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Company name Amano Cafes Limited
Sector Cafe/restaurant
Location London
Stage Achieving sales, expansion (£1.4m sales 2007)
Funding required £1m (£400,000 already raised); (£1.45m funding to date)



Amano is a continental style, all-day café: coffee bar in the morning, takeaway and eat-in sandwich bar at lunch and destination pizza restaurant and bar in the evening. Voted one of 3 UK 'Hot Concepts' at Restaurant 2007, a short-listed finalist at the Retailers' Retailer Awards 2008 and a nominated finalist at the Sandwich Bar of the Year Awards 2008, Amano is the only emerging 'all-day' café brand to maximize the revenue-generating potential of a lunchtime sandwich operation. At the heart of the concept is an artisan approach to familiar 'fast-foods' and the centrepiece motif is a stone-bake oven where flatbreads are continuously baked from scratch. Operating now from 4 sites in London, with current annualized sales of £2.4m, Amano has raised £400,000 of the £1m it is now seeking to roll-out a further 3 sites with the continued backing of The Capital Fund, to take it to the 'proven' platform needed to attract significant private equity for national roll-out. CEO Jonathan Cooper, was formerly founder of EAT and led the operational set up of the market-leading central European coffee bar chain, coffeeheaven. The Board is Chaired by Michael Anderson, an experienced early-stage investor. www.amanocafe.com

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

Presenting on
7th May

Company name Life's Liquid Limited (t/a Islandrive)
Sector Innovative drive-thru coffee retail
Location Essex
Stage Early stage- revenue generating
Funding required £750,000 (£350,000 equity & debt seed funding to date)



In November 2007, Islandrive opened the UK's first drive-thru coffee kiosk at West Thurrock Retail Park (Lakeside) Essex. Customers are able to drive-up or walk-up to purchase top-quality own-label food and beverage products, including organic espresso based speciality coffees, fresh fruit smoothies, hearty sandwiches, indulgent pastries and healthy kids' meals. The innovative Islandrive concept caters to people out-of-town and on-the-move. Uniquely, the business has forged strong strategic agreements with Colliers CRE and institutional landlords, including Capital & Regional. Islandrive design and build each new drive thru unit which is ultimately funded by the landlord. In a strained economy, coffee has rapidly become viewed as the safe bet by landlords seeking to enhance their retail tenant mix. The business understands how to maximise value on new and existing retail parks, aligning with the landlords desire to fuse fashion, leisure and bulky goods across their portfolios. The business, which is led by a highly committed and well balanced management team, is now seeking to raise £750,000 to secure a further 8 identified trading sites. Ultimately Islandrive is seeking to roll-out 45 sites across the UK, at which point a trade sale is a very realistic option. www.islandrive.com

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Presenting on
7th May

Company name ALLDOG Bakery
Sector Healthy treats and food for dogs
Location London
Stage Early revenue
Funding required £200,000



ALLDOG Bakery does what is says on the bag: it produces and sells a range of premium healthy biscuits for dogs, using all-natural and organic ingredients. The range consists of vegetarian, meat and holistic biscuits in a variety of shapes and sizes. In the US, the dog biscuit market is huge: Three Dog Bakery started at the kitchen table and is now a \$100m business. The business was started by Jonathan Zlotolow together with ALLDOG, a dog grooming and walking business in Fulham. Jonathan is a dog-lover (strangely enough) with a sales and marketing background working for companies such as Aston Martin. The business is still early-stage (current turnover around £1,500 per month), selling through petfood retailers, delicatessens and department stores (Selfridges), but Jonathan is currently talking to two major resellers (each with over 200 stores) who have expressed interest in stocking ALLDOG Bakery products. The business has been self-funded to date and seeks capital to ramp up production capacity, finance stock and to recruit a delivery driver and sales person. An exit is envisaged through trade sale to one of the leading dog food manufacturers such as Pedigree or Mars. www.alldogbakery.com

Contact Oliver Woolley, 020 7240 0202, oliver@envestors.co.uk **Min. Subscr** £20,000

Company name Verteka Ltd
Sector Construction
Location Surrey
Stage Early stage. t/o £400,000 for 07/08
Funding required £400,000 (250k debt already committed)



Verteka Ltd has developed a technique for pre-fabricating key concrete structural elements in new buildings. Typically these include the lift cores, stair cores, shear walls and columns. Fabrication is undertaken off-site in a workshop controlled environment. Compared to traditional on-site shuttering and steel fixing, Verteka's technique enables site construction rates up to 5x faster, providing significant cost benefits, as well as de-risking deadline commitments (e.g. Olympics, education facilities etc.) It also addresses the growing issue of increasing cost and decreasing supply of appropriately skilled site labour. The product, called Permanent Structural Formwork (PSF), has been successfully developed and taken to market during 2007 and 2008. The company has a growing sales pipeline, with a number of sites in and around London currently taking their products. The founders developed a similar product for Corus (Bi-Steel) subsequently setting up Verteka to focus on the relatively untapped market of medium-rise (5 to 15 storey) residential buildings. An enhanced product has been designed and will soon be available to service larger building projects as well as commercial structures.

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

Presenting on
7th May

Company name V Eight Ltd
Sector Classic Car Re-Engineering
Location Cropredy, Oxfordshire
Stage Expansion (Trading since 2003)
Funding required £500,000



V Eight Ltd specialises in the bespoke engineering of classic car marques. Based at Cropredy Bridge, widely acknowledged as the world heritage centre for Jensen Cars, the company has been looking after the Jensen fleet for over 35 years. Now the company has developed the Jensen Interceptor S and the limited edition production is already in great demand with nearly 50% on order or in production. V Eight have many future 'Classic' opportunities such as the exclusive rights to manufacture a replica D-Type Jaguar, a major conversion package to upgrade and extend the life of Morgan roadsters and a new entry level 'super car' concept in design. The uniquely qualified senior management team is well connected to Aston Martin and Morgan cars and in addition there is a strong engineering team constantly reviewing how modern technology can be introduced to classic and modern vehicle projects. V Eight seeks new investment of £500,000 with the benefit of EIS to expand the business and grow turnover from more than £2m this year to over £7m pa. www.jensen-cars.co.uk

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

Presenting on
7th May

Company name Trinity Filmed Entertainment Ltd
Sector Film Distribution
Location London
Stage Early stage. t/o £250,000 for 08/09
Funding required £750,000



Trinity Filmed Entertainment Ltd is a film distribution company focusing on the niche but profitable segment of the independent film market. Over the past five years, the UK film entertainment market has grown rapidly, with the independent sector leading the way and success has been demonstrated by the significant M&A activity taking place in this area. The company has developed an original approach to promoting and managing the UK distribution rights to independent film productions and will exploit the conventional channels of cinema, broadcast, as well as DVD rentals and sales. Their latest film, released in March, is expected to be in profit by Sept and can then look forward to a 'long tail' of recurring sales revenue over the next 15 years. The company is also looking to benefit from the shifting pattern of consumer behaviour towards content that works well through video on demand (VOD) and the internet. The company, led by an experienced management team, has already secured the exclusive rights to 5 titles including one recently nominated for an Oscar at the 2008 ceremony. The company looks to expand this to 24 titles over the next 2-3 years.

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Presenting on
7th May

Company name Creativity Software
Sector IT/Location based applications
Location London
Stage Expansion
Funding required £1.5mn (£1mn pledged)



creativity software

Creativity Software produces location based services - mobile and broadband based software applications that identify the location of people, places and assets. This global market is currently valued at \$9bn and forecast to grow to \$20bn by 2012. The company is in profit and has completed the development of its products, which include sophisticated remote worker management, vehicle tracking, mobile travel and family finder solutions. Current customers include Motorola and Samsung, as well as mobile network operators in UK, Asia and Central America. Its enterprise customers include BP and Transport for London. Funding is required to increase share of this rapidly growing sector. This is a high margin business (85%) with a sales pipeline of £6mn, although the sales cycle can be up to 12 months. The business needs resource to process sales and to manage accounts, with the aim of increasing recurring revenues (currently 55%) from existing customers and contracts. The business is led by a strong team with blue chip executive, international technology experience (Microsoft, IBM, Vodafone and Intel). They also have experience of exiting a VC backed MBO. The business aims to exit forecast in 2011-2012.

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

Company name The Ubuntu Trading Company Limited
Sector Soft drinks & beverages
Location London
Stage Early stage, revenue generating
Funding required £750,000 (£335,000 equity & debt seed funding May 2007)



With the objective of becoming the UK's leading Fairtrade brand, Ubuntu has launched the first cola that applies 70% p.a. Fairtrade growth to a £1.9 bn UK market. In consumer research Ubuntu Cola matched/outperformed Coke & Pepsi on all key measures. "ubuntu" expresses the concept of human interdependence: "I am what I am because of who we all are," and the brand is underpinned by a robust Fairtrade proposition, distinctive design and quality product. Launched in September 2007, Ubuntu Cola has established a 'first to market' position and is currently distributed via 10 wholesalers to 200 accounts, including universities, contract catering (Google, Procter & Gamble staff restaurants), cafes (John Lewis), bars, restaurants and shops. Additionally, significant unanticipated international demand has derived from Sweden, Norway and others. An innovative consumer marketing campaign will be launched in 2008 featuring Andy Cato of Groove Armada. The business also features an impressive management team including MD Miranda Walker (previously held senior positions with Ogilvy & Mather, Saatchi & Saatchi and Leo Burnett), FD Phil King (previously FD with Cafedirect), and Operations Director Philippe Sibaud (extensive senior operations/logistic experience with TOTAL).

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Presenting on
7th May

INVESTMENT OPPORTUNITIES

INVESTOR MEMBERS' BULLETIN SPRING 2008

WHERE ARE THEY NOW? AN UPDATE ON THE COMPANIES THAT PRESENTED AT OUR 'NEXT BIG THING...' EVENT ON 23RD JANUARY 2008



Yellow Culture Ltd. - OPEN. (Healthy food options for children). www.thegoodfoodvillage.co.uk - Contact Bob Taylor at Investors.



Disenco - OPEN. (Energy: micro Combined Heat and Power plant). Currently in middle of funding round via Canadian investors. www.disenco.com - Contact Bob Taylor at Investors.



Quadriga Car Club - CLOSED. (Private members supercar and eco-car club). Following the event, Sanjin and Stas entered into discussions with a single investor who, as a successful entrepreneur with experience in the motor industry, has joined the board to strengthen the team. www.quadrigaclub.com - Contact Oliver Woolley at Investors. Please see our special offer below.



Stravcon - OPEN. Chinese Life Sciences trade and technology platform ready to go with 5 exclusive MUs in place with leading Chinese Pharmaceutical companies. In the light of feedback from investors the company have reduced the initial investment amount required to £750,000 and linked the valuation to performance milestones. www.stravcon.com - Contact Nick Taylor at Investors.



CJV Design - ALMOST FUNDED. (Digital marketing services). Currently in discussion with a potential partner and investor from the trade. There is a proposal for £250,000 on the table and further £150,000 of equity investment under EIS is needed to close the deal. www.cjvdigital.com - Contact Nick Taylor at Investors.



Tipped - OPEN. (Directory search service through referral). We have current offers of £260,000 (debt and equity) of the £400,000 required to help Joel Brazil get this business flying. www.tipped.co.uk - Contact Scott Houghton at Investors.

MORE COMPANIES NEWS:

GRANDSTANDS WORLDWIDE - SEEKING SECOND ROUND FINANCING. (Temporary grandstand seating). After raising finance from the Investors network in 2006, the company expects to turn over £500k this year. The company is seeking further investment of £250,000. Existing shareholders are supporting the round with further investment. The company has held various discussions with the Olympics procurement team. Contact Bob Taylor at Investors. www.grandstandworldwide.com

GO-CYCLE - SECOND ROUND FUNDRAISING CLOSING. (Urban electric folding bicycle) The business is in the process of closing further finance of £1m to expand the business and finance an order for 3,000 cycles to hit UK shores. Contact Nick Taylor at Investors.

QUADRIGA CAR CLUB (Private members supercar and eco-car club). The Investors team have bought a membership for this exciting venture, and we have negotiated a special offer that includes waiving the £2,000 joining fee and a 10% discount on first year's membership fees for any Investors Members who join the club before the end of May. Please contact Oliver Woolley for more details.

MEDICAL PHONE - CLOSED. (Unique fully-featured smartphone designed to support medical decision software). Closed finance of £535,000 which is sufficient to progress the business. They are looking for a further £200,000 to accelerate growth. www.themedicalphone.com - Contact Nick Taylor at Investors.

"THE NEXT BIG THING..." EVENT, ON WEDNESDAY 7TH MAY 2008

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

Place: Courtts & Co., 440 Strand, London WC2R 0QS **Nearest Tube:** Embankment/Charing Cross

VANTIS TO SPONSOR INVESTORS LLP

We are delighted to welcome Vantis on board as our latest sponsor of Investors. The topline is that Vantis plc is an AIM listed UK accounting, tax and business advisory group with a team dedicated to working with companies seeking a listing. More importantly for us is that they are an enlightened crowd of people, who are just as interested in supporting and nurturing early-stage high growth ventures as we are. We feel they considerably strengthen our offering to both entrepreneurs and investors.



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	356
Investment fund managers and business angel networks	65
Banks	18
Professionals e.g. accountants and lawyers	89
No of business plans reviewed in Mar/Apr '08	193

528

INVESTORS: THE TEAM

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

