

# Investment News



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February 2007

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## 1. ECONOMIC INDICATORS

### UK

- GDP rose by 0.8% in Q4 2006.
- Manufacturing output increased by 0.1 % in the three months to November 2006 compared with the three months to August 2006.
- In December 2006, output price annual inflation for all manufactured products rose to 2.2%. Input price annual inflation fell from 3.5% in November to 2% in December.
- Services output rose by 0.1% in the three months to November 2006 compared with the three months to August. Distribution output rose by 1.3% in the three months to November. Hotels and restaurants output rose by 1.6% in the three months to November, In the three months to November, output from transport, storage and communications rose by 1% compared with the previous three months. Business services and finance output rose by 1% in the three months to November. Government and other services output increased by 0.7% in the three months to November.
- Consumer Prices Index (CPI) annual inflation was 3% in December 2006, the highest on record, and up from 2.7% in November.
- RPI inflation rose to 4.4% in December 2006, up from 3.9% in November.
- In December 2006, the public sector showed a deficit on current budget of £4.7 billion, compared with a deficit of £6.1 billion in December 2005.
- Total car production in the three months to December 2006 increased by 1.5% compared with the previous three months.

- Employment rate for people of working age was 74.6% for the three months ending in November 2006, down 0.1% over the quarter but unchanged over the year. The number of people in employment for the three months ending in November 2006 was 29.03 million, up 14,000 over the quarter and up 274,000 over the year. The unemployment rate was 5.5%, down 0.1% over the quarter but up 0.4% over the year. The number of unemployed people fell by 29,000 over the quarter but increased by 139,000 over the year to reach 1.67 million.

- Average earnings (excluding bonuses) rose by 3.7% in the year to November 2006, unchanged from October. Average earnings (including bonuses) rose by 4.1% in the year to November 2006, unchanged from October. In the year to November 2006, pay growth (excluding bonuses) in the private sector was 3.9%, compared with 3.1% for the public sector. Including bonus payments, private sector growth stood at 4.2% compared with 3.2% for the public sector.

- The volume of retail sales in the three months, October to December was 1.4% higher than the previous three months.

- In the year to November, 2006, consumer prices increased by 2.7%.

- During September to November 2006, there were 8.1 million visits to the UK by overseas residents – an increase of 3% when compared with the previous three months, and up 7% on the same period on the previous year. Spending compared to the previous three months was broadly the same, but showed an increase of 8% with the same period a year earlier, to £3.9 billion.

- Over the same period, the number of visits overseas by UK residents decreased by 1% to 16.7 million when compared with the previous three months, but remained the same when compared with the same period a year earlier. Spending decreased by 3% compared to the previous three months, and was 1% down with the same period a year earlier, to £8.1 billion.

- Visits by overseas residents to the UK rose by 6% during the 12 months ending November 2006, from 30.1 million to 31.9 million. In the same 12 month period, visits abroad by UK residents rose by 2% from 66.5 million to 68.1 million.

- The UK's deficit on trade in goods and services was £4.7 billion in November 2006, compared with the deficit of £4.1 billion in October (which was previously published as £3.9 billion). The surplus on trade in services was £2.5 billion in November, the same as in October. The deficit on trade in goods in November was £7.2 billion compared to a deficit of £6.6 billion in October (previously published as £6.3 billion). The deficit with the enlarged EU was little changed at £2.6 billion. The deficit with non-EU countries widened to £4.6 billion in November from a deficit of £4 billion in October.

For previously released UK economic indicators visit National Statistics <http://www.statistics.gov.uk/>

## LONDON

- In the most recent 28-day period, (From November 12 to December 9 2006) London's public transport had 236.8 million passenger journeys; 149.3 million by bus and 87.6 million by underground.

- The moving average annual rate of growth in passenger journeys increased to 3.5% from a downwardly revised 3.3% in the previous period.

- The rate of claimant count unemployment in London was 3.2% in December 2006. There were 160,700 unemployment claimants in London in December 2006, compared with 166,000 in December 2005.

- London's annual growth in output was 3.4% in Q2 2006, an increase from 3.3% in Q1.

- London's annual employment growth was 2.1% in Q2 2006.

- Annual house price inflation in London was 11.3% in Q4 2006 up from 7.3% in Q3.

- The RICS survey shows a positive net balance of 71 for London house prices over the past three months up to December 2006. This net balance shows a decrease from 76 reported in November.

- The RICS survey shows that surveyors expect house prices to increase over the next three months in London. The net house price expectations balance in London was 58 in December 2006, down from 69 in November.

- 9.5 million passengers traveled through London's airports in December 2006.

- The annual growth rate of overseas visitors to the UK was 4.9% in November 2006, up from -0.4% in October. The annual growth in expenditure by overseas visitors in the UK was 0.8% in November 2006, down from 5.8% in October.

- The SPSL Retail Traffic Index of shoppers in London was generally lower in 2006 than it had been in the

previous two years.

- The Purchasing Managers' Index (PMI) of business activity recorded 58.5 in December 2006 compared to 59.7 in November.

## US

- Real Gross Domestic Product (GDP) grew an annual rate of 3.5% in Q4 2006. This follows a growth rate of 2% in Q3. Annual growth in 2006 was 3.4%, compared with 3.2% in 2005.

- Real disposable personal income increased 0.2% in December 2006 after increasing 0.3% in November. Real consumer spending increased 0.3% in December 2006 after increasing 0.5% in November.

- The US monthly goods & services deficit narrowed in November 2006. The deficit decreased from \$58.8 billion (revised) in October to \$58.2 billion in November, as exports increased more than imports. Exports of goods and services increased \$1.1 billion in November to \$124.8 billion and imports of goods and services increased \$0.5 billion in November to \$183 billion.

For previously released US economic indicators visit US Bureau of Economic Analysis (BEA)

<http://www.bea.gov/index.htm>

## NY

- Private employment fell by 1,200 jobs in November 2006, after a decrease of 4,500 jobs in October. (Source: New York State Dept. of Labor)

- The unemployment rate was 4.5% in November, up from 4.1% in October. (Source: New York State Dept. of Labor)

- The NYC hotel occupancy rate in November 2006 was 89%, unchanged from November 2005. (Source: New York State Dept. of Labor)

- The Direct Class A office vacancy rate was 4.4% in December 2006, while the average asking rent was \$64 per SF. (Source: New York State Dept. of Labor)

- Passengers in NYC's airports totaled 8.6 million in October 2006, up 8% from October 2005. (Source: New York State Dept. of Labor)

- From November to December 2006, the Downtown Direct Class A vacancy rate decreased to 5.1% from 6.1% (Source: Cushman & Wakefield)

- From November to December 2006, Downtown and Midtown average sublease rental rates increased \$3 PSF and \$1 PSF, driving total Manhattan rates to increase for the fourth consecutive month.

- From December 2005 to December 2006, total Direct Class A Manhattan rental rates increased 30% and Direct Class A office vacancy decreased from 6% to 4%. (Source: Cushman & Wakefield)

- In October 2006, 8.6 million passengers flew into and out of the region's airports, an 8% increase from October 2005 passenger levels. (Source: Port Authority of New York and New Jersey)

- In November 2006, the average daily hotel room rate was \$336, a 13% increase from November 2005. (Source: PKF Consulting)

- Hotel occupancy was 89% in November 2006, unchanged from November 2005. (Source: PKF Consulting)

- Total Broadway attendance was approximately 1.1 million during the four weeks ending December 31, 2006, a 14% increase from the same period last year. Broadway revenue during this period was roughly \$91 million, an 18% increase from last year. (Source: The League of American Theatres and Producers)

- Total ridership on MTA subways, trains and buses, and bridge and tunnel use in October 2006 was roughly 243 million, a 6% increase from October 2005. In October 2006, subway ridership was approximately 133 million, an increase of 8% from October 2005. (Source: Metropolitan Transportation Authority)

- For the four months ending November 2006: There were 2,483 building projects (including new, additions and alterations) that started construction in NYC, a 27% decrease from the four months ending November 2005. There were 108 infrastructure (non-building) projects, an increase of 16% from last year. (Source: Dodge Analytics)

- Planned space for building projects is approximately 13 million square feet, a 39% decrease from the same period ending 2005. (Source: Dodge Analytics)

## **2. INVESTMENT INDICATORS**

## UK

The UK leads Europe in foreign direct investment (FDI), according to statistics from the United Conference on Trade & Development (UNCTAD). Flows of FDI into the UK were \$170 Billion in 2006. Global foreign direct investment (FDI) inflows grew in 2006 for the third consecutive year to reach \$1.2 trillion, a 34% increase from 2005. The European Union (EU) as a whole continued to be the largest host region, accounting for 45% of total FDI inflows in 2006.

The UK also ranks top in the world for investment freedom, according to a leading annual survey. For overall economic performance it leads Europe. The UK's economy is 81.6 percent free, according to the Heritage Foundation's 2007 assessment. The United Kingdom ranks first out of 41 countries in the European region, and sixth in the world. "The United Kingdom scores highly in virtually all areas: investment freedom, trade freedom, financial freedom, property rights, business freedom, and freedom from corruption," says the report. The UK gains the highest score for investment freedom (90%) alongside Hong Kong and Luxembourg. "Foreign investors receive the same treatment as domestic businesses," according to the report. "The most attractive features of the business environment are deep and sophisticated capital markets, strong macroeconomic fundamentals, and a relatively flexible labor market," it explains.

## US

The United States recovered its position as the largest single host country for FDI in the world in 2006. Flows of FDI into the USA were \$177 Billion. It overtook the UK, which recorded an exceptional level of FDI inflows in 2005. The latest statistics have seen a return to normal with the UK as the second greatest recipient of FDI inflows.

## GLOBAL

### Foreign Direct Investment (FDI) rose by 34% in 2006

Global foreign direct investment (FDI) inflows grew in 2006 for the third consecutive year to reach \$1.2 trillion, according to UNCTAD's first estimate for the year. The total is a 34% increase from 2005, although still short of the record of \$1.4 trillion set in 2000. The continued rise in FDI largely reflects high economic growth and strong economic performance in many parts of the world. Such growth has occurred in both developed and developing countries.

FDI performance has varied greatly among regions and countries.

FDI flows to developed countries in 2006 rose by 48%, well over the levels of the previous two years, and reached \$800 billion. The United States recovered its position as the largest single host country for FDI in the world (\$177 billion) and overtaking the United Kingdom (\$170 billion), the top FDI recipient in 2005. The European Union (EU) as a whole continued to be the largest host region, accounting for 45% of total FDI inflows in 2006. (\$549 billion)

FDI inflows to developing countries and economies in transition (the latter comprising South-East Europe and the Commonwealth of Independent States (CIS)) rose by 10% (reaching \$368 billion) and 56%, (reaching \$62 billion) respectively, in 2006, and reached record levels for both groups of economies.

In Africa, FDI inflows in 2006 exceeded their previous record level of 2005, reaching \$39 billion. FDI inflows to Latin America and the Caribbean slowed in 2006 (\$99 billion). Mexico and Brazil, in that order, remained the largest recipient countries with inflows remaining virtually at the same level in Mexico (\$19 billion) and increasing by 6% in Brazil (\$16 billion), in spite of a fall in cross-border M&As. FDI inflows to Chile increased by 48%, reaching \$10 billion due to a continued rise in reinvested earnings resulting from windfall benefits from mining. FDI inflows to Colombia and Argentina decreased by 52% and 30%, respectively, because of a decrease in cross-boarder M&As.

FDI inflows to South, East and South-East Asia, and Oceania maintained their upward trend in 2006, reaching a new high of \$187 billion, an increase of 13% over 2005. China (\$70 billion), Hong Kong (China) (\$41.5 billion) and Singapore (\$32 billion) retained their positions as the three largest recipients of FDI in the region. India surpassed

the Republic of Korea and became the fourth largest recipient with \$9.5 billion. Outward FDI from the region surged with China consolidating its position as an important source of FDI. India is rapidly catching up, with 2006 FDI outflows almost doubling. China and India are challenging the dominance of Asia's newly industrializing economies as the main sources of FDI in the developing world.

In West Asia, FDI flows, both inward and outward, maintained their upward trend in 2006. Turkey and oil-rich Gulf States continued to attract most FDI inflows, accounting for a record level in 2006 in spite of geopolitical uncertainty in parts of the region. Energy-related manufacturing and services were the most targeted industries. FDI outflows from the region increased, mainly from the Gulf countries led by the United Arab Emirates. Cross-border M&As, continued to be the main mode of outward FDI.

After a minuscule increase in 2005, FDI inflows to the 19 countries of South-East Europe and the CIS expanded significantly in 2006, the sixth year of uninterrupted growth of FDI in the region. Inflows to the region's largest host country, the Russian Federation, almost doubled (\$28 billion). FDI is likely to be particularly buoyant in countries that joined the EU on January 1, 2007 (Bulgaria and Romania) and in the large economies such as the Russian Federation and Ukraine.

### **3. NEW INVESTMENTS**

#### US Investments into the UK

##### Benjamin West Opens an Office in London

Benjamin West, A Colorado-based firm that specializes in buying furniture, fixtures and equipment for the hotel industry has opened an office in London as part of an overseas expansion. The London location will be headed by Daniel Englander. Benjamin West is the country's leading furniture, fixtures and equipment (FF&E) purchasing firm for the hospitality industry

Benjamin West, 2655 Crescent Drive, Suite A, Lafayette, CO 80026 Tel: +1 303 530 3885 Fax: +1 303 530 3959, Alan Benjamin, President , Email: [info@benjaminwest.com](mailto:info@benjaminwest.com) Website: [www.benjaminwest.com](http://www.benjaminwest.com)

Benjamin West, Unit 46 Canal Building, 135 Shepherdess Walk, London N1 7RR. Tel: +44 20 7289 0000, Daniel Englander

##### Trintech Opens New Sales and Support Office in the UK

Trintech, a leading provider of financial software and services specializing in reconciliation workflow, revenue enhancement, transaction risk management, and compliance, announced the opening of its new London office located at 75 Cannon Street. This office along with Trintech's other sales offices in Ireland and the Netherlands will provide the foundation for the development and expansion of European operations

Trintech's reconciliation software solutions provide accounting compliance and risk management capabilities to European clients. Tony Bethell will be leading the EMEA operation. Trintech's principal business office is in Dallas, Texas, with international offices in Ireland, the United Kingdom and the Netherlands.

Trintech Inc., 15851 Dallas Parkway, Suite 900, Addison, TX 75001. Tel: +1 800 416 0075 Fax: +1 972 701 9337 Website: [www.trintech.com](http://www.trintech.com)

Trintech, 75 Cannon street, London EC4N 5BN. Tel: +44 20 7556 7000 Fax: +44 20 7556 7001

##### MHF Logistical Solutions Launches British Subsidiary

MHF Logistical Solutions Inc. (MHF-LS), a leading provider of packaging, transportation and technical services for generators and shippers of radioactive, hazardous and non-hazardous waste, materials and byproducts, has launched a new subsidiary to manage its growing business in the United Kingdom and elsewhere in Europe. Gene Gleason, MHF-LS' vice president for government affairs and international initiatives, has been appointed managing director of the new subsidiary, MHFLS-UK, Ltd., based in Cheshire, England. MHF-LS seek partners, both in the U. K. and elsewhere, as it continue to expand its international presence.

MHF Logistical Solutions Inc., Corporate Headquarters, 800 Cranberry Woods Drive, Suite 450, Cranberry Township, PA 16066. Tel: +1 724 772 9800 Fax: +1 724 772 9850, Richard Santello, President and CEO, Patrick Alcorn, Business Development Manager, Website: [www.mhfls.com](http://www.mhfls.com)

MHFLS-UK, Ltd. Tel: +44 78 8527 5052, Simon Roberts, Head of UK Business Development, Email: [simon\\_Roberts@mhflas.com](mailto:simon_Roberts@mhflas.com)

### Heller Ehrman Launches London Office

Heller Ehrman LLP plans to open an office in London in 2007. The launch will mark the firm's first office opening on European soil and the fourth outside of the U.S. The expansion allows Heller Ehrman to extend three of its core practices – corporate, real estate, and competition – to meet ever-increasing client demand for global legal services. The move also bolsters the firm's status as a leading legal services provider to emerging growth and technology industry companies, including those in the life sciences sector.

Heller Ehrman LLP has more than 700 attorneys and professionals in 12 offices worldwide.

Heller Ehrman LLP, 333 Bush Street, San Francisco, CA 94104-2878. Tel: +1 415 772 6000 Fax: +1 415 772 6268 Website: [www.hewm.com](http://www.hewm.com)

### Siperian Opens London office

Siperian, a developer of an award-winning, adaptive platform for master data management (MDM)— announced that it has opened a London office in order to better serve its European customer base. The new London office is the company's first in Europe and its sixth location worldwide. Siperian's adaptive master data management solution, Siperian Hub, is an integrated platform that helps organizations improve customer profitability, reduce operational costs and better comply with regulations. Siperian Hub enables companies to rapidly configure the solution for changing business conditions resulting in more efficient and profitable customer interactions.

Siperian Inc. Corporate Headquarters, 1820 Gateway Drive, Suite 109, San Mateo, CA 94404. Tel: +1 650 571 2400 Fax: +1 650 350 2206 Website: [www.siperian.com](http://www.siperian.com)

Siperian London, Providian House, 16-18 Monument street, London EC3R 8AJ. Tel: +44 20 7868 5283, Kelle O'Neal, General Manager, Europe

### NOTION Music Opens London Office

Greensboro-based NOTION Music, makers of music creation and performance software, announce the opening of a London office in response to its growing global customer base. With NOTION software, musicians can enter, edit and manipulate notation and instantly play back their compositions on a computer. VirtuosoWorks, Inc. (NOTION Music), 201 S. Elm Street, Suite 300, Greensboro, NC 27401. Tel: +1 336 275 2994. Lori Jarrett, CEO Website: [www.notionmusic.com](http://www.notionmusic.com)

NOTION Music Limited, Hershel House, 58 Herschel Street, Slough, Berkshire SL1 1PG. Kris Karra, Managing Director

### AdPack USA Opens London Office

Out-of-home marketing company, AdPack USA, has opened an office in London, its first venture into the European market following a successful launch in the United States. Specializing in intercept marketing and place-based advertising on promotional facial tissues, AdPack has taken the Japanese trend of tissue pack advertising and introduced it to the North American marketplace. Managing the London office is Gavin Towers.

Adpack USA, 335 Madison Ave, 23<sup>rd</sup> Floor, New York, NY 10017. Tel: +1 212 818 8000 Website: [www.adpackusa.com](http://www.adpackusa.com)

AdPack London. Tel: +44 20 7827 0746, Gavin Towers, Managing Director, London

### UK Investments into the US

#### Award-winning British Company Gives New Life Tissue analysis for Drug Development

Analyzing tissues is a vital activity for drug developers, and one of the most sensitive bioassay methods - perfusion myography - has been given fresh life with the launch of a new instrument by British company Biopta Ltd. Perfusion myography is an *in vitro* bioassay, which, by using isolated tissues that retain their *in vivo* characteristics, allows dimensional analysis of tubular structures. The technique is accepted as being more representative of normal physiology than organ bath or wire myograph techniques, which makes it an excellent method for drug screening. But it is under-utilized because of its labor-intensive operational needs. *In vitro* pharmacology specialist Biopta has automated and de-skilled the control of tests, reducing the need for constant supervision and freeing researchers

for other tasks. It has launched the *PM-1* bioassay instrument, based on its award-winning patented technology, *Perf-Exion*, which uses optical properties of the tissue to detect drug effects on a wide range of tubular tissues. *PM-1* is designed to capture information, such as external and internal dimensions, from isolated blood vessels and other tubular biological structures that are capable of dilation and constriction and which retain their *in vivo* characteristics. It provides information on drug potency and efficacy from sensitive measurement of changes in tissue diameter, flow, pressure, and force production.

UK contact: Dr David Bunton, Biopta Ltd, AHTC, Weipers Centre, Garscube Estate, Bearsden Road, Glasgow G61 1QH. Tel: +44 14 1330 3831 Fax: +44 14 1330 3831 Email: [davidbunton@biopta.com](mailto:davidbunton@biopta.com) Website: [www.biopta.com](http://www.biopta.com)

### Polycystic Ovarian Syndrome Sufferers can Lose Weight and "Overcome Infertility" with Breakthrough Diet

A healthy eating plan to counteract the symptoms of polycystic ovarian syndrome (PCOS) in women can help reduce weight and, in some cases, aid conception, according to the British diet advisor who devised the plan. PCOS, which is linked with hormonal imbalances and insulin resistance, is thought to affect a significant number of women in the USA. Sufferers tend to have serious weight problems, and symptoms can include infertility. *Vitaline Healthy Eating and Weight Loss Plan* - based on increasing the body's metabolic rate and reversing deficiencies that cause rapid weight gain - has enjoyed a high success rate. The *Vitaline Healthy Eating and Weight Loss Plan* takes account of each person's medical condition, symptoms, and other personal factors, providing a healthy diet that is low in fat, sugar, and carbohydrates. It is based on eating three or four well-balanced meals each day, without supplements or pills. The company's web site [www.pcos-vitaline.com](http://www.pcos-vitaline.com) offers information on PCOS, how Vitaline treats its symptoms, and details of how to subscribe to the plan. The company would welcome inquiries from potential agents or distributors

UK contact: Norah Lane, Vitaline Weight Control Ltd, 144 Ashton Road, Denton, Manchester M34 3HR. Tel: +44 16 1292 4918 Fax: +44 16 1292 4919 Email: [norah@vitaline-slimming.com](mailto:norah@vitaline-slimming.com)  
Website: [www.pcos-vitaline.com](http://www.pcos-vitaline.com)

### Modern Markers Give New Drive to competitive Golfing

Competitive golf games for "the longest drive" and "nearest the pin" have been given a makeover with modern markers to make them more fun and easier to play. After looking at the problems associated with conventional markers - such as size, weight, and expense, Pin High Golfing, a British company, has developed what it claims is the first truly portable marker set. The Pinhigh is designed to appeal to golf societies, event organizers, and course operators, and is suitable as a high-quality corporate gift.

Pinhigh can be seen in use at web site [www.pinhighgolfing.com](http://www.pinhighgolfing.com), and on display at the PGA Merchandise Show in Orlando, Florida, from January 25 - 27, 2007.

UK contact: Ronald Bostock, Pin High Golfing Ltd, PO Box 69, Bacup, Lancashire OL13 1WZ  
Tel: +44 17 0687 8405; +44 79 6215 4537 (cell) Fax: +44 84 5127 4965 Email: [office@pinhighgolfing.com](mailto:office@pinhighgolfing.com)  
Website: [www.pinhighgolfing.com](http://www.pinhighgolfing.com)

### Umbrella Vending Machines increase profits and Improve Customer Service

British company Umb UK Vend Ltd produces umbrella vending machines for installation at any location. Railway stations, shopping malls, and tourist attractions may all benefit from increased profits thanks to this novel and convenient invention. *Umbrolly* vending machines take up little space and, because they are battery-powered, do not require connection to a power outlet. A central display panel on the machine, showing the *Umbrolly* mini-umbrella in use, can be changed to carry a venue's logo or the price and instructions, as required. In addition to selling *Umbrolly* vending machines direct to end-users, Umb UK Vend is interested in inquiries from potential agents and distributors, as well as vending machine operators. The company provides a turnkey service, including installation, maintenance, stocking and servicing of machines rented to sites, in return for a royalty on each umbrella sold.

UK contact: Charles Ejogo, Umb UK Vend Ltd, 530 Fulham Road, Fulham, London SW6 5NR  
Tel: +44 20 7371 8111 Fax: +44 20 7900 3634 Email: [charlesejogo@umbrollys.com](mailto:charlesejogo@umbrollys.com) Website: [www.umbrollys.com](http://www.umbrollys.com)

### officebroker.com Opens in the USA

Britain's fastest growing online office broking company has expanded into the US market. Officebroker.com based

in Tamworth, Staffordshire has opened an office in the Carrollton business district of Dallas. Founded in 2001 by Birmingham born entrepreneurs - Jim Venables and Andy Haywood, officebroker.com has doubled its sales year on year. It is now the largest online commercial property broker for both serviced office space providers and SME's and corporate businesses requiring flexible office accommodation in the UK and overseas.

Office Broker Limited, Head Office, Sir Robert Peel Mill, Mill Lane, Fazeley, Staffordshire B78 3QD. Tel: +44 87 0112 7890 Email: [sales@officebroke.com](mailto:sales@officebroke.com) Website: [www.officebroker.com](http://www.officebroker.com)

Office Broker Limited, St Martins House, 16 St Martins le Grand, London EC1A 4EN

Office Broker LLC, 2340, Trinity Mills Road, Suite 300, Carrollton, TX 75006. Tel: +1 972 478 4362 Email: [sales@us.officebroker.com](mailto:sales@us.officebroker.com)

### InforSense Expands European and North American Headquarters

InforSense Ltd., the leading provider of real-time analytics, announced the expansion of its headquarter offices in London, UK and Cambridge, Massachusetts, USA. This expansion is driven by the significant increase in global demand for the company's products and services over the past year. The company's staff, which has grown from 63 employees at the beginning of 2006, is expected to reach more than 130 worldwide by the end of this year.

InforSense Ltd, Colet Court, 100 Hammersmith Road, London W6 7JP, Tel: +44 20 8237 8440 Fax: +44 20 8237 8441 Email: [information@inforSense.com](mailto:information@inforSense.com) Website: <http://www.inforSense.com/>

InforSense LLC, 155 Second Street, Cambridge, MA 02141, USA. Tel: +1 617 547 2500 Fax:+1 617 547 2772, Prof. Yike Guo, CEO, Email: [information@inforSense.com](mailto:information@inforSense.com) Website: <http://www.inforSense.com/>

### London Private Equity Firm Opens NY Office

3i Group Plc in London, a publicly-held private equity and venture capital firm with \$14 billion in assets under management, is opening a new office in New York as the base of its U.S. Growth Capital team. This new office will provide financial and strategic support to companies with its nine private equity professionals.

Five more investors will join the team over the course of 2007.

3i Group plc, 16 Palace Street, London SW1E 5JD. Tel: +44 20 7928 3131 Website: [www.3i.com](http://www.3i.com)

3i Group plc, Seagram Building, 375 Park Avenue, Suite 3001, New York, NY 10152. Tel: +1 212 848 1400 Fax: +1-212 848 1401

### ICEM Opens California Office

ICEM Ltd., the leading developer of surface modeling, surface model validation and design visualization software, announces the opening of its new west coast office based in Orange County, CA. This new office will support the automotive and aerospace markets in the western part of the United States and Mexico. ICEM appointed Kim Kirley as the company's Western Regional Sales Manager.

ICEM Limited, Global Headquarters, 26 Compass House, Ensign Way, Hamble, Southampton, SO31 4RF. Tel: 02380 604030 Fax: 02380 604079 Email: [info@icem.com](mailto:info@icem.com) Website: [www.icem.com](http://www.icem.com)

ICEM inc. 300 Galleria Officecentre Dr, Suite 305, Southfield, MI 48034. Tel: +1 248 351 0741 Fax: +1-248 351 0917, Email: [usa@icem.com](mailto:usa@icem.com)

## **4. TRADE SHOWS**

### UK

March 6-7 2007 – Hotel & Catering Trade Exhibition – Bournemouth Int. Centre

CEM Group Tel: +44 14 2548 5040 Website: <http://www.hotel-expo.co.uk/>

March 8 2007 – Financial Services Scotland – SECC Glasgow

Clarion Events Ltd. Tel: +44 20 7370 8039 Website: <http://www.financialservicesscotland.com/>

March 10 2007 – Money Marketing Live – Olympia, London

Centaur Communications Ltd. Tel: +44 20 7970 4000 Website: <http://www.centaur.co.uk/>

March 14-15 2007 – Law London 2007 – Olympia, London

The Solicitors Group Tel: +44 13 3222 7690 Website: <http://www.thesolicitorsgroup.co.uk/>

March 18-21 2007 – IFE 2007 - International Food & Drink Trade Exhibition – ExCel, London

Fresh RM Tel: +44 20 7886 3100 Website: <http://www.ife.co.uk/>

## US

Upcoming trade shows for March 2007 that have been selected to participate in the US Commercial Service's International Buyer Program.

### **March 2-4, 2007 – Graphics of the Americas/Xplor 2007- Miami Beach Convention Center, Miami Florida**

The 32<sup>nd</sup> annual Graphics of the Americas exposition (GOA) brings together over 23,000 graphic communications professionals from more than 70 countries. Whether your company focuses on pre-press variable data, creative, design, signs & banners, post press, packaging and/or mailing markets, purchases these services, or provides these services and is looking to upgrade or replace its current machinery, GOA will provide you with the opportunity to buy products and services, view the latest technology and learn about today's leading industry trends, all while networking with over 23,000 possible prospects from around the world.

For more details contact Scott Hodgins, Tel: +44 20 7894 0419 Email: [Scott.Hodgins@mail.doc.gov](mailto:Scott.Hodgins@mail.doc.gov)

### **March 11-13, 2007 – International Home & Housewares Show 2007 - Chicago, Illinois**

The International Home & Housewares Show is the world's largest "home and housewares" marketplace, where 1,800 exhibiting companies have the opportunity to showcase thousands of new products and designs to more than 60,000 attendees.

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### **March 19-23, 2007 – TelecomNEXT 2007 - Mandalay Bay Convention Center, Las Vegas, Nevada**

TelecomNext is the first trade show that fully addresses today's integrated telecommunications marketplace. From IMS to IPTV to VoIP to WiMAX, TelecomNEXT is the only show that presents a complete reflection of today and tomorrow's business landscape in the telecommunications industry.

For more details contact Scott Hodgins, Tel: +44 20 7894 0419 Email: [Scott.Hodgins@mail.doc.gov](mailto:Scott.Hodgins@mail.doc.gov)

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