

# BEER & YOUNG LIMITED

CELEBRATING 10 YEARS OF DELIVERING  
TURNAROUND SOLUTIONS TO SME BUSINESSES

SUMMER NEWSLETTER 2008



## Nicholas Young and the London Team

*Left:* Michael Morley-Smith, Michelle Ziebart, *back left,* Declan Williams, *Centre,* Nicholas Young, Phil Sethill, *front right,* Kylie van den Berg and *far right,* John Silton.

## MAKING A DIFFERENCE OVER 10 YEARS... HAS MADE US SUCCESSFUL

Welcome to our summer newsletter.

I am extremely pleased to say this is our 10 year anniversary of providing investor backed turnaround/recovery solutions to small and medium sized businesses.

We are very proud of the fact that we have helped hundreds of companies raise new funding and re-structure their businesses onto a more sound footing. In each of the past five years we have raised several millions of pounds of new equity for our clients.

The real credit goes to those investors that have supported our clients and have been prepared to put their own capital into difficult situations as well as offer their skills and business experience. We are delighted to have a vibrant investor network with such a strong appetite for turnaround and urgent investment opportunities.

The real upside is that businesses can attract new capital, as long as management is prepared to learn from the past mistakes and has full commitment for the future.

Finally, thank you to everyone who has been involved in helping us build a successful business. It has been a very enjoyable 10 years and we look forward to the future with great optimism.

Nick

**Nicholas Young, Managing Director**

## SUCCESS STORY OF THE MONTH

We were approached via our website by a Derby based company who supply labour to the rail industry, their turnover was £10m plus but they had encountered difficulty with their Invoice Discount supplier (a major bank), who were no longer willing to cover the ID ledger (some £1.5m), due to credit re-insurance problems with the rail industry client. This was in danger of bringing to a complete halt the very encouraging growth of this one year old business, which was set to increase turnover to £20m plus over the next two years.

Following an exploratory meeting at Beer & Young's office in the city, we were immediately engaged by the client to seek an alternative solution from among our network of 1,500 investors. One of the many investors we made contact with decided they had an appetite for the business, went to see the client in Derby and the following day offered to make available a £3m facility to allow our client company to grow to its full potential, at the same time taking a 26% shareholding.

Including extensive due diligence and documentation negotiations by the two side's legal advisers, the deal was completed in exactly 8 weeks.

*By Hilary Bishop*

## TURNAROUND MANAGEMENT ASSOCIATION, SUMMER EVENT!

On the 11<sup>th</sup> of June 2008, at 6pm Nicholas Young will be making a presentation at the TMA event on:

### **The Turnaround Investment Market in Today's Economic Climate**

It will be hosted by a firm of accountants: RSM Bentley Jennison in Moorgate, 45 Moorfields, London, EC2Y 9AE. Please diarise the date and visit the website:

<http://www.tma-uk.org/events/>

## CHARITY INVOLVEMENT



On 12<sup>th</sup> of October 2008 Nick and Kylie will be representing the Beer & Young team in London's first Half Marathon, *Run to the Beat*. We will be amongst about 12,500 participants raising money for different charities. *Get Kids Going* is our chosen charity. We believe it supports a needed group of individuals and we hope that as the time edges closer we will have your pledged support and sponsorship, a little goes a long way.

[www.justgiving.com/kylievandenberg](http://www.justgiving.com/kylievandenberg)  
[www.justgiving.com/nicholasyoung](http://www.justgiving.com/nicholasyoung)