fashion industry.

They offer an extensive range of products designed to discreetly compliment and support ladies fashion garments providing a better fit, feel or appearance.

A unique, flexible approach allows the Company to offer retailers both branded ranges as well as bespoke own brand options.

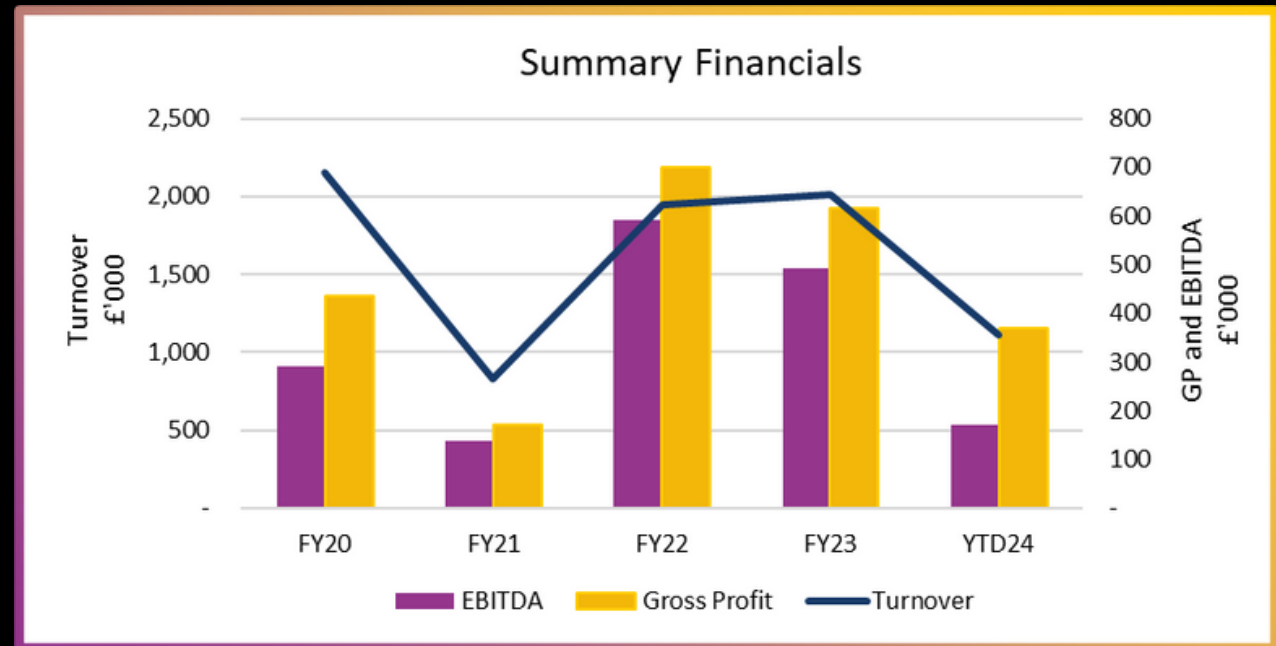
The manufacturing sites used by the Company are audited annually under the Ethical Trading Initiative (ETI) ensuring that all products are ethically sourced.

Along with their B2B sales, the Company has their own website to sell their products B2C, however this is not a significant source of revenue presently and there is an opportunity for an acquirer to develop this further.

The Company has strong, long standing links with large retailers, and is not reliant on any single customer.

Financials

The Company achieved a turnover of c£2 million in FY23 and is expected to continue to grow. The Company experienced a decline in turnover during FY21 due to Covid-19, historical results have shown that the company has a healthy turnover and profits.



*YTD24 represents the summary financials up until 4.5 months ending 19th Sept 2023

Location & operations

The Company is based in the Northwest of England, supplying customers throughout the UK and Europe.

Operations are undertaken from one location which comprises of warehousing and office space which is well maintained and in good state of repair.

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Opportunity for acquirer

There are numerous areas that the vendors feel could be exploited by a new owner:

- Leverage the established reputation of the Company through widening/refreshing the marketing of the company
- Enter complimentary markets with new product ranges
- Develop the Company's online presence and direct selling revenues
- Expand into Europe and the USA

Possible acquirer

The Company would be a great fit for a range of potential acquirers, such as:

- An existing company in the fashion/accessories sector who is looking to expand their portfolio
- A trade buyer looking to establish a relationship with large, store based and online retailers
- A private investor who is seeking a profitable business to invest in

Reason for sale & timetable

The vendors have now reached a stage where they are looking to exit the business to pursue other interests outside of the Company's activities.

They are happy to offer a structured handover period to any acquirer to ensure that the heritage, legacy, and quality of the Company are preserved.

For further information and for an NDA to be sent, please contact Oyin or Matt as follows:

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