

Milk juice from the rubber tree had for centuries been used by the Central and South American Indians to make garments. They even made rubber bottles. One day, around 1820, Thomas Hancock of London held one of the bottles in his hand and realised that if sliced up it could be inserted into garters and waistbands. About 25 years later, another Englishman, Stephen Perry, patented the rubber band - a now indispensable part of our everyday lives.



For investors looking to invest upwards of £20,000 email: investors@envestors.co.uk or call: +44 (0)20 7240 0202
For companies seeking finance of up to £2,000,000 email: funding@envestors.co.uk or call: +44 (0)20 7240 0202

Wealth warning: The content of this Investor Bulletin has not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000. As such, this Investor Bulletin can only be viewed by "Eligible Recipients" as defined by the Financial Services and Markets Act 2000 ("FSMA"), which include the following: (a) Persons with professional experience in matters relating to investments of the type described as described in article 19 of the Financial Promotion Order; or (b) Persons of the kind described in article 48, 49 (2), 50 and 50A of the Financial Promotion Order; or (c) Any other persons to whom this document may be lawfully communicated. Investment in the types of businesses featured in this Investor Bulletin carries high risks as well as the possibility of high rewards. 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 Investor Bulletin, individuals are strongly advised to verify all material facts and information for themselves. For more information, please visit www.envestors.co.uk/20/MembershipCriteria.html

sponsored by:



PAYNE HICKS BEACH
Solicitors



SURFACE GENERATION
— Changing the Face of Cooling —



Company name DIY Kyoto Limited
Sector Innovative energy saving products
Location London
Stage Achieving sales, £500,000 in 2008
Funding req' £500,000 (£100,000 secured)
Board req' NED Chairman

diy kyoto



DIY Kyoto create beautifully designed products to help people understand and control their personal impact on the environment, reducing electricity costs by up to 20%. Founded in 2005 by three leading designers from the Royal College of Art, the company's innovative and award-winning products "wattson" and "holmes" combine Apple styling with serious energy saving functionality, and are aimed at the growing number of eco-conscious consumers and also for utility companies. With over 7,000 units already sold, distribution has extended to Ireland, Australia and SE Asia, with an imminent order for 5,000 expected from South Africa and strong interest from the USA. A paid R&D project is reaching conclusion with a European utility company with an expected opening order of 3,000 units for September and the commercial rights to sell this advanced new product worldwide. DIY Kyoto is about more than monitoring electricity usage – in the medium and long-term, the brand will be extended to include a range of energy saving products to enable consumers to take further steps to reduce energy bills and environmental impact. www.diykyoto.com

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

Presenting on
18th March

Company name Applied Design and Engineering Limited (t/a Adande Refrigeration)
Sector Innovative sustainable refrigeration
Location Suffolk
Stage Achieving sales (c. £400,000 2008), expansion
Funding req' £2m (£200,000 secured)
Board req' N/A



Adande has developed innovative, patent protected and award winning disruptive technology for sustainable refrigeration. With an energy cost saving of up to 57%, over 500 Adande units have been sold to date to customers including Michelin starred restaurants, fast food chains (including McDonalds, KFC and Burger King), regional pub chains, institutional & retail caterers. The key fast food sector is growing strongly. The business offers genuine scalability with product benefits also applying to refrigeration in the retail, pharmaceutical, medical and household markets. A major player within the global household market (worth c.£15bn annually) is evaluating the technology. Further energy saving technology for retail display is in development. The company founders Ian Wood, MD and George Young, Ops Director have strong engineering pedigrees and are supported by Nigel Bell, Executive Chair, a senior general manager ex Shell who has invested in and chaired other expansion businesses and Jeff Archer, Sales Director who founded and sold M&J Seafoods (catering distributor) with revenues of £80m. Funding is required to invest in sales and marketing, increase manufacturing capacity and efficiency to ensure demand is met. A viable trade exit exists e.g. Enodis sold for 16x earnings. www.adande.co.uk

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

Presenting on
18th March

Company name Fusion Events
Sector Event mobile catering specialists
Location Oxford
Stage Established. £1.1m t/o
Funding req' £300,000
Board req' Individuals with experience in event catering



Fusion Events specialise in event mobile concession catering and have 12 fully-liveried mobile catering units which operate at sporting venues e.g. Twickenham Rugby Ground and events e.g. Reading Festival. Many catering businesses have spent significant amounts in buying a smart-looking mobile catering unit, only to discover that operating the unit, as well as dealing with event organisers and venues, is significantly tougher than it looks. As such, a number of caterers have given their mobile units to Fusion Events to run, in return for supplying stock. Fusion events have developed good relationships with a number of event organisers and venues around the country and have a contract with Sodexo and Compass, the two largest corporate caterers, to provide mobile catering units. The venues prefer dealing with Fusions Events, over an individual operator, as they only have to deal with one operator who can supply up to 12 branded mobile catering units e.g. The Italian Café and The Organic Farmhouse Grill. Fusion Events has doubled turnover each year for the last three years, to £1.1m, and is now looking for finance as well as skills to help build the business. www.fusioneventsuk.co.uk

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

Presenting on
18th March

Company name Surface Generation Limited
Sector Manufacturing technology
Location Rutland
Stage Trading
Funding req' £450,000
Board req' TBA



Surface Generation was founded in 2002 as the first spin-out from PERA with Cambridge University to become a world leading composites tooling company. Its key advantage compared to conventional mould tool manufacturing is time saving and increased flexibility. The company's technology reduces customers' mould costs by up to 90% and time to market by up to 40% thus making it simply more efficient than alternative methodologies. With increasing emphasis on fuel efficiency, manufacturers of ground and air transportation are increasingly looking to lightweight materials to meet performance, cost and emissions targets. The world-wide composites industry is valued at £32 billion and the company has targeted the Automotive and Aerospace segments with a blue-chip partner base which includes Boeing, Airbus, Bentley and GKN. The strong Management team anticipate significant growth to £2.1m PBIT over the next four years and now seek to raise an additional £450,000 under EIS to complete the current fundraising of £750,000. The funds will be used to increase management resource, build larger manufacturing facilities and put in place the resources to generate sales. www.surface-generation.com

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

Presenting on
18th March

Company name Whatafind.com
Sector Online retailing, surplus clearance of high street brands
Location London
Stage Trading, early stage
Funding req' £600,000
Board req' Non exec FD.Digital Retail Marketeer. Technology Specialist



Whatafind.com offers a discounted online channel for branded high street names to clear surplus inventory and stock without diminishing current store offerings, brand or existing price points. Returns and overstocks are a growing problem for retailers due to increased internet ordering and the merging of the seasons. Whatafind.com currently focuses on the furniture and homeware sector and has already signed up brands such as Conran, The Cotswold Company and Feather and Black. For the consumer, the company delivers high style at low prices, offering high quality brands that are truly discounted (reduced by 40% to 70%). The site is sophisticated, yet easy to use, with only 4 clicks to a sale. All products have detailed descriptions and clear pictures, ensuring transparency. The opportunity is substantial with surplus stocks in UK homewares & furniture market amounting to approx. £5 billion pa. Furthermore, Whatafind.com is one of the few companies benefiting from the worsening economic climate. Whatafind.com was launched in Oct 2008 and with a proven concept, the management is now looking for funds to grow the business. www.whatafind.com

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

Presenting on
18th March

Company name The Travel Editor.com
Sector Travel itineraries created by travel writers
Location London
Stage Trading, early stage
Funding req' £350,000
Board req' Non exec FD, Online media/brand director



TheTravelEditor.com is pioneering the use of travel writers to create insightful travel reviews that can double up as travel itineraries for discerning travellers. Typical customers are intelligent, tech-savvy, higher disposable income individuals who hate to follow the crowd, but are short of time to create their own travel plans. The online site publishes the authoritative travel information, including hotel and restaurant reviews, and readers have the option to purchase a trip based on the itinerary described in the article. TheTravelEditor.com is the complete opposite of mass market user review sites like TripAdvisor. Instead it has hand-selected 40 of the best travel writers from print, broadcast and digital media to give personal recommendations on the best places to stay, eat and go. The Travel Editor is a passionate, stylish, expertly written and media rich experience available online and on mobile. Using marketing partnerships with major brands, the company drives traffic to its site where it is monetised from advertising, affiliate click-throughs and sales of premium content and services. www.thetraveleditor.com

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

Presenting on
18th March

Company name FDU Ltd (t/a fd unlimited)
Sector Professional Services
Location London
Stage Early Stage, Trading (t/o c.£500,000 p a)
Funding req' £400,000
Board req' Professional Services NED



fd unlimited provides high calibre Finance Director services to fast growth angel and venture backed SME's. Particularly in the current economic climate, their clients can't always afford full time financial expertise or they have financial challenges which cannot be overcome with the existing team. fd unlimited provides a flexible retainer based service that adapts to clients' changing needs over time. The Management Team comprises a 20 year experienced commercial international CFO in media, technology, and retail and a 15 year experienced Search Consultant in board and executive level recruitment in technology, communications, and clean tech for global public and private companies. With an expanding client base, a strong prospect list, and multiple channels to market, funding is required to expand the head office support team, recruit full time Finance Directors and market the business. Goal is to grow a £7m t/o business with £1m EBITDA within 5 years. Exit via trade sale to a professional services conglomerate within 5 years. www.fduunlimited.com

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

Company name Rainbow Rewards INC
Sector Neighbourhood-based cash-back reward programme
Location HQ in Denver (US)
Stage \$1m t/o. (1m Cardholders signed up)
Funding req' \$10m (\$28m invested to date)
Board req' N/A



Rainbow Rewards (RR) has created a new model cash back rewards program, which uses existing credit and debit cards. It is neighbourhood-based, delivering local customers to local merchants, utilising next-generation behaviour-based marketing. It is a paperless, automated and scalable system, with patents granted in New Zealand and Australia and pending in USA and Canada. RR currently has 1 million cardholders registered to use Rainbow Rewards, and plans to have between 8 and 10 million cards by Dec 2009. A new partnership will ultimately give RR access to 75 million cards nationally. It is proven in the marketplace in Colorado (CO) and Oregon (OR) and had a marketing fee income in the year to 6/2008 of US\$1.1 million. The projected marketing fee/sales income for CO, OR and N.CA for the year to 6/2009 is US\$2.9 million and the year to 6/2010 is \$42.1 million. Breakeven is expected in October 2009. This comes from 3.4 million cardholders of which 300,000 are active with RR merchants. RR is now looking to raise \$10 million to support the next stage of its rapid expansion in the USA. RR has since inception in 2004 raised approx. \$28m, including \$2.5 m from the Founder. www.rainbowrewards.com

Contact Oliver Woolley, oliver@envestors.co.uk, 020 7240 0202 **Min. subscr** \$50,000

Attending on
18th March

Company name Flying Aces Limited
Sector Aerobatic events and media rights
Location London
Stage Achieving sales (c.£1.1m '07/'08), expansion
Funding req' £500,000 (£1.5m invested to date)
Board req' Anyone with experience in sports media rights



Flying Aces Limited is the creator and manager of global IP media rights to top level aviation sport. The four primary projects that Flying Aces has developed are: 1. Aero GP air racing series, which was successfully launched in 2005 and has since held five major grands prix which were televised around the world. In January 2009, Flying Aces were in Abu Dhabi organising the AI AIN airshow, which is a £500,000 project paid for by the Abu Dhabi Tourist Authority. 2. Television partner for the Fédération Aéronautique Internationale (FAI), the only recognised international federation in aviation sport. In 2007, Flying Aces launched a new global TV series covering all major air sports championships called "Breitling Airsports World" (sponsored by watch-maker Breitling). 3 The next World Aerobatic Championships, which will be held at Silverstone racing circuit in August 2009, is owned and organised by Flying Aces (in partnership with the FAI and The Royal Aero Club). 4. airsports.tv, an Internet TV and social networking site, launched in June 2008, is the first Internet site dedicated to air sports television and videos. www.flyingaces.co.uk

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

Attending on
18th March

Company name Lockwood Spacesaver Ltd.
Sector Waste Management
Location Hornchurch, Essex
Stage Pre-revenue
Funding req' £250,000
Board req' Part-time Finance Director



Lockwood Spacesaver machines compact drinks cans, food tins, plastic containers and glass bottles, reducing waste volume by up to 90% and the requirement for landfill. Waste will be reduced by crushing the recyclable materials at source before collections by the local authority, which will reduce collection periods, transport costs/usage and CO2 gas emissions. Apart from the environmental benefits and sheer spacesaving, there are significant cost savings for commercial customers. The Spacesaver machine is believed to be the only portable compacting machine of its kind in the world, which crushes multiple items. Lockwood needs investment to become production ready and launch in the UK later this year, before exporting internationally. The company has an experienced management team with specialist knowledge of the sector and Directors believe sales will grow quickly to £0.5m per annum within the next 3 years. www.lockwoodspacesaver.co.uk

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

Attending on
18th March

Company name Fuzzy Flights and Holidays Ltd.
Sector Travel and leisure
Location London
Stage Pre-revenue
Funding req' £100,000
Board req' TBA



Fuzzy Flights and Holidays is a travel agency dedicated to delivering 'fun value' to the student market niche. The irreverent branding is combined with a professional administration structure and is supported by a valuable reward program and carbon offset foundation. FFH will be focusing on the 300 UK universities and 2 million students plus their friends and families, many of whom are international and travel three to four times a year. Management have a strong track record in the travel industry and have contracted with Hays Travel to provide ATOL and ABTA protection and Traveltek which currently provide over 20 million holiday offers daily access to 350 global airlines and is widely recognized as the best content provider in the industry. In addition, management are already contracted to UK universities' 'corporate' travel, which will provide access to the university 'retail' travel sector. Marketing will springboard off the successful Fuzzy (Brush) brand and the high growth travel market. Sales and profits are forecast to increase rapidly because of the low overhead cost structure. Directors will be looking to realise the value of their market share through exit in a few years time. www.fuzzyflights.com

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

Attending on
18th March

Company name showmethegolf.tv
Sector Golf TV channel and social networking site
Location Haywards Heath, W Sussex
Stage Site launched in Jan 09
Funding req' £100,000 initially (followed £250,000)
Board req' Non exec Chairman and FD with relevant experience



Showmethegolf.tv is a new web-based golf TV channel and golf social networking site, targeting the millions of golfers in the UK and worldwide who want to engage with the game that they love, but currently find that existing media fails to fulfil their specific needs. The site has been built and beta-tested and in January 2009, a deal was signed to produce a series of half hour golf TV shows for Setanta's Golf Channel. Show Me The Golf is an antidote to the stuffiness that pervades most current golf media, especially on TV and the web. First and foremost Show Me The Golf is about entertainment, but is also instructive and informative, feeding the habit of every golfer from hacker to pro. The business model is primarily through advertising revenues from equipment manufacturers, fashion, clothing and footwear brands. The team comprises Tim Southwell, (Co-founder and editor of Loaded magazine. Founder and Editor of GolfPunk – the self-styled 'golf magazine for the rest of us.'), Sam Torrance (former Ryder Cup player and captain), Jay Townsend (TV and radio commentator) and John Dean, (Co-founder of GolfPunk). www.showmethegolf.tv

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

Early
stage

ENVESTORS INVESTMENT NOTICE BOARD

Closed deals, partly-funded deals, smaller deals and company news

Company Pod Food Limited
Sector Healthy lunches
Location London
Stage Four units



pod closed funds of £450,000 including £250,000 from Members of Envestors Private Investor Network. pod is a healthy fast food retailer offering a seasonal menu of hot and chilled dishes, healthy beverages and snacks. pod's first outlet opened in October 2005 at 162 London Wall EC2, the second at 5 Lloyds Avenue, EC3N 3AE in February 2008 and the third on 3 December at Devonshire Square EC2M 4YP. www.podfood.co.uk

Contact: Oliver Woolley, 020 7240 0202

Closed deal

Company MDTi Ltd
Sector Healthcare
Location Wolverhampton
Stage Early-sales



MDTi has developed eleven exclusive world-wide license agreements with NHS establishments and is currently in negotiation on a further ten licenses. Lloyds Pharmacy (c.500 outlets) have strong interest for the UK and approvals for all products have already been received for the important North American markets. Investment of £250,000 has been raised to date and £75,000 under EIS is sought to unlock matched funding available to 31st March. www.mdti.co.uk

Contact: Nick Taylor, 020 7240 0202

Partly funded

Company Slingshot Films
Sector Film production company
Location London
Stage 2nd EIS Film Fund



Slingshot is a film production company with a verifiable track record looking to raise its second fund of £1m. They focus on low budget movies with decisions overseen by an independent board, including investor representation. The fund combines EIS benefits with Film Tax Credits such that there is significant capital protection. Their first fund, closed in 2007 from 16 high net-worth investors is intending to pay out in 2010. www.slingshot-studios.com

Contact: Oliver Woolley, 020 7240 0202

EIS fund close 4 April

Company Quadriga
Sector Eco-conscious car club
Location London
Stage Expansion



Quadriga is an eco-conscious car club offering members an eco car for everyday use and a luxury car to have fun at the weekends. Quadriga closed finance through Envestors in March 2008 and then acquired its main rival Ecurie25 in the summer. In spite of the financial climate, The Ecurie Group, as it is now called, had record sign-ups for the club in January and February 09. The business is now seeking further expansion capital. www.ecurie25.co.uk

Contact: Oliver Woolley, 020 7240 0202

New funding

Company Mobile Diagnostics Ltd
Sector Mobile MRI scanning services
Location Cambridge
Stage t/o £35k per month



Mobile Diagnostics has secured a valuable BMI contract. By mounting the scanner on a truck, the company can leverage the value of its scanner asset and can work in multiple locations around the country. In January 2009, the company, which already works for BUPA, signed a contract with BMI Healthcare and now services four BMI hospitals and is looking to deploy in other locations. The company received first round funding from a syndicate of investors brought together by Envestors in 2008. www.mobilediagnostics.info

Contact: Bob Taylor, 020 7240 0202

Update

Company Blueberry Card Services Ltd
Sector Financial Services Marketing
Location London
Stage Trading



Blueberry® is a leading edge provider of Prepaid MasterCard to niche consumer markets. The company's first prepaid product is the BaBeeCard, which is aimed at 'Mums-to-be' with a wide range of valuable loyalty benefits attached and has sold 700+ cards to date. Investment of £150,000 is required to widen the scope of the card to attract a wider audience, increase the benefits package and to enter the Gift Card market. www.babeecard.com

Contact: Nick Taylor, 020 7240 0202

New funding

Company Box Digital Media Ltd
Sector Online discounts portal
Location London
Stage Startup

Online retailing continues to grow, driven by consumer demand for convenience and money-saving. Management are building an online discounts portal/specialist technology based on proven business models, which will be best of breed, launched in the UK in the next 6 months and highly scalable. Box will make money immediately through retailer commissions - investment of £125,000 is needed now to draw down matched funding and accelerate development.

Contact: Nick Taylor, 020 7240 0202

New funding

Company Spark Energy
Sector Energy utility company
Location Edinburgh
Stage t/o £750,000 per month



Spark Energy is trading profitably within 18 months of funding. Spark Energy is an OFGEM regulated utility company targeting profitable niches ignored by the Big 6 utility companies. To date, the company has raised a total of £2.5 million, including early funding via Envestors private investor network, and is currently seeking a final £600,000 of a £1.8 million round. The company supplies gas and electricity to UK households, focusing on rental properties. www.sparkenergy.co.uk

Contact: Bob Taylor, 020 7240 0202

Update



HAYLEY'S BLOG GLASS HALF FULL

Recently, we surveyed all of our investors to get a clearer understanding of their investment appetite and what more Investors can do to provide a better service. In spite of the current financial meltdown, there are still a significant number of you interested in investing in high-growth companies in preference to property or the stock market (but of course we would say that!)

It also came to our attention that some of you were not aware that you can view a **3 minute video** of each screened company seeking investment: so much more informative than just reading a flat business plan.
www.investors.co.uk/7/Investors.html



showcasing indian ventures

launching in the UK

In conjunction with UK Trade & Investment (UKTI) and the UK India Business Angel Network (UKIBAN) we are holding an event on Thursday 21st May 2009 at the RSA (London WC2) for Indian companies looking to raise finance and launch in the UK. If you are a UK/Indian technology company seeking finance, or an investor interested in meeting high growth Indian companies, please contact Annie Taylor at annie@investors.co.uk, 020 7240 0202. (Space is limited, so please book early to avoid disappointment).



As we all know, a key issue for high-growth companies is the team executing the plan. Lisa Philpott, who runs Investors Non-Exec Placements, has been kept very busy matching non-execs to ventures seeking finance, to help these companies bolster their board of directors and executive management teams.

If you are interested in non exec work, please register for free at www.investors.co.uk/nonexec_reg.php



Investors is pleased to be involved in the WES 2009 summit on 20th March 2009, an annual gathering of entrepreneurs, policy makers and thought leaders from around the world. Goodenough College, Mecklenburgh Square, London WC1N 2AB.
www.wessociety.com

If you are an investor or entrepreneur wishing to attend, please contact Rebecca Harding at info@deltaeconomics.com tel: 01323 419 924

"THE NEXT BIG THING EVENTS..."

WED 18TH MARCH 2009, 6pm - Coutts & Co., 440 Strand, London WC2R 0QS

WED 13TH MAY 2009, 6pm - Arundel House, 13 -15 Arundel Street, London WC2R 3DX

These events feature six screened companies looking to raise finance of up to £2m; each one will make a 10 minute presentation.

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

RSVP: Hayley McNally, hayley@investors.co.uk or 020 7240 0202

Sponsored by Coutts & Co, Vantis plc and Payne Hicks Beach

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 high growth companies, usually under the Enterprise Investment Scheme (EIS).

Investors Corporate Finance which advises companies raising 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	507
Investment fund managers and business angel networks	61
Banks	16
Professionals e.g. accountants and lawyers	87
No. of business plans reviewed in Jan/Feb '08	205



The Investors Team:
 Scott Haughton, Nick Taylor, Hayley McNally, Bob Taylor and Oliver Woolley, (Left to right)