

Case Study

RSEA



Issue Date	December 2016
Amount	\$70m
Maturity	19 December 2020
Term	4 years, callable after 1 year
Coupon	7.75% p.a. paid quarterly in arrear

Issuer Profile

RSEA is a leading specialist retailer and B2B distributor of workwear, personal protective equipment and a hirer of road safety equipment. Since being established in 1993, RSEA has expanded its operations across Australia and New Zealand, where it now operates in all mainland states as well as the Northern Territory. RSEA is a business that, across both its Safety and Hire divisions, is underpinned by legislative requirements stipulating minimum standards of occupational health & safety. This makes its products a compulsory and non-discretionary spend across all business sectors.

Issuer Need

Following a takeover by private equity firm CHAMP Ventures, RSEA was looking to continue its strategy to grow the store footprint, develop own-branded products, build the B2B channel and invest in high quality safety hire equipment. RSEA was looking for a financier to partner with to refinance its existing term debt, fund future capital expenditure and provide additional capital for new opportunities going forward.

FIIG Solution

FIIG was able to raise a \$32m Senior Secured Note for RSEA, allowing a full refinance of the existing facility. This allowed RSEA to continue its expansion strategy, opening new stores and broadening its B2B channel. The flexible call nature of the Note also allows RSEA to redeem the debt at a convenient date should further growth/a sale of the business occur within the first 2 years of the Issue.

FIIG Contact

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