



Date:
27-28th May, 2024

Venue:
Rosewood Hotel, Abu Dhabi

Powered By:



Isomer Accelerant is an active scale up fund for Pan-European technology companies. We invest in companies whose products improve their customers margins, investing post series A. We target 3-5-4.7x money returns and aim to return the investor's commitment within 6 years. The team have a strong and complementary track record having been involved in the creation of 15 Unicorns.

Accelerant has a significant selection advantage through our platform partner Isomer Capital, that has invested in over 2000 European Companies through its 75 Venture Fund Managers.

Our approach to the technology landscape stands out:

- **Preferred access to deal-flow:** Isomer, our platform, are a long standing European fund of funds and have invested in over 75 early stage technology venture capital managers who in turn have invested in over 2100 technology businesses. We benefit from preferred access to these companies, and benefit from Isomer's long-term relationships with the managers; we get to watch 'the movie not the snapshot'.
- **Deeptech Knowledge:** Mike Townend is one of the few deeptech investors to have seen it all the way through a cycle successfully. He was CIO of IP group, the largest and most successful deeptech investor in Europe for more than a decade, and delivered a 4x return notwithstanding the high failure rate associated with investing very early in a company's development. Very few early stage deep tech investors made it this far in Europe. There is a significant advantage in knowing where and when to invest and most importantly where not to invest. As a result we have strong relationships with a set of investee companies that have derisked and would prefer us as their partner.
- **Scale up ability:** Our scale-up partners are probably the two best technology scale-up executives in Europe.

They deliver the growth playbook for the management teams of our companies - a key differentiator in winning the deal and in driving higher returns.

Steve Kelly: Scaled Chordiant from zero revenues to \$70m in four years leading to a \$2bn IPO. Quadrupled sales at Microfocus and doubled margins over 4 years - leading to 7x value. Turned around Sage and took them into the cloud, doubled the rate of revenue growth and increased margins. Ran Technation, an early stage scale up investor for the UK government, leading to the majority of the UK's unicorn successes: Ocado, Deliveroo, Revolut, Wise, Darktrace, Onfido, Cazoo, etc. . Tech nation accounted for 10% of the UK's unicorn successes (The European average is only 1.5%)

Steve Garnett: One of a handful of early employees at Oracle that went on to be an exec team member of Siebel and Salesforce. Siebel scaled from start up to \$2bn of sales in 5 years and a \$30bn valuation during Steve's time there and Salesforce went from having \$100m of revenues in 2003 and an IPO valuation of \$1.1bn to £8.4bn and a market cap of \$53bn when Steve left in 2016.

- **Risk selection** combined with investing later in a company's journey drives higher risk adjusted returns and an earlier return of capital. We think our detailed risk evaluation approach will allow us to achieve a quarter of the failure rate of the early investors, whilst capturing 75% of the total returns. We invest later (3 years from inception in software and 7 years in deep tech) and achieve the majority of the return of the return that the earlier stage investors capture with much lower risk.
- **AI:** Our AI team are at the forefront of commercial AI evaluation and deployment, a significant selection advantage in a sector where we think over 1 trillion of value will be generated for the non-incumbents.



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Mike Townend

Partner
Isomer Capital



Mike Townend boasts over 35 years of investment experience, having traversed roles as an LP, GP, CIO, investor director, board member, and entrepreneur.

His tenure as CIO at IP Group, Europe's premier deep tech investor, spanned ten years until April 2022, during which he spearheaded investments such as Oxford Nanopore and Ceres Power.

Prior to IP Group, Mike held influential positions at Lehman Brothers and Donaldson, Lufkin, and Jenrette. His financial market expertise was honed through leading public and private transactions at Paribas, DLJ, and Lehman Brothers, where he directed the hedge fund business as Managing Director.

Outside IP Group, Mike is deeply engaged in sustainability-focused ventures, notably serving as Chairman of Optimize, an AI routing company, and co-founder of Green Urban Transport, an electric vehicle enterprise. Additionally, he acts as an advisor to Yoo Group, a specialist property development entity. Mike resides in Southwest London with his wife and son.



Charles Schrager

Partner
Isomer Capital



Charles Schrager possesses over 35 years of diverse investment experience, spanning roles as LP, GP, investor director, advisor, board member, and technology executive. His journey encompasses pivotal positions such as a partnership at Penta Capital LLP and a tenure as MD of Credit Suisse's financial institutions investment banking group, where he spearheaded fintech and asset management initiatives. With a solid foundation in financial markets, including pioneering equities CRM systems and shaping internet strategies for Paribas's equity business, Charles brings a wealth of expertise to the table.

As a seasoned investor in private equity and venture, Charles has a proven track record in deal structuring, fund raising, and capital markets transactions. Noteworthy achievements include steering the growth of GRP to become the largest independent insurance broker in the UK and shepherding esure and Go Compare from a £200m buyout to an IPO valued at £1.25bn.

Beyond his professional endeavors, Charles is an avid reader, music enthusiast, and aviation aficionado, balancing his passions with philanthropic pursuits as a trustee of Facing the World, a children's facial reconstruction charity.