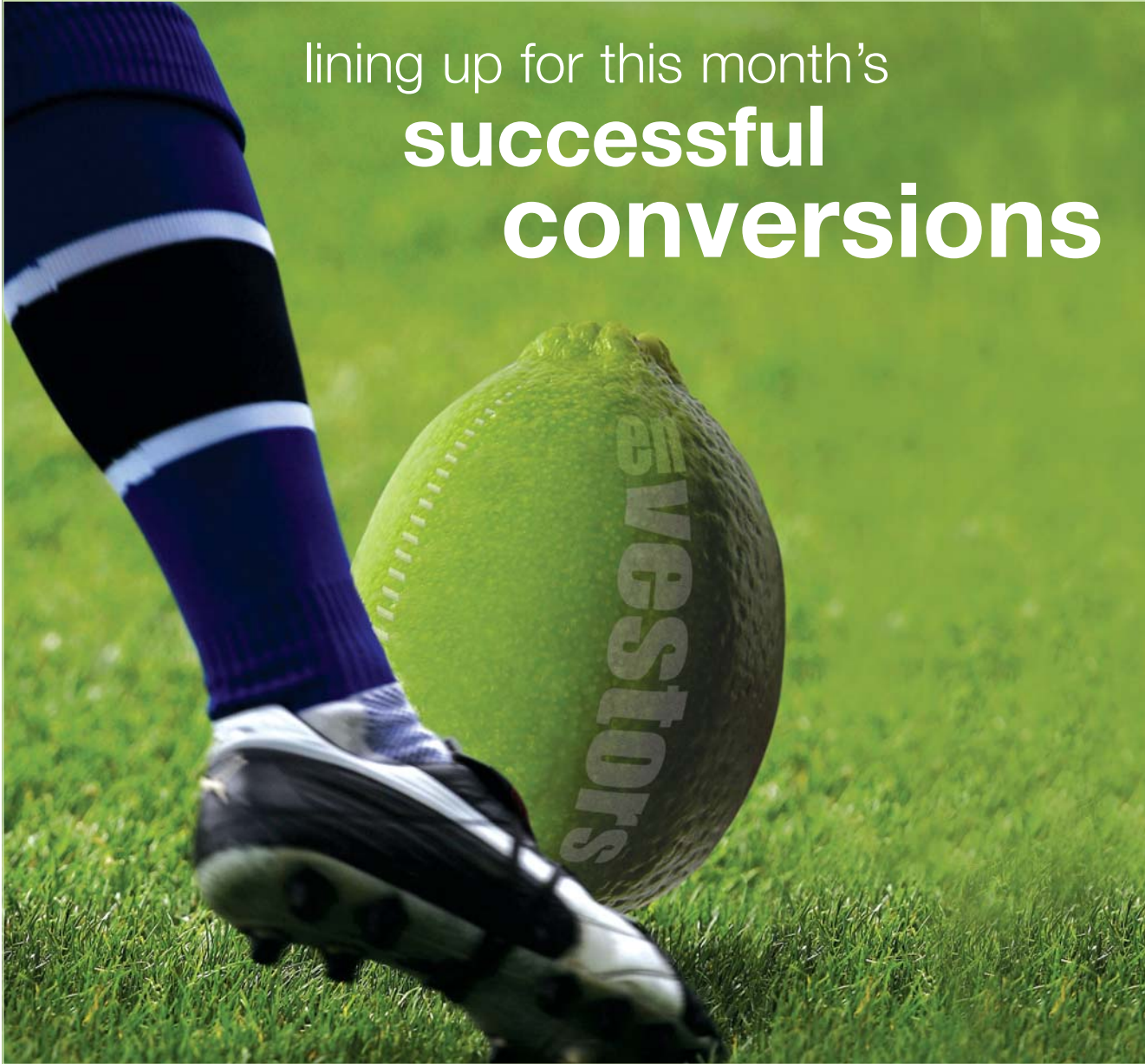


INVESTOR BULLETIN

FEBRUARY/MARCH 2006

en vestors

lining up for this month's
**successful
conversions**



For investors looking to invest upwards of **£20,000** email: investors@envestors.co.uk or call: 020 7348 6171

For companies seeking finance of up to **£2,000,000** email: funding@envestors.co.uk or call: 020 7348 6171



this month's **scrum...**



in partnership with
BAKER TILLY

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

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100 New Kings Road, London SW6 4LX t: 020 7348 6171

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matching entrepreneurs with investors

f: 020 7348 6172 e: info@envestors.co.uk w: www.envestors.co.uk

Company name Onlyapony.com
Sector Online discount retail
Location London
Stage Start-up
Funding required £750,000 (£500,000 already secured)



Onlyapony.com is a new and exciting online retailing concept, selling major brands and gift experiences at half their original price, with the additional unique selling proposition of only having four fixed price points (£25, £50, £75 and £100). The business has an innovative and compelling marketing approach, a high quality level of service and a sense of fun and humour that engages their customers. The business vision and plan is backed by an exceptionally strong management team with a track record of success in trading top brands, marketing, logistics within home shopping and eCommerce businesses, experience in both the delivery and management of outsourced services, and strong financial skills. Ian Callan MD, a former successful Trading Director with Littlewoods with an additional track record of starting up several successful eCommerce and retail businesses, is supported by Tom Fothergill as Commercial Director. Tom brings over 10 years senior executive experience in marketing, logistics and IT gained with leading direct home shopping player N Brown plc, where he started their eCommerce business. www.onlyapony.com

Contact Scott Haughton 020 7348 6171, scott@investors.co.uk **Min. Subscr** £20,000

Company name Wildlife Works
Sector Ethical fashion brand
Location High Wycombe, Bucks
Stage Startup
Funding required £600,000 (first stage)



Wildlife Works is a fashion brand that will benefit from the rapidly growing worldwide awareness of environmental issues and wildlife conservation. Buying a Wildlife Works garment directly supports conservation in a practical and sustainable way. The garments will be produced using eco-friendly methods at sites in or near wildlife sanctuaries (the first facility is in Kenya). Part of the purchase price will fund these sanctuaries and part will be used to educate local populations. This 'consumer powered conservation' concept ('Trade not Aid') is expected to generate high levels of PR in the UK, as in the USA. The brand was founded by Mike Korchinsky in the USA and Wildlife Works Inc owns the first production facility in Kenya. Wildlife Works UK (the Company) has been formed to develop the brand in the UK and Eire with an option into Europe. The founders are a team of experienced brand management and fashion retail executives, and are supported by the necessary financial and conservation experts.

Contact Oliver Woolley, 020 7348 6171, oliver@investors.co.uk **Min. Subscr** £30,000

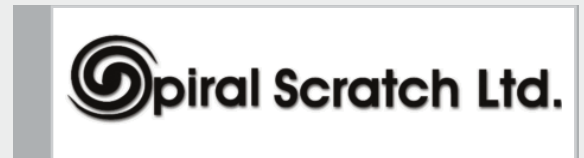
Company name Grandstands Worldwide Plc
Sector Spectator entertainment
Location London
Stage Start-up (prototype built)
Funding required £150,000



This business does what its name implies - provides temporary seating. Based on a modular design, each unit provides temporary grandstand seating of 150 seats and when clamped together (like Lego) can provide a temporary 'stadium' for 30,000 or more. Each unit can be unloaded from a delivering vehicle within 8 minutes by a single operator or driver. Based on modified shipping containers, the units already fit existing sea, rail and road systems and are transportable in multiples of 500 seats per road trailer. Compared to existing demountable structures, which are manually assembled and notoriously accident prone, Grandstands Worldwide have a solution which is 10 x faster to assemble, 10 x cheaper in labour terms and 10 x stronger. They are the brainchild of a shipping executive, with 30 years container shipping experience. Target sectors include football, rugby, motorsport, horse racing, tennis, cycling, baseball, marathons, basketball, cricket, equestrian event, triathlons, golf tournaments, military processions, festivals, the Olympics...

Contact Bob Taylor, 020 7348 6171, bob@investors.co.uk **Min. Subscr** £20,000

Company name Spiral-Scratch
Sector 3-D (3fM)Technology
Location London and North Wales
Stage Pre-revenue
Funding required £588k (of which £302k committed)



Spiral Scratch was set up in 2003 to commercialise 3fM technology. The company was spun out of Unilever plc after winning Unilever's 'Business Incubation' competition in late 2001. The initial business plan was developed with the help of Accenture consultants and Unilever plc. Their first virtual user interface device allows the computer user to control the input of the PC by moving his/her arms in space, i.e. pressing virtual buttons and dragging virtual sliders. While this technology has numerous applications, initially Spiral Scratch is concentrating on the developed games market. The company is collaborating with Evolution Studios, a leading gaming software company, responsible for the best selling game WRC (World Rally Championship) for the Sony Playstation. Sales are generated from licensing the IP and revenue is expected within the first 6 months of 2006. In October the company was awarded a government funded 'knowledge transfer partnership' worth just over £100,000. www.spiral-scratch.com

Contact Bob Taylor, 020 7348 6171, bob@investors.co.uk **Min. Subscr** £20,000

Company name Dynamycs Ltd
Sector Management Information Reporting System
Location Reading
Stage Pre-revenue
Funding required £1.2m (of which £375k committed)



Dynamycs was established in 2002 with private investment funding. Subsequent venture capital backing has enabled the company to progress the development of Business Impact Maps™ technology. The company has recruited strong technical and implementation support teams from blue-chip backgrounds encompassing respected names such as Oracle, Detica Consulting, Hutchison, Virgin, British Telecom and Microsoft. Business Impact Maps™ is a new management information reporting system which converts data into 'decision ready' information. Dynamycs has received interest in the technology from a number of global companies such as Sybase, CSG, Nielsen, Microgen amongst others. The company's formal sales activity to attract its first end customer sales, commenced in late October with the appointment of Trinamo, a leading UK sales consultancy. Trinamo has already started to refine the company's existing product proposition and sales messages and expects to take the company through to its first planned sales deals in Q1 of 2006. The trial fee to license a copy of Business Impact Maps™ is in the region of £30k, with the full licence fee set at around £150k, depending upon volume. www.dynamycs.com. **Contact** Scott Haughton 020 7348 6171, scott@envestors.co.uk **Min. Subscr** £20,000

Company name ZigZAG Coffee Company
Sector Coffee
Location St. Albans
Stage Startup
Funding required £250,000



Zig Zag Coffee Company is establishing a new sales channel to service the large buoyant catering coffee market. By developing a franchised sales network, the company will use the latest CRM and IT techniques to attack the inefficient independent coffee distributor sector. Zig Zag's directors have wide experience of the coffee market as coffee roasters, coffee equipment suppliers and end user coffee salesmen. They have developed the business idea while introducing business development services to several independent coffee distributors around the UK. Although the proliferation of branded high street coffee shops (e.g. Starbucks) makes the market look crowded, these brands only account for 2,700 outlets. There are around 350-400,000 other UK establishments serving coffee to customers, staff and visitors. Zig Zag will be targeting the owners and decision makers in these establishments with a fresh approach to the supply and promotion of coffee and other hot beverages.

Contact Nick Taylor, 020 7348 6171, nick.taylor@envestors.co.uk **Min. Subscr** £20,000

Presented on
25th January

Company name Cellfire Security Technologies Ltd.
Sector Mobile phone security software
Location London
Stage Start-up. First contract in Jan 06. Incorp in Sept 05.
Funding required £700,000



Cellfire was founded in September 2005 after 18 months of research to address mobile phone security from current and future threats. The company's first product, SecureVoice, is a software programme that can be installed on mobile phones to encrypt end-to-end phone calls and make them secure. Currently, GSM Voice calls are sent un-encrypted (only the radio link with the base station has some sort of encryption) and can be easily intercepted with commercially available equipment. Due to computing constraints, current solutions are hardware-based or implemented using proprietary handsets, which are priced at around £3,000 per pair of handsets (both the sender and receiver requires an appropriate handset). Cellfire's software solution can be installed quickly on any mobile phone and allows maximum flexibility and ease of use. The target clients of SecureVoice fall into the following two categories:(a) direct users e.g. law firms and banks, (b) distributors e.g. mobile phone operators which will want to offer SecureVoice to its end users. The founding team and advisory board comprises world class IT security experts. www.cellfire.co.uk

Contact Oliver Woolley, 020 7348 6171, oliver@envestors.co.uk **Min. Subscr** £50,000

Company name UBJ Ltd
Sector Blackjack software
Location London
Stage Start-up
Funding required £100,000



UBJ Ltd is a new gaming software provider aimed at existing gamblers who want a more entertaining and realistic experience, combined with the opportunity to win more as a player or as the House. As customer acquisition is expensive, UBJ is pursuing a white-label strategy (licensing) to existing betting and gaming companies with large customer bases, as the fastest and most cost effective route to market. The BlackJack market is huge, (estimated to be worth between \$1-3 billion in 2005). There are a number of online gaming companies and so UBJ focuses solely on delivering a far superior offering in one game: BlackJack. The UBJ team has gaming, operational, marketing and technical skills and experience to deliver the business plan. The founder, Francis Steiner MBA (London Business School), was at PwC & Deloitte, as a strategy consultant to various gaming companies such as Rank, Camelot, Gala, William Hill and Paradise Poker. UBJ Ltd is in final discussions to go live with its first client in March 2006. www.ublackjack.com

Contact Nick Taylor, 020 7348 6171, nick.taylor@envestors.co.uk **Min. Subscr** £20,000

Presented on
25th January

INVESTORS NEWS: FEB/MAR 2006

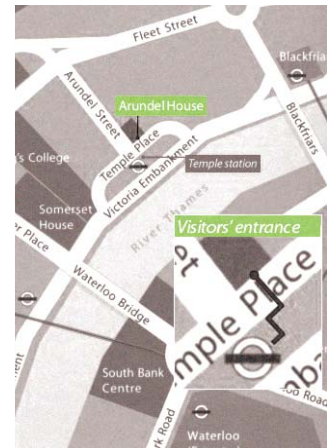
Our 'Next Big Thing Event' on Wednesday 25th January, was attended by 68 people (42 investors and 26 guests). The evening took place at the Commonwealth Club, near Trafalgar Square. The companies presenting were: UBJ Ltd, Intrepid Investments, Morning Papers, Trace TV and ZigZag Coffee.



Diary

"The next big thing..." evening, Wednesday 15th March, 6.30pm to 9pm (presentations from 7pm (sharp) to 8pm). **Place:** Arundel House, **Tube:** Temple (The International Institute for Strategic Studies, with splendid views of the Thames) 13-15 Arundel Street, Temple Place, London WC2R 3DX

- The event will feature up to six companies looking to raise finance; each one will make a 10 minute presentation
- There will be food and wine and a chance to mix with other investors as well as to meet the companies themselves
- Numbers are limited to 80 guests, so please book early, by contacting Pattie Mason at pattie@investors.co.uk or 020 7348 6171



Funding Closed

THE FOLLOWING INVESTMENTS HAVE BEEN MADE THROUGH OUR NETWORK IN DEC/JAN 2006:

GoCycle: £372,000 closed on 20th January 2006. GoCycle presented at our event on 23rd September 2005 and managed to close equity funding from 12 investors.



Other News

We are delighted to announce that Baker Tilly is sponsoring Investors in 2006. Baker Tilly is the seventh largest accountancy practice in the country and we are very pleased they are supporting us in offering a full range of tax and accounting services to both early-stage ventures and investors.

If you have any queries relating to tax or accounting such as EIS, please contact one of the Investors' partners, or email David Blacher, Partner at Baker Tilly at david.blacher@bakertilly.co.uk.



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 businesses.

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

Circulation

344

Private investors	138
Investment fund managers and business angel networks	58
Banks	15
Professionals e.g. accountants and lawyers	133
No of business plans reviewed in December/January 06	62

INVESTORS: THE TEAM

Oliver Woolley,
Scott Haughton,
Bob Taylor,
Pattie Mason
and Nick Taylor

(Left to right)

