

Next Event: Spring 2007

On 22<sup>nd</sup> September Intramezzo welcomed 47 executives from 37 companies to our Spinout & Talent Fair. In the true spirit of a 'Fair' it proved to be a fun, busy, informative and valuable event to attend and offered something for everyone. The event created value by bringing together new ventures looking for backers, senior executives capable of filling gaps in senior management teams and investors, both venture capitalists and business angels. Once again we have very constructive feedback and, as with our May event, we have been learning from the Exit Polls. This summary of the event is provided to all those who completed the Exit Poll (25), with thanks.

To measure the overall response to the event, we sought comments about the experience of attending. Here are just a few.....

- Enlightening, educational and food for thought
- A day packed with insights and learning points for my client
- Fascinating and unique event
- Well organized and run with some very interesting people involved
- Excellent presentation and venture pitch mix
- Very good content, interesting companies and people

The comments reinforced the positive feedback that we had from our May event. In contrast to the May event, this agenda gave more opportunities for networking amongst the attendees. The event was publicised through our own contacts network and also through Beer and Partners and AngelNews, each of which had clients of their own attending the event. The growing recognition of the event as 'one not to be missed' results in us already making plans to hold a future event in the Spring of next year.

Welcome to the:	
Venturing, Spinout and Talent Fair	
<b>Agenda</b>	
10:00	Venturing Spinout & Talent Fair Opens
10:30	Introduction
10:40	Pitch - Alan Filles
10:50	London Technology Fund
11:00	Flatiron as a means to exit
11:15	Case Study - Flatiron
11:25	<b>BREAK</b>
11:45	Pitch - The Big Space Limited
11:55	Talent for Venturing
12:05	Case Study - Liguorelli Ltd
12:15	Pitch - Carbon Neutral Bio-fuels
12:25	<b>Buffer LUNCH</b>
1:25	Pitch - Comply Serve
1:35	Why a Successful Investor Director?
1:45	Pitch - UniTechnology Limited
1:55	Pitch - Senpage Energy Limited
2:05	<b>BREAK</b>
2:15	Successful Investor Presentations
2:30	Pitch - AppImage
2:40	Pitch - Visual Mirrors
2:50	Conclusion
3:00	Formal Event Ends
3:05	Informal Networking
3:30	Event Closes

Please remember to complete and return your Exit Poll together with your Name Badge to Reception on Departure - Thank you

Please contact us if you would like to know the date as soon as this is released. Once again, this will be an open event drawing on companies and investors across multiple sectors. To preserve the quality of attendees and ventures there will be an element of payment as a contribution to costs for the speaking opportunity. Tickets for presenting ventures will be £150. Attendance as an investor and for the non-investor community will be £50 Per ticket. (excluding VAT.) For this next event we are looking for 'professional service firm' sponsors with which to work in offering a larger and more prestigious venue.

Nearly a third of the companies attending expressed an interest in working directly with us on future joint marketing. If this appeals to you, please contact Dermot Hill to explore the possibilities further. Attendees included angel and seed funding sources as well as Venture Capitalists with funds up to \$100m. We know that many discussions were set up at this and the May event.

The positive feedback was further endorsed by 98% of the attendees being prepared to recommend this event to a colleague (only 1 said no). At the heart of the event's theme were two Intramezzo case studies, as well as 6 other executives in the room hand picked by Intramezzo to represent typical examples of those we appoint (each of whom has an impressive track record in venturing and spinout activity).

We now begin the quest to bring high quality investment ready propositions to the audience of our next event. If you hear of any worthy spinouts and venturing opportunities, or if you would like to present again please let us know. Once again this event has proved that it can 'create value' on the day by bringing together three separate but inter-dependent communities. Please keep us informed of the successes from the introductions made on the day, as these occur, and thank you for attending.

- If you would like to identify a senior executive or executives who can make a difference to the success or your next venture please visit our website at [www.intramezzo.co.uk](http://www.intramezzo.co.uk)
- Call us if you would like to receive details of our **Monetising Non-core Intellectual Property & Spinouts Report** – a snapshot of the state of the market, heralding the prospect of big returns for those involved. POA.



To contact Claire or myself call 020 7520 9290 or email [cfisher@intramezzo.co.uk](mailto:cfisher@intramezzo.co.uk) or [dhill@intramezzo.co.uk](mailto:dhill@intramezzo.co.uk)

**Please can you let us have recommendations for ventures for elevator pitches. Also if you have any colleagues you think would appreciate an invitation to the next event, please let us know.**