



GINEM news

Growth Investment Network

summer 05

Mobilising wealth for business growth in the East Midlands

Welcome to the first edition of the quarterly newsletter from the Growth Investment Network East Midlands.

The 9 founder members of GINEM were brought together by East Midlands Development Agency (emda) to work out how business support in the public and private sectors could take East Midlands region into a higher league of business investment. It took over a year working together to agree the cornerstones that would overcome conflicting interests and enable potential competitors to become partners. The need for better quality business propositions that attract more investment funding guides our client focus.

We channel all member subscriptions into promotion of GINEM through events and PR and in developing the GINEM web site www.ginem.co.uk to which all enquiries are directed in the first instance. GINEM makes no charge to clients and the enquiry process is being designed to guide the business opportunity direct to members best placed to provide the support needed.

As members get to know each other better we are finding that they introduce each other's specialist expertise to clients and combine resources to increase deal flow.

The focus for 2005 is on growing awareness of GINEM amongst the business support community in the region to build a broad base. In 2006 we will focus also on entrepreneurs and existing businesses. The launch road show will continue around the region this autumn. The format we have established is that, rather than formal presentations of member services, clients who have used the services of GINEM members tell their story. They give the practical view of how GINEM members helped to overcome their problems and achieve a successful funding deal. PR is built around the help the client received, at no additional cost to members. If members have case studies they would like to nominate for presentation and PR, please contact one of the GINEM directors.

Steve Blount – GINEM Chairman

WEBSITE DEVELOPMENTS

Refinements continue to be made to the website and we have begun to track enquiries. Since launch there have been almost 90,000 hits on the website and over 1800 unique visitors. We would like to track introductions and deal completions and, with the permission of those involved, we will post case studies on the site. Whilst the tracking system is being developed please advise introductions of new clients and deal completions in the first instance to Peter Martin at p.martin@dial.pipex.com. A GINEM 'Promotional Paragraph' is now available to all members for inclusion on their website when placing a link to www.ginem.co.uk. Please contact Peter at the above address for details.

Help for the entrepreneur

MORE than 60 delegates attended the official launch of a new partnership aiming to stimulate growth in the region.

The launch of Growth Investment Network East Midlands, GINEM, in Northampton was a collaboration by Shoosmiths, Catapult Venture Managers and Cavendish Management Resources.

It is a not-for-profit organisation supported by East Midlands Development Agency and provides funding and support to entrepreneurs.

Founder member and chairman Steve Blount said: "This



LAUNCH – from left, chairman of GINEM Steve Blount, Shoosmiths' head of corporate development in the East Midlands Oliver Brookshaw and Business Link adviser Barry Egan

Above inserts from Northamptonshire Business Week (left) & the Lincolnshire Echo

Network to aid growth

A new initiative is aiming to make its mark in Lincolnshire. More than 50 people from around 30 professional organisations attended the launch of the Growth Investment Network East Midlands at Langleys Solicitors.

GINEM is a not-for-profit organisation, supported by the East Midlands Development Agency, which aims to boost firms' growth through private equity investment.

The organisation is providing help to both entrepreneurs and investors

GINEM creates awareness in the region

Following the initial launch at Pera in October 2004, GINEM has held two road shows around the region to increase awareness in the business community. The first event was held in Northampton on the 16th March in collaboration with Shoosmiths, Catapult Venture Managers and CMR. Over 60 people from 25 local professional organisations, involved in preparing projects for investment, attended the event.

Kay Williams of Invest Northamptonshire, who attended the launch commented, "GINEM will be a real asset to the county. This member-driven organisation is a great facilitator to enable companies to come together to support entrepreneurs. Often businesses do not know where to go to for help, GINEM is a great signposting web portal".

Also present was Paul Dickinson from Barclays Bank, he said, "GINEM is an interesting and exciting initiative for both investors and entrepreneurs".

The second road show was held in Lincoln on the 18th May. Over 50 people from over 30 professional organisations from around the county were present. James Towler of Langleys Solicitors, host to the event said: "We were delighted to host this launch event for GINEM in Lincoln. We believe GINEM is an initiative which will bring great benefits to many organisations in the region, so were pleased to be involved and to be able to offer our support." Local press covered both the events, which included presentations given by clients who have completed deals with the assistance of GINEM members working together.

The next regional launch is at the Leicester City Football Club -Walkers Stadium, on the 21st September held in collaboration with East Midlands Business Angels and Harvey Ingram LLP. Other planned regional launches include Derby on the 16th November and Nottingham in the early part of next year. For more details visit the website at www.ginem.co.uk

FORTHCOMING EVENTS

12/09/2005: InvoRed East Amber Stream Autumn Programme

First of a series of 8 Investment Readiness Workshops

Location: East Midlands

Open To: InvoRed East Companies Only

21/09/2005: GINEM Launch Leicester

Location: Leicester City Football Club - Walkers Stadium

Open To: GINEM Members & Leicestershire-based professionals

06/10/2005 - Enterprise Workshop

Location: West Midlands

Open To: Members & By Invitation

13/10/2005: emda Access To Finance Trade Fair

Location: Park Plaza Hotel, Nottingham

Open To: GINEM Members & Nottingham-based Professionals

19/10/2005 - Connect Springboard

Early Stage Companies Showcase Seeking up to £500K

Location: Walkers Stadium Leicester

Open To: Members Investors & By Invitation

16/11/2005: GINEM Launch Derby

Location: Edwards Geldard office, Pride Park.

Open To: GINEM Members and Derby-based Professionals

If you have events that you would like to advertise on the web site please advise us of the details and a contact point via the "contact us" section and we will be pleased to add your entry.

www.ginem.co.uk

GINEM BUILDS CRITICAL INVESTMENT PARTNERSHIP

Nottingham based Critical Pharmaceuticals, founded in 2002, develops better drug delivery systems for active therapeutic medicines. The company required a substantial investment to secure initial feasibility and development deals to grow the business. In mid 2004 they made contact with Catapult Venture Managers and raised £250k through their support. However, they were looking for additional investment and GINEM provided the basis to seek this through its network and community of investors. Catapult introduced East Midlands Business Angels and The Lachesis Fund to the deal, who together co-invested an additional £300k.



MEMBER FOCUS



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Steve Blount is the Regional Director for CMR in the East Midlands, leading a team of management consultants in the region.

CMR began in 1984 as an investor club and now has an investor base of several hundred in the UK and around the world. Some 400 business executives in 14 regions provide sector and management expertise and tailor guidance and support to small and medium sized businesses.

In addition to preparing business propositions for investment, CMR supports MBOs and creates teams for BIMBOs. David Staveley, who is based in the East Midlands, is CMR's national Divisional Director specialising in Mergers and Acquisitions, and also a founder member of GINEM.

CMR provides additional specific support in relation to IPR, licensing, management and non executive recruitment, business recovery and in preparing companies for sale

The CMR website www.cmrworld.com covers an extensive range of services and business opportunities, free to investors.

Founder Members



Members Joined Since Launch



Hotbed



DEVELOP LINCOLNSHIRE

DNG Dove Naish



Howes Percival



BerrymanShacklock



If you are a professional organisation involved in preparing projects for investment and are interested in becoming a member of GINEM please either visit the website www.ginem.co.uk for an application form or contact Beverley Jones on 0115 941 5193 or email her at beverleyjones@spiritaba.co.uk