

# INVESTOR BULLETIN

## SEPT/OCT 2006

# en vestors



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NICK TENTIS



BAKER TILLY

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V22  
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The Pool



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matching entrepreneurs with investors

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**Company name** thebigspace ltd  
**Sector** Interactive design & technology  
**Location** London/Milan  
**Stage** £725k sales, profitable/expansion  
**Funding required** £2.5 million



Founded in 2002 by Dick Lockard and Robert Le Quesne, thebigspace recently acquired Acquility Solutions Ltd (experts in the field of retail & fashion technology), gaining the commercial savvy of Frank Dekker and experience of Harold Tillman (chairman of Jaeger) and Andrew Mackenzie (president of Alders) as investors. thebigspace is now an emerging world leader in the field of Experience Design. thebigspace design and create experiences, establishing emotional bonds between brands, spaces and their customers. Solutions include: interactive store window displays, allowing consumers to see, smell, hear, and interact with a retailers brand '24/7' by simply touching the shop-front window; sound reactive surfaces that communicate brand messages through vision, sound and smell when consumers walk past; interactive mirrors that transform into displays, providing customers with relevant product information as well as the ability to 'try' different looks before purchasing; interactive clothes hangar & tags, that when picked up in-store communicate product information and complimentary products etc. Clients include Sainsbury's, TopShop, Jaeger, Harrods, Alfa Romeo, Levis, Illy, Prada, Lancia, and thebigspace intends to secure a PLUS markets (formerly OFEX) or AIM listing early in 2007.

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

**Company name** Porcellio Ltd  
**Sector** Amphibious leisure tours  
**Location** London/Devon  
**Stage** Start-up  
**Funding required** £500,000



Porcellio Ltd manufacture amphibious vehicles to modern safety & regulatory standards, based on the famous WWII DUKW design. They also operate a unique amphibious leisure tour in the historic naval centre of Plymouth (trading as Ducks-n-Drake Tours - www.ducks-n-drake.com) and now wish to establish another at Greenwich, London taking immediate advantage of the locations' Olympic and leisure re-development (as Meridian Duck Tours). Porcellio was established by Howard Slater, the founder of the successful London Frog Tours (which he has now sold), but which still operates original un-modernised DUKW's in Central London and which carried c.37,000 passengers in its first year. Each tour is highly cash generative, operating for 8 months each year, offering up to 10 tours per day at each location, charging c.£15 per head. Target consumers include tourists, day-trippers, families, birthday parties and corporate hospitality. The tours, with full approval and support from all relevant local & maritime authorities, offer an exciting "road and water experience" alternative to traditional bus tours. The intention is to launch further amphibious operations in other cities and locations, both here and abroad. Funding will be used to manufacture vehicles for Greenwich.

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

**Company name** NICK TENTIS  
**Sector** Fashion design & manufacture  
**Location** London  
**Stage** Expansion  
**Funding required** £250,000

N I C K T E N T I S

Nominated for menswear designer of the year by GQ Magazine and selected by Harrods as one of Britain's ten best designers, along with Paul Smith and Vivienne Westwood, NICK TENTIS is a fashion business specialising in luxury men's clothing and accessories. A cross disciplined business designing, manufacturing and selling premium quality men's ready to wear clothes, shoes and accessories as well as offering bespoke tailoring. With a mission to become the number one British designer clothing label worldwide, NICK TENTIS has to date received favourable press and celebrity endorsement. The NICK TENTIS men's collection is currently featured at Harrods in London, and in September a new women's line will be launched alongside Vivienne Westwood in conjunction with Bodymetrics, through a highly innovative digital body scanning made-to-measure tailoring service. Additional high profile stockists of the men's line include Isetan in Tokyo and from 2007, Barneys and SAKS in New York. NICK TENTIS is seeking funding to expand quality wholesale distribution internationally, establish a flagship store in London and secure lucrative licensing agreements for ancillary products. NICK TENTIS is progressing a PLUS markets listing (formerly OFEX) in early 2007.

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

**Company name** The Muse Corporation Ltd  
**Sector** Leisure and entertainment  
**Location** Piccadilly Circus, London  
**Stage** Post development, pre-revenue October 2006  
**Funding required** £450,000



Amora London is a world-class visitor attraction in the Trocadero near Piccadilly Circus dedicated to human sexuality and relationships. The 10,000 sq ft site provides a comfortable, upscale and non-pornographic environment where people can broaden their knowledge about mankind's most basic preoccupation in a fun and entertaining way with state-of-the art technology and sensory stimulating content. Rated by Visit London, the official visitor organisation for the capital, as the "most important attraction to open in London since the London Eye" it is also supported by Relate Counselling and the Terrence Higgins Trust. This is a serious business proposition headed by a skillful management team, which addresses a real gap in London's tourism and leisure market. The attraction aims to be highly cash generative and scalable to other locations in Europe and there will be opportunity for exit via flotation as early as Year 2 if visitor numbers increase as planned. The first investors, including Jon Moulton of Alchemy, invested £1.3m to acquire the premises and build the attraction; now from the second fundraising of £700,000 to close in October £450,000 is available for new investors.

**Contact** Nick Taylor, 020 7240 0202, nick.taylor@envestors.co.uk **Min. Subscr** £25,000

**Company name** V22 Plc  
**Sector** Contemporary Art  
**Location** London  
**Stage** Early stage  
**Funding required** £500,000



V22 is a new company established to create an international contemporary art collection. The contemporary art market in London is flourishing, with high financial returns achieved over the last few years. Art will be purchased advantageously from leading artists paid with a mix of cash and V22 shares and then sold at opportune times to realise profits. The strong management team is led by Tara Cranswick, an artist herself, and in-house art consultant Tom Rowland who previously headed up the Saatchi Gallery. Investors are invited to subscribe for new shares at 4p each and are also entitled to lease Artworks from the company at preferential rates. Shares will be eligible for investment by self-invested personal pensions (SIPPS) attracting tax relief at 40% for higher rate tax payers and may also qualify for business asset taper relief. V22 seeks to raise £500,000 to supplement its recent OFEX/Plus listing and is the first company to offer a trading facility for shares in an art collection. [www.v22collection.com](http://www.v22collection.com)

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

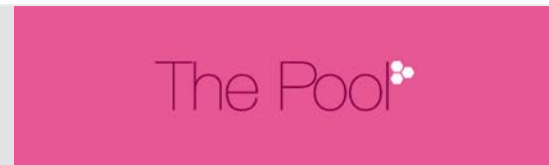
**Company name** Horace Design Ltd  
**Sector** Jewellery  
**Location** London  
**Stage** Early Stage  
**Funding required** £150,000



Horace designs and manufactures an extensive range of silver jewellery with contemporary appeal which is retailed through its first shop in Portobello Road and on-line via the Horace website. In a sector dominated by "cheap and cheerful" chains at one extreme, and diamond and Rolex shops at the other, there is an absence of mid-market branded retailers providing high quality and leading-edge design at an affordable price. The company is already profitable on low-level turnover, with additional production capacity available to increase sales. There is also an unexplored opportunity to market the brand wholesale as well as develop the brand internationally. The management team and founders, who have built and funded Horace so far, are creative and commercial, with a clear understanding of their market. Investment is sought to expand the business by adding higher-ticket gold and platinum to the product range and increasing the number of outlets selling Horace products. [www.horacedesign.com](http://www.horacedesign.com)

**Contact** Nick Taylor, 020 7240 0202, [nick.taylor@investors.co.uk](mailto:nick.taylor@investors.co.uk) **Min. Subscr** £20,000

**Company name** The Production Pool Ltd  
**Sector** TV & film production management software  
**Location** London  
**Stage** Start-up  
**Funding required** £250,000



Those working in the production of films, commercials and TV will wonder how they could have organised their lives without the online production management software developed by The Pool. Currently, people use Excel for budgeting, Filofax for contact management and directories for information. The Pool replaces and improves on all of these and enables the producer to work more efficiently and communicate with clients, crew and suppliers more effectively. The software has been developed by David Robins and Bill Garnett who have many years' experience in all sectors of the production business. They worked together at SVC Television which was a leading post production company, where David was the Managing Director for four years. Strong interest in subscribing to The Pool has been expressed by producers from the world of commercials, broadcast programmes and corporate videos. Revenue is derived from a combination of monthly subscription and advertising. A beta version can be seen at [www.theproductionpool.com](http://www.theproductionpool.com). The company seeks finance to complete the software development ahead of a hard launch in February 2007.

**Contact** Oliver Woolley, 020 7240 0202, [oliver@investors.co.uk](mailto:oliver@investors.co.uk) **Min. Subscr** £20,000

**Company name** Community Waste Ltd  
**Sector** Recycling and Waste Management  
**Location** London and Milton Keynes  
**Stage** Est 1999. £5m t/o. Profitable  
**Funding required** £1 million



Community Waste Ltd is in the business of sorting and re-selling waste ("commingled dry recyclables"): their sales have increased year-on-year from £527k in 2001/2 to £5.1m in 2005/6. Community Waste Ltd was formed in 1999 as a 50-50 Joint Venture between Cutts Brothers (Doncaster) Ltd, which has operated waste paper processing factories in Yorkshire for two generations, and APG Atlantic Paper Ltd which has specialised in waste paper trading for over 20 years. This unique joint venture of waste paper processing (Cutts) and waste paper trading (Atlantic Paper) has enabled Community Waste to win contracts to process Commingled Dry Recyclables (70% of which is waste paper) on behalf of UK Local Authorities. Community Waste Ltd also built and now operates what is today one of the most technologically advanced Materials Recovery Facilities (MRFs) in the country on behalf of Milton Keynes Borough Council. The Company now seeks funding to build upon its expertise in MRFs and its knowledge of the waste market to develop its own "merchant" MRF in order to target other local authority contracts.

**Contact** Oliver Woolley, 020 7240 0202, [oliver@investors.co.uk](mailto:oliver@investors.co.uk) **Min. Subscr** £100,000

### “How to Invest as a Business Angel”

On 4th July, Envestors and Coutts & Co held an entertaining evening for those interested in investing £20,000 plus in unquoted, early stage businesses, under the Enterprise Investment Scheme (EIS). As well as helpful tips and hints on how to build a portfolio of investments, there were tales of successes and mistakes from an experienced business angel.

If you could not make this event and are interested in attending a future “How to Invest as a Business Angel” seminar please contact Scott Haughton [scott@envestors.co.uk](mailto:scott@envestors.co.uk), 020 7240 0202.



### Diary

**“The Next Big Thing” event**, Wednesday 6th September, 6pm to 9pm, (presentations from 6.30pm (sharp) to 8pm). **Place:** Chandos House, 2 Queen Anne Street, London W1G 9LQ, **Nearest Tube:** Bond Street

- The event will feature up to six companies looking to raise finance; each one will make an eight minute investment pitch, with two minutes Q&A.
- There will be a **BBQ** on the terrace (weather permitting) and a chance to mix with other investors as well as meet the companies themselves.
- Numbers are strictly limited to **60 guests**, so please book early by contacting Pattie Mason at [pattie@envestors.co.uk](mailto:pattie@envestors.co.uk) or 020 7240 0202.



### Deals Completed

**Grandstands Worldwide:** Grandstands Worldwide presented at our event on 15th March 06 and closed funding of £250,000 through our investors. The company has developed an innovative temporary grandstand seating system made out of modified shipping containers. Compared to existing demountable structures, which are manually assembled and notoriously accident prone, Grandstands Worldwide have a system which is around 10 times faster to assemble, 10 times cheaper in labour terms and 10 times stronger.

**EveryClick.com:** EveryClick.com is the search engine which gives half of its revenue to charity. The company presented at our event on 15th March 06 and has closed, so far, £1,013,050 of its £1.5m funding requirement. If you are interested in investing in EveryClick.com, please contact Oliver Woolley.

**Schooltrip.com:** Schooltrip.com, the one-stop-shop for schools organising school trips, presented at our event on 23rd November 2005 and have closed funding of £250,000. Envestors acted as corporate finance advisors.



### Other News

**British Venture Capital Association.** In July 06, Envestors joined the British Venture Capital Association, the industry body for the UK private equity and venture capital industry. The BVCA has over 23 years’ experience representing the industry, which currently accounts for 51% of the whole of the European market, to government, regulatory bodies and the media. The BVCA promotes the industry to entrepreneurs and investors, as well as providing services and best practice standards to its members.

**ShareMark.** Envestors has joined the ShareMark advisers’ network, ShareMark is a simple, cost effective and flexible stock market for infrequently traded shares or loan stock. It provides shareholders with an exit route and valuation mechanism, and can be used to introduce new investors. “We have known Envestors for quite some time and are delighted they have joined our network” says Emma Vigus from ShareMark.



### About Envestors

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

**Envestors Private Investor Club** which is a growing private network of individuals looking to invest between £20,000 and £2m in early-stage, high growth potential companies.

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

### INVESTORS: THE TEAM

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



### Circulation

	<b>468</b>
Private investors .....	<b>312</b>
Investment fund managers and business angel networks .....	<b>58</b>
Banks .....	<b>15</b>
Professionals e.g. accountants and lawyers.....	<b>83</b>
No of business plans reviewed in June/July '06 .....	<b>182</b>