

Michael Turner-Samuels has been a Principal of N&G Financial Management since 2001, and consulting since 1999. The treasury, working capital optimisation, and financial advisory services undertaken by Michael have included projects with Avecia (AstraZeneca Specialty Chemicals), Exide Technologies, Findus Foods, Gate Gourmet, Harvey Nash, Leica Geosystems, Sodexho/Gardner Merchant, Swissport, United Biscuits and Young's Seafoods.



Prior to consultancy he spent eighteen years in treasury, strategic development and financial project roles within international public companies.

He was appointed Corporate Development Director at Thorn plc in 1997, responsible for the strategic divestment of several of its businesses. Thorn had sales of £1.5bn through 2,500 retail stores and television services in half-a-million hotel rooms across Europe, North America and Australasia. In 1998, following the successful sale of the US business, Thorn plc was acquired by Nomura through a £980m recommended bid.

Michael joined ThornEMI in 1996 for Thorn's demerger from EMI. As Thorn's Treasurer he built and directed its international treasury operations in the UK and USA, leading the management of its £500m of cash and debt facilities and hedging.

Prior to Thorn Michael was with Unigate plc for six years as Group Treasurer with corporate development responsibilities. He managed Unigate's treasury operations, foreign exchange and interest rate risk strategy, and £1bn of bank facilities. He also coordinated m&a development projects, undertaking acquisitions and sales of food manufacturing businesses, restaurant chains and exhibition services operations in Europe and the USA.

Before Unigate, Michael spent 11 years with Varsity Corporation, joining as European legal counsel in 1979 under its previous name of Massey Ferguson, and spending the last five years based in North America. He transferred to finance in 1982, and was involved in over \$2bn of strategic refinancing activities, major restructurings and m&a projects.

Michael is a member of the Association of Corporate Treasurers, a qualified solicitor, a trustee of the Institute of Business Ethics, and an honours law graduate of Southampton University. He has written a number of articles for *The Treasurer* and *Treasury Management International* and is an occasional speaker at seminars and conferences.

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