



FUSE —  
CAPITAL

# CASE STUDY

---

working voices

2023

# Meet Working Voices

Working Voices offers workshops, e-learning platforms and 1:1 coaching to businesses of every size across many sectors. They deliver training to over 100 of the world's largest companies, allowing anyone from graduates to CEOs to improve their communication skills.



# The Challenge

Working Voices began with a small ad in a supermarket offering to help people speak with confidence, 2 years later it had the like of HSBC, Goldman Sachs and Barclays as clients. Working Voices achieved consistent and steady growth, expanding internationally and setting up offices in New York and Hong Kong. Having achieved steady growth and an impressive client list Working Voices then went on to launch an e-learning platform. Working Voices reached the stage where they needed to be able to fund future growth and develop their technology platform. It was important to them that they didn't dilute their equity and saw debt funding as the ideal solution. However, they ran into problems when seeking bank finance as deployment of capital was restricted by covenants and excessive shareholder guarantees.



Based in London,  
New York, and  
Hong Hong

100

major corporate  
clients



Developed a  
successful  
e-learning platform

\$33b

Projected size of  
the global soft skills  
market by 2026

# The Solution

Fuse Capital helped Working Voices secure a private debt finance facility resulting in the following:

- Support for their future growth
- Debt funding without restrictive covenants or shareholder guarantees
- No dilution of their equity to fund growth





# The Outcome

In order to address this problem Working Voices engaged with Fuse Capital to find private debt funding solutions. "Fuse Capital's experience working in the private debt market gave us confidence that we could source the growth funding we needed without restrictive covenants or diluting our equity" said FD of Working Voices Stephen Furer. "The process of working with Fuse Capital was professional and easy. They were committed to getting the deal done and their knowledge of our business and industry and the debt market meant they produced a high quality investment memorandum."

---

“

*Fuse Capital were professional and effective throughout the process and their expertise gave us access to debt financing we wouldn't have otherwise secured”*

**Stephen Furner**

Non-Executive Finance  
Director, Working Voices

”



# Looking to raise capital that fuels, not slows—your growth?

Fuse Capital helps close the right deal at the right  
time, with the right partner.

Let's talk!



For more information or to discuss your funding needs, please contact us at:



[www.fuse-capital.com](http://www.fuse-capital.com)



[Enquiries@fuse-capital.com](mailto:Enquiries@fuse-capital.com)



JustCo, 120 Robinson Road, #15-01,  
Singapore 068913

London | Amsterdam | Mumbai | Singapore