

INVESTOR BULLETIN

MARCH/APRIL 2007

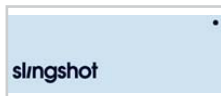
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For companies seeking finance of up to **£2,000,000** email: funding@envestors.co.uk or call: 020 7240 0202



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matching entrepreneurs with investors

Company name Country Food and Dining Ltd
Sector Leisure
Location South East
Stage Start-up
Funding required £1.1m (£1.4m already raised - total required £2.5m) plus founders equity

Country Food and Dining



Country Food and Dining seeks to purchase its first freehold property with an existing food and drink trade outside London and then increase turnover by improving the customer offer and adding an associated 'farm' shop supplying local produce. The company has already obtained advanced assurance from the Inland Revenue that EIS tax relief will apply to the potential pub, hotel or garden centre property purchases, which include an existing business. There is a really top class management team which includes David Bruce (Brewing and Leisure industry) and Will Chase (Tyrrells Potato Chips) who are investing and will actively support Gordon Leatherdale; who evolved and will drive the new business. Target sites will be substantial standalone premises with surrounding space and under-utilised outbuildings where a retail shop can be introduced; and it is the growth of the dining-out market and interest in locally produced food that will build the business and its underlying asset value. Country Food and Dining will seek a liquidity event after five years by way of a trade sale or return of cash to Shareholders. www.foodanddining.co.uk

Contact Nick Taylor 020 7240 0205, nick.taylor@investors.co.uk **Min. Subscr** £25,000

Company name H -10 Limited
Sector Healthcare
Location Epsom, Surrey
Stage Early stage, achieving sales
Funding required £500,000 (mixture of equity and debt)



H-10 Limited develops, manufactures and markets proprietary skin applications for humans and animals. The common ingredient is sucrose esters, a natural combination of sugar and vegetable oils that have a wide range of healing powers across a variety of skin conditions. Formulated by organic chemist Dr Kenneth James, the H-10 product range is truly innovative and will be hard to copy. It is achieving extraordinary results, particularly in the animal world where sales are mainly made in the equine market, including to the Maktoum Shadwell Stud. Now Waitrose is piloting the H-10 Barrier Cream for human hands, which cleans, protects and improves skin condition, replacing the need for gloves; in addition H-10 will be promoting products directly to the motor trade sector. Management have leading edge knowledge of sucrose esters and their applications, have created and personally funded the H-10 business to date. New investment is needed to enhance sales and marketing of existing H-10 products, to create a global brand and to develop new cosmetic products for the "human" market. www.h-10.co.uk

Presenting on
28th March

Company name Aerosport Limited
Sector Leisure: microlight aircraft
Location Wolverhampton Airport
Stage Early Stage, achieving sales
Funding required £250,000



Aerosport was acquired by Simon Du Boulay in 2003 since when the company has grown to become the largest supplier of fixed wing microlight aircraft in the UK. Turnover has increased from £300,000 to £1.7m in just over 2 years and is budgeted to achieve £11m in five years. The company is the predominant distributor of two different Light Sport aircraft, the C42 and Breezer. The C42 is produced by Comco in Germany, who design and produce kits for assembly. Aerosport have exclusive distribution rights for these aircraft in the UK, United States, Australia, South Africa and many other countries. At home, the company has acquired exclusive rights to microlight training at Wolverhampton airport and sees similar market opportunities at 5 other airports around the country. The Breezer design and manufacturing rights can be acquired and Aerosport seek equity investment of £250,000 to make this happen and to expand flight training through franchised distributors in the UK. The company has a strong management team which aims to secure its source of supply and penetrate the wide-open markets for its products. www.aerosportuk.com

Contact Nick Taylor 020 7240 0205, nick.taylor@investors.co.uk **Min. Subscr** £25,000

Presenting on
28th March

Company name Droptimum Ltd
Sector Online auctions / logistics
Location London
Stage Pre revenue
Funding required £250,000



With the huge increase in e-commerce and home delivery, there is a pressing need for companies to resolve the issue of returns and non-delivered stock. Many logistics companies retain stockpiles of returned product until retailers or manufacturers write them off or otherwise dispose of them. In the UK in 2005, it is estimated that the value of returned consumer electronics, computers, high-value domestic electrical items was £1.7 billion (Cranfield). Furthermore, environmental legislation now dictates how a company can dispose of waste / surplus electronic goods. Droptimum provides specialised asset recovery services for high value surplus, returned and refurbished durable goods. The company partners with 3rd party logistics companies and engages directly with manufacturers, distributors and retailers, for the profitable disposal of surplus and returned durables. This process of 'reverse logistics' is seen by many companies as an important strategic activity impacting bottom line performance. Droptimum provides a channel to market for these products, as well as the technology required to link into back office systems. The company will launch a suite of online B2B and B2C auction marketplaces in mid 2007, in partnership with a leading 3rd party logistics organisation, and management are in negotiation with two large logistics companies to implement their solution. www.droptimum.com

Contact Bob Taylor, 020 7240 0202, bob@investors.co.uk **Min. Subscr** £25,000

Presenting on
28th March

Company name Fortula Ltd (t/a rightgift4me)
Sector Online gift-list registry service
Location London
Stage Early stage
Funding required £250,000 in equity



New website set to thwart on-going Sock Invasion! Have you ever received an unwanted gift and were too embarrassed to say you didn't like it? Or ever been in a position where you just didn't know what to buy for someone for a special occasion? Indeed Brunel University estimates that Britons spend nearly £2 billion on unwanted Christmas presents! Now, help is on-hand, as experienced marketer Angie Bent believes she has come up with an answer...a free online personal gifts registry where you can list what you would like and just as importantly, what you don't like. So say goodbye forever to those unwanted socks and fondue sets! www.rightgift4me.com launched last Christmas, covers all special occasions and is an extremely secure site. It is free to use, allowing members to create gift lists for their friends and family to view online. They select which gift to buy, and then click through to an affiliate retailer to complete the purchase, with the company receiving a commission. In time additional revenue will be derived from retail sponsorship, membership subscription, advertising and marketing data sales.

Contact Scott Haughton, 020 7240 0202, scott@investors.co.uk **Min. Subscr** £25,000

Presenting on
28th March

Company name Think Technology UK Ltd.
Sector Advanced job dispatch & tracking solutions for the mobile workforce
Location London
Stage Achieving sales, expansion
Funding required £700,000



Scott Pielsticker, founder of Blueback, the London-wide private hire business with annual sales of £5m, has now joined forces with the founders of Think Technology UK Ltd (Think), who have been delivering world-class technology into the fleet and mobile workforce market since the early 90s for clients including Cognito, Tesco, The Financial Times, Computer Cab and Blueback. Together, this team are currently seeking to raise £700,000 to launch a cutting edge web-based dispatch and tracking system. This aims to replace current ageing client-server based systems which have the following key challenges: complex and archaic reservations system; complex installations; limited account & user profiles; unable to capture signatures & ask for customer feedback; limited ability to automatically inform customers of job progress; no web functionality; complex upgrades and limited integration with other applications. The business requires funding to purchase an identified bespoke web-based booking and dispatch system and combine it with Think's GPRS gateway end-to-end booking system. In turn the new technology overcomes all current challenges and offers operators greater profitability and a solid, future proof platform for growth. **Contact** Scott Haughton, 020 7240 0202, scott@investors.co.uk **Min. Subscr** £25,000

Presenting on
28th March

Company name Slingshot Films Ltd.
Sector Media. Vertically integrated film business
Location London
Stage Pre-revenue
Funding required £1m through new EIS vehicle (£110k from management team)



Founded in 2005 by experienced film executives and entrepreneurs, slingshot is a vertically integrated film business formed to exploit opportunities created by the impact of digital film technologies. slingshot is backed by specialist venture organisations Arts Alliance and the Creative Capital Fund (who have collectively invested a total of £825,000 to date). Combining all-digital production processes with deal models that share risk and upside with filmmakers, slingshot's films cap budgets at £500,000 – whilst having production values commensurate with films costing five times as much. The films are guaranteed UK distribution via a joint venture, and benefit from synergies with other businesses within the Arts Alliance portfolio, e.g. the UK's largest art-house cinema chain and Europe's largest online DVD business. The investment will finance a portfolio of three or more films and combines EIS with the Film Tax Credit, to offer significant downside protection to investors. CEO, Arvind David, a former solicitor, leads an experienced team including the former head of Fox Searchlight UK. slingshot has just completed its first film, SUGARHOUSE, starring Andy Serkis (LORD OF THE RINGS), which is planned to open in cinemas in autumn. www.slingshot-studios.com

Contact Oliver Woolley, 020 7240 0202, oliver@investors.co.uk **Min. Subscr** £25,000

Presenting on
28th March

Company name The Bid Easy Ltd
Sector London (and Mumbai)
Location Technology: Online retailer using eBay as a platform
Stage Est June 2005. £90k t/o in Dec 06
Funding required £250,000 to £500,000

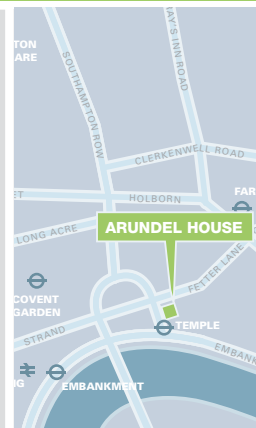


Using a bespoke software application called AuctionFlow, developed and owned by The Bid Easy, the Company's eBay research team based in Mumbai, India, identifies trends in the sales of luxury or high-value goods on eBay. The intelligence gathered is used to secure partnerships with established manufacturers, wholesalers and retailers in the UK and overseas who seek to sell their products on eBay. These are sold on an agency basis: The Bid Easy charges them nothing up-front and earns a commission per item sold. The Bid Easy's partners often seek confidentiality when selling on eBay. The Bid Easy sells items ranging from designer handbags to reproduction furniture and sports memorabilia and it is an eBay-accredited "Platinum Powerseller". The Bid Easy is headed up by two individuals: Jameel Verjee, (31), CEO who read law at the London School of Economics and practiced as a corporate finance lawyer in London and Paris (1999-2004), and Scott Trapnell, (31), COO who served as an infantry officer in the US Army and undertook an MBA in Rotterdam. www.thebideasy.com

Contact Oliver Woolley, 020 7240 0202, oliver@investors.co.uk **Min. Subscr** £25,000

“The Next Big Thing” Event, Wed 28th March 2007

Time: 6pm to 9pm (presentations from 6.30pm (sharp) to 8pm). **Drinks and canapés.** **Place:** Arundel House (The Int'l Inst of Strategic Studies), 13-15 Arundel Street, Temple Place, London WC2R 3DX. **Nearest Tube:** Temple. <http://www.iiss.org/about-us/arundel-house/how-to-find-us>. 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. After the presentations, there will be drinks and canapés, and a chance to mix with other investors as well as to meet the companies themselves. Numbers are limited to 60 guests, so please book early, by contacting Penelope Reid at event@investors.co.uk or 020 7240 0202. Sponsored by **Baker Tilly, Clyde & Co and Coutts & Co.** The following event is at 6pm on Thursday 10th May at Coutts & Co, on The Strand.



At our previous ‘Next Big Thing’ Event

We had 72 people (44 investors and 28 guests) attending our last ‘Next Big Thing’ Event on Wednesday 6th February, at the ICA.



Company Updates

Porcello Ltd, manufacture amphibious vehicles based on the famous WW II DUKW's to modern safety standards and operate leisure tours in Plymouth and soon in Greenwich. The company presented at our event last September and successfully raised £150,000 in equity and £150,000 in debt. The business is now looking to secure a further £200,000 to expand business capacity. See www.ducks-n-drake.com

Contact: Scott Haughton 020 7240 0202, scott@investors.co.uk



Investors pick up The Funding Bell from Whitechapel Bell Foundry (est 1571)

Investors visited The Whitechapel Bell Foundry to pick up The Funding Bell, we had commissioned to ring on the conclusion of a successful exit or deal (hopefully, the secure fittings will be put to the test). The Foundry was established in 1571 and the current Managing Director, Alan Hughes, said that like any company they rely on regular custom: their customers come back every 100 years.



Diary Dates for 2007. “The Next Big Thing” events

Thurs 10th May at Coutts & Co (6pm) • Wed 27th June at One Piccadilly (6pm)
Wed 12th September at Arundel House (6pm) • Wed 14th November at Coutts & Co on The Strand (6pm)

Other events

Women Business Angel event, Thurs 17th May at Coutts & Co, on The Strand (6pm).

“How to Invest as a Business Angel” event, Tues 12th June at Coutts & Co, on The Strand (6pm), for those new to the world of angel investing.

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).

Circulation

Private investors	328
Investment fund managers and business angel networks	58
Banks	15
Professionals e.g. accountants and lawyers	83
No of business plans reviewed in Jan/Feb 07	184

484

INVESTORS: THE TEAM

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

