

## Case Study Management Buy-Out of Agility Logistics



Merseyside Special Investment Fund



*“Without the funding from MSIF we couldn’t have gone ahead. We are now employing over 40 staff and the business is growing rapidly. The substantial customer base has already grown by over 60% ensuring the business plan is on course.”*

*Philip Browitt  
MD Agility*

### The company

Agility Logistics places in excess of £270 million of freight procurement business each year and is one of the largest buyers of chemical freight and shipping space in Europe. Areas of operation include international container shipping, bulk shipping, airfreight, packaging/storage and pan-European road, rail and warehousing. Agility is an independent Supply Chain solutions company specialising in improving the efficiency of the logistics chain to deliver demonstrable savings to its customer’s bottom line.

### The proposition

The management of Agility, the former logistics operation of ICI Chemicals, came to MSIF for funding when the business was to be sold off by ICI. Although Commercial lenders liked the business they were only prepared to lend a modest proportion of what was needed to fund the acquisition. MSIF agreed to back the project because they could see that the management team was highly skilled and experienced and because they could see the growth potential of the business. Essentially MSIF looked at the ability of Agility to repay the loan rather than any underlying security.

### The transaction

MSIF agreed a seven-year loan of £500,000, the term including a six-month capital repayment holiday, alongside a further £1 million of funding provided by the Directors, the company’s bankers, RSA and some short term vendor support.

### Where are they now?

Agility was one of the first ever independent logistics operations to be spun out of a multi-national company. It has recently completed a move to new premises at the “Match Works” in Speke Garston, now employs around 50 staff and is trading very successfully. The strength of the product is demonstrated through a sixty percent growth in the number of customers.

The MSIF Group of Funds is managed by Alliance Fund Managers which is regulated by the FSA in the course of investment business.