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D-ENERGI CREATES A BUZZ WITH MANCHESTER OFFICE PURCHASE

D-Energi, an energy consultancy business founded by two Manchester brothers 12 years ago with a £30,000 loan, is targeting sales of £10 million after acquiring a new head office, which is three times larger than its existing premises.

The company, which specialises in providing electricity and gas and energy consultancy services to the care home and hotel sectors, has acquired a 12,000 sq ft property on the Central Park business park in Manchester. The building gives the company capacity to grow, with plans already in place to increase staff numbers from 27 to 40 within six months. It also enables the company to use the property as an asset to broaden the energy suppliers it works with.

HSBC's Manchester Commercial team has provided a £723,000 finance package to support the purchase in a deal led by Senior International Commercial Manager Graeme Faraday. HSBC also provides trade finance products, including letters of credit and guarantee facilities, to facilitate D-Energi's import of energy from overseas suppliers.

D-Energi was founded by Shak Ahmed & Zico Ahmed in 2002 with a loan from their parents and cash they had saved. The company primarily focuses on the care and nursing home sector, but has recently diversified and started working with hotels. It supplies energy to businesses, but also works closely with customers to see how they can improve their energy efficiency and reduce costs via its consultancy service.

Managing Director Shak Ahmed said: "The new headquarters will help the business reach the next level as we will be able to utilise the asset to increase the amount of energy we can import for our customers. It will also mean that we can expand our workforce, ultimately up to 250, so that we can offer our services to more customers

and to different sectors. Our customers like to work with us because they get a personal service and they know we can resolve issues promptly and efficiently.”

Jason Trigg, HSBC Manchester Area Commercial Director, added: “D-Energi is a great example of an entrepreneurial business that has grown through hard work and perseverance. Shak and Zico have established an excellent reputation in the care home sector, which I am sure they will replicate with hotels and other sectors.”

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