



# SSiP Group Overview

Presentation by Kevin Parkin



## SSiP Group

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## Overview

- The SSiP Group is an investment vehicle aimed at investing in/acquiring SME manufacturing businesses
- The partners in SSiP are highly experienced in buying, operating and selling manufacturing companies
- Ideal targets are
  - turnaround
  - owner retirement
  - investment by SSiP
    - followed by profit improvement and subsequent sale
- Funding in place
- First class financial advice and support has been secured



# Objectives

- The key objectives of SSiP are to invest / acquire manufacturing companies which meet the following criteria:-
  - **Business:** manufacturing products which are supplied to other businesses (ie not retail consumer goods)
  - **Location:** 1 to 1½ hours drive from Sheffield
  - **Opportunity:** turnaround: revitalise: develop and grow
  - **Size:** £5m+ turnover



## Potential targets / typical companies

- Retirement of an owner
- Non-core subsidiary
- Underperforming subsidiary
- Loss making company
- Ill health / death of a key stakeholder
- Management team want “out”
- Dispute between shareholders
- Debt providers not supportive
- Need for succession planning



# Partners



Bill Speirs (Chairman Proturn)

Bill is both an Engineer and Accountant with hands on experience of company turnarounds. During the last 30 years as chairman, chief executive or consultant he has been responsible for acquisitions, disposals, a flotation, refinancing and reorganisation for a wide range of privately-owned and listed companies



Kevin Parkin (Chairman Parkin Ltd)

Kevin is also an Engineer and and Accountant and is a highly experienced no-nonsense Interim Managing Director. Operating for over 25 years at Board level in small to medium sized companies based in the UK and Europe he possesses proven “hands on” turnaround, rescue and refinancing skills. He has achieved considerable success in transforming manufacturing and process industries.



# Experience

- The Partners have a reputation for quality, integrity and innovation resulting from many years of establishing enviable relationships with clients which has been based upon trust and mutual respect.
- Our collaborative, hands-on and determined approach enables us to provide valuable strategic insights and direction to find the best solutions to even the most complex business challenges.
- Our experience and skill sets allow us to quickly analyse a company's opportunities so that a strategic plan can be rapidly formulated, agreed and implemented.
- In addition to the ability to transform businesses, the Partners have the ability to hand pick successful management teams who can implement, fine tune and achieve the objectives of the strategy.
- There are few business situations in which the partners have not been involved including MBO's, BIMBO's, acquisitions, disposals, class one transactions, take private and restructurings.
- Our ability to instantly add value to manufacturing companies whilst rigorously forecasting, monitoring and controlling working capital has earned considerable respect from both debt and equity providers.

# Advisors



Stephen Ingram, a partner in BHP, has agreed to assist the SiP Partners in corporate finance matters and will also provide due-diligence work.

Stephen founded Ingram Forrest Corporate Finance in 1989 having previously been managing partner at Grant Thornton, Sheffield. IFCF merged with BHP in 2006. He possesses over 25 years' corporate finance experience with particular focus on advising boards and shareholders of substantial private companies.

BHP Corporate Finance is the specialist corporate finance division of Barber Harrison & Platt, Yorkshire's largest independent firm of Chartered Accountants and a top 60 UK firm.





# Awards



## **2011**

### **Insider Deal of the Month**

R3 Products June 2011

## **2010**

### **Yorkshire Insider Awards**

Turnaround/Rescue Deal of the Year

### **EEF National Awards**

The Skills Award

### **Manufacturer of the Year Awards**

Operations and Maintenance Award (Winner)

Advanced Manufacturing Award (Finalist)

Leadership & Strategy Award (Finalist)

Financial Management Award (Finalist)

### **BVCA National Finalist**

Private equity-backed team of the year

### **BVCA Regional Winner**

Private equity-backed team of the year

### **Yorkshire Post Finalist**

SME Company of the Year

### **Insider Magazine's Power 100**

Kevin Parkin No 21

## **2009**

### **Endless St Nick Awards**

Interim Director of the Year

### **Sheffield Business Awards**

Business Person of the Year Award

Sheffield Champion

Outstanding Business of the Year

### **Manufacturer of the Year Awards**

SME Manufacturer of the Year – Highly Commended

### **Insider Magazine's Power 100**

Kevin Parkin No 12

## **2008**

### **Sheffield Business Awards**

Excellence in International Trade Award

Manufacturing Award