



**Media contacts:**

Peter Ross or Hilda Burke  
Weber Shandwick

[pross@webershandwick.com](mailto:pross@webershandwick.com) / [hburke@webershandwick.com](mailto:hburke@webershandwick.com)

+44 (0) 20 7067 0500

**EUROPEAN TECH TOUR NAMES MOST PROMISING TECHNOLOGY COMPANIES IN ENGLAND**

***Winners of 2007 English Tech Tour Announced;***

***24 Companies Stand to Benefit from Investment Funding***

**London, 18 October 2007** - The European Tech Tour today announced that 24 companies had been selected as the winners of its 2007 English Tech Tour, in which the country's most promising high growth, early- and expansion-stage technology companies stand to benefit from investment funding.

The 24 winners were chosen from a pool of nearly 300 candidates and selected based on detailed reviews by the English Tech Tour's Selection Committee of leading venture capital firms in the UK. The reviews assessed the uniqueness of their technology, strength of their business model, vision, capability to execute on the business plan and the quality of management team and track record.

This is the second time in its history that the European Tech Tour has come to England; the last time it was held was in 2004. The European Tech Tour was founded in 1998 and this is the 27<sup>th</sup> tour it has conducted.

"There has never been a more exciting time to set up a high-growth technology company in England," said Keith Arundale, president of the English Tech Tour 2007. "Last year, there was three times the amount of technology investment in England compared with 2004, and funding for technology ventures increased an incredible seven-fold in the UK overall.\* We've come a long way since the previous Tech Tour was conducted and the outlook for the technology sector is positive."

Nigel Grierson, managing director and founder of Doughty Hanson Technology Ventures, an English Tech Tour participant and sponsor, commented: “Given the current level of current investment we are seeing a revival of entrepreneurial culture in England. This spirit is embodied in many of this year’s winners, who represent the ‘best of English’ emerging technology companies.”

**And the winners are...**

The 2007 English Tech Tour winners span several technology sectors, including communication and networking systems, semiconductor devices, internet and enterprise application software, design, enabling technology, manufacturing and test equipment, medical equipment and clean tech.

Geographically, the winners are broadly dispersed, with some located in the Midlands, East, Northwest and Northeast in addition to the traditional technology centres of London, Thames Valley, Southampton and Cambridge.

The winning companies include:

<b>Company</b>	<b>Location</b>		<b>Company</b>	<b>Location</b>
Acrobot	London		Short Fuze	Cambridge
Artimi	Cambridge		Silistix	Manchester
Buy.at	Newcastle		Skinkers	London
DeepStream Technologies	Bangor		StorMagic	Bristol
DisplayLink	Cambridge		Streamburst	London
Garlik	Richmond		Touch Local	London
Intamac Systems	Northampton		Trampoline Systems	London
Lein Applied Diagnostics	Reading		Tribold	London
Lontra	London		Ubiquisys	Swindon
Nimbus	Rowlands Castle		We7	Oxford
Nomad Digital	Newcastle		Workshare	London
Pixsta	London		Zubka	London

**Sir Robin Saxby addresses winners**

At a gala dinner for the winners held on October 17 at Madame Tussauds in London – co-hosted by Doughty Hanson Technology Ventures and attended by 290 people – Sir Robin Saxby, former chairman of ARM Holdings and former president of the Institution of Engineering and Technology, said: “The Tech Tour has demonstrated that England has world class engineers able to develop world class technologies. We should take strength in our own determination and confidence in knowing that big and valuable businesses and technology innovation can be developed from these shores.”

## **Next steps for winners**

The next step for the winning companies is to formally present their business plans in a four-city road show, which will be held in London, Southampton, Manchester and Reading from 17-19 October.

During the road show, the companies will meet with the participating venture capitalists and corporate delegates to present a case for investment, covering the following points:

- What they do and how they make money
- Size and attributes of their market or problem solved with their solution
- The company's 'breakthrough' and the customer benefits that go with it
- Competitive position and advantage
- Strength and relevance of the management team and partners
- Go-to-market strategy
- Current momentum the company has in the marketplace

Participating companies will receive expert feedback and advice on their business and product development plans from the potential investors – something they would not normally have access to. At the same time, the venture capitalists will evaluate each company for potential funding. The road show also presents participants with an opportunity for networking, not just with potential investors, but with their technology peers.

## **And what of the 2004 winners?**

To a degree, the 2007 English Tech Tour winners can look to the past to see what the future holds. The majority of the winners of the previous English Tech Tour, held in 2004, have met with market and financial success. Following the 2004 Tech Tour, 15 of the 24 winners received subsequent funding worth \$590 million cumulatively. Five winners have been involved in M&A activity totalling \$77 million, and one saw a successful IPO that generated \$36 million.

Arundale concluded: "Since the last English Tech Tour in 2004, we have seen a number of trends. These include more cross fertilisation across technology industry sectors, the emergence of clean tech and a consolidation in the number of VC firms specialising in the technology sectors. Also, we are seeing more serial entrepreneurs, a greater willingness to take a risk and set up as an entrepreneur generally and more funding for technology ventures from institutions."

**ENDS**

## Notes to editors

*\*Source: British Private Equity and Venture Capital Association Report on Investment Activity 2006. Technology investments in England were £851 million in 2006 compared with £292 million in 2004. Funds raised for technology ventures for the UK as a whole were £803 million in 2006; in 2004 they were just £110 million. 2004 was the last time the English Tech Tour took place.*

*\*\*Source: Data courtesy of Jefferies Broadview, 2007.*

### The Selection Committee for the 2007 English Tech Tour:

- **Keith Arundale**, President 2007 ETT
- **Kjell Nace**, Vice-President 2007 ETT
- **Madhuban Kumar**, Vice-President 2007 ETT
- **Tina Baker**, Brown Rudnick
- **Max Bautin**, IQ Capital/NW Brown
- **Mike Biercliffe**
- **Jamie Brooke**, Quester
- **Nicola Byrne**, Balderton Capital
- **Jean-Michel Deligny**, Go4Venture
- **Paul Di Leo**
- **Carlos Espinal**, Doughty Hanson
- **Paul Fisher**, Advent Venture Partners
- **Martin Gibson**, Atlas Venture
- **Romain Gonthier**, Jefferies International
- **Nigel Grierson**, Doughty Hanson
- **Charles Irving**, Pond Venture Partners
- **Vesa Jormakka**, Argo Global Capital
- **Nick Kingsbury**, Kingsbury Ventures
- **Sergi Martorell**, 3i
- **Tony Morris**, Morris Company
- **Roy Merritt**, Amadeus Capital Partners
- **Paul Murray**, Esprit Capital Partners
- **Jay Patel**, NewMedia Investors
- **Mauro Pretolani**, TLCom
- **Mark Taylor**, Noble Venture Finance
- **Jonathan Tikochinsky**, Oracle
- **Andy Tsao**, SVB Global
- **Ajay Vohora**, Create Partners

## About European Tech Tour

The European Tech Tour Association (ETT) was founded by Sven Lingjaerde in Switzerland in 1998 and has successfully organised 25 Tech Tours across Europe and a première in India last year since its inception nine years ago. The English Tech Tour is the 27<sup>th</sup> tour organized by the ETT and the second time in its ten year history that the tour has been held in England. In response to the growing interest to visit emerging technology companies in various European regions, the ETT is an independent organisation composed of key contributors to the high-technology industry.

Focused on the global expansion of emerging companies with a high index of growth, the European Tech Tour Association's main objective is to provide independent leading platforms designed to identify and support the emerging companies with the necessary potential to impact in the technological global scenario. The association recognises that the European continued prosperity lies in its ability to transform today's innovative projects into tomorrow's global technology leaders.

For further information, please go to [www.techtour.com](http://www.techtour.com)