

January 2009

### Latest News from YFM Group in the North West

- 2008 closes with £91m invested in the North West
- NWBIS Invest In Materials Technology Firm
- Latest Investments Across The North West
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### 2008 closes with £91m invested in the North West

Firstly I would like to wish you all a happy New Year.

Moving into 2009 we leave behind what was a fantastic run up to Christmas in the North West as over £1.3m was invested in six deals worth over £4.4m in December. In 12 months we completed 36 deals in the region worth £91m.

With £300m under management and an investment team of 45, YFM Group is well placed to provide businesses with much needed finance and support in times such as these. It is important that entrepreneurs and business owners are aware that we have significant funds available for investment as more and more face issues as the cash supply from banks dries up.

I look forward to the opportunities to emerge this year. In the North West the process of establishing an even bigger fund for small and medium sized businesses is now underway. This will provide a significant additional source of venture capital and loans, to enable more business owners to have the opportunity to access required cash and support to take their business forward.

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### NWBIS Invest In Materials Technology Firm

One of the six deals completed in December was the £675k investment in advanced colour change technology company Datalase. Having developed a portfolio of proprietary products around key chemical formulations, Datalase now has the capability to provide late-stage customisation for the FMCG and secondary packaging markets, and as businesses look to curb costs and reduce SKUs, many are looking for a solution which allows them to improve quality and improve production line efficiency. Datalase can also provide innovative solutions for printing on difficult surfaces such as glass, metal or non-woven fibre.

The technology has attracted significant interest from players in some very large markets, and the new management team under CEO John Mills have made a real impact in the short time they have been in place.

John Mills said "Datalase has been through a restructuring and refocusing of its main business over the last six months, and we were delighted that Simon and the NWBIS team had the vision to back its potential in what has been a very difficult environment for fundraising. We are poised to deliver some very exciting opportunities and look forward to working closely with YFM as these come to fruition."

### Latest Investments Across The North West

<b>BioEden</b>	Daresbury	Early Expansion	Biotechnology
<b>Manchester Metronet</b>	Manchester	Follow-on	Telecoms

<b>Datalase</b>	Widnes	Development	<i>Materials Technology</i>
<b>Vindon plc</b>	Rochdale	Development	<i>Manufacturing</i>
<b>Reaxa</b>	Manchester	Follow-on	<i>Chemicals &amp; Materials</i>
<b>Byotrol</b>	Manchester	Follow-on	<i>Chemicals &amp; Materials</i>
<b>K3 Business Technology</b>	Manchester	Follow-on	<i>Internet, Computing &amp; Software</i>

## Portfolio Developments



**Name-Your-Number** who enable the personalisation of mobile telephone numbers, now has the former founder and Managing Director of YES Telecomm Keith Curran as NED.

**Vindon Scientific** has successfully relocated to brand new premises at the Kingsway Business Park at Rochdale.

**Byotrol** is now available on the NHS Supply Chain catalogue and is available via the well established brand Azo Active range from Synergy Health. This represents a significant step for the company and the news comes on the back of a five year programme to drive adoption of their technology into the NHS.



**Epistem** the UK biotechnology and contract research company, presented results from their latest plucked hair biomarker study at the ASCO-NCI-EORTC Meeting on Molecular Markers in Cancer, Hollywood FL, United States. Dr Ged Brady presented data to show that cell cycle genes, previously identified in breast tumour tissue and linked to clinical outcome in breast cancer patients, are also differentially expressed in single intact and dissected plucked hairs from healthy normal volunteers.

## A Year of Highlights

<b>January</b>	<b>£4.5m invested in deals worth over £31m across the UK</b>
<b>February</b>	575 <sup>th</sup> equity investment completed in 5 years by the Group
<b>March</b>	<b>Sale of Tekton creates 2.7x return to YFM</b>
<b>April</b>	YFM Group was acquired by GLE Group creating one of the largest investment teams in the UK, BSC VCT plc exceeds fundraising target
<b>May</b>	<b>Our quietest month completing 8 deals</b>
<b>June</b>	Named most active investor in UK SMEs in the sub £5m range for the fourth year, Sarian sale makes <b>8x money</b>
<b>July</b>	<b>NWBIS back Blackburn based Darwen Holdings in £16m MBO</b>
<b>August</b>	NWBIS celebrates 5th Anniversary
<b>September</b>	<b>Shortlisted for three awards at the Investor Allstars Awards 2008</b>
<b>October</b>	Four YFM funds back expansion plans for Oldham based Eilfin Home Care
<b>November</b>	<b>Sale of Eclipse Energy returns £1.5m to NWBIS, Healthcare sector event 100% attendance</b>
<b>December</b>	Our busiest month completing <b>34 deals</b> , over <b>£39m</b> was invested by the group in 2008 in <b>120</b> SMEs

**For further details please call us on 0161 832 7603 or email [info @yfmgroup.co.uk](mailto:info@yfmgroup.co.uk)**