

INVESTOR BULLETIN

MAY/JUNE 2007

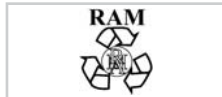
en vestors™

are these your
**champions of
tomorrow?**



For investors looking to invest upwards of **£20,000** email: investors@envestors.co.uk or call: 020 7240 0202

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



sponsored by



CLYDE&Co
Coutts & Co

Wealth warning: Financial Services and Markets Act 2000 (The 'Act')

This circulation of this Investor Bulletin (the 'Bulletin') is restricted to either (a) Envestors Members who are certified high net worth individuals and/or sophisticated investors in accordance with the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (SI 2005 No. 1529) (the "Financial Promotion Order"), or (b) market counterparties or (c) intermediate customers as defined by the Act. The invitation to invest may not be taken up by any other persons. Investment in new business carries high risks as well as the possibility of high rewards. It is highly speculative and potential investors should be aware that no established market exists for the trading of shares in private companies and that they risk losing all of their investment. In compiling information, Envestors LLP ('Envestors') has relied upon information provided by the directors and employees of each business. Accordingly, Envestors can not be held liable for recommendations and opinions based on that information where it is inaccurate or incomplete. Before investing in any business opportunity featured in this Bulletin, investors are strongly advised to verify all material facts and information for themselves.

1 Lancaster Place, London WC2E 7ED t: 020 7240 0202 f: 020 7168 8017 e: info@envestors.co.uk w: www.envestors.co.uk

Envestors LLP is authorised and regulated by the Financial Services Authority

matching entrepreneurs with investors

Company name Enigma Glass Ltd
Sector Manufacture of glass floor and wall tiles and other glass products
Location Birmingham
Stage Achieving sales
Funding required £300,000



enimaglass

Enigma Glass have established a market for glass wall and floor tiles as a cost effective alternative to ceramic tiles for use in residential and commercial buildings worldwide. Looking for funding of £300,000, Enigma has leapt from supplying 150 outlets UK-wide to over 1400 outlets as marketing efforts finally pay off. A range of exclusive tiles is made for Topps Tiles that has recently been launched nationally into their chain and is the only glass tile carried by the company. It is a truly innovative business with substantive new developments which include glass faceplates for wall-mounted plugs/switches to be launched shortly by B&Q, as well as glass solar roof tiles suitable for domestic, industrial and agricultural properties and remarkable 'glow-blocks' which are similar to cats eyes for road markings. The company now seeks to consolidate its position in the tile market and gear up for full supply of the electrical plates when the supply contracts commence with CH Byron, MK Electric and Legrand. The management team are energetic and determined; the company will be strongly cash generative and likely to provide attractive exit opportunities. www.enimaglass.com

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

Presenting on
10th May

Company name Foodfullstop Ltd.
Sector London and Cornwall
Location Online organic/specialist food sales
Stage Launched Jan 07, sales of £5k per month
Funding required £250,000



foodfullstop.com was started by Charlie O'Connor, Zoe Cordy-Simpson and Blanche Vaughan, three young food enthusiasts and trained chefs who spotted the need for a marketplace where independent, specialist food producers (often organic) could sell online to a national audience. The website offers users a selection of the country's best independent producers and has received strong support from the press (www.foodfullstop.com/press-media/). Web traffic has been good and sales are building gradually. In addition, the company has been asked to operate the new Borough Market 'box scheme' and is implementing a system to enable box schemes all over the UK to trade online. The company sees the opportunity to capture the growing online, independently-produced food marketplace. The company also sells high-quality kitchen equipment and books, and provides a recipe database, advice on seasonal food shopping and a blog. In order to take the business to the next level the company is looking for finance to fund key web developments and to invest in marketing. The company could also benefit from an investor willing to roll up his/her sleeves and help this young and energetic team build the business. www.foodfullstop.com

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

Company name Ram Recycling Ltd
Sector Waste Recycling
Location Southampton
Stage Early stage, achieving sales
Funding required £1.2m



Ram Recycling Ltd operate a waste recycling centre based in the centre of Southampton. The company has taken the lease on a 1.5 hectare site beside the railway station, and has a waste management licence to handle 100,000 tonnes of recycling material per annum. Planning consent has been approved and £300,000 has been invested in the project to date. The business involves recycling aggregate and soil, as well as sorting, storing, handling and process most types of waste. Much of the waste will be received from its sister company, Ram Tippers, an existing skip business that currently handles 300 tonnes of general skip waste per week, as well as other waste producers, collectors and handlers. The business makes money in two ways. 1. It charges organisations to take their waste (gate fees) and 2. It receives money for the recycled elements of this waste.

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

Company name Terra Plana International Ltd.
Sector Innovative shoe design, manufacture and retail
Location London
Stage Achieving sales (£1.6m), profitable, expansion
Funding required £1m (£3.1m invested to date)



TERRA PLANA

Terra Plana is an innovative young shoe company with a focus on sustainable design. Taken over 4 years ago by members of the Clark's shoe family, the owners and current management have invested £3.1m to date and turned a loss making business into profitability and rapid growth. The business includes: a stand alone design consultancy working with leading brands around the world (including DKNY, Replay, Kenzo etc); two main own brands (both with unique IP ownership) are designed and marketed in house - Terra Plana (including Vivobarefoot and Worn Again concepts) and United Nude; five stand alone stores, in London, New York and Vienna; & rapidly growing e-commerce trading. The infrastructure necessary for growth is also in place. Gallahad Clark, his father Lancelot and cousin Asher are all members of the Clark's shoe family bringing generations of experience and skill. No formal connection however exists between Terra Plana and the wider Clarks shoe group, though Lancelot brings many years of experience as former MD of the family company. Lead creatives include Ajoy Sahu (former head designer of Prada Sports), Rem Koolhaas (architect and creative director of United Nude). www.terraplana.com

Contact Scott Haughton, 020 7240 0202, scott@investors.co.uk **Min. Subscr** £50,000

Presenting on
10th May

Company name Escapism Media Limited
Sector Retail Hospitality, Leisure and Software
Location High Wycombe
Stage Achieving sales, expansion
Funding required £1m (£0.5m already circled – total required £1.5m)



Escapism has developed an award-winning at-the-table food and drink ordering and entertainment system for the retail hospitality sector. The unique, wholly owned software platform utilises touchscreen technology and provides an attractive, engaging and easy to use ordering system through an interactive terminal branded as the Escape Pod. The Escape Pod provides a wide range of services including a food and drink ordering system, table-to-table messaging and chat, and an interactive advertising and game play facility. Escapism has a validated product achieving sales and has proven sector acceptance (winner of the Smirnoff Bar Entertainment & Dance Association Product of the Year 2006 award). Advertising appeal has been established, with Bacardi already forward-buying space for promoting their products. The Company has established a strong and experienced management team that have built and exited businesses in the sector, evidencing their ability to handle growth. Escapism has to date spent over £1.5m to fund research and development. Strong routes to market have been identified and Escapism provides investors with a scaleable business with substantial growth potential.

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

Presenting on
10th May

Company name Art of Accessorising Ltd.
Sector Direct marketing of women's fashion accessories
Location Buckinghamshire
Stage Achieving sales (£179,000 sales t/o 2006), expansion
Funding required £150,000 (£273,000 invested to date, plus £100k SFLGS loan)



Art of Accessorising is a private label direct sales business, bringing together an exclusive range of high quality and affordable women's fashion accessories, with a unique styling presentation and a personal service to clients. It seeks to inspire women to add style and personality to their wardrobes, through recognising that many women lack the confidence and know-how to accessorise their wardrobe effectively. Trained independent consultants advise clients how to best use accessories within the comfort and privacy of a home setting. Moreover it provides its consultants with a flexible and financially rewarding business opportunity. The business was founded in late 2005 by its current MD Susan James. Susan has considerable experience in the fashion industry and in particular direct marketing to women. She previously built a substantial £1 million network within the Weekender UK Direct Marketing Organisation. The business currently has 40 styling consultants, 5 operational staff and a customer database of 2,000. The business USP lies in the styling advice offered by the highly trained consultants. Further funding is required to enhance business development and to recruit and train more consultants. www.artofaccessorising.com

Contact Scott Haughton, 020 7240 0202, scott@envestors.co.uk **Min. Subscr** £20,000

Presenting on
10th May

Company name Lifestyle Space Ltd.
Sector Luxury Goods/Technology
Location London
Stage Early Stage - £600,000 of sales to date
Funding required £500,000

OCULAS



Lifestyle Space has developed a personalised space capsule, branded Oculas, which is an ultra luxurious one person pod offering the user a private and personalised space of their own to work, relax or play. The capsules are produced using the finest luxury materials and equipped with the latest screens, surround sound, games consoles and broadband connections. To date the company has sold £400,000 of its first version Oculas however the company has recently re-engineered a second version in partnership with McLaren F1, which will be launched in June 2007. The new design will sell for £30,000 and sales of £180,000 have already been made to blue chip clients such as Disney, Saatchi and Ascarri as well as customers such as the Saudi Royal Family, US rapstars and basketball stars and Russian billionaires. There is a strong sales pipeline going forward, especially from B2B customers who use the product to promote brand image or launch new products or films. The company is led by a highly dynamic management team with extensive experience in design, manufacturing, finance and marketing. During the design of Oculas, the company has registered a number of other innovations, some of which are already attracting stand-alone sales.

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

Presenting on
10th May

Company name Connect Films Ltd.
Sector Innovative multi-media platform for Indian mobile market
Location London and Mumbai
Stage Achieving sales, expansion
Funding required £150,000



"The development of the web in India will be telecoms driven, not PC driven" (David Wheldon, Global Brand Director, Vodafone) and it is predicted that the Indian mobile market is set to grow rapidly over the next two years from 25 million to 200 million users. As a consequence, ConnectFilms has developed an exciting range of multi-media internet applications, targeted at the Indian mobile phone user market. The business has developed a single platform which enables video sharing, music, views, Bollywood film releases, ring-tone downloading and community activities. The business presently operates two innovative websites, firstly Connectfilms.com which operates on similar lines to YouTube.com, but focused solely on the Indian market. Consumers are connected to the worlds of Bollywood, Hollywood, Music and Own Videos. The business also operates Desitara.com an online talent competition similar to X-factor and Pop Idol, aimed at a 'desi' audience in India, which offers site users the chance to become a genuine Bollywood star. ConnectFilms have signed heads of agreement with Percept a leading Bollywood studio, which will underwrite the competition and more particularly drive traffic to the sites creating enhanced revenue streams. www.connectfilms.com www.desitara.com

Contact Stephen Kain (Associate Partner), 020 7240 0202, stephen@envestors.co.uk **Min. Subscr** £20,000

Presenting on
10th May

INVESTMENT OPPORTUNITIES

INVESTOR MEMBERS' BULLETIN MAY/JUNE 2007

“The Next Big Thing” Event, Thurs 10th May 2007

Time: 6pm to 9pm (presentations from 6.30pm (sharp) to 8pm). Drinks and canapés.

Place: Coutts & Co, 440 The Strand, London WC2R 0QS. Nearest Tube: 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
- 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
- **Advance notice of attendance required.** Numbers are limited, so please book early, by contacting Hayley McNally at hayley@investors.co.uk or **020 7240 0202**



Women’s Business Angel Event

“LEARNING TO FLY” INTRODUCING ANGEL INVESTING TO WOMEN.

6pm to 9pm, Thursday 17 May 2007, Coutts & Co, 440 Strand, London WC2R 0QS

“I was appalled to discover that, while 30% of all European start-ups are launched by women, just 3% of business angels are female” says Brigitte Baumann, an active and enthusiastic investor in start-up companies. For this reason, Coutts & Co and Envestors LLP have organised this event.

Time: 6.00pm to 9.00pm. **Drinks and canapés, Date:** Thursday 17th May 2007, **Place:** Coutts & Co, 440 Strand, London WC2R 0QS

AGENDA:

- 6.00pm** Reception
- 6.30pm** Introduction by Janet Thirkettle, Coutts & Co.
- 6.35pm** Bob Taylor, Envestors LLP, "The opportunity for women to become business angels"
- 7.00pm** Michael Anderson, "Top tips & mistakes from an experienced business angel"
- 7.30pm** Barclay Lamont, Vitalize Health Products Ltd - example company investment proposition (innovative anti-ageing cosmetics)
- 7.40pm** Karen Jones CBE - insights into angel investing
- 8.00pm** Closing comments, followed by drinks and canapés
- 9.00pm** Evening closes

Advance notice of attendance required.

Numbers are limited, so please book early, by contacting Hayley McNally at hayley@investors.co.uk or **020 7240 0202**

Partially done deals: CUPID. PRE REVENUE. £75,000 SECURED, A FURTHER £50,000 BEING SOUGHT.

We have nearly closed an initial investment of £125,000 into CUPID - the PC on a memory stick. Three investors pledged £125,000 however whilst legals have all but been completed, we are now short of £50,000. The company is raising £125,000 and is offering 25% of the equity for this amount. For further information, please contact Bob Taylor, bob@investors.co.uk, **020 7240 0202**.

Events in 2007:

- **Thurs 17th May** "Learning to fly" Introducing angel investing to women. 6pm, Coutts & Co
- **Tues 12th June** "How to Invest as a Business Angel" evening. 6pm, Coutts & Co
- **Wed 27th June** "The next big thing..." evening. 6pm, No. 1 Piccadilly
- **Wed 12th Sept** "The next big thing..." evening. 6pm, Arundel House, London WC2
- **Wed 14th Nov** "The next big thing..." evening. 6pm, Coutts & Co

About Envestors

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

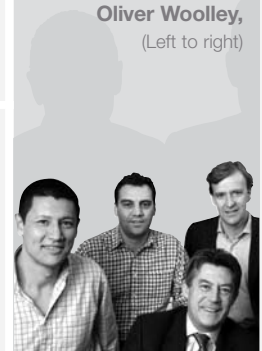
Envestors Private Investor Club which is a network of private individuals looking to invest between £20,000 and £2m in early-stage, high growth companies, usually under the Enterprise Investment Scheme (EIS).

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

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

INVESTORS: THE TEAM

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



Circulation

Private investors	335
Investment fund managers and business angel networks	60
Banks	16
Professionals e.g. accountants and lawyers	83
No of business plans reviewed in March/April 07	168

494