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SUMMARY Chicago MBA. Solid finance and business development executive. Strong international banking and consulting experience at top banks, CEO of privately held firm. Structured finance, project and trade finance expertise in U.S. and emerging markets. Excellent negotiation, analytical and presentation skills. International expatriate in the Middle East (1997-2000).

EXPERIENCE MAYFLOWER PARTNERS LLC

Menlo Park, CA

2000-present CEO

- Owned and operated international finance advisory firm serving private and public sector clients. Focused on infrastructure finance in Asia, Africa, the Middle East and E. Europe. Concentrated on four practice areas: 1) International sub-sovereign and municipal finance, 2) Project and trade finance: Energy, 3) Project and trade finance: Water, 4) Venture capital and other financial services.
- Sub-sovereign/municipal finance – Conducted municipal finance advisory projects for clients in Indonesia, India, Montenegro and Vietnam. Led Indian government officials on mission to discuss international best practices in municipal financing for water projects with U.S. credit rating agencies, clean water and drinking water State Revolving Funds in Arizona and New York, New York City Water Authority, Environmental Protection Agency, the IFC and World Bank. Focused on various models for raising revenue and general obligation bond financing at sub-sovereign level.
- Consulted to the U.S. Agency for International Development (USAID) regarding development of municipal finance bond and bank loan markets for Indonesian water authorities. Sub-contractor to Development Alternatives, Inc. of Bethesda, MD, during contract (2005-2009). Performed USAID financial assessment for use of its loan guarantee program in the water sector in Indonesia, sub-contractor to TCGI, Washington, DC.
- Project and trade finance: Energy – Financial advisory work for energy projects in Macedonia, Azerbaijan, Uzbekistan, Czech Republic, Hungary, Poland and Slovakia for the U.S. Trade and Development Agency (USTDA). Included reviewing thermal, hydroelectric, wind, solar, geothermal, biogas, co-gen and combined cycle projects and advising on financing plans, availability and structuring. Consulted with IFC, World Bank, EBRD, OPIC, export credit and other agencies to determine optimal financial structures for these projects.
- Project and trade finance: Water - Consulted to GE Infrastructure/Ionics Corporation on financing negotiations and documentation for \$370 mln Kuwaiti wastewater treatment project financing and bids for two Israeli desalination projects. Reviewed local bank loan and capital markets conditions for each project and advised appropriate terms, conditions and negotiation tactics for financing. Reviewed water project finance market in China. Investigated local and international bank loan and fixed income market for private sector projects.
- Advised USTDA on 1) municipal water bond technical assistance program in Shanghai, 2) wastewater treatment project for coastal city in Croatia, and 3) \$150 mln 25 million gallons per day sea water desalination project for Karachi, Pakistan.
- Venture capital and other financial services – Advised USTDA on venture capital funds and other finance-related technical assistance programs for China, Mexico, South Africa, Namibia and Mozambique. Advised the State Social Protection Fund of Azerbaijan on individually-funded pension accounts and social security reform. Advised NAFINSA, Mexico's leading development bank, on consolidation of its private equity funds into a Fund of Funds. Helped USTDA develop a bank training program with the American Bankers' Association in China. Investigated export potential of the U.S. Coast Guard's DEEPWATER equipment platform, developed by Lockheed Martin and Northrop Grumman, in Southern Africa.

1994 - 2000

ABN AMRO Bank, N.V.

Telecommunications and Media Group

New York, NY

Vice President, Credit Structuring and Advisory

- Responsible for client marketing, deal structuring, cash flow modeling, legal documentation and credit analysis for medium and long-term debt financing. Negotiated project and structured debt finance for U.S. and international clients in wireless, satellite, Internet, high tech, cable and media industries.

Middle East and Africa Regional (MEAR) Office Dubai, United Arab Emirates
Vice President, Structured Finance, Middle East and Africa Region

- Established ABN's Middle East and Africa Regional Structured Finance group. Developed strong industry presence in region, generating \$2.9 mln in fee income and \$3.5 mln in lifetime deal income.
- Evaluated project finance, structured trade finance and other structured finance deals in MEAR, with industry focus on telecom, power, and oil & gas. Focused on wireless, mobile satellite and fixed line equipment sales in telecoms sector. Bid for lead arranger role for \$600 mln regional mobile satellite project financing for Thuraya, United Arab Emirates. Member of deal team which won lead arranger role for \$350 mln total bridge financing for MediTelecom in Morocco. Cross-sold fixed income, equity origination and M&A advisory services in Israel and other countries in region.
- Managed client marketing, credit approval and analysis, termsheet negotiation with multinational and local sponsors and other lenders, loan documentation and due diligence for projects worth \$1.9 billion.
- Won lead arranger mandate for largest private sector U.S.\$ loan (\$490 mln total) in Egypt for Mobinil, which financed the first private GSM cellular phone system. Sponsors: France Telecom and Motorola.
- Won lead arranger mandate for the first combination of international and shekel-denominated loan facilities (\$650 mln total) in Israel for Partner/Orange. Named "MEA Telecom Deal of the Year - 1998" by *International Finance Review*. Third GSM license in highly competitive market. Sponsors: Hutchison Telecom and local Israeli investors.

Vice President, Structured Trade Finance Chicago, IL

- Product specialist responsible for Midwest and New England regional business development and client marketing. Marketed the bank's services to exporters of telecom/high tech and heavy equipment.
- Deal team member for five international power projects as well as chemical plant, paper machinery and canning plant deals, with lead arranger or co-arranger role (\$3.9 bln total). Fee and derivative income from these deals exceeded \$16.9 mln, while lifetime deal income forecasts were more than \$10.9 mln.
- Negotiated political risk coverage from U.S. Eximbank, World Bank, IFC, OPIC, SACE and the Inter-American Development Bank. Helped create new policies at U.S. Eximbank, increasing its ability to assume emerging market corporate risk and project finance takeout risks.
- Part of team awarded #1 U.S. Eximbank Lender in 1996 and Project Finance Deal of the Year (in Morocco) from *International Finance Review* in 1997.

1990 - 1993 CITIBANK, INC. New York, Chicago, Los Angeles
Global Trade Finance Division

Assistant Vice President, Structured Trade Finance

Worked on origination and distribution of U.S. Eximbank and OPIC-guaranteed loans in Algeria, Mexico, Thailand, Philippines, Venezuela and Dominican Republic.

Summer 1989 AMERICAN EXPRESS TRAVEL RELATED SERVICES New York, NY
Retail Travel Division - Marketing Summer Intern

EDUCATION UNIVERSITY OF CHICAGO *Graduate School of Business*

1988 - 1990 MBA, concentrations in Finance, Marketing and International Business, 1990. Developed new consumer mortgage product for Citibank as part of special New Product Development Laboratory course.

1987 - 1988 MASSACHUSETTS INSTITUTE OF TECHNOLOGY *Sloan School of Management*

Graduate coursework in marketing strategy, technology management and communications in preparation for full-time MBA program at University of Chicago. Non-degree program.

1981 - 1985 BOSTON UNIVERSITY *School of Management*

B.S., Business Administration, 1985. Concentrations in Marketing and Finance.

ADDITIONAL EXPERIENCE

- Board Member, Swedish-American Chamber of Commerce (SACC) USA and SACC San Francisco/Silicon Valley. Member, Silicon Vikings, Financial Women's Association of San Francisco, International Private Water Association and International Desalination Association.

- Guest speaker on telecom, project and trade finance at conferences in Egypt, Israel, Bangladesh, India and Chicago.
- Treasurer and Board Member, American Chamber of Commerce of Dubai and the Northern Emirates, 1997-2000.