

Launch of Threadneedle Investor Reach

Threadneedle Communications, a leading growth companies consultancy, is pleased to announce the launch of its dedicated private client broker (“PCB”) service, Threadneedle Investor Reach.

This service provides listed companies with access to the PCB market across the UK and combines the successful Investor Reach offering operated by Clare Ballantine with Threadneedle’s in-depth knowledge of the market. A series of programmes have already been implemented for Craneware, SQS and Iomart amongst others and the service will be available to all publicly quoted companies. Based in Edinburgh, Clare will report directly to Graham Herring, Managing Director of Threadneedle Communications.

Clare was previously a key member of the Retail Fund Manager Relations team at Redleaf Communications, advising a range of companies listed on both AIM and the Main Market. She has considerable experience in this area and has advised numerous listed firms on their PCB relationships. In addition to running annual programmes for clients, Clare has worked on a number of primary and secondary fundraisings. She has obtained her Investment Management Certificate, the benchmark for managing investments, which gives additional insight into this market.

PCBs in the UK manage approximately £400bn worth of funds on behalf of their private clients. The majority of the time, PCBs can invest in a company at his or her discretion if they feel the case for investment is strong enough. Once invested, PCBs tend to be loyal shareholders and are likely to pick up small parcels of stock in the company as and when they feel the time is right for their client portfolios.

Graham Herring, Managing Director, Threadneedle Communications commented: “I am delighted to welcome Clare and excited about the launch of Threadneedle Investor Reach which is already proving to be of great value to clients. With liquidity and access to funds still a major issue for smaller companies, the PCB market has a more important role to play than ever before and yet, historically, it has been poorly serviced, especially in the regions.”

Clare Ballantine, Head of Threadneedle Investor Reach, said: “I am delighted to be joining Threadneedle which has both a strong client base and a considerable knowledge of the listed growth company market. My goal is to put companies in front of key investors across the UK who are actively looking for new investment opportunities. A dedicated PCB programme can substantially increase and maintain a PLC’s footprint with this investor base, and help improve and then sustain a healthy market for its shares.”

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For further information, please contact:

Threadneedle Communications

Graham Herring

graham.herring@threadneedlepr.co.uk

0207 6539858

07793 839024

Threadneedle Investor Reach

Clare Ballantine

clare.ballantine@threadneedlepr.co.uk

0131 225 4733

07976 588 492