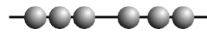


# BEER & YOUNG LIMITED

REBUILDING STAKEHOLDER VALUE



TURNAROUND FINANCE SPECIALISTS

## WINTER 2007

*Welcome to our Winter Newsletter – not another one I hear you groan, although once again we've kept it to one page mindful of people's views on Newsletters in general.*

*2006 was our most successful year to date, fourteen completions and several million pounds raised for distressed companies and entrepreneurs. I know not of any competitor operating in the SME environment who can boast these numbers which makes us a market leader. We continue to work with Insolvency Practitioners and secondary lenders who are active in turnaround and we are not comparing ourselves to them. Our market leader status centres on new money – equity funding – for distressed businesses.*

*January has begun well with two completions to date, the sexy one is described below. The total raised, including deferred payment will be in excess of £600,000.*

**Nicholas Young, Managing Director**

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### LATEST SUCCESS STORY

#### Secondary Mortgage Broker & Debt Solution Co.

This company, running two separate businesses, approached us towards the end of November looking for working capital due to the high amount of funding they had invested in their new IVA business.

It soon became apparent that the company was actually in a far worse state than originally admitted. On top of the lack of funds and debts to both the crown and trade creditors, the FSA had served notice on two of the existing directors.

It was decided that, after initially thinking of a possible CVA for the business, and having taken soundings from the FSA, that an Insolvency Practitioner should be introduced and the company should be placed into Administration.

Beer and Young worked closely with all parties and introduced various investors to the Administrators. As a result of our efforts both businesses have been bought out of administration. The businesses were sold to a trade investor and a private investor resulting new jobs being created and existing jobs being saved.

From inception to completion, these activities took place in a hectic eight weeks which included the Christmas break.

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### NEW ASSOCIATES

*We are really pleased to have welcomed on board two new associates to our London Team.*

#### John Silton

John has spent the last 12 years working as an independent business consultant specialising in strategy, planning and access to business finance. He has spent many years matching up entrepreneurs and private investors whilst working with the country's leading business angel network and also has investment bank experience.

#### Alan Isaacs

Alan has spent the majority of his career working in the software industry as a Sales Director and Managing Director. Alan's strong organisational and management skills together with his all-round financial experience enable him to advise and support our Clients in the SME Sector whether in recovery or growth.

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### GUEST ARTICLE

*We asked one of our close friends to contribute a small article – well, it's an advert promoting their services, which is fine with us! Pegasus have been instrumental in assisting us in our networking and we look forward to continuing to work with them throughout 2007.*



Pegasus Funding Resources is a specialist company that assists both start-up and growth companies to prepare themselves for the complex and time consuming funding process and helps them secure that all important investment or loan that is required for future growth. Introductions can be made to over 90 different sources of funds, including equity, debt and asset backed finance.

**Each stage** of the fund raising process is important and Pegasus Funding Resources can help you and your management team at every point along the way, enabling you to maximise your chances of success.

**Workshops** are available on subjects such as: Business concept reviews or what are investors looking for? As well as how to write a targeted funding business plan and business plan rectifications.

**Coaching** is available on subjects such as: How to present to Investors and How to respond to Investor questions.

**Services** include: Business plan scoring, business plan creation and re-write, financial modelling, sales and marketing planning, company valuations, due diligence responses, investor presentation creation, investor introductions and meetings and final investor negotiations.