**Name: Philip Morris FCA MCIPS**

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**Date of birth:** 21 October 1963

**Key qualifications:** Fellow of The Institute of Chartered Accountants in England and Wales (FCA)

Member of the Chartered Institute of Procurement & Supply (MCIPS)

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A KPMG, London trained chartered accountant and experienced non-executive director, Philip has worked very successfully for over thirty years in a variety of financial and accounting roles in both the public and private sectors, in the UK and internationally. He has tremendous broadly-based business experience and acumen with excellent interpersonal, analytical and influencing skills.

He has a blue-chip background and a proven track record of adding real value to organisations having founded and run his own business generating savings of many millions for clients. These include Zurich, Nissan, BRITA, Thompson Directories and Regatta Clothing, as well as several high-profile public sector bodies, such as Sheffield Teaching Hospitals NHS FT and the Universities of Bath, Loughborough and Liverpool.

He was the finance director of a rapidly expanding telecoms company, where he oversaw a successful takeover by Canon (UK), and spent several years working as a highly effective management consultant with PwC where he specialised in strategic/business planning, improving corporate governance and commercial reorganisations. He is comfortable operating at the highest level, having helped several major international bodies (World Bank/IMF, UN, British/German governments) successfully achieve key strategic objectives.

Philip has significant non-executive director experience. He is currently NED of a housing group which turns over £150 million, where he sits on the Audit & Risk Committee; and, prior to that, he was NED and vice-chair of an NGO during one of its most productive periods where he also chaired the ARC. In addition, he has been NED of two start-ups, in IT and fintech, where he advised on all financial matters and helped to develop acquisition strategy and successfully raise finance.

He is also currently a full member of the MCC and a vice-president of the Dorset & Wilts RFU. He is personable, energetic, passionate and challenging.

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**January 2022 to date: NON-EXECUTIVE DIRECTOR, LONGHURST GROUP**

NED and member of the Audit & Risk Committee of one of the largest housing groups in the Midlands and East of England, turning over £150 million.

**November 2001 to date: CHIEF EXECUTIVE, NELSON LA ROCHELLE LIMITED**

Founder and chief executive of an extremely successful procurement services company that specialises in boosting clients’ profits/surpluses by cutting the costs of their supply chains and making recommendations for operational improvement. Slashed costs for the following by as much as 60%+ with an average of around 20%:

* **Distribution** – Norbain SD; BRITA Water Filter Systems; County Tyre; Interoute Transport Services; Triumph International; Kerry Logistics; The Pallet Network; Cargotec UK
* **IT/Electronics** – Pro-Bel; Computer Sciences Corporation; Causeway Technologies; Black Box Network Services (UK); Stage Electrics Partnership; ACAL Technology; Oxford Instruments; Procurri UK
* **Wholesale/Retail** – Regatta; Fowlers of Bristol; BMJ Power; Rippleglen; Vygon (UK); Wessex Garages
* **Professional Services** – Thomson Directories; Warner Goodman & Streat; Bevan Brittan; The Frost Partnership; Openwork; RCI Financial Services; Incresco; Tradex Insurance Company; HCML
* **Publishing** – Music Sales; ENRA Group
* **Food and Catering** – Witwood Food Products; AJ & RG Barber; PKL Group (UK); Leon Restaurants; Fyffes; CP Foods (UK)
* **Manufacturing/Engineering** – Atlas Copco; Thames Card Technology; Minivator; Space 4; The Helping Hand Company (Ledbury); EURAC; Trend Machinery & Cutting Tools
* **Construction** – Westbury; Higgins Group Services; Nicholas King Homes; UGS; Symm & Co
* **Public Sector (NHS trusts)** – Basingstoke & North Hampshire; Doncaster & Bassetlaw; Sheffield Teaching Hospitals; Bedford Hospital
* **Public Sector (District Councils)** – Warwick; Kennet; Wycombe
* **Public Sector (Universities)** – Liverpool, Bath, Loughborough, Nottingham Trent, Derby, Chichester, Brighton
* **Public Sector (Schools/Colleges/Academies)** Heythrop; Hull; New College Nottingham; Pimlico; St Mary Magdalene; Tudor Hall; William Hulme’s; Prince Henry’s; The White Horse Federation.

**Current clients** include a major string of art galleries and one of the biggest district councils in the South-West. For over 60 written references from successful assignments, visit <https://www.nlar.com/testimonial-page/>.

**April 2020 to January 2023: NON-EXECUTIVE DIRECTOR, SOFTWARE SHIFT LIMITED**

NED of an IT start-up aiming to consolidate software development companies globally. Advised on all financial matters, specifically acquisition strategy and raising finance.

**December 2018 to September 2021: NON-EXECUTIVE DIRECTOR, CREDITUM LIMITED**

NED of a fintech start-up based in Gibraltar. Helped it raised funds to develop one of the most advanced, complete and secure processing global platforms for financial products.

**October 2014 to November 2019: VICE-CHAIR AND NON-EXECUTIVE DIRECTOR, TAEKWONDO ORGANISATION LIMITED**

Vice-chair and NED of TOL, the ‘umbrella’ body for Taekwondo in the UK responsible for channelling funding from Sport England to national governing bodies, during one of its most successful periods. Also chaired the Audit & Risk Committee and helped the organisation significantly improve its governance.

**February 2001 – November 2001: FINANCE DIRECTOR, OXFORD RESOURCES LIMITED**

Worked as finance director of a blue-chip tactical cost reduction consultancy. The organisation usually acted for companies with a market capitalisation of at least £1bn, most in the FTSE 100 (**Trinity Mirror, HBOS, Great Universal Stores**). Helped it achieve a record year in terms of both turnover and profit.

**April 2000 – January 2001: MANAGEMENT CONSULTANT**

**The Blue Cross** (acting finance director, with primary role of improving corporate governance) and **Global Telesystems (UK) Limited** (carried out a four month forensic investigation).

**Jan 1998 - March 2000: FINANCIAL DIRECTOR/CONTROLLER, CANON VOICE & DATA (UK) LIMITED**

Worked very successfully for a rapidly expanding telecoms group, as its turnover grew from £8m pa to £20m following the merger of four businesses and the acquisition of a fifth, prior to being taken over by Canon (UK). Advised on the strategic development of the business, including acquisitions; improving corporate governance; drawing up annual budgets and cash/capital requirements; producing regular group management accounts and cash flow forecasts; drawing up an IT strategy; and running the finance department of 20 staff and stores of six.

# July 1994 - Sep 1997: MANAGEMENT CONSULTANT, ADDIS ABABA, ETHIOPIA

**Disaster Prevention & Preparedness Commission, Ethiopia** Worked for three years providing long-term strategic advice, including how best to improve corporate governance and privatise its relief transport fleets. Other clients included **Joint Transport Operation, Ethiopia** (strategic financial advice); **Oxfam, Ethiopia** (strategic assessment and business plan); and **Port Administration of Massawa, Eritrea** (strategic review).

**1992 - 1994: CONSULTANT, PRICEWATERHOUSECOOPERS, NAIROBI, KENYA**

**1990 - 1992: AUDIT MANAGER, KPMG, NAIROBI, KENYA**

**1985 - 1990: AUDITOR, KPMG, LONDON**

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**EDUCATIONAL ACHIEVEMENTS**

University of Bristol (BA Hons History) A Levels - English (A), History (B) and Economics (B)

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