
CASE STUDY

CLUBHOUSE GOLF

DATE INVESTED:
February 2017

AMOUNT INVESTED:
£4.0 million

DEAL TYPE:
Management Buyout
("MBO")





“ *It's great to see Foresight's commitment to boosting smaller businesses in the Manchester area, as the city establishes itself as a national infrastructure and commerce centre. Clubhouse Golf has really taken off as a business since launch to become a leading golf equipment retailer, and this investment will enable us to achieve the possibilities that the current rate of growth presents.*”

Ben Reeves
Managing Director, Clubhouse
Golf

Clubhouse Golf is a multi-channel retailer of golf equipment, clothing and accessories. Originally established as an on-course professional shop, the business is now one of the leading online players.

Clubhouse Golf operates from a 17,000 sq ft facility in Irlam, Greater Manchester, with plans to expand to accommodate growth. Following the investment, Clubhouse Golf's ecommerce platform has increased customer reach, both within the UK and overseas, and enabled a wider product offering.

HOW DID FORESIGHT ADD VALUE?

Foresight helped to secure the expertise of the founder of Kitbag as Non-executive Chairman to support the business' online growth and utilise contacts across his wider network.

The management team has been strengthened with the appointment of a Finance Director with significant e-commerce experience.

Improved financial information and governance are allowing the business to flourish under Foresight's ownership. Foresight has introduced new members to the management team to support marketing, website development, launch the new mobile offering and improve operational systems, all of which will continue to support the business and build on the revenue growth achieved during 2017 of over 30%.

**For more information contact
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