

### **Alistair Ramsay**

#### **CURRENT STATUS**

Having left the Chief Executive position at Dennis Publishing in December 2005 I have taken up a number of Non-Executive Director positions and additional consultancy projects for among others a leading Private Equity house and two Online ventures.

- ❑ Non-Executive Director of Dennis Publishing Ltd: see below
- ❑ Non-Executive Chairman of Dovetail Services Ltd: see below
- ❑ Non-Executive Chairman of Seymour Distribution Ltd: see below
- ❑ Non-Executive Chairman of Subscriptions Marketing Ltd: a £5.2m turnover Company specialising in direct and telemarketing for third party magazine Publishers.
- ❑ Non-Executive Chairman of Factory Media Ltd: successfully raised £5.1m in Venture Capital finance to implement a Management Buy-Out of Action Sports Media and to make two further related acquisitions (Permanent Publishing and 4130 Publishing). The Companies have been consolidated to form Factory Media and publish 12 magazines/websites in the sports sector.

#### **1984-2005 DENNIS PUBLISHING LTD.**

- ❑ Managing Director/Chief Executive Officer of Dennis Publishing Ltd and all of its subsidiaries/trading companies (including Dennis Holdings Ltd, the parent company of Dennis Publishing Inc). £195m turnover/610 staff/21 consumer magazines (17 in UK; 4 in USA). Day to day responsibility for UK company (£65m turnover/370 staff)
- ❑ Director of Seymour Distribution Ltd: Independent third-party magazine distribution, a J/V company owned by Dennis and Frontline Distribution Ltd
- ❑ Chairman of Dovetail Services Ltd: Independent third party subscription fulfilment house, a J/V company owned by Dennis and the BBC (and created following the successful merger of Customer Interface and Galleon and rebranded as Dovetail)
- ❑ Chairman of the Worldwide Magazine Marketplace Ltd: international trade event
- ❑ Director of Periodical Publishers Association Ltd: trade body

### **ACHIEVEMENTS INCLUDE**

- ❑ Board Director aged 25; Managing Director from December 1992 aged 31. In 1992 Dennis had a turnover of £20.5m and was loss making. In 2005 Dennis has a projected turnover of £195m (and was recently valued in excess of £350m)
- ❑ Extensive experience of acquisitions and J/V transactions including: The Week Ltd (1995); Auto Express Magazine (1997); Evo Publications Ltd (2001); I Feel Good Holding plc (2003); SM Distribution Ltd (1994); USM Distribution Ltd (1996); Seymour Distribution Ltd (1997); Customer Interface Ltd (1995) and Galleon Ltd (2005)
- ❑ Extensive experience of disposals including five consumer magazines to Future Networks plc; the Dennis business to business division to Reed Business Publishing Ltd; a consumer magazine to Haymarket Publishing Ltd
- ❑ Extensive experience of international publishing and licensing including establishing Dennis Publishing Inc offices in New York and the 1996 launch of Maxim USA; overseeing an international licensing business that now licenses Dennis magazines in numerous territories (including 37 editions of Maxim, the biggest men's lifestyle magazine in the world).
- ❑ Overseen the launches of more than 15 UK magazines including negotiating licensing agreements for UK publications.
- ❑ Board member and then Chairman of I Feel Good Holding plc (2001-2003) a publicly quoted Publisher on the AIM market.

### **CAREER HISTORY**

1982-1983: Sales Executive at VNU Business Publishing Ltd  
1983-1984: Account Manager at IDG UK Ltd  
1984-2005: Dennis Publishing  
1984: Sales Manager  
1987: Group Sales Director  
1989: Group Sales & Marketing Director  
1992: Managing Director/Chief Executive

### **EDUCATION**

1972-1977: 8 O'levels at Chiltern Edge School, Sonning Common, Oxfordshire  
1977-1979: 3 A'levels at King James College, Henley on Thames, Oxfordshire  
1979-1982: BA Hons Degree in English & American Studies at University of East Anglia  
1985: Diploma in Marketing at The Institute of Marketing

### **INTERESTS**

Sport, formerly an active participant (club football and cricket), now spectator (MCC member, Nottingham Forest supporter); travel; reading; film; music