

Morrow Moylan Capital

YOUR KEY TO THE STARTUP ASSET CLASS

WE PROVIDE THE TOOLS AND EXPERTISE
NECESSARY TO RUN A SUCCESSFUL
PORTFOLIO OF STARTUP INVESTMENTS.

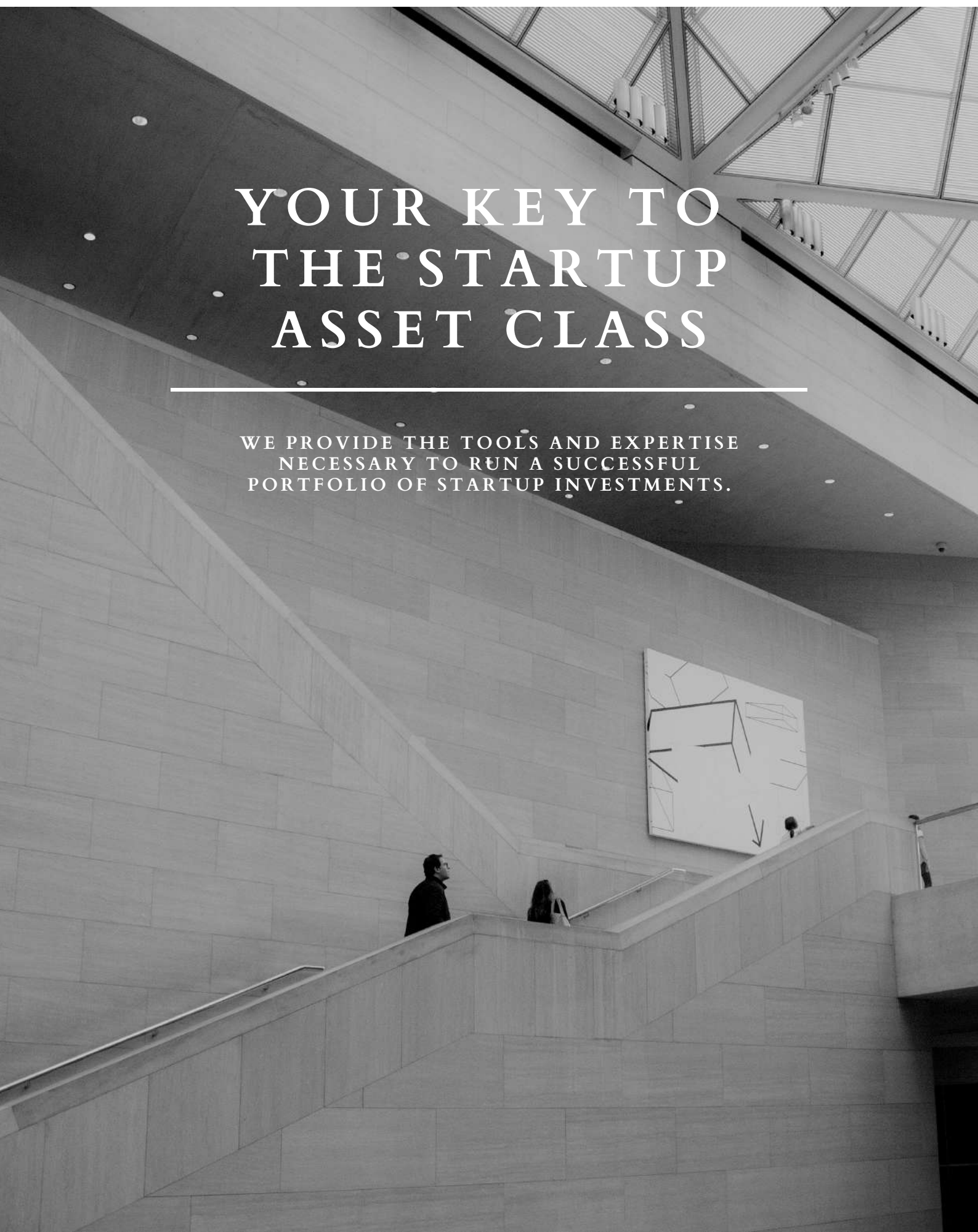


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ABOUT US

OUR COMPANY

Morrow Moylan Capital is an investment vehicle that offers Venture Capital as a Service (VCaaS) to single- and multi-family offices. The startup asset class is notoriously enigmatic. The operating environment of startups contains inherent uncertainty, returns take longer to materialise and risk can be high. Family offices often lack the bandwidth to invest in startups effectively. Morrow Moylan Capital offers a de-risked solution which allows family offices to enjoy the high returns generated by startup investments.

Our Chairman has built world-leading businesses to serve over 22,000 angel investors and advises governments across the world on their startup ecosystems. We use these unique experiences and insights to provide a VCaaS solution that is de-risked and generates high returns. Our expertise ensures the investment opportunities are viable, poised for exponential growth and unlikely to fail.

Morrow Moylan Capital delivers comprehensive portfolio management throughout the entire investment lifecycle. In addition, we leverage our expertise to provide additional value and support to startups after the investment has been made. With our clients' investments under our careful watch, they need not invest considerable amounts of their own time and energy into their portfolio of startups. Leaving them to focus on the asset classes they know best.

Services Provided



Portfolio Management



Tax & Legal Advisory



Reporting Services

ABOUT US

CHAIRMAN - BILL
MORROW

ANGELS DEN IN NUMBERS (2008-2017)



92%
of deals still active or
acquired.



50%
adjusted per annum
returns for the investors*
averaged across all deals.

Summary

Bill qualified as an accountant at Virgin. He then moved into Investment Banking in London and NYC. Bill decided to leave the big corporate world and established his own start-up, which expanded rapidly and sold to a Wall Street Bank. He retired and discovered a life of leisure to be duller than he had dreamed.

Bill then founded Angels Den in 2007 with some brilliant people and found his niche. **Angels Den expanded to become the largest angel network in Europe and Asia.** He sold a stake in Angels Den in 2018 and remains one of the largest shareholders. He has been named **the world's most influential figure in alternative funding** by City AM and, more importantly, 92% of all the businesses funded by Angels Den are still growing.

"The easy option is put your money into a startup and walk away, yet 9/10 times, this approach fails. The streets of London are littered with those who do not appreciate that investing in unquoted illiquid shares is not just about curation. Active management is key to making the returns demanded."

Bill Morrow

*Adjusting for additional gains from tax relief savings scheme.

ABOUT US

CHAIRMAN - BILL
MORROW

Government Advisory

Bill frequently provides his expertise to national governments by advising them on their startup ecosystems. He is currently engaged in 3 advisory contracts.

1. **Thailand:** where he is **working with 5000 SMEs** helping them scale (reporting to Junior Finance Minister).
2. **Kuwait:** where he is helping to build the entire ecosystem for sustainable (non-oil) businesses.
3. **Chile:** where, again, he is helping them build a more developed ecosystem.

Lecturer At



**HARVARD
BUSINESS SCHOOL**



+ 30 Other schools

As Seen On



CITY A.M. Forbes TED

ABOUT US

OUR TEAM

Other members of the team include:



Conor Moylan - CIO

Conor has built startups **in five countries across four continents**. He has worked in numerous sectors, including education, retail and sustainable development. He has a passion for building, funding and growing early stage businesses. He holds a First Class Honours BSc from the **London School of Economics**.

Dr David Ramm - Advisor

David is a partner at **Baker Botts LLP**, a leading global law firm with **over 50 Fortune100 clients**. His practice spans across technology, life sciences and financial services sectors. **With more than 20 years' experience**, David brings skilled insight into the legal and commercial factors to best serve HNW clients and is also a source of deals.



SERVICES PROVIDED

PORTFOLIO MANAGEMENT

We provide family offices with the operational capacity and expertise required to enjoy the high returns offered by startup investments. Our portfolio management service starts at deal origination, ends at exit and covers everything in between. In addition, we maximise ROI for family offices by providing our expertise to startups after the initial investment has been made. This expertise helps fuel growth and adds value above and beyond the capital invested. Moreover, our extensive due diligence process substantially mitigates the risk of failure.

We typically focus on seed and series-A stage companies in a many sectors.

The full service range includes:

- Determining the objectives and risk profiles of the client
- Deal origination
- Providing due diligence on investments and external managers
- Representation of client in each asset through company position(s)
- Disaster recovery options when assets are significantly underperforming
- Negotiation during exit of each investment
- New market expansion analysis

SERVICES PROVIDED

TAX & LEGAL REPORTING

Tax & Legal

Our network of vetted professionals ensures our clients' tax and legal requirements are handled by professionals with a wealth of experience in startup investments. The tax and legal support our network provides typically falls into the following categories:

- Support on general legal issues pertaining to business and investments
- Optimising tax mitigation through tax relief schemes such as EIS and SEIS
- Payment of taxes and arranging tax compliance

Reporting

Good record keeping and reporting is an important element of our VCaaS offering. These services include:

- Consolidating and reporting all assets. For example, ensuring all shareholding is registered with Companies House and that the correct legal certification has been provided
- Annual performance reporting

TERMS

CONTACT US

Morrow Moylan Capital does not require strict funding commitments from clients. We discuss with each client how much they are looking to invest; they pay us an according management fee & success fee and **they retain full discretion over the quantity of capital they wish to allocate.**

As we offer individually-tailored services and since each principal has varying quantities of capital to deploy, we encourage prospective clients to contact us to discuss deliverables and fees.

Please get in touch with the team directly to discuss how MMC can help you realise your investment objectives.



Conor Moylan

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Morrow Moylan Capital



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