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**For companies seeking finance of up to £2,000,000** email: [funding@investors.co.uk](mailto:funding@investors.co.uk) or call: 020 7240 0202

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**Company name** Monte Carlo Tennis Academy Ltd  
**Sector** Leisure  
**Location** Leeds and London  
**Stage** Achieving sales  
**Funding required** £450,000 (£160,000 already circled)



Monte Carlo Tennis Academy (MCTA) is the first touring tennis academy in the world. Its mission is to create an environment that becomes a model for the coaching, training and nurturing of young international players who have the potential to make the Top 100 and win championships. The core service of the Academy is coaching and training tennis players for the pro tour. Success will lead to increased sponsorship revenue and a significant share of player prize money and endorsement earnings. MCTA expertise has attracted consultancy work from top players such as Andy Murray and Justine Henin and key strategic alliances have been established with Advantage Publishing, who have bought a 10% stake in the company, the Lawn Tennis Association, International Management Group (IMG) and the British Tennis Coaches Association. Founder David Sammel who is recognised as one of the world's most experienced coaches of junior and senior tennis players, leads the team of top class coaches and trainers. Investment is required to fund working capital and build balancing revenue streams, such as enhancement of the company's excellent website to include web commerce, before critical mass and positive cash flow are achieved in 2009. EIS approved investment opportunity. [www.mctaacademy.com](http://www.mctaacademy.com)

**Contact** Nick Taylor, 020 7240 0202, [nick.taylor@envestors.co.uk](mailto:nick.taylor@envestors.co.uk) **Min. Subscr** £10,000

**Company name** Quadriga  
**Sector** London  
**Location** Private members super-car club  
**Stage** Pre-revenue  
**Funding required** £500,000 of which £100,000 coming from the mngt team



Quadriga is a private supercar club headquartered in London. For an annual membership fee, the club offers to its members access to a select group of supercars. The supercar club idea is based on three underlying realities (a) In London and other large cities, many people need a car occasionally, not for everyday use, (b) Many high-earners would like to own a supercar and can afford it, but cannot rationalise spending so much money on something that would sit unused most of the time, (c) A car club bridges the gap between owning and renting by offering on-demand access to multiple supercars, for 20-40% of what it would cost to own one. Other relevant issues include the new 'gas guzzler' taxes in London expected to come into effect in 2008 and a continuing shift towards an outsourced hassle-free lifestyle in big cities. The Founders are Sanjin Bjeloberk, who was previously a consultant with McKinsey and has a MBA from Columbia Business School, and Anastasio van Bilderbeek who was most recently, Development Director for Plexus Holdings Plc which he helped float on AIM. [www.quadrigaclub.com](http://www.quadrigaclub.com)

**Contact** Oliver Woolley, 020 7240 0202, [oliver@envestors.co.uk](mailto:oliver@envestors.co.uk) **Min. Subscr** £25,000

Presenting on  
23rd Jan

**Company name** Disenco Energy Plc  
**Sector** Energy  
**Location** Yorkshire  
**Stage** Pre-revenue. Field trials complete. Listed on Toronto Stock Exchange  
**Funding required** £2.5m



Disenco Energy Plc has developed one of the first commercially viable micro Combined Heat and Power (m-CHP) plants suitable for the domestic market. About the size of a washing machine, Disenco's patented HomePowerPlant is set to replace domestic boilers over the next 10 years as demand for cheaper energy supply in conjunction with low carbon footprint intensifies. Conventional power stations distribute electricity via a network of high voltage power lines across the country but this system wastes around 60% of the energy produced. A m-CHP is a highly efficient boiler which produces electricity simultaneously than can either be used in the home or sold back to the national grid. Conventionally supplied power is between 31 – 48% efficient whilst m-CHP supplied power is 90% efficient. Whilst costs and efficiency savings are compelling, m-CHP reduces the carbon footprint of an average UK home by up to 67% and this is attracting strong interest from both governments and utility companies who are struggling to reach new carbon reduction targets. The HomePowerPlant has undergone extensive field trials in collaboration with its engineering partners and the Carbon Trust over the last 15 months, with performance exceeding expectations. [www.disenco.com](http://www.disenco.com)

**Contact** Bob Taylor, 020 7240 0202, [bob@envestors.co.uk](mailto:bob@envestors.co.uk) **Min. Subscr** £50,000

Presenting on  
23rd Jan

**Company name** Sportsyndicator Ltd  
**Sector** Online Sports Marketing  
**Location** London  
**Stage** Early revenue  
**Funding required** £300,000



Sports advertisers find it increasingly difficult to reach their target audiences through advertising, as they are behind in shifting their print advertising to online. Sportsyndicator has a one-stop-shop for sports online advertising. The company provides a platform to connect sports enthusiasts around the world by aggregating and categorising sports sites with advertisers and online merchants who want to reach them. For example, if you sell cycle equipment, through Sportsyndicator, you can advertise quickly and cheaply through 96 cycling websites with a total of 4m unique users. Sports marketers currently spend a majority of their budgets on print (magazine), sales channel support, event and athlete sponsorship, and tradeshow. The online medium promises better targeting, and the ability to reach and interact with target audience on a daily basis. eMarketer estimates that sports marketers will shift 10% of their overall marketing budgets to online by 2010, up from 4.9% today. Sportsyndicator has an early mover advantage in the online sports marketing space. The company currently has more than 3,000 sports websites in its database, of which more than 400 are active members of the Sportsyndicator network. [www.sportsyndicator.com](http://www.sportsyndicator.com)

**Contact** Oliver Woolley, 020 7240 0202, [oliver@envestors.co.uk](mailto:oliver@envestors.co.uk) **Min. Subscr** £25,000

**Company name** Tipped Ltd.  
**Sector** New media, Web 2.0  
**Location** London  
**Stage** Early stage, achieving sales  
**Funding required** £400,000 (£140,000 secured), (£140,000 invested to date)



**Tipped**

According to Google there are 6,055 plumbers in London, and the directory service Yell shows 4,272. How does a customer decide which one is appropriate, with any degree of confidence? Tipped is an internet application that solves this problem through a powerful combination of local "directory" search with actual customer reviews and social networking features, to help users make informed decisions about local businesses. Tipped has everything covered, from bars and boutiques to art galleries, spas, plumbers, builders and more. Uniquely, the business capitalises on mobile phone technology enabling users to find local businesses plus reviews, complete with map, when on the move. Launched in September 2007, Tipped had more than 60,000 unique visitors with over 150,000 page impressions in the past 30 days and the Tipped community has contributed nearly 2,000 reviews of local businesses. A recent advertising deal was completed with internet site Current TV. Tipped is free to users. Revenue is generated from advertising: display, sponsored listings, sponsored collections and mobile. The business model is clearly highly scalable, geographically & by trade sector. Tipped was founded by Joel Brazil, formerly Head of Mobile for Microsoft UK. [www.tipped.co.uk](http://www.tipped.co.uk)

**Contact** Scott Houghton, 020 7240 0202, [scott@envestors.co.uk](mailto:scott@envestors.co.uk) **Min. Subscr** £20,000

Presenting on  
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**Company name** Stravencon Ltd  
**Sector** Healthcare - products from China  
**Location** London, New York and Shanghai  
**Stage** Early stage  
**Funding required** £2.5m in phased tranches



Stravencon is a specialised healthcare product licensing and business development company which provides a bridge between Chinese and European life science companies. It facilitates access to European & Chinese healthcare markets through Regulatory guidance and European/Chinese filings to obtain marketing authorisations, as well as distribution, sales & marketing support through its extensive network of trade and business partners throughout Europe, North America and Asia. The company was founded by a group of highly experienced healthcare industry professionals of many nationalities who have held international roles with specific experience in emerging markets. Stravencon has already signed Memoranda of Understanding with 5 Chinese Pharmaceutical companies for a broad range of Anti-infective, Oncology and Immunology generic drugs and biosimilar products such as EPO and GHG. It is also in negotiations with a broad range of Chinese medical device and diagnostic suppliers for European distribution rights. The company is seeking investment over the next two years to bring these products to market and to transfer other products and technologies between Europe and China. [www.stravencon.com](http://www.stravencon.com)

**Contact** Nick Taylor, 020 7240 0202, [nick.taylor@envestors.co.uk](mailto:nick.taylor@envestors.co.uk) **Min. Subscr** £50,000

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**Company name** CJV Digital Ltd  
**Sector** Digital marketing services  
**Location** Cambridge  
**Stage** Achieving sales  
**Funding required** £500,000



**CJV Digital**  
*Guiding businesses into  
the digital marketing era!*

CJV Digital introduces Digintel, an integrated Internet, email, SMS and electronic brochure sales lead generation platform which substantially increases on-line and off-line advertising, marketing, email and website response rates. The unique Digintel solutions portfolio enables companies to be open 24x7 for new business enquiries with automated content distribution and capture of prospects contact details. CJV customers can generate new sales quickly and inexpensively whilst also claiming their own 'green' marketing strategy. Every business is a potential client and CJV is currently without direct comparable competition. CJV operates a paperless, high margin (70% average), residual income business model with low customer acquisition costs. The investment sought will enable CJV to capitalise on their current window of opportunity and speed revenue growth with sales driven by in-house telesales activity. The management team, led by experienced marketer, Andy Cummins, are energetic and ambitious, have a strong track record and know their product well. The company expects to be strongly cash generative and an attractive trade sale prospect. [www.cjvdigital.com](http://www.cjvdigital.com)

**Contact** Nick Taylor, 020 7240 0202, [nick.taylor@envestors.co.uk](mailto:nick.taylor@envestors.co.uk) **Min. Subscr** £25,000

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**Company name** Yellow Culture Ltd  
**Sector** Food  
**Location** London/Somerset  
**Stage** Early stage, achieving sales  
**Funding required** £750,000 (£300,000 Minimum Requirement - £75,000 committed)



Yellow Culture Limited is a marketing-led food business targeting healthier food options for children. Initial product sales to UK supermarkets (Sainsburys, Morrisons and Wholefoods) have increased considerably each month since the June 07 launch. Sales for 2008 are forecast at £800,000. Through its brand Good Food Village, the company specialises in 'making good food fun' and has developed patented technology to create a wide range of high quality packaged food products for children that are healthy, convenient and entertaining and sold through top-end grocers, airlines and convenience outlets in the UK. The company has also created a range of food products based on Bob the Builder to support its own unique range of Secret Shapes. The company is supported by an active advisory panel with senior management experience drawn from Deloitte, Kraft, Safeway and Procter & Gamble. The company aims to create a brand that reassures parents on the quality and integrity of the product, capitalising on the growing concern over the standard of food being offered to children. [www.thegoodfoodvillage.co.uk](http://www.thegoodfoodvillage.co.uk) **Contact** Bob Taylor, 020 7240 0202, [bob@envestors.co.uk](mailto:bob@envestors.co.uk) **Min. Subscr** £25,000

Presenting on  
23rd Jan

# INVESTMENT OPPORTUNITIES

## INVESTOR MEMBERS' BULLETIN WINTER 2008

### WHERE ARE THEY NOW? AN UPDATE ON THE COMPANIES THAT PRESENTED AT "THE NEXT BIG THING..." EVENT ON 12TH SEPTEMBER 2007



**Teepix. CLOSED.** (Automated golf course photography). Despite raising investment commitment totalling £500,000 from the Investors Private Investor Network, Teepix received and closed an alternative offer of VC funding totalling £800,000 at a higher valuation. [www.teepix.com](http://www.teepix.com)



**Spark Energy. CLOSED.** Spark Energy raised a total of £441,400 with £179,400 coming from our network. The company is now adopting a more aggressive growth strategy and therefore looking to raise a further £500k over the next few months. Interested parties should contact Bob Taylor at Investors. [www.sparkenergy.co.uk](http://www.sparkenergy.co.uk)



**Manicure Express. IN PROGRESS.** Mobile manicure services). The company successfully secured a debt finance package totalling £300,000 with the assistance of Investors, and are now seeking to close a final equity sum of £100,000. [www.manicureexpress.com](http://www.manicureexpress.com). Contact Scott Haughton at Investors.



**Ixit. OPEN.** (Mobile software). Received, so far, expressions of interest for £50,000. Have released their first product which allows people to use eBay on their smart phones. [www.ixit.com](http://www.ixit.com)

Contact Peter Hopkinson at Investors.



**OOKL. POSTPONED.** (Mobile learning tools for schools). OOKL had interest from a number of investors and early-stage funds but didn't raise the total funds required to proceed. OOKL are ploughing ahead with their plan to grow the installed base and may come back for funding when they are a little further down the line. [www.ookl.org.uk](http://www.ookl.org.uk). Contact Oliver Woolley at Investors.



**Student Services Group. IN PROGRESS.** (Vending services). Student Services Group are in discussions with several groups, including a fund and business angels from our network, for an investment of up to £450,000 [www.studentservicesgroup.com](http://www.studentservicesgroup.com). Contact Bob Taylor at Investors

### AND HERE IS SOME OTHER NEWS ON COMPANIES WHICH PRESENTED PREVIOUSLY.



**VOXIQ. CLOSED.** (Speech Technology System) Closed finance of £120,000. The first version of their product is released and in use. There will be another funding round during 2008. [www.voxiq.com](http://www.voxiq.com)



**Creativity Software. IN PROGRESS.** (Mobile software company) A US mobile tech manufacturer has confirmed investment of \$1m into the company, subject to raising the remaining £1m required to close the £1.5m funding round. Contact Oliver Woolley at Investors.

### INTRODUCING SIMPLE INVESTMENTS (AIM BROKERS)

We are delighted to be working with Simple Investments to help companies considering the Alternative Investment Market (AIM). Simple Investments comprise of a focussed and experienced team of like minded brokers. They presently support a number of AIM listed companies as Appointed Broker in respect to their stock market listings and endeavour to deliver a high quality broking service to the smaller companies listed on AIM. Simple Investments also have a full team of professional partners whom they work with to help private companies successfully IPO.



### "THE NEXT BIG THING..." EVENT, WED 12TH MARCH 2008

**Time: 6pm to 9pm (presentations from 6.30pm to 8pm).**

**Place:** The Savoy Place, 2 Savoy Place, London WC2R 0BL **Nearest Tube:** Embankment/Charing Cross

- The event will feature up to six screened companies looking to raise finance of up to £2m; each one will make a 10 minute presentation,
- Please book by contacting Hayley McNally at [hayley@investors.co.uk](mailto:hayley@investors.co.uk) or 020 7240 0202

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### ABOUT INVESTORS

Investors LLP is authorised and regulated by the Financial Services Authority and comprises:

**Investors Private Investor Club** which is a network of private individuals looking to invest between £20,000 and £2m in early-stage, high growth companies, usually under the Enterprise Investment Scheme (EIS).

**Investors Corporate Finance** which helps businesses get 'investment ready' and raise finance of up to £2m.

Investors LLP is a member of the British Venture Capital Association (BVCA) and the British Business Angels Association (BBAA).

### INVESTORS: THE TEAM

Scott Haughton,  
Nick Taylor, Hayley  
McNally, Bob Taylor  
and Oliver Woolley,  
(Left to right)

### CIRCULATION

Private investors .....	<b>510</b>
Investment fund managers and business angel networks .....	<b>346</b>
Banks .....	<b>61</b>
Professionals e.g. accountants and lawyers .....	<b>16</b>
No of business plans reviewed in Nov/Dec '07 .....	<b>87</b>
	<b>181</b>

