



SPRING NEWSLETTER 2009

THE GLASS REALLY IS HALF FULL.....

Welcome to our Spring Newsletter of 2009.

First of all let me assure you I will only make one reference to the credit crisis as I am sure everybody has heard enough doom and gloom for a lifetime.

We very much believe that the 'glass really is half full' and no matter how dire things might seem there will always be some positives. We really don't like seeing failure and business owners throwing in the towel when they have not fully reviewed all the options. Our clients need help, support, and positivity, as well as the money!

Last year to date was another record period for us. We have already seen a number of investment completions in the last few weeks alone and this really shows how robust our market is. Once again our investors have shown an appetite to invest their capital and expertise in a very short timeframe.

I am very upbeat about the future of the investment backed turnaround market (if you have a more concise phrase please let me know!) and look forward to sharing more success stories with you over the coming months.

NEW IMAGE

One of our goals for 2008 was to re-brand and hopefully you will have already noticed our new logo above. We have made huge strides in increasing the volume and quality of our prospect generation over the last few years and hopefully this will be another positive step.

Sometimes I wish we sold widgets and it would take a few seconds for people to understand what we do. However, the professional services market that many of us operate in is not that simple. Nevertheless we are determined to try and get our message across as simply as we can – but we are always receptive to any 'pearls of wisdom' if any of you may have one.

Finally, huge thanks to all of you that sponsored me in my half marathon run last year. There are no guarantees I'll be repeating this torturous feat later this year!!

Nicholas Young, Managing Director

CHARITY INVOLVEMENT



On 12th October 2008 Nick and Kylie represented Beer & Young team in London's first Half Marathon, *Run to the Beat*. It was a pretty impressive turn out of circa 12,500 participants raising money for different charities. *Get Kids Going* was our chosen charity. We believe it supports a needed group of individuals and we are extremely grateful to all of you that pledged support and sponsorship, a little goes a long way.

RECENT SUCCESS STORIES

BUSINESS TYPE:	MANUFACTURER OF EXTRUDED PLASTIC PRODUCTS
LOCATION:	BASINGSTOKE
INVESTMENT ON COMPLETION:	£220,000



Our client is a plastic extrusion moulding business founded in the 1950s. Under the second generation of family management, turnover had dropped to £2,000,000. Despite the company benefiting from a flexible Invoice Financing facility and the Managing Director having injected more than £600,000, the business faced the acute problems:

- The business was losing money and losing clients.
- Limited sales effort meant the factory was operating at only 30% capacity.
- It was near breaching an agreement for late payment of £45,000 of VAT.

Beer & Young quickly:

- Found three separate interested parties.
- The successful investor had interests in the sector and was confident he could bring new business into the firm.
- Due diligence & legals were extended but Beer & Young kept key stakeholders informed and deferred creditor pressure.
- £220,000 was injected into the business
- The owner kept an equity interest and the business avoided closure with jobs being saved.
- The Invoice Discounter kept a client with a substantially strengthened balance sheet.

BUILDING A PRESENCE IN THE NORTH

We are delighted to have established a greater presence in the north of the country with associates covering:

Sheffield Area: Alban Kissane - Mobile: 07967 583423
email: kissane@beerandyoung.com

North East: - Mark Blayney - Mobile: 07769 686450
email: blayney@beerandyoung.com

North West: - Peter Martin - Mobile: 07954 692970
email: martin@beerandyoung.com

Please feel free to make contact with any of the above members of our team. Alban, Mark, and Peter, are all keen to build local contacts on the ground in their respective areas.