



**Company name:**  
Stage Electrics  
Partnerships Ltd

**Location:**  
Bristol

**Sector:**  
Stage lighting and  
sound equipment

**Size:**  
£2m

**Type:**  
Invoice discounting line

**Turnover:**  
£30m

*The Great British Bake Off lighting and audio supplier gets £2m funding line*

**Secure Trust Bank Commercial Finance has provided a £2m invoice finance facility to Stage Electrics Partnerships Ltd, as it plans to invest in two new sites over the next three years.**

#### **The company**

Founded in 1979, Stage Electrics Partnerships Ltd is one of Europe's leading suppliers of stage lighting, sound and staging equipment to theatres and the entertainment industry.

Headquartered in Bristol, the business employs over 240 staff across its additional sites in Scotland, Exeter and London. The company has worked with some of the UK's most well-known venues, including the Liverpool Philharmonic and The Royal Shakespeare Theatre in Stratford-upon-Avon.

Stage Electrics also services some of the nation's best loved shows, including The Great British Bake Off, Chitty Chitty Bang Bang, Guys and Dolls and The Bodyguard.

## The Great British Bake Off lighting and audio supplier gets £2m funding line

### The solution

Secure Trust Bank Commercial Finance provided a £2m invoice finance facility to Stage Electrics Partnerships Ltd to support the expansion of the business with two new sites.

The funding will also be used to improve the company's margins through a stronger purchasing position over the next three years.

### What they said

“ Having built our reputation successfully in the theatre and entertainment industry, working on some of the most well-known productions, we recognised the opportunity to restructure our business and drive further growth. With plans to expand our geographical presence in the near future, we needed a financial partner capable of producing an innovative financial solution.

“ We had developed a long-term relationship with the team at Secure Trust Bank, who were approachable and understood the workings of our business. As a result, they were able to provide a tailored financial package that worked alongside our expansion objectives over the next three years.”

Maria Townsend,  
Chief Executive at Stage Electrics

“ Having worked with some of the world's largest productions, Stage Electrics operates under high levels of pressure on a daily basis. As a result, the business requires strong levels of cash flow if it is to take this comfortably in its stride. Our financial package will enable the business to undertake its ambitious plans, as well as make the necessary investments to achieve its growth objectives.”

David Parsons,  
Strategic Development Director at  
Secure Trust Bank Commercial Finance

### Our proposition

- Full suite of ABL products: enabled us to structure a comprehensive funding package
- Access to decision makers: we delivered on our terms and completed the transaction in less than 7 days from initial enquiry
- Service: a reputation for working alongside external investors
- Flexibility: demonstrated through our debt structure and turnaround times
- Insight: our experience enabled us to truly understand the customer's business and their future plans which ensured that our facility was tailored to their requirements