

Case study: radar expert Blighter uses major funding to expand commercial client base

Blighter, a company that provides radars, counter-drone solutions and integration software to clients including the UK's Ministry of Defence and the US's Department of Defense, has secured a significant growth capital loan from BOOST&Co after adapting its sophisticated equipment for use in the commercial world.

The Saffron Walden-based firm, which also supplies the South Korean government with products that are used to control the country's border with North Korea, is one of the few specialist providers that can detect consumer drones with the accuracy required by businesses such as airports, nuclear power stations and oil- and gas-processing plants, paving the way to a wider client base.

Shining example of UK tech success

"Drones are great for surveillance, aerial photography and searching for missing people, but they can be dangerous in the wrong hands," says BOOST&Co's London-based principal Kim Martin, who led the deal. "Blighter is well-placed to supply a neat solution to problems such as the drones that brought Gatwick airport to a standstill in December 2018."

Some of the funding will be used to improve Blighter's supply chain, enabling the firm to shorten the lead times for its products by buying more modules with long lead-times, to hold in stock. It carries out manufacturing and assembly in the UK, and has the capability to localise the final assembly of products where markets require. "Blighter is a really good example of the UK being at the forefront of developments in engineering design and technology," Martin says.

The funding process

Streamlined and swift

- Blighter prepared a **clear business plan** containing detailed forecasts
- BOOST&Co formulated queries and **gained clarification** where required
- The funding process was **clearly articulated** by BOOST&Co at all stages
- **Due diligence** was scheduled promptly and carried out swiftly
- Blighter was **kept informed** of key timings throughout

Success story

Facts and figures

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Number of years it can take to complete rigorous due-diligence and testing with the US government

£42bn

Estimated increase in the UK's GDP by 2030, thanks to drones (source: 2018 PwC report)

£50m

Estimated cost of disruption due to drones at Gatwick airport in 2018

BOOST&Co and Blighter

The perfect fit

Kim Martin *Principal, BOOST&Co*

“Blighter has a strategic plan to maximise their opportunities, increase their routes to market, make the most of their sales team and reinforce their brand. The time is right for them to grow.”

Tracy Sambrook *Chief financial officer, Blighter*

“When we began to look for a lender, BOOST&Co stood out. Kim's strong understanding of our strategy enabled her to tailor a growth capital loan to our needs. Working together was positive and the funding process was smooth and swift.”

Get in touch

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