

Case study

Securing success



Funded by



Vision Security Group

Creating 2000 jobs in three years

Background

Vision Security Group (VSG) is one of the UK's leading suppliers of security services.

Based in Northampton, VSG offers complete security solutions that encompass manned guarding, electronic security systems, remote monitoring, training, background screening and a range of other support services.

LDC invested for a significant minority stake in September 2007.

Strategy

- Build further upon market leading position and VSG's excellent reputation in the security services sector
- Achieve both organic and acquisitive growth and support appropriate acquisitions
- Outperform competitors
- Strategically develop ancillary services
- Open additional branches
- Work closely with experienced management team and develop a clear management succession plan

How growth was achieved

LDC supported the VSG management team in both their organic and acquisitive growth.

In particular, LDC supported VSG in the acquisition of two electronic security providers, developing their ancillary services, opening additional branches and helping to develop a clear management succession plan.

Working closely with the management team, the original investment and ultimate exit from VSG was led by John Garner.

Performance

- Substantial sales and profit growth throughout investment life
- Employee numbers increased substantially
- Sold to FTSE 100 listed Compass Group plc in September 2010 for £64m

Job creation

Since LDC invested in VSG in 2007, employee numbers have also risen considerably from less than 4000 to nearly 6000.

Investor:	Lloyds Development Capital
Location:	Midlands
Sector:	Support Services
Stage:	Significant minority investment
Exit:	September 2010
Company Website:	www.vsg.co.uk
Investor Website:	www.ldc.co.uk

“We have enjoyed good working relationships with the LDC team over the last three years. Their support has been excellent and the input that they have had into the business has undoubtedly ensured that VSG is now well positioned to progress further to the next level of development. The deal with Compass Group is the right move for VSG and going forward, their partnership will allow us to further our growth strategy and take the business into a new dimension.”

Keith Francis, Managing Director of VSG

