

June 2015

JEREMY COLE HOSTS PRO.MANCHESTER CORPORATE FINANCE BREAKFAST EVENT ON THE SME DEBT MARKET

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BRINGING BUSINESS TO PROFESSIONALS



On 17 June 2015 Jeremy Cole, partner in the leading Manchester corporate finance boutique Cole Associates Corporate Finance led the latest in a series of breakfast events by networking group Pro.Manchester's Corporate Finance sector group, on the subject of the state of the market for SMEs looking to raise debt for acquisitions and organic growth.

Jeremy assembled a panel of experts from across the funding spectrum, comprising Tim Johnston from Beechbrook Capital (www.beechbrookcapital.com), Stuart Watson from RBS's Structured Finance division ('future Williams & Glyn') (www.rbs.co.uk) and Matt Widdall, Senior Investment Manager at Business Growth Fund (www.bgf.co.uk). The event was fully booked and attended by 60 professionals from the Manchester business community.



L-R: Stuart Watson (RBS), Matt Widdall (BGF), Jeremy Cole, Tim Johnston (Beechbrook Capital)

The messages delivered by the speakers were positive – there is plenty of funding available for good quality SMEs looking for £1-15 million of funding for acquisitions and organic growth. The banks are all 'open for business' and there are numerous new sources of funding since the 2008 credit crunch, including Beechbrook Capital and BGF.

It was agreed that there is a need for business owners to carefully research and identify the right type of funders for their specific needs, using advisers as appropriate, and to devise a carefully crafted strategy for raising the finance. Also, some business owners have out-of-date and unrealistic expectations on the cost of funding.

The event was held at DAC Beachcroft's offices in Spinningfields, hosted by Iain McConkey, the office Managing Partner.

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