



# What would you do if capital wasn't a constraint?

Mark Parow, Managing Director Sigma Coachair Group

For Sigma Coachair Group, it meant re-invigoration through change of ownership.

Sigma Coachair Group, a global supplier of heating, ventilation and air conditioning systems for heavy duty and transit applications, was typical of many small subsidiaries owned by a large multinational parent. Recognising that their market place was increasingly global, key management saw new opportunities were being created which required not only additional capital but also a greater tolerance to risk taking.

However, being a small part of a large multinational organisation meant that access to capital was competitive and certain risk taking was not always in line with the parent company's broader strategy. Sigma Coachair's management team needed support to forge ahead.

With the help of ANZ Capital, Sigma Coachair's key management teamed up with other experienced business managers and conducted a buy-out of the Group from its parent.

Now that the new ownership structure is firmly in place, Sigma Coachair can focus on pursuing its global aspirations in Asia, North America, Europe and the Middle East.

ANZ Capital has helped over 80 Australian and New Zealand companies and entrepreneurs make their vision a reality by investing as an equity partner. To find out more, contact our ANZ Capital Specialists or visit [anz.com/anzcapital](http://anz.com/anzcapital).

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