

## Press Release

For immediate release

### All the sixes!

**22 June 06:** Matrix Private Equity Partners (“Matrix”), the small buy out specialist, completes its sixth MBO in the first six months of 2006.

### Matrix backs the £20 million MBO of British International Limited

Matrix has financed the £20 million secondary management buyout of British International Limited (“BIL”) the company that runs the Penzance to Isles of Scilly helicopter service. Matrix has led a syndicate comprising Finance Cornwall and Chrysalis VCT that has invested £5 million equity, with senior debt and asset finance provided by Bank of Scotland Corporate.

BIL is one of the UK’s leading suppliers of helicopter services and has a number of important public service contracts. It operates the UK’s only scheduled service by helicopter, with flights between Penzance, Cornwall and the Scilly Isles. The service carries 130,000 passengers a year with up to 26 flights a day during peak season. BIL has long-standing relationships with the Ministry of Defence; providing helicopter support to the Falkland Island garrison and Flag Officer Sea Training and Joint Maritime Courses in Plymouth and off the west coast of Scotland. Other important services include the provision of an Air Support Unit to the joint police forces of South Wales and Gwent, and to QinetiQ for the retrieval of targets used in training RAF pilots off the coast of West Wales, and supporting Shell off the Donegal coast.

BIL was formed in 2000 following a 3i backed Management Buy In of the non-oil related operations of Scotia Helicopters and Canadian Helicopter Corporation. The MBO team consists of David Hayler, Peter Sorby and Tony Jones. They are joined by new non-executive Chairman, Peter Shawyer, who is a former Managing Partner of Deloitte in the UK. Mike Walker, Portfolio Director at Matrix also joins the Board as a non-executive director

BIL is a profitable group with annual revenue of £19 million and operates from five different UK locations at Penzance, Plymouth, Cardiff, Bournemouth, Sherborne, Ireland and the Falkland Islands. It employs 160 staff.

Jonathan Gregory, Director of Matrix, said: “We were attracted to BIL because of the long term contracts for a substantial proportion of the business’ income, and the opportunity to expand by entering the offshore oil industry.”

The management team of BIL, said: “We feel that with the backing of Matrix, Chrysalis and Finance Cornwall, British International will be able to continue to strengthen its position within its core markets and undertake further expansion into new areas of business in the knowledge that we have firm backing from a group of innovative investors.”

Mark Wignall, Chief Executive of Matrix said, “ We are delighted to be supporting an important transport link for South West England and also to be completing our sixth MBO so far this year.”

Robert Seymour, managing director of Finance Cornwall, said: "BIL provides essential services to the Isles of Scilly and is a significant employer in West Cornwall. As the only Cornwall-based provider of equity finance we are delighted to be involved in such a significant deal and we wish the team all the best for the future."

#### Advisors

##### Advisors to Management:

Financial - Jamieson Corporate Finance (Matthew Robertson and Ian Jamieson)

Legal - Bond Pearce, Bristol (Simon Hewes , Nerys Evans and William Whitt)

##### Advisors to Matrix:

Legal - Burges Salmon, Bristol (Richard Spink & Vanessa Joyner)

##### Due Diligence:

Accounting – PricewaterhouseCoopers, Bristol (Mark Ellis and Jim Shaw)

##### Advisors to Bank of Scotland

Legal - DLA Piper Rudnick Gray Cary (David Ampaw)

##### Advisors to Vendors:

Financial - Vantis Corporate Finance (Philip Marsden and Jim Clark)

Legal - Osborne Clark (Richard Craven)

#### **Notes to Editors**

Matrix, the small buy out specialist, is a prominent national investor in the lower mid-market and one of the most active backers of smaller company MBOs in the English regions. Matrix has invested £18 million, backing eight MBOs with an aggregate enterprise value of £70 million in the past 12 months

BIL is Matrix's sixth MBO in the first six months of 2006, following those of Pasta King, Blaze Neon, VSI , Vectair Systems and Campden Publishing.

Matrix's other completed MBOs in the South West in the past nine months have been Maynard Scotts, a cake and dessert manufacturer and Pasta King, a provider of healthy quick service meals.

Matrix was named Venture Capital Trust Manager of the Year at the 2005/06 Investor AllStars awards as well as runner up as Small Buyout House of the Year at the 2005/2006 Unquote" Private Equity awards and runner up as House of the Year at the 2006 BVCA/Real Deals Private equity awards

Finance Cornwall Fund Managers Limited is a £20 million investment fund backed by £9 million from the Objective One European Regional Development Fund.

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