

AQUALUX BATHES IN SUCCESS

Catalyst Corporate Finance, the award winning mid market corporate finance advisory business, has advised the Management of Aqualux and LDC on the sale of the business to Swiss based Arbonia-Forster-Holdings (AFG).

Aqualux is the UK market leader in bath screens and number two in the market for shower enclosures. Aqualux supplies to the DIY market, independent sectors, specialist retail sectors and export markets. The company offers a branded and non-branded product range catering from budget through to high-end market price points. Aqualux has a history of new product development and innovation with in-house technical and design expertise.

The deal will allow Aqualux to bring forward its planned expansion into Asia, in addition to taking advantage of new opportunities for growth in European markets. The deal will be of benefit to both businesses as major synergies exist between the two companies in terms of product portfolio, routes to market and supply chain management. AFG produces premium brands including Miele kitchens and Kermi showers whilst Aqualux offer a more affordable quality branded product.

Andy Currie, Managing Partner of Catalyst Corporate Finance commented:

“All the interest in Aqualux came from overseas, in particular Europe, India and China. It is good to see these people valuing UK manufacturing businesses. A crucial factor in this deal was our ability to access these overseas buyers and it quickly became clear that of the interested parties AFG was the best fit for the long term future of Aqualux. In addition the existing management team will remain with the business all of which, under the leadership of Managing Director, James Cadman have made a significant impact on the performance of the business since the MBO three years ago.”

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ACQUISITIONS
MONTHLY

**UK INDEPENDENT
CORPORATE
FINANCE HOUSE
OF THE YEAR 2007**

Note to editors

Catalyst Corporate Finance

Catalyst is a leading independent corporate finance advisory firm and was recognised by the 2007 Acquisitions Monthly awards as the Independent Corporate Finance House of the Year. With a focus on providing strategic corporate finance advice to quality owner managed businesses, public companies and management teams, Catalyst is committed to supporting clients in growing and realising their shareholder value.

Catalyst has:

- Acted as lead advisor on transactions totalling over £1.5 billion in the last two years;
- Completed transactions across a range of sectors and deal types;
- A track record of working with shareholders throughout the investment lifecycle to realise significant equity gains.