**Name: Philip Morris FCA MCIPS**

philip.morris@nlar.com; 07884 230876/01285 711830

The Vane House, Horcott Road, Fairford, Gloucestershire GL7 4BX

<https://www.linkedin.com/in/philip-morris>

**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-trained chartered accountant and experienced non-executive director, Philip has worked 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 has been the finance director of a rapidly expanding telecoms company that was taken over by Canon (UK) and also spent several years working as a management consultant with PwC. He has experience of working with high profile organisations such as the World Bank/IMF, the UN and the British and German governments, specialising in strategic/business planning, improving corporate governance and commercial reorganisations.

Philip has significant non-executive director experience. He is currently NED of three companies: a housing group which turns over £150 million, where he chairs the Audit & Risk Committee; an IT start-up that aims to consolidate software development companies around the world; and a fintech company that provides client services across Europe. Prior to that he was NED and vice-chair of a sports body that channels funding from Sport England, where he chaired the Audit & Risk Committee; and NED of a fintech start-up. He is 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 Audit & Risk Committee chair of one of the largest housing groups in the Midlands and East of England, turning over £150 million.

**September 2021 to date: NON-EXECUTIVE DIRECTOR, DAIXOO UAB**

NED of a leading fintech company based in Lithuania that provides client services across Europe and other regulated countries.

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

NED of an IT start-up that aims to consolidate software development companies across Europe to create a free flow of talents and projects between them.

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

Founder and chief executive of a procurement services company that specialises in boosting clients’ profits/surpluses by cutting the costs of their supply chains and making recommendations for operational improvement. Savings have been as high as 60%+ with an average of around 20%. Has directed successful assignments for almost 60 clients in both the public and private sectors, ranging from small organisations that turn over £15 million to the UK operations of large multi-nationals that turn over several billion and major public sector bodies. Clients include: **Distribution** – Norbain SD Ltd; BRITA Water Filter Systems Ltd; County Tyre Ltd; Interoute Transport Services Ltd; Triumph International Ltd; Kerry Logistics; The Pallet Network Ltd; Cargotec UK Ltd. **IT/Electronics** – Pro-Bel Ltd; Computer Sciences Corporation; Causeway Technologies Ltd; Black Box Network Services (UK) Ltd; Stage Electrics Partnership Ltd; ACAL Technology Ltd; Oxford Instruments plc; Procurri UK Ltd. **Wholesale/Retail** – Fowlers of Bristol Ltd; BMJ Power Ltd; Rippleglen Ltd; Vygon (UK) Ltd. **Professional Services** – Warner Goodman & Streat; Bevan Brittan LLP; The Frost Partnership; Openwork Ltd; RCI Financial Services Ltd; Incresco Ltd; Tradex Insurance Company Ltd. **Publishing** – Music Sales Ltd; Thomson Directories Ltd. **Food and Catering** – Witwood Food Products Ltd; AJ & RG Barber Ltd; PKL Group (UK) Ltd; Leon Restaurants Ltd; Fyffes plc; CP Foods (UK) Ltd. **Public Sector** – Basingstoke & North Hampshire NHS FT; Doncaster & Bassetlaw NHS Trust; Sheffield Teaching Hospitals NHS FT; Bedford Hospital NHS Trust; Warwick District Council; Kennet District Council; Wycombe District Council; University of Bath; University of Derby; Loughborough University; Nottingham Trent University; University of Chichester; University of Brighton; Heythrop College; Hull College; New College Nottingham; Pimlico Academy; St Mary Magdalene Academy; Tudor Hall; William Hulme’s Grammar School; Prince Henry’s High School; The White Horse Federation. **Manufacturing/Engineering** – Thames Card Technology Ltd; Minivator Ltd; Space 4 Ltd; The Helping Hand Company (Ledbury) Ltd; EURAC Ltd; Trend Machinery & Cutting Tools Ltd. **Construction** – Westbury plc; Higgins Group Services Ltd; Nicholas King Homes plc; UGS Ltd; Symm & Co Ltd. **Current clients** include Regatta Ltd, Wessex Garages Ltd, University of Liverpool, ENRA Group, Atlas Copco Limited and HCM Ltd. For written references, visit <https://www.nlar.com/testimonial-page/>.

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

NED of a fintech start-up based in Gibraltar. The company aims to use digital banking solutions to offer customers a full suite of financial services via a smartphone app.

**October 2014 to November 2019: 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 the national governing bodies. He also chaired the Audit & Risk Committee.

**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**), and he 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 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**

Prepared business plans and carried out strategic studies for a wide variety of clients in tourism, retail, engineering, central government, infrastructure, banking, transport and media.

**1985-1992: AUDITOR/AUDIT MANAGER, KPMG, LONDON/NAIROBI**

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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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