

WHITMAN HOWARD



LONDON

# Disruptive Technology Conference

The Soho Hotel

18<sup>th</sup> January 2017

Whitman Howard is an independent institutional stockbroking and investment banking business focused on servicing the needs of our corporate clients and institutional investor base. The company began trading in 2011 with a team of highly experienced market professionals and the goal of building a leading capital markets business in an entrepreneurial environment.

Whitman Howard is one of the few institutional brokers with an active involvement in the private market proven by a history of successful private market placements, private M&A and an extensive pipeline of opportunities expected to be executed over the next six months.

We do more than just raise money for private companies and we like to be an integral part of their growth, providing;

- Advice on the structuring of a deal prior to meeting investors including finalising documentation
- Introductions to our network of private investors on a targeted basis
- Introductions to possible strategic investors with the possibility of corporate action
- The opportunity to leverage off our network of existing clients, sharing experiences and broking further commercial opportunities

Whitman Howard has built a unique platform capable of raising money and providing advice for early stage and high growth private companies.

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TIME	SPEAKER	ROLE/COMPANY	SUBJECT
14:30- 14:50	<b>James Lambert</b>	Chairman <b>Whitman Howard</b>	How and why is Whitman Howard relevant to disruption?
14:55- 15:15	<b>Edward Relf</b>	CEO <b>Laundrapp</b>	Company Overview and their relationship with disruption
15:20- 15:40	<b>Russell Quirk</b>	CEO-Founder <b>emoov</b>	Company Overview and their relationship with disruption
15:45- 16:05	<b>Gordon Tulloch</b>	CEO <b>Tootle</b>	Company Overview and their relationship with disruption
	<b>Mike Bishop</b>	COO	
16:10- 16:30	<b>Randel Darby</b>	CEO-Founder <b>AirPortr</b>	Company Overview and their relationship with disruption
16:35- 16:55	<b>Darron Antill</b>	CEO <b>Device Authority</b>	Company Overview and their relationship with disruption
17:00- 17:20	<b>William Whitehorn</b>	Ex - President <b>Virgin Galactic</b> Deputy Chairman <b>Stagecoach</b> Non Exec Director <b>Purplebricks</b>	Disruption as a market force



## **James Lambert OBE - Chairman/Whitman Howard**

James joined the Whitman Howard board in June 2016, having had a successful and distinguished career in the food industry. He co-founded R&R Ice Cream Plc (Richmond Ice Cream Ltd.) and served as its Chief Executive and Executive Chairman listed on the LSE until it was bought by Oaktree Capital (2006) and subsequently by PAI Partners in 2013. R&R is currently the largest Ice Cream producer in Europe, producing over 800 million Litres of product annually. James is passionate about helping to lead and build worthwhile organisations that give job fulfilment and career progression to colleagues. James also serves as Chairman of Animalcare Group, Burton's Biscuits and Inspired Pet Nutrition.

# laundrapp

## Company Biography

Laundrapp is one of the world's fastest growing on-demand mobile technology platforms delivering professional and convenient laundry & dry cleaning services directly to customer's doors across the UK. Laundrapp offers a simple and convenient cross-device service (mobile /tablet/desktop), launched just over 18 months ago in London, Laundrapp has enjoyed explosive growth and is now available in over 100 towns and cities across the UK.

## Edward Relf - Founder/CEO

Ed Relf is a digital entrepreneur with 15+ years' experience across the rapidly evolving digital entertainment, utility, gaming and on-demand ecosystem. Specialising in digital start-ups, entrepreneurship and marketing, Ed has launched some of the world's most successful digital start-ups servicing hundreds of millions of users globally. Having operated at every level through his professional career, Ed is now co-founder & CEO of Laundrapp redefining the future of the on-demand digital ecosystem.



## Company Biography

eMoov was an early pioneer of the online/hybrid estate agency model and was first established in 2010, swiftly gaining traction and market share to become a top tier player today. It's unique understanding of how to blend great technology and great people to oversee and assist the home moving process has seen it succeed as the highest ranked estate agent in the UK of all 25,800 branches for customer service via AllAgents.co.uk. Rated the best of its peers at TrustPilot also.

## Russell Quirk – Founder/CEO

Russell is the founder and CEO of eMoov.co.uk. A long standing estate agent that has run successful traditional estate agency businesses as well as the UK's favourite online agent. The son of an estate agent's son. A frequent contributor for the BBC, LBC, ITV, CNBC and for the national press, Russell combines property expertise with a customer service obsession that has led eMoov to its status as the best estate agent in the UK as rated by customers. A former elected councillor, he has also chaired local authority Planning and Development Control Committees; had responsibility for entrepreneurially transforming his home town's council owned assets into revenue streams and led a multi-million pound mixed use, town centre redevelopment scheme.



## Company Biography

Tootle is an online platform that helps sellers find a buyer for their car by connecting them to a UK nationwide network of dealerships and car buying services. Its disruptive model allows sellers to quickly receive purchase offers for their car at a fair price, and car dealers to efficiently and economically source and control their inventory.

### Gordon Tulloch – CEO

Gordon is the CEO of Tootle having identified it in its early days as a key automotive disrupter ready to scale and he came on board to do exactly that. Gordon has been in the automotive industry for over 15 years with trade sales of businesses to GMAC, Auto Credit Trust and BCA. Having operated globally, held positions at Jaguar and Porsche and a pure digital evangelist, he is now driving Tootle's growth forward through key industry partners.

### Mike Bishop – COO & Founder

Mike is the founder of Tootle. An automotive professional having worked with some of the world's most iconic brands including - Rolls Royce, Bentley, Spyker and Morgan. Mike also operated his own high end car website supplying the city with premium cars. Having identified a lack of options for the consumer to obtain transparency for selling their car, Mike created Tootle as the consumer's champion giving transparency, choice and trust for selling your car.



## Company Biography

With our track record for innovation, deep knowledge and experience of the airport and airline environment, we combine smart process design and leading edge technology to create solutions that give travellers freedom, time and peace of mind.

We're building a universal platform integrating airlines, airports, governments and transportation companies to aggregate data and facilitate seamless flows of passengers and baggage between global cities.

## Randel Darby – Founder/CEO

Randel gained several years' experience working with growth businesses in the TMT sector while working in private equity, in London and internationally. Frequent flying for business led to him becoming increasingly frustrated with the end-to-end journey experience, with wasted time and effort expended as a result of baggage and repeated data entry when travelling. In 2013, on realising there was a growing need and receptiveness from industry he saw an opportunity, in applying his knowledge and experience in growing businesses, to start AirPortr with the goal of disrupting and improving antiquated processes, integrating often fragmented stakeholders in the travel value chain and delivering next generation travel experience



## Company Biography

Device Authority provides simple, innovative solutions to address the challenges of securing the Internet of Things (IoT). We help our customers simplify the process of establishing a robust, end-to-end security architecture within the IoT and deliver efficiencies at scale through security automation.

## Darron Antill – CEO

Darron has worked with a small portfolio of companies in an Executive and advisory capacity, establishing strategic direction for the respective companies, developing go to market propositions and securing investment funding for expansion. Prior to his Executive Director roles, Darron was CEO of AppSense. Darron guided the company to a 270% increase in revenues to more than \$100M, expanded the company globally, increased global headcount by more than 300% and helped AppSense raise a \$70M investment round from Goldman Sachs. Prior to AppSense, Darron was CEO of leading Information Security Services Company, Vistorm and Managing Director of Ultima Business Solutions, a security services company.



**William Whitehorn – Ex-President/Virgin Galactic,  
Deputy Chairman/Stagecoach, Non-Exec  
Director/Purplebricks**

Born and educated in Scotland, he learnt to fly at 16 as an RAF cadet and after graduating from University worked for BA and as a graduate trainee with Thomas Cook.

He joined Virgin in 1986 and went onto help establish Virgin Atlantic as a major global long haul airline, found Virgin Trains, help establish Virgin Money, Virgin Mobile, Virgin Media and become the first President of Virgin Galactic.

Since retiring from Virgin in 2010 he has been involved in the start-up of Purplebricks Group PLC and remains a non-exec director of that company. He is also Deputy Chairman of Stagecoach Group PLC and Chairman of a number of private equity businesses either involved in or undergoing significant investment or change in areas as diverse as space satellite manufacturing and the Worlds second busiest indoor entertainment arena. Before becoming Deputy Chairman of Stagecoach he set up The Transport Systems Catapult for the UK Government and established one of Europe's first driverless vehicle projects in Milton Keynes.

