



SUMMARY

CLIENT

**Intercontinental
Brands**

INVESTOR

**Lloyds TSB
Development Capital**

DEAL SIZE

Undisclosed

LOCATION

Yorkshire

WEBSITE

www.icbrands.co.uk

KEY CONTACTS

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DATE

September 2007

INDUSTRY SECTOR

Beverages

Acanthus advises Intercontinental Brands on raising expansion capital from Lloyds TSB Development Capital

Acanthus Advisers Corporate Finance LLP ("Acanthus"), a London based corporate finance boutique, has advised Intercontinental Brands on selling a significant minority stake and raising expansion capital with the backing of Lloyds TSB Development Capital ("LDC").

Intercontinental Brands is a leading UK producer and distributor of more than 260 alcoholic and non-alcoholic products including Vodkat and St Helier pear cider. The business was established in 1990 by the current joint managing directors Paul Burton and John Hibberd. Intercontinental Brands' in-house mixing and bottling facility in Middlesbrough employs more than 100 people and produces almost three million cases per year. Since 2003 turnover has doubled to £43m and is expected to grow substantially over the next few years.

The Leeds office of LDC has taken a minority stake in the business and is being supported by the acquisition finance team within Lloyds TSB Corporate Markets, which has provided senior debt and working capital facilities.

Joint Managing Director Paul Burton said "We are grateful to Acanthus who, with their deep knowledge of the private equity market, assisted us to find the right partner for our business. We had a lot of interest from a number of private equity investors and were impressed with the professionalism and expertise with which Acanthus ran the process."

John Hibberd, also Joint Managing Director added, "The lead up to Christmas is the busiest time for our business and we were under a lot of pressure to complete the transaction on a very tight timetable. The Acanthus team with their extensive upfront preparation and thorough due diligence exceeded our expectations."

With the backing of LDC, the transaction enables Intercontinental Brands to pursue acquisition opportunities which will provide significant synergies and it will assist the company greatly as it looks to continue targeting growing international markets.

John Swarbrick from LDC will sit on the company's board with Andy Nash joining as chairman.

Acanthus acted as financial adviser to Intercontinental Brands.