



MONO POLO

2027 SEASON

MID-MARCH — MID-SEPTEMBER

Corporate Sponsorship Prospectus

Six months of sustained brand exposure at Guards Polo Club
and Cowdray Park — two of the world's leading polo clubs.

Prepared for **[Prospect Company Name]**

Derek J MacLennan · Mono Polo · September 2026



Repeated access to an audience most brands cannot reach.

Mono Polo is a competitive UK polo team, fielding amateur patrons alongside professional players. Having just finished the 2026 UK season, the team is planning 2027 across two of the sport's most prestigious venues. Running a team at this level — horses, livery, training, veterinary care and professional players for a full tournament programme — represents a significant annual investment. We are inviting a small number of corporate and private partners to join Mono Polo for the season, in exchange for sustained brand exposure to one of the UK's most affluent and hard-to-reach audiences.

6	13	2	8
MONTH SEASON	TOURNAMENT EVENTS	WORLD-LEADING CLUBS	GUEST PASSES / FIXTURE

WHAT A PARTNER RECEIVES

- Direct brand exposure on kit, team livery and the horsebox lorry at every fixture the team plays.
- Association with Guards Polo Club — "the most prestigious polo club in the world" per The Polo Magazine — and Cowdray Park, the historic "Home of English Polo."
- Tournament finals on each club's showcase grounds, in front of significant pitch-side audiences.
- Brand visibility wherever the team is listed: Guards' "What's On", Cowdray's "Daily Play", and both clubs' annual yearbooks.
- Warm, high-value hospitality — guest passes for up to 8 people per fixture, plus invitations to club events.
- A flexible, still-independent team: partners join at the ground floor, with room to shape activation and co-branding.

THE COMPANY POLO KEEPS

Brands already active in UK and international polo sponsorship include Cartier, Rolex, Jaeger-LeCoultre, Piaget, Land Rover, Bentley, Porsche, Coutts and EFG, alongside apparel and lifestyle names such as U.S. Polo Assn. and La Martina — evidence of the category's established appeal to premium and luxury brands.

Corporate appetite is visibly growing. In 2026 a UK bank manager at HSBC launched an internal workplace polo initiative to introduce colleagues to the sport through networking days and equestrian learning — a sign that major financial brands now see polo as valuable for internal culture as well as external marketing.

Industry commentary increasingly treats a single match as the tip of a longer relationship. A Mono Polo partnership is built that way — sustained exposure and access across a six-month season, not a single afternoon.

Red, black, and a monkey that means business.

Mono Polo takes its name and playful monkey emblem from the chukkas that gave the team its identity. In 2018 Derek, Mono Polo's founding patron, was playing with the Stirling brothers at the world-renowned La Dolfina ranch — home of Adolfo Cambiaso. The chukkas were so much fun they gave rise to laughter that "sounded like a monkey"; the other players nicknamed Derek **Mono**, Spanish for monkey. The name stuck.

The team was founded in 2023. Derek's own polo journey began almost by accident: a taster session at Polo Valley in Sotogrande, spotted in a brochure on a family skiing holiday, turned one chukka into a genuine passion.



MONO POLO IN PLAY, 2026 SEASON

THE ROSTER

Hamish MacLennan — Guards Polo Club 2025 "Best Player of his Handicap"

NAME	ROLE	HANDICAP	NOTE
Derek MacLennan	Patron / Founder	0-Goal	CEO of Phase II International
Hamish MacLennan	Pro-Am	1-Goal	Playing since 11; Argentina, New Zealand, Spain, England
Nico Leal	Professional	2-Goal	Manages the playing schedule and all horse care
Cody Jones	Professional	1-Goal	Runs his own polo operation

BRAND ASSETS — READY TO CARRY YOUR LOGO

Kit, horsebox, tent and rugs already in team livery



TEAM SHIRTS



HORSEBOX LIVERY



PITCH-SIDE TENT



BRANDED RUGS

FIXTURE PROGRAMME — MID-MARCH TO MID-SEPTEMBER

TOURNAMENT	VENUE	LEVEL	GAMES (EST.)	FINALS GROUND
Guards 4 Goal (×3 events)	Guards Polo Club	4 Goal	5 per event	Smith's Lawn, inc. Queen's / Princes Ground
Cowdray 4 Goal (×3 events)	Cowdray Park Polo Club	4 Goal	3 per event	Cowdray Park fields
Guards 6 Goal (×4 events)	Guards Polo Club	6 Goal	4 per event	Queen's / Princes Ground
Cowdray 6 Goal (×3 events)	Cowdray Park Polo Club	6 Goal	3 per event	Cowdray Park fields

FOUR PARTNERSHIP LEVELS

Benefits, pricing and exclusivity can be tailored to your objectives

Title Partner £120,000+ / season Primary logo on shirt front, jacket back and cap Full-livery branding on the team horsebox lorry Option to co-brand the team name Hospitality passes for up to 8 at every fixture VIP hosting at Guards and Cowdray finals Logo wherever the team is listed; yearbook feature First option to renew for 2028	Principal Partner £45,000–£60,000 Secondary logo on shirt sleeve and jacket back Side-panel branding on the horsebox lorry Hospitality passes for 6 at every fixture Website, social and digital mentions all season Yearbook listing at both clubs	Official Partner £15,000–£25,000 Logo on training kit and cap Digital and social media mentions Hospitality passes for 4 at selected fixtures Invitation to the season launch event	Supporting Partner £5,000–£10,000 Logo on team website and social channels Invitation to two hospitality fixtures of choice Acknowledgement in season programme
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Fixture counts, grounds and pricing are indicative — an illustrative starting point for discussion, not a fixed rate card. Attendance and membership figures should be confirmed directly with each club's partnerships team.

LET'S TALK ABOUT 2027

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A password-protected sponsor site with the full roster and season detail is available on request.

