

# CASE STUDY



## Coletta & Tyson Limited

Coletta & Tyson is one of Europe's largest independent specialist growers of ornamental plants located in East Yorkshire. Our nurseries cover over 400 acres (162ha). We can transplant and handle over two million plants per day and currently grow and sell over 100 million ornamental plants a year.

### Executive Summary

This leading UK Horticultural grower and retail garden center suffered a period of uncertainty due to a combination of factors impacting its financial stability and funder relationship.

Buchanan Holley was appointed to support the business and deliver a solution.

### Challenges

- Cash position stressed
- Business performance issues
- Major Capex just completed
- Management structural issues
- Financial covenants breached
- Reporting delays

## Refinancing and Business Recovery

### Results and Return on Investment

- ✓ Stabilised the Finance function and brought stakeholder reporting back on track with up to date management information
- ✓ Reviewed management structure and implemented improved communication processes
- ✓ Provided deeper insights into margins and cost base
- ✓ Improving performance and return of confidence
- ✓ Delivered a successful refinancing of a £7m bank loan on improved terms

### Summary

- ✚ The business had been caught out due to client sales forecasts falling significantly short
- ✚ The automated robotics handling investment was focused on increased capacity and reducing throughput costs
- ✚ The management team refocused on business performance and implementing a new strategy
- ✚ Shareholder value protected and cash flow generation healthy again and key funding relationship engaged