

Morrow Moylan Capital

YOUR KEY TO BRITAIN'S BEST STARTUPS

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

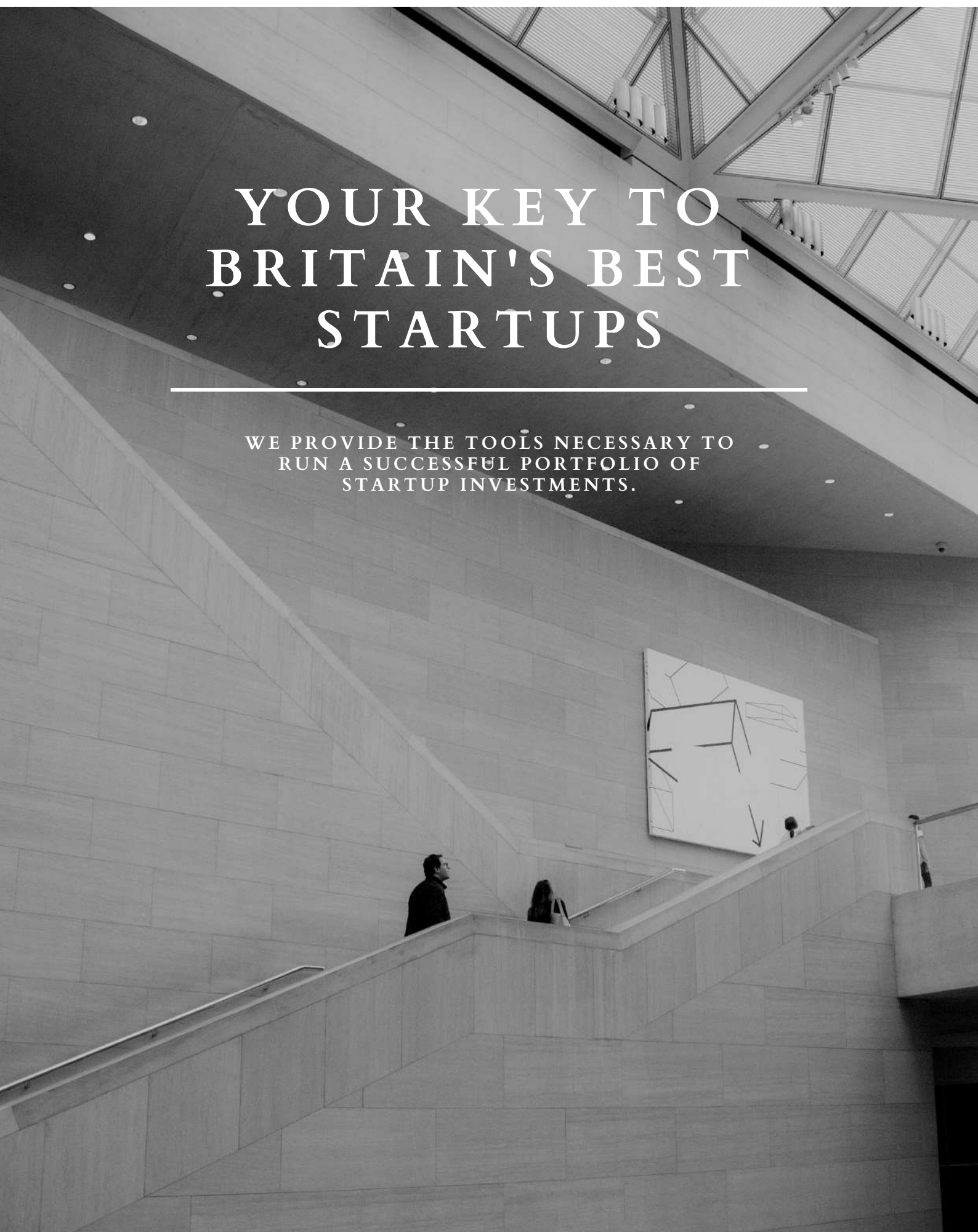


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ABOUT US

OUR COMPANY

Morrow Moylan Capital (MMC) is an investment vehicle that provides the tools required to build and optimise a portfolio of startup investments. **We represent clients with capital for deployment in excess of £3,000,000.**

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 our clients the highest-return opportunities to invest in and to de-risk their portfolio.

We offer comprehensive portfolio management throughout the entire investment lifecycle. With our clients' assets under our careful watch, they need not invest considerable amounts of their own time and energy into their portfolio of startups.

At MMC, we supply our clients with a bespoke package. Our client's needs and objectives will be carefully considered individually to provide a tailored service to best fit each principal. Our offerings are usually divided into the following service categories:

Services Provided



Portfolio
Management



Tax & Legal Advisory



Access Services



Reporting Services



Next-Generation
Career Acceleration

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**

**MIT
MANAGEMENT
SLOAN 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

Morrow Moylan Capital funds companies at the forefront of British innovation. Our clients have the opportunity to generate substantially higher returns than those offered by private banks. We create and manage bespoke portfolios of startup investments to suit each client's objectives. The team's expertise ensures that each investment provides the highest returns and is sufficiently de-risked.

Our clients retain full discretion over how much capital they wish to invest and we do the rest. We source and analyse the opportunities, negotiate terms and provide extensive support to the portfolio companies all the way to exit.

The full service range includes:

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




SERVICES PROVIDED

NEXT-GENERATION CAREER ACCELERATION

The Next-Generation Career Acceleration programme is designed to accelerate the career progression of the next generation from high net worth families through hands-on training and appointments to positions in some of the UK's fastest growing companies.

The training programme is given by Bill Morrow who has been a lecturer at Harvard, MIT and 30 other business schools around the world. Bill has also trained senior employees at Goldman Sachs and devised training programmes for 22,000 angel investors. The programme teaches how to invest intelligently into the highest-return asset class and how to run a highly profitable business.



In addition, individuals on the programme are appointed to positions in some of the best companies into which their families invest. This allows them to work alongside C-level executives at some of the most promising companies in the UK and **puts them in strong positions at firms that are set to grow exponentially.**

Upon completion of the Next-Generation Career Acceleration programme, trainees will be ready to take on positions of seniority at established companies, start their own business or run a family firm effectively. Unlike an MBA, our trainees learn through experience by working with business and investment professionals who are at the forefront of innovation.

SERVICES PROVIDED

ACCESS TAX & LEGAL REPORTING

Access

Working alongside Bill Morrow will provide the client with **access to some of the best investors, entrepreneurial talent and deals in the U.K.'s startup ecosystem**. As a key advisor to foreign national governments, Bill can also provide access to relevant policymakers in an extensive array of developed and developing countries.

Tax & Legal

Tax and legal services will be outsourced to experienced professionals to ensure the smooth running of investment management. These services will include:

- ▶ 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 the 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

Chief Investment Officer
Morrow Moylan Capital



conor@morrowmoylancapital.com



+44 7808 523392