



Bill Speirs

SSiP Group
Autumn 2011 Update
Seeking Manufacturing Investments



Kevin Parkin

Business Vision

SSiP will seek to invest in under-performing manufacturing companies by providing hands on expertise and change management to ensure stability and that long term profitability is secured.

Funding Secured

The Partners have been fortunate to secure acquisition equity funding totalling £10m for the first acquisitions. This funding has been augmented by the backing of four of the UK's leading banks to provide debt finance for suitable deals. The partners are delighted with this support and are encourage by the amount of funding currently available in the market.

Review protocol established

Given the specific characteristics of a potential target, the Partners have developed a model which is capable of identifying and reviewing a business to assess if it meets our specific criteria of:-
Manufacturing business
Selling products to other manufacturers
Capable of being developed
Turnover of at least £5m
90 minutes drive from Sheffield
Initial financial reviews will be provided by BHP llp, but as the due diligence process develops, other experts and service providers known to the Partners will be utilised where appropriate.

SSiP's Strategy

The model SSiP has developed is to identify businesses where there is a need to drive through a managed redirection and to develop the business after the implementation of the new direction into a secure, profitable and developing business.
In addition, the Partners feel that,

once a business has been stabilised and begins to grow organically, there may be complementary acquisition opportunities which can be added to the acquisition to enhance growth even further.

Operating Philosophy

The Partners will ensure that the acquisitions have management teams in place who are highly competent and focussed upon achieving the strategic objectives. Senior managers will be rewarded and motivated by performance related packages which will include an element of equity enhancement upon achieving business plan targets

Chief Executive Role

SSiP will place a Chief Executive into an acquired business to ensure that the agreed strategy is properly implemented. Either the Partners or one of their highly experienced and trusted network contacts will be used in these important roles.

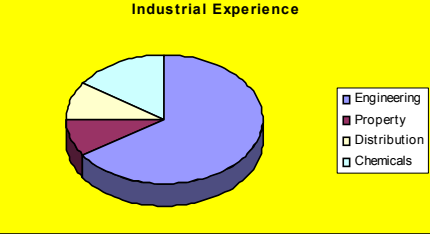
The Chief Executive will be responsible for the formulation and compilation of recovery, turn-around and development plans which will form the basis of the strategic direction of the business. From these plans, key performance indicators and action plans for key personnel will also be agreed and implemented.

Business Sector Experience

Mining, chemicals, construction, civil engineering, water, electricity, oil and gas, food and beverage, nuclear, capital plant, metals manufacture, plastics, waste Recycling, paper, material handling, hotels, office equipment, nursing homes

Process Industrial Experience

Very heavy engineering, combustion engineering, process filtration, chemical synthesis and formulation, light engineering and assembly, heavy presswork and pressure vessels, metal casting and heat treatment, electroplating, papermaking, building construction and project management, office equipment, lifting equipment.



Speed of the Process

The Partners believe that their proven and successful business review techniques achieve fast decision making as to the suitability of a potential investment. Thus, opportunities presented to the Partners will be reviewed immediately and a decision made very quickly.



Investing with Experience

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