



Pictured: South Yorkshire Investment Fund Chief Executive Tony Goulbourn with Peter Beeby, of School Trends.

Business investment a booming success

Welcome to our 2008 Roadshow!

The last year was a busy and successful year for South Yorkshire Investment Fund - we have now reached the point where the Fund will fully invest, achieve its target financial returns and exceed most of the economic outcomes set.

SYIF has now invested more than £40 million (including Money with Management) in businesses across the region.

I am pleased to say that this funding provided by SYIF has created and safeguarded more than 6,660 jobs, assisted 1,817 businesses and generated £290 million of additional sales for the companies.

The current Fund has shown how successful and important the investment in businesses throughout South Yorkshire can be. An example of this is Sheffield-based School Trends who, via the support of SYIF, completed a £1.5m purchase of a website provider to offer e-media services to its current customer base of more than 6,000 schools.

Access to finance for small and medium businesses is still a crucial part of the region's recovery. To meet the needs of these businesses there is a continuing necessity to fill funding gaps in the market.

In April 2007, SYIF launched the Seedcorn Fund to test ways of financing innovative early stage businesses to help take new technologies to market. The £4.65 million made available for this pilot scheme has been fully committed, benefiting ventures which may have been seen as too high risk by mainstream investors.

Great progress has been achieved over the past five years, but it is critical to sustain and increase the momentum of change. To maintain the impact of SYIF 1, the Fund is now working closely with Yorkshire Forward, Government Office and City Region stakeholders in the design of a Successor Fund.

Creating a Successor Fund will provide a cost effective alternative to grant-aid and will continue to support economic goals in the region. This is better for investors, including government, and for businesses.

I hope you enjoy today's Roadshow.

Tony Goulbourn
Chief Executive, SYIF

Moloney ventures into food expansion

Barnsley-based Moloney Ventures has completed the acquisition of Enterprise Foods Ltd.

The deal was secured with the help of a £1 million loan and equity deal from South Yorkshire Investment Fund and additional financial support from GE Commercial Finance.

Tony Moloney, Chief Executive of Anthony Alan Foods Ltd, a Barnsley company with 15 years experience in the food industry, takes on the position of Chief Executive.

Enterprise Foods was established by David Beattie in 1994 and grew to a turnover of more than £44 million prior to the disposal of its food manufacturing businesses. The company currently has a turnover of £25 million generated from the management of its, in-house developed, eCommerce supply chain management solution.

Moloney Ventures, which was set up to complete the acquisition of Enterprise Foods, will have a head-office at the Barnsley Business Innovation Centre (BBIC).

Tony Moloney said: "We are unique in the food sector because the company deals with so many suppliers and outlets on a daily basis, processing over 14,000 invoices weekly.

"If a customer has two sites one in Cornwall and another in Scotland, we can utilise our contacts to manage the delivery of products to those shops from a local supplier. This will not only boost business in those areas but also reduce the carbon foot print associated with delivery."

Enterprise Foods has positioned itself to be instrumental in the overall supply chain to its customers and is now looking at the possibility of extending the service into non-food sectors.

Tony added: "We have established a key eCommerce trading platform which we can take on to develop further growth opportunities. We can supply to any company which has a number of outlets across the country."

Steve Bell, Investment Manager at South Yorkshire Investment Fund, added: "Tony and the management team have a vast amount of experience in the food industry and they will be instrumental in continuing the success of Enterprise Foods.

"Whilst Enterprise Foods has seen impressive growth over the last four years the management team has identified a number of opportunities to extend the service into non-food sectors whilst, at the same time, extending the number of food sector customers."



Investment keeps company at cutting edge

Pictured: SYIF's Jonathan Dixon and Malcolm McCormick managing director of Newsplus Media Technologies

An innovative Sheffield company is adding another dimension to the advertising industry following a £100,000 investment from South Yorkshire Investment Fund.

Newsplus Media Technologies Ltd is at the forefront of creative 3D technologies in Sheffield having produced animated adverts and displays for a number of high-profile companies. It now has designs on expanding its operations after receiving this investment from SYIF's Seedcorn Fund.

The primary focus of the Omega Court-based firm is to develop a new aspect of its cutting edge technology - a bespoke computer generated imaging solutions package for a range of local and national companies for use in advertising, conferencing and other high impact applications.

Malcolm McCormick, Managing Director of Newsplus Media Technologies, said: "We produce creative 3D imagery for companies looking to use innovative real-life advertising. It is an exciting new technology that

captures people's attention and is a valuable tool, particularly as a point-of-sale technique.

"The financial package we have received from SYIF is being used to advance our technology and tailor a bespoke equipment solution perfect for companies who wish to add a creative flair to advertising, conferencing, display stands and wall sculptures.

"We have the capacity to develop unique moving images from video footage to various specifications. We are in a fast-moving industry and we aim to expand our resources in line with that growth."

Jonathan Dixon, Deputy Chief Executive at SYIF, said: "The investment means that a Sheffield company at the cutting edge of the creative technology industry can grow with the developments of its market and maintain its position as an innovative firm providing unique services. It is precisely the type of company SYIF's Seedcorn Fund is keen to invest in and we are delighted to help Newsplus Media Technologies evolve with its industry."

Chinese venture for Yorkshire mining

A South Yorkshire manufacturer for the mining industry is close to completing a joint venture with a major Chinese organisation.

Hydra Mining Tools International Ltd. has joined forces with the Taiyuan Mining Machinery Group (TMMG) to further establish their operations in China.

The company, which has sites in Rotherham and Doncaster, design and manufacture cutting systems equipment and proprietary cutting systems for use, primarily, in the deep coal mining and potash industries around the world.

South Yorkshire Investment Fund has assisted Hydra Mining Tools with the expansion through a £50,000 loan.

Gordon McShannon, Chief Executive of Hydra Mining Tools, said: "The joint venture will enable us to penetrate the Chinese coal market and secure jobs in South Yorkshire. In order for the company to expand further we needed to make a strategic move into China, which has the biggest coal mining market in the world.

"UK mining is dwindling with only six pits now in operation, so we needed to look overseas to sustain the workforce and maintain our viability. This investment from SYIF will enable us to do this.

"The industry in China is 100 times bigger than in the UK, so we needed to obtain a foothold in that country. We believe our technology will be good for the Chinese market, increasing productivity and improving health and safety standards and helping Hydra to secure the future of the company in South Yorkshire."

South Yorkshire Investment Fund, Chief Executive Tony Goulbourn, said: "The success of the venture in China will have a positive affect on the company's workforce in South Yorkshire. It is another example of expertise coming from this region to benefit other areas of the world."

Die is cast for Rotherham company

Rotherham based PMS Diecasting Ltd has received two loans from South Yorkshire Investment Fund to modernise their production processes.

The company won a new contract to manufacture die-cast zinc components and needed to step up their production capabilities to meet increasing market demand.

With the new contract in place, the metal casting specialist used the initial £100,000 loan from SYIF in July 2006 to purchase the machinery required to produce 27 million wire tensioning and joining components, increasing to 35 million in 2008.

PMS Diecasting received an additional £50,000 in September 2007 as the company again looked to expand their operations. The loan was used to provide the necessary technology for PMS to produce castings for the window fitting's market.

Gordon Panter, Managing Director at PMS Diecasting, said: "The SYIF funding has enabled us to step up

production on a considerable scale. We now have cutting edge machinery producing eight components at a time instead of four which was the maximum on our other machines.

"We also used part of the funding to install vision cameras to ensure that quality inspection is consistently at the highest level. This is a vital requirement when we are running production levels of 65,000 units per day, with total maximum daily output increasing to 200,000 per day.

"The additional investment has continued this expansion of the company into the window market and provided further capacity to secure new business."



Pictured: Gordon Panter, Managing Director at PMS Diecasting with Karl Hodson, Investment Director at South Yorkshire Investment Fund.

Among their products, PMS Diecasting supply components to the automotive industries, gearbox covers for electrical motors, door and conservatory fittings and brackets and jointing equipment to more than 50 clients.

Karl Hodson, Investment Director at South Yorkshire Investment Fund, said: "PMS Diecasting Ltd clearly demonstrated not only good management practice, but a viable business plan and the economic need to expand their production capacity to feed the market."

PMS Diecasting was introduced to the services of SYIF by Business Link South Yorkshire.

South Yorkshire Investment Fund Ltd is a company limited by guarantee (Registered No 3936065). South Yorkshire Investment Fund comprises three sub funds, the South Yorkshire Investment Capital Fund, the South Yorkshire Investment Development Fund, which are each managed by YFM Venture Finance Limited, and the South Yorkshire Investment Small Business Fund, which is managed by Finance South Yorkshire Ltd. YFM Venture Finance Limited (Tel 0113 294 5000) and Finance South Yorkshire Ltd (Tel 01709 386 377) are each authorised and regulated by the Financial Services Authority. South Yorkshire Investment Fund also provides a number of services, which are not regulated by The Financial Services Authority. These include the pilot Seedcorn Fund, Mentorbank and access to the Yorkshire Association of Business Angels.



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