

Corven Ventures Acquisition

CATERHAM

Date: January 2005
Company: Caterham Cars
Sector: Niche sports car manufacturer
Price: Undisclosed sum



"This is a core acquisition for Corven Ventures, bringing together a world class management team, experience in niche businesses and the ability to couple financial and human capital to support complex transactions"

Mark Edwards, Director, Corven Ventures

"This is a unique opportunity and one that places on me a responsibility to ensure that we remain true custodians of the Caterham legend and brand. I am looking forward to the challenge of harnessing the inherent capabilities of the business - its employees, suppliers and partners - in order to continue to deliver sector leading products, outstanding customer value and financial returns to our shareholders and partners.

Ansar Ali, Managing Director, Caterham Cars



Details:

The Deal:

The acquisition, backed by Corven led equity, will bring sector experience to compliment the existing management team. Taking over, following the recent launch of the exciting new CSR car, Corven are looking forward to supporting Caterham as it puts the car into production and to driving the company forwards in response to increasing customer demand and a threefold increase in the track market over the last five years.

Lead financial advisors on the deal were Corven Corporate Finance and lawyers were Osborne Clarke. Banking facilities were provided by HSBC and due diligence by Moore Stephens.

Management Team:

Management will be led by ex Lotus Cars General Manager, Ansar Ali who is joined by another ex Lotus Cars manager Gideon Wigger as Operations Director. With over 10 years of automotive experience, James Basden (founding Director of Corven) and Mark Edwards (Director of Corven Ventures) will join the board as Non-Executive Chairman and Non-Exec Director respectively. Simon Nearn, will continue to assist the new management team on a consultancy basis.

The Company:

Founded in 1973, Caterham is the pre-eminent racing car in its class. Caterham offers affordable performance on both the road and the track. Caterham, whose heritage stems from the legendary Lotus 7 racing car, currently produces four variants of the Caterham7: the Classic, the Roadsport, the Superlight and the CSR, arguably the fastest road-legal car in production.

Racing is at the heart of Caterham tradition and Caterham Motorsport has become one of the most successful forms of club racing the world over. There are now 11 Caterham championships in five countries.

Caterham Cars employs over 70 people in 3 operational sites across the country producing in excess of 500 units a year which are sold in the UK, Europe, North America and Japan. Turnover is in the region of £15 million.

www.caterham.co.uk



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