



Case Study

Dapper Old School Menswear

Regency Factors Group
Bespoke Business Funding Solutions





Incorporated as a private limited company in December 2009. Based in the North West, the company go to great lengths to source and develop their own fabrics and refine their clothing for sale.

The owner and Managing Director, acquired the business and it's parent from it's previous owners. He sold everything he owned, and borrowed as much as he could from the bank and friends to enable him to purchase the business.

The subsidiary funded by Regency is a ready to wear menswear brand which has had particular success in the Asian markets. The clothing is primarily exported to Japan and China where the market for 'English' products is huge.

The clothing is shown in Paris in January & June every year where buyers place their orders with a 3 month manufacturing window.

THE CHALLENGE

Our client was introduced to us as their incumbent invoice and trade financier were pulling out of the UK finance market and they needed another lender in place before their next show in Paris. They needed a lender who understands the nature of the industry and with experience in working with customers outside the UK.

THE SOLUTION

Regency works closely with the client to ensure they have the funding they need in place. With many customers in the Far East, we have additional measures in place to ensure verification of invoices.

There is also a trade finance facility in place to allow the purchase of fabric and raw materials, allowing the client to benefit from the early payment discount available.

We're pleased to support high reaching businesses that face difficulties in accessing finance from traditional lenders. This business has established itself as a leading manufacturer of menswear and we look forward to working with the business as it is set for continued growth." Laura Ramsden - Regency Factors

The team at Regency have been fantastic. We had to become creative with our cashflow as we had a large gap in working capital.



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