

BEER & YOUNG LIMITED

Turnaround Finance Specialists

SPRING 2008

Welcome to our Spring 2008 Newsletter. Once again a BIG THANK YOU to everyone for your continued support of Beer & Young.

I am pleased to report that we have had a very positive first quarter this year (another record period for us). This includes seven completions, both new equity investment, debt funding and successful restructuring proposals.

We also have a number of additional completions due in the next few weeks. This is all good news for our clients and the appetite from our investors has seen no sign of diminishing despite the wider economic downturn. This is one of the major strengths of our business - investors will make their own decisions as it is usually their own money they are investing.

Following on from our last newsletter, the evidence to date is that the current problems in the credit market have positively impacted on our deal flow as banks, particularly, have been reluctant to increase their exposure to SME customers.

Please do not hesitate to contact us if you see a business that has a need for additional funding where the banking relationship may have broken down or is under severe pressure. This is where business angel funding and experience can be the real catalyst for recovery/turnaround.

Nicholas Young, Managing Director

ASSOCIATE TEAM

We now have an established team of five London based associates who are all regularly engaged in client work. We also have very strong representation in the Thames Valley, Midlands, and Sheffield.

I would be particularly pleased to hear from anyone based in Birmingham, Manchester or Leeds who would be interested in joining our team. It is a very rewarding role and the opportunity to build a profitable local presence in these areas is particularly strong.

New Marketing Executive

We are delighted to welcome Kylie Van Den Berg to this new role within Beer & Young. Kylie will be co-ordinating a number of new initiatives to improve the quality of services we offer to our introducers and investors.

NEW INVESTORS

We are always keen to welcome new investors to our network. This is quite literally the lifeblood of our business and we are delighted to say that our number of registered turnaround investors has recently increased to over 900.

How do new investors find us?

The vast majority of new investors are introduced to us by simple referral. Many approach us having received a copy of our 'Stop Press' from an existing recipient. Some will find their way to us via existing investor introductions or from fellow professional services providers.

In order to register as an investor we try and keep the process simple and although the FSA have imposed some additional requirements recently – it is still relatively painless!

However, we are always delighted to meet potential new investors in person. We can explain more fully what we do and how we work, but most importantly establish what investors are looking for and how they can add value to our clients.

We would argue that the turnaround market more than any other offers investors the opportunity to add real value immediately, particular where sector experience and expertise can be leveraged. The money is often secondary – easy for us to say of course!

Something to make you think



We thought the image of the Bonsai was pertinent to our business. Our clients need a secure pair of hands (Beer & Young) when they are in difficulty and need investment (YOUR time & money) to flourish again.