



Printing company gets it Wright with SYIF

Pictured (right to left): Ian Wright, managing director of Wright Printing Services with Paul Betts, investment manager at SYIF.

Rotherham-based Wright Printing Services Ltd has recently received the first tranche of a planned £500,000 investment from South Yorkshire Investment Fund.

Wright Printing Services (WPS) whose customers are print management organisations, brokers and in some instances other printers, produce a vast range of printed products for use in the financial services, retail and a variety of other sectors.

WPS has a loyal customer base, many of whom have worked with the company for a number of years and have come to rely upon the excellent quality and service provided by this customer driven organisation, which was accredited for the FSC and PEFC forest sustainability schemes earlier this year.

Ian Wright, managing director and Emma Dutton, finance director at WPS are delighted to have been able to attract investment from SYIF at this important stage of businesses development.

Ian said: "The company is currently working on plans to improve its reprographics systems, to ensure the technology and capacity are in place to support the anticipated growth in revenue planned over the next few years."

WPS produces a variety of products ranging from stationary to full colour brochures and folders, and offers

its customers an almost unique level of diversity, making WPS one of the leading trade printers in the UK.

But like most of the manufacturing industry, WPS has been challenged through the recession - but clear objectives and a passion for success have been rewarded with record sales in each of the last three months.

Paul Betts, investment manager at SYIF said "Our investment in WPS demonstrates our confidence in the management team and the company's ability to grow the business, which will be helped as the economy strengthens. They are well positioned to capitalise as things improve."

James Bullock, partner at Irwin Mitchell's corporate team, who advised SYIF on the investment, said: "It's extremely encouraging that following uncertain economic times there are businesses out there that are pushing forward with plans for growth.

"It is a strong testament to the attitude of business leaders in the region that the corporate team at Irwin Mitchell has seen a good number of deals and investments this year despite the current conditions."

SYIF: A view on intermediaries

In a reversal of roles to the usual intermediaries view article, Profile, is taking a closer look at the work SYIF does with the business advisors who have helped generate deals and build awareness of the Fund.

During the last eight years, intermediaries have played a pivotal role in making sure almost £60million (including money with management) has been invested in South Yorkshire businesses.

In this time SYIF has worked with hundreds of intermediaries, who act as an important voice in local business, identify investment opportunities available and what companies need to support their growth.

Tony Goulbourn, chief executive of SYIF, said: "We are very aware that SYIF's success has been down to the help and commitment of its intermediaries over the last eight years and we are very grateful for their support.

"Without this support SYIF would not have been as effective in achieving its objectives of providing gap finance, making a real impact on the local economy and creating a return on investment of around £17 million. We look forward to developing existing and new relationships in the future."

The involvement of the Fund has been vital to many transactions especially in the current economic climate. SYIF has given confidence to the banks and other funders as it has taken its own due diligence on transactions. Working closely with intermediaries has resulted in additional flexibility and faster turnarounds on decisions due to the reduced risk.

In addition, many of the regions intermediaries have been actively involved in SYIF's mentorbank scheme and have helped businesses by providing an objective, dispassionate, critical sounding board to promote effective strategic management and by supporting the development of management teams.

SYIF is working with Yorkshire Forward and Partnership Investment Finance in the development of the successor fund 'Finance Yorkshire', which is set to be launched in early 2010.

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Welcome...



...to what is a special Profile newsletter.

Not only is it our Christmas issue, but as the publication has reached its 25th edition we thought it was appropriate to look at the achievements of South Yorkshire Investment Fund during the last eight years.

On the back page you will find a round-up of the Fund's success and how this has benefited the region's economy. There is also an interesting collection of pictures from the companies we have supported when everyone looks a little younger!

A key element of the success of the Fund has been our relationship with intermediaries who are, and continue to be, key to informing businesses of the funding available. To mark this important partnership a unique intermediaries view is featured on the front of this newsletter.

As always, we continue to showcase businesses in the region which have benefited from the Fund.

A manufacturer of point of sale displays, a printing company and a research business are all featured, while we also highlight SYIF's support of the region's health and environmental industries.

Our experience in these sectors will be transferred to the new successor fund, Finance Yorkshire, when it is launched in 2010.

SYIF are working closely with Partnership Investment Finance and Yorkshire Forward on finalising the details of the new fund and hopefully more details will be announced to you shortly.

If your company is requiring financial assistance, please give us a ring on 01709 386377 or email us at info@syif.com and we can explain how we can help you.

Have a great Christmas and a happy new year!

Tony Goulbourn
Chief Executive
South Yorkshire Investment Fund



SYIF boost for specialist sector

Pictured (left to right): David Ward, SYIF Investment Manager, Asad Fallah, managing director of AF ChemPharm and Joanne Flanagan, from Lambert and Flanagan.

South Yorkshire Investment Fund has reinforced its position supporting the growth of one of the region's priority business areas with another significant investment.

AF ChemPharm Ltd, a specialist company offering contract research and synthesis services to research institutes and biotech and pharma industry, has received funding of £50,000. This has allowed them to move to new, more suitable premises.

Now based on Bailey Street on the edge of Sheffield city centre, AF ChemPharm which employs four people, has up-to-date laboratory facilities enabling them to better satisfy current client requirements and also assist them with their future growth and development plans.

Asad Fallah, managing director of AF ChemPharm, said: "The funding has enabled us to go that next step. Having bigger premises, being closer to the University of Sheffield, whose facilities we often need to use, and securing a cutting edge, high spec refit of our lab was vital for us. We have now been able to achieve this which can only be of benefit to our business.

"Working with SYIF was straight forward – they considered our needs carefully and provided us with an appropriate package of support."

AF ChemPharm were introduced to SYIF by Joanne Flanagan from Lambert and Flanagan.

Yorkshire and Humber is at the forefront of the UK's latest advances in healthcare, making it one of the most important regions for the healthcare technology industry, and one of the fastest-growing nationally. The sector is

growing four times faster in Yorkshire and Humber than the rest of the UK so Yorkshire Forward has identified it as a priority.

Previous SYIF deals in the sector have included Biovision Medical, based in Dinnington, loans to Single Use Surgical in Barnsley and loans totalling £60,000 to Sheffield based, Sheffmed Trade Services Ltd.

Biovision Medical provides a range of products used as bone growth enhancers in a huge variety of surgical applications. The £50,000 they received allowed them to create a 'clean-room' and to expand their facilities in order to become the key distributor for Europe and the Far East by the largest independent human tissue processing company in the US.

Single Use Surgical which manufactures and supplies single-use surgical instruments that have the function, feel and look of re-usable instruments have received three loans since 2002 totalling £90,000. These have allowed the company to expand, create new jobs and to market and launch a new product.

Sheffmed, based in Don Valley, Sheffield, designs and manufactures innovative surgical products for the UK market. The company used the cash injection to develop a specialised suction tube and a laparoscopic suction irrigator for primary use in Ear, Nose and Throat (ENT) operating theatres

David Ward, SYIF investment manager, said: "The healthcare sector plays a significant role in the South Yorkshire economy so it is important that we recognise this and provide the appropriate investment to those organisations to help them grow and develop further. SYIF has a good track record providing vital support to companies in this sector."

Collaboration key to environmental sector growth

Greater collaboration between the regional gap-financing community, businesses and enterprise stimulating initiatives is needed to support growth in the region's environmental sector.

The findings come from a piece of market research commissioned by South Yorkshire Investment Fund into the regional investment needs and trends for the environmental technology and cleantech sector.

Environmental technologies include waste management, land remediation and end-of-pipe clean-up, while cleantech addresses global environmental challenges, including renewable energy generation and management, resource efficiency and advanced materials.

Yorkshire Forward is the first regional development agency to set a regional carbon reduction commitment, set at 25 per cent of 1990 levels by 2016, and to de-couple economic growth from carbon emission rates.

The transition towards a lower carbon economy is part of Yorkshire's drive for competition and has identified environmental technology and cleantech, which has a global

market of £3trillion, as a priority sector.

The market research assessed the issues and processes facing businesses in being able to access finance and the involvement of intermediaries, who support them in growth, whether sign-posting financial products or providing professional support.

In light of the report's findings, recommendations included:

- Regional funds and key sector players to collaborate more closely to align their strategies and resources to help draw in more investment to the region
- Further development of packages of resource and assistance to get sector businesses to commercial investor readiness and beyond, and a review of how these could be efficiently provided and afforded within the region
- A review of the need and viability of a highly visible, named and dedicated fund tailored to the sector, which could make larger equity investments (£3m-5m) over longer than usual time periods.

The findings will be used to support future investment from the regional successor fund, Finance Yorkshire, which is set to be launched at the start of 2010.

Doncaster hospitality company looks to the future

A leading hospitality supplier is looking forward to expanding its business in 2010, after surviving the recession with support from South Yorkshire Investment Fund.

JW Oxy & Son, based in Doncaster, has received a total of £95,000 in funding from SYIF since 2004, to assist with working capital and to help the business grow.

The company was founded in 1962 by husband and wife, Chris and Linda Oxy, to supply specialist tools and accessories to the hospitality industry.

Chris Oxy, managing director of JW Oxy & Son said: "Our products are supplied to a whole range of venues including pubs, clubs restaurants and hotels.

"We supply everything from toilet rolls and hand towels for washrooms, to ice makers and bingo machines. We pride ourselves on our diversity."

The latest investment of £20,000 is the company's third loan from SYIF and has helped JW Oxy & Son to maintain business and continue to grow throughout the economic downturn.

Chris said: "The leisure industry has been hit quite hard by the recession – and that has had a knock on affect for this company - but thanks to the help of SYIF we've made it through.

"We can now begin to look forward to 2010 when we will be expanding the business into new product areas and increasing our workforce which in turn, will help boost our market presence.

"We have had a great relationship with SYIF over the years. As well as assisting us financially, they have been on hand to offer business expertise, helping the company to flourish within the hospitality market. Their help really has been invaluable."

David Ward, investment manager at SYIF, said: "JW Oxy & Son is a family run business that deserves to succeed. Founded in the early 60s, the company is testament to the hard working entrepreneurial attitude of this region and it's great to see that they are doing so well. We wish them every success for 2010 and beyond."



Pictured: (l-r) Andy Chaffer, investment manager at SYIF with Chris Oxy, managing director of JW Oxy & Son.



Pictured (left to right): Sandra Margetts, owner of Screenprint Doncaster with Grahame Lunt, investment manager at SYIF and Bob Motram, senior sales manager at Screenprint.

Screenprint displays the signs of success

One of the UK's leading point of sale producers is going from strength-to-strength thanks to investments totalling £150,000 from South Yorkshire Investment Fund.

Screenprint Doncaster Ltd designs, prints and manufactures point of sale displays for some of the country's biggest retail brands including B&Q, Tesco and DFS Furniture.

The company has received three £50,000 investments from SYIF since 2006, assisting initially with the company's management buy out before providing funding to help the company expand.

Sandra Margetts, owner of Screenprint Doncaster Ltd, said: "The business is and always has been a well run company which supplies point of sale displays to some of the biggest names in retail throughout the UK.

"But Screenprint was part of a group that went into administration in 2006, and to maintain and build on our successful track record a management buyout was necessary.

"SYIF really helped us through this time and they have been there for us ever since, assisting the company's growth both financially and through their business expertise."

Screenprint has used the investments from SYIF to take on new staff and relocate to bigger premises in Doncaster.

Sandra said: "We are able to offer a full range of design, printing and finishing facilities using modern, efficient machinery including fast large format digital presses ensuring a fast, high quality service for all our clients.

"SYIF have been extremely helpful and they have had great faith in our company from the beginning – we can't thank them enough."

Grahame Lunt, investment manager at SYIF, said: "Screenprint Doncaster Ltd provides an unrivalled service for some of the UK's biggest retail companies and has maintained a good level of business throughout the recent economic downturn.

"Screenprint previously operated from two units on Shaw Lane Industrial Estate, our third loan of £50,000 was provided to assist them with a move to new premises in Armthorpe, Doncaster, bringing the two departments together under one roof. These new premises are very impressive and provide Screenprint with room to continue to expand."

Gr- eight years for SYIF



To mark the 25th edition of this newsletter, Profile has looked back at the achievements of South Yorkshire Investment Fund since it was launched in 2001.

The Fund has made a real impact on the economy in South Yorkshire, supporting a wide range of sectors, from manufacturing to creative and digital, environmental to health.

In the last eight years £60million including money with management has been invested into businesses to help them meet the funding gap for growth and development.

More than 2,500 businesses have received assistance from SYIF – a thousand more than the target set at the outset – helping to create and safeguard 8,874 jobs.

However, the Fund is more than a source for finance. SYIF's expert team of investment managers have carefully assessed the commercial return expected back from every investment made.

This has proven especially successful with the finance provided creating ten times the amount in leverage from the market with more than half a billion pounds in additional sales generated – an amount which is almost double what SYIF had forecast when it was launched.

A key aspect of this impact on leveraged finance has been the achievement of mentorbank, a new innovation when it was launched, which contained

incentives to business to take on mentors and non-executives to strengthen their management. These 'advisors' helped utilise the funding more effectively for the benefit of the company and ultimately for the Fund.

Any economic impact from the Fund, which is generated from combining both financial and mentoring support to businesses, will be re-invested back into South Yorkshire companies to benefit the region over the long-term. The main point to take from this is the sustainable nature of the fund and the legacy it provides for the region.

SYIF has had a major influence on market making in the region. This is exemplified by the close links with business advisors and intermediaries. This has been a constant success for SYIF and the relationships developed with intermediaries has helped to identify, establish and build the market for the Fund. More details of SYIF's important relationship with intermediaries are highlighted on the front page of this newsletter.

Other key partnerships have enabled SYIF to maintain a wide spectrum of finance packages available to a variety of businesses. With microloans the Fund is able to support enterprises through joint ventures with Sheffield City Council on the BiG: Make it your Business, Donbac Ltd, a Doncaster based

provider of microfinance.

In the last year, Finance South Yorkshire, which manages SYIF's Small Business Fund, joined the Community Development Finance Association (CDFA).

By linking in with the CDFA, Finance South Yorkshire has gained better access to small enterprises through networking events and seminars, designed to put businesses from the region in touch with investment opportunities.

All these areas highlight collaboration with key agencies. However, the most important over the last eight years is arguably SYIF's relationship with Government Office for the Region (Objective 1 Executive), Yorkshire Forward and Business Link Yorkshire.

All have been incredibly supportive and have been the catalyst for economic development, business support and investment readiness, making the region more attractive to small business clients, other investors as well as businesses looking to move to the region.

Looking forward, as we look to the regionalisation of the fund, it is important that our existing clients and the small businesses in South Yorkshire are provided with a seamless and continuous flow of finance from the Fund.

The last eight years of success for the Fund has provided the foundation and we are confident that this will be built upon to benefit further the South Yorkshire economy and its businesses.