

OCTOBER MForum NEWS



Bath - Swindon

Dear MForum Members,

Welcome to the **October** edition of MForum News **2011**.

I hope that the darker evenings and colder weather will not deter anyone from venturing out for an after work drink this month!

Our next networking event is taking place on **Thursday 20th October**, at The Spot in Swindon, from 6pm and is kindly being sponsored by HSBC. Please do come along and meet other local professionals in the Corporate Finance industry.

We are now taking bookings for our annual Christmas Lunch which will be held on 15th December at Cumberwell Park Golf Club in Bradford on Avon. If you are interested in sponsoring this event, please do let me know.

Any finally, many thanks to those of you who completed our questionnaire on MForum and gave us your opinions and suggestions - we are currently looking at the information we have received and will review our current format and let you know if any changes are going to be made.

Dates for your diary:

17th November - 6pm at The Slug & Lettuce in Bath - Sponsored by Aldermore
15th December - Christmas Lunch, Bradford on Avon - No sponsor as yet

Kind regards,

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To view back copies of the MForum newsletter, click on this link:
<http://www.monahans.co.uk/web/services-corpfinance-mforum.asp>



Is exporting your way forward ?

HSBC can help you achieve your International aspirations.

Whether you are a South West-based business looking beyond domestic shores for the first time, or a successful exporter investigating new markets, when carefully planned, international trade can offer new opportunities for growth, particularly in a challenging domestic economy. Exporting can mean further success via new markets, more sales, better profits and a greater spread of customers.

Firstly, it is important to establish a clear international strategy which should include the main goals for exporting or targeting a new market before you take the first step, ultimately helping you to make better decisions further down the line. An internationally competitive product, boosting turnover, maintaining growth and customers who expect you to be available abroad can all be reasons to venture overseas.

Knowing if you're ready to start exporting to a specific market right now is crucial and you need to be sure that you have the resources and commitment to put towards it. For example, existing strengths such as languages, knowledge of regulations, foreign trade terms and familiarity with foreign currencies within your business should help you along your way, but if these don't exist, you will want to look at turning to external experts or reliable foreign partners for support.

Secondly, identifying and mitigating as best you can in advance the risks you might encounter will help you to avoid any big mistakes. Exporting brings new considerations to the forefront, which may impact on the time it takes to complete a sale or receive payment, including differences in regulation, language, currency and business practices. There are financial products available to help you manage these potential risks, such as commercial letters of credit, invoice finance and foreign currency hedging strategies and products.

In summary, with the right advice and preparation, what may initially seem to be a daunting prospect can evolve to diversify the business and lead to exciting new growth opportunities? Essentially, the concerns of only expanding domestically are limited when international trade becomes part of a business' growth strategy. Coupled with the potential to broaden a company's horizons and improve the skills and knowledge of its staff, possible benefits of overseas trading are evident.

South West businesses, keen to discuss and explore the potential of international expansion, should talk to Gary Mealing, International Commercial Manager at HSBC Wiltshire Commercial Centre, who has a strong international focus and expertise. Gary can be contacted on 08455 838 550.

Boris Bikes in Bath

Simon Merrall from Withy King's Corporate Team in Bath recently advised Comunicare S.r.l., an Italian company based in Turin. Comunicare are working in partnership with Bath & North East Somerset to provide a bike hire scheme in the City of Bath, and Simon advised Comunicare on, amongst other things, the terms and conditions of use for users of the bikes. Comunicare currently offer a similar bike hire scheme in approximately 70 cities throughout Europe.

www.withyking.co.uk

Handelsbanken

Handelsbanken Swindon raises nearly £3,000 for Wiltshire Air Ambulance

On what turned out to be the hottest day of the year (in October!) the team at Handelsbanken in Swindon embarked on day one of a two-day 104 mile cycle ride. The route was divided up in to 20 stages, the end of each stage culminating in a pub. If only there had been the time to stop in them! After six hours and 57 miles the first day was completed. Sunday's route was a bit shorter but considerably more hilly as the Vale of Pewsey was traversed and the team passed through Devizes en route to the final destination, the beautiful National Trust village of Lacock.

Everyone contributed by undertaking stages or supporting the cyclists in two support vehicles but Corporate Managers Paul Brown and Shaun Bradshaw, and Branch Manager Ian Dibble, completed the full route. Indeed Paul Brown must have completed more than 104 miles as he was seen zig-zagging up a particularly brutal incline out of the village of Ramsbury on Sunday morning. Customers and local professionals have been hugely supportive and just under £3,000 has already been raised for the worthwhile cause of the Wiltshire Air Ambulance, based in Devizes. The charity has recently lost some of its police partnership funding and the service costs over £2,000 a day to run but is a lifesaver in a rural area such Wiltshire.

It's not too late to donate, just go to -
www.virginmoneygiving.com/team/handelsbankenswindon
Next year the Pyrenees!



Pit Stop! L-R Sarah Sheppard, Account Manager Support, Neil Harvey, Documentation Manager, Paul Brown, Corporate Manager, Ian Dibble, Branch Manager, Shaun Bradshaw, Corporate Manager.

www.handelsbanken.co.uk/swindon



Monahans Corporate Finance have recently helped the new owners of Windy Ridge Cheese (a specialist cheese manufacturer) with the financial Due Diligence and fundraising required to complete the acquisition on 30th September. In this difficult climate, Monahans were still able to obtain an offer of bank finance from RBS (through Dave Edwards and Steve Perrott), although in the end, equity finance was used. Lead advisor was Alison Bradshaw.

www.monahans.co.uk

The **co-operative** bank
good with money

The Co-operative Bank has financed a management buy-out (MBO) of fast growing technology company e-DBA Ltd, who specialises in Oracle Managed and Professional Services.

The transaction involved founders Justin and Lisa Hudd selling their shares to e-DBA managing director Alex Louth and the business's technical director James Anthony. Mr Louth and Mr Anthony, who have grown the business will be joined by the newly-installed and experienced non-executive chairman Richard Cook. Chris Mapp, Business Development Manager at the Bristol corporate banking centre (CBC) of The Co-operative Bank, provided a six-figure loan to the MBO team to allow it to complete the acquisition of e-DBA. He said: “e-DBA is a business that is moving forward strongly, operating in a growing market with strong and proven management and we were delighted to provide the financial backing for e-DBA to take it to the next stage of its expansion”.

The Bank were advised by the Bristol office of accountants and business advisors Baker Tilly and the MBO team were advised by Paul Fussell, partner in the Gloucester office of business advisors and chartered accountants Hazlewoods. Legal advice for the Bank was provided by Jonathan Payne, partner at the Swindon office of law firm Things.

www.co-operativebank.co.uk



Book Your Place for the 2011 MForum Christmas Lunch

Venue: Cumberwell Park, Bradford on Avon, BA15 2PQ

Date: Thursday 15th December 2011 **Time:** 12.30pm

If you would like to attend the 2011 Christmas lunch, please complete the form below indicating your choice of starter, main course and dessert. Please send the completed form, with a cheque for £24 per person made payable to 'Monahans' to the following address: [Clare Way, Monahans, Clarks Mill, Stallard Street, Trowbridge, Wiltshire. BA14 8HH.](#)

Name: _____ **Company:** _____

Telephone: _____ **Email:** _____

Starter

- Winter Vegetable Soup (V)
- Beetroot, Feta and Red Onion Salad with a horseradish Crème Fraiche (V)
- Salmon and Cod Terrine with a Saffron Dressing
- Hoi Sin Duck with a Noodle and Vegetable Salad (G)

Main Course

- Roast Breast of Free Range Turkey with Apricot Stuffing, Chipolata and cranberry Sauce (G)
- Roast Sirloin of Beef with Fondant Potato and Yorkshire Pudding (G)
- Panfried Fillet of Seabass with Mashed Potatoes and a White Wine Cream Sauce
- Spiced Courgette and Cauliflower Fritters with Coriander Cous Cous and Chilli Jam (G V)

Dessert

- Chocolate, Cherry and Amaretti Biscuit Tart with Chantilly Cream (G)
- Layered Vanilla Sponge with a Cointreau and Citrus Mousse (G)
- Christmas Pudding with Clotted Cream (G N V)
- Selection of Cheese and Biscuits (G V)

G = Contains Gluten

N = Contains Nuts

V = Vegetarian

Please reply by **Wednesday 7th December** to secure your place

