

# ENTERPRISE

BRITISH ENTERPRISE EIS FUNDS

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Lacomp plc



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## Photoluminescence: A Green and economic answer in many situations

*Chris Hall, CEO of DualGlo, gives his vision for the company*

The need for illumination during conditions of darkness is as old as humanity. Electric lighting has replaced the flame but both still have high environmental costs. Even the solar lamps that many people have along their garden paths contain an environmental hazard in the form of toxic rechargeable batteries that are difficult to dispose of safely.

Whilst photoluminescence is not new, it is only in recent years that the properties of materials have been sufficient to offer value in mainstream use. The discovery of strontium aluminate was a turning point for the industry and led to the first mass use of photoluminescence in emergency exit signage (albeit with the inherent drawbacks of its poor daytime colour and contrast).

DualGlo offers an alternative that is suitable for many situations in the form of photoluminescent technologies that offers bright colours by day coupled with strong long lasting glow in the dark properties. DualGlo comes with strong "green" credentials and needs no more than exposure to light during the day to provide a visible glow for up to twenty hours of darkness; it is safe, non-toxic, non-radioactive, recyclable and even meets BS standards for use in toys.



The patented invention of DualGlo, which combines the benefits of strontium aluminate with the aesthetics and high contrast of bright daytime colours, including pure white, is set to take the industry to its next stage of growth.

DualGlo is very versatile and can be used in plastics, paint or even powder coating. Regardless of the material it is used in, DualGlo can deliver up to 20 hours of glow from 10 minutes exposure to light and something the size of a football can be seen at distances in excess of 100 metres in darkness.

Already DualGlo has been identified as a significant value adding material by world leading manufacturers. As examples, Chubb UK use it to produce markers for a range of their fire extinguishers and Victorinox (Swiss Army Knife company) in their new Rescue Tool. This new knife has DualGlo handles and won the prestigious Knife of the Year Award 2007 at the IWA, the worlds largest knife exhibition.

DualGlo is targeting a number of key application areas, which include, enhanced photoluminescent signage sheet, a range of consumer products and the continued supply of industrial ingredients to 3<sup>rd</sup> party manufacturers.

The enhanced photoluminescent signage sheet is the worlds first to offer a pure white daytime colour combined with luminescent properties that exceed the required international standards for emergency signage. Third party research demonstrates that the cost of a PL sign is circa 12% that of a conventional incandescent lit sign.

Visit our website [www.lacompeisfunds.co.uk](http://www.lacompeisfunds.co.uk)

**Artificial Lift** "ALC is making steady progress with the development of its 3.8 inch diameter electric submersible pump (ESP) system for rig-less deployment in the world's oilfields. The cost-savings that arise as a result of not having to deploy a rig are significant and ALC are attracting considerable interest from the oil majors. A successful fund raising earlier this year has enabled ALC to push on with the extensive testing required.



The revolutionary new motor has completed over 1000 hours of continuous surface testing near Heathrow and will soon be put through tests at an ambient temperature of 180 degrees Celsius before deployment.



ALC's test rig at Great Yarmouth

ALC are developing two methods for deployment of the rig-less system. The first of these uses a down-hole 'wet-connect' system in order to install the motor in a new well. The pump and motor are lowered on a slickline and connected to the installed cable using a wet-connect device, designed to prevent oil fouling the electrical connection. This system is currently undergoing testing at ALC's Great Yarmouth site and, on successful completion of the six months' test, there will be a six month field trial in Canada in association with a major oil company.

Where there is a pre-existing well (or 'brownfield' site) the complete system can be deployed using a powered umbilical cable capable of supporting the weight of both the pump and motor. As soon as the Great Yarmouth rig is free, testing of this alternative will commence."

(Lacomp were talking to an ALC Director)

## AISH SERVICES LTD

Incineration Two Limited is now moving into the final preparatory stages ahead of live operation with all major plant and engineering works successfully undertaken. The control panel is nearing completion with installation expected in early August and final operational trials due to start immediately thereafter. The Board is currently interviewing for the position of Incineration and Operations Manager whilst also planning the marketing strategy for implementation in August.

**seatbooker** **Seatbooker** provides a range of ticketing solutions for event organisers. Having built up considerable specialist knowledge in the sporting sector, the current product suite allows an integrated box-office function for venues of all sizes. The purchaser is able to select a seat online and assess the position and view via a virtual image of the venue. The organisers have a valuable marketing tool in the form of a customer database and sports venues, in particular, are able to comply with health and safety requirements for identification of crowd members.

confidence in a safer environment  
**GREENBRIDGE** |

The Directors of **Greenbridge Environmental Control** continue to focus on building shareholder value with a view to creating exit opportunities for all shareholders at a material premium to the original investment price. As an example of this, the company's premium disinfecting and cleaning agent **ACTIV8** was recently tested against *Clostridium difficile* (often referred to as *C. diff* in the media) by Dr. C. Woodall at the independent laboratories of BluScientific in Glasgow. The full test results can be seen on the Greenbridge website ([www.greenbridge.cc](http://www.greenbridge.cc)) but, in summary, the results were extremely positive.

Dr. Woodall commented "This result clearly demonstrates that Activ8 has effective sporicidal activity against *C. diff* at Activ8's normal working concentration. It is likely that environmental *C. diff* spores are responsible for the transmission of *C. diff* and subsequent hospital acquired infections. This puts Activ8 in an elite group of disinfectant agents."

Subsequent to these test results, the NHS Rapid Review Panel has amended their best practice guidance to now include the use of sporicidal agents - Greenbridge believes that Activ8 is the only such accredited and proved sporicidal agent available in the market place.

**& FORMEROL™**

SOFT-TOUCH FORMABLE TECHNOLOGY

**"What if the shape of every screwdriver or pen could be formed by its user, so that it's just perfect for them?"**

This thought was the inspiration for **FormFormForm**'s founder Jane ni Dhulchaointigh. Having built up a team of materials scientists with her business partner, the company (originally known as 'Formerol') have sought to commercialise the use of the silicone-based product through association with both industrial users and fellow Design specialists. The material can be moulded to virtually any shape and cured at room temperature and its uses extend to sports equipment, toys and consumer products. FormFormForm has already established a working relationship with a major European tool manufacturer and has high hopes for the future.



**‘According to the British Medical Journal the number of deaths each year from DVT is five times greater than the combined total number of deaths from breast cancer, Aids and road traffic accidents.’**

[Quote from in the British Medical Journal Friday May 18<sup>th</sup> 2007.  
[www.timesonline.co.uk/health](http://www.timesonline.co.uk/health) ]

Sky Medical's core technology is a device that stimulates a specific group of nerves and muscles in the lower limbs. This causes barely perceptible tremors which flex the muscles thereby preventing the blood pooling in the lower limbs, which is one of the main causes of DVT. This novel technology for preventing DVT brings huge benefits for travellers as well as patients undergoing orthopaedic surgery who may be at increased risk. DVT is also a significant problem where there are circulatory problems caused by underlying conditions such as diabetes.

According to Professor Fitzmaurice of the University of Birmingham, DVT is the single largest cause of preventable death in the NHS at about 10 per cent of all deaths in UK hospitals each year.

Peter Buxtorf, Managing Director of Lacomplc, added: "Having experienced DVT personally, I was naturally curious to learn more about the product when it was brought to our attention by Paul Finnigan, a member of our Investment Advisory Panel. In the event, we found a company with strong management, novel and disruptive technology and a clearly defined route to a significant global market, and we were happy to make a first tranche of investment, with a second to follow as circumstances dictate."

Bernard Ross, Founder and Chairman of Sky Medical said: "This funding gives us the resources we need to complete a specific trials programme focused on validating the results we have already seen from the existing use of our DVT device. Once the results, anticipated during Q4 2007, are confirmed, we will be focusing on the commercialisation of the product range in both the consumer and medical markets."

**Business Golf Corporation** went into administration during September 2006 following the failure to capitalise on business opportunities on the corporate golf circuit.



**IMPT** accompanied a UK trade mission to the 47<sup>th</sup> Paris air show at Le Bourget during June to demonstrate the use of its thermal coating technology on turbine blades. The company is steadily expanding its list of potential business partners across a wide range of applications from nanotechnology to gas turbines and Lacomplc are hopeful that the extensive marketing effort will pay off in the near future.

Lacomplc have been instrumental in assisting a management buy-out of niche recruitment agency **Berkeley Search & Selection**. The new management team intend to expand the client base from the traditional specialism in shoe retailing to provide a broad offering across the entire retail sector. A key aspect of the proposal that attracted Lacomplc was the strength of the management team and their plans for upgrading the system to allow Berkeley to follow the career progression of key personnel and so attract new contracts and placements in junior, middle and senior management roles.



Trading conditions within the markets in which **eOrigen.com Limited** operate have been difficult for the majority of 2007, with many corporate users cutting back budgets and, in some cases, deferring all expenditure until later in the year. Against this background, it has been pleasing to see that eOrigen.com has continued to win new contracts and build on existing call-off contracts. The company is on the preferred supplier list with Accenture as a result of its highly regarded work for BT and for other potential global contract work and, has signed several agreements with other leading organisations opening up indirect routes to new business across multiple market sectors. Its call-off contract with British Energy continues to generate monthly revenue. As a result eOrigen.com has reported an improved revenue position for the second quarter of the current trading year compared to the first. Importantly, eOrigen.com continues to diversify its client base and market exposure by now operating within the Health, Nuclear, Telecommunications, Defence, Emergency Services and general commercial sectors.



**Ixaris** has had a promising start to the year with revenues coming in ahead of budget whilst costs have been held in check, providing a generally upbeat trading record. Product development is proceeding well and has been accelerated to capitalise on clear demand in Asia. The management team has been strengthened to deliver on the strategic plan and Lacomplc are confident that the company remains on track to achieve its business targets, a view echoed by CEO Alex Mifsud:

"Ixaris now has in place a range of prepaid products that deliver simple and instant payment solutions to online businesses on a global scale. The company has renewed and extended its sales and marketing team which is now focusing on accelerating the adoption of Ixaris' products to deliver rapid revenue growth."

**Auxetix** has had significant success in creating a prototype 'blast curtain' for use in the protection of key public buildings such as embassies and the like. At this early stage, the trials and results remain very sensitive so we have restricted our comments to extracts from CEO Patrick Hook's reports to Lacomp, reproduced below. Clearly there is huge commercial potential for this application and Lacomp are optimistic for the company.



**Jan 2007** - Success at the first attempt! First government explosion trials of the Auxetix Zetix™ blast-mitigation fabrics. The details of these tests are confidential, but the results were that at 40 metres, they were rated as 'Minimal Hazard' (the highest rating), and at 30m they were rated as 'Very Low Hazard'

**May 2007** - Further Success! The second government explosion trials of the Auxetix Zetix™ blast-mitigation fabrics. The details of these ultra close-range tests have yet to be processed, and will remain confidential. Suffice it to say that the Auxetix blast-fabrics performed beyond all expectations, and provided more protection than any other protective fabric system on the market.

**June 2007** - Following on from the explosion trials, Auxetix has produced the first samples of its second-generation Zetix™ blast-mitigation fabrics. These are lighter, cheaper, stronger and more transparent than the first-generation materials they supercede.

**June 2007** - Auxetix has won the Techtexil Innovation Prize 2007 for the best technical textile development of the year with its Zetix™ blast-mitigation fabrics. This was awarded at the International Techtexil Exhibition in Frankfurt, and generated considerable publicity for Auxetix at the event. This is being followed up by the international trade press.



"Croma is seeing a general improvement in trading amongst all its subsidiaries and the appointment of David Bretel with his commercial knowledge as the Managing Director of Croma Defence Systems Limited and Croma Shawley's CCTV products, reflects the Group's confidence in the opportunities to further enhance these operations. New products recently introduced have been well received in the marketplace. Agreement has also been reached with two manufacturers to sell low light and infra red cameras and explosion proof CCTV equipment in the UK and Europe. Six explosion-proof monitors have already been supplied to the oil industry."



John French, Chairman



Screen Learning's patented 'Smart Cat Profiling' is a foundation stage assessment tool that will aid teacher and Special Educational Needs Co-ordinators (SENCOs) in establishing an objective comparison of child development, in identifying strengths and weaknesses, and as a means of measuring developmental progress.

Based on a suite of computer games, the tests have been designed by cognitive psychologist, Ian Walker, to assess

basic cognitive and educational ability without biases introduced by cultural or socio-economic factors. Versions are being developed for those children for whom English is not the first language in order to remove another potential distortion of the results. The aim will be to introduce further modules aimed at older children in order to track child development throughout the school.

The serious aim is to provide objective data for assessment of children, to aid early identification of special needs and to support the professional judgement of teachers. For the children, it's just a fun lesson on the computer!

Prosurgics, the leading image-guided surgical robotics company, have announced the appointment of Paul Moraviec as its new CEO with effect from 9<sup>th</sup> July 2007. Moraviec, 49, joins Prosurgics from Abbott Laboratories, where he held the position of Vice President, International Commercial Operations for the Abbott Diabetes Care Division. He was responsible for transforming the Division's performance to its current \$700 million sales and double digit growth, building a world class customer-facing team, and played a key role in the \$1.2 billion acquisition and integration of TheraSense.

Comments Paul Moraviec, "I am excited to be joining Prosurgics at this pivotal stage in its development. It is clear that surgical robots are rapidly becoming



accepted in the operating room by surgeons. Prosurgics is extremely well placed to become one of the leading players in what is widely expected to be the 'next bid wave' in medical devices. Its superb product pipeline and strong IP put us in a very competitive position to be at the forefront of this growth curve."

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Founded in 1985 by Swiss Managing Director Peter Buxtorf, Lacomp provides a discretionary investment management service to an international clientele. As well as managing an authorised unit trust, CF Lacomp World, for its own clients, Lacomp is the fund manager to a series of Approved EIS Funds which are marketed via IFAs.

The Lacomp British Enterprise EIS Funds invest in a minimum of four EIS qualifying companies and aim to combine attractive tax breaks with the potential for significant capital appreciation.

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