

EXPERIENCE LIST

Selected Acquisition Related Activity

- Led the acquisition of Geosynthetics, Inc. by Babcock Power
- Led the divestiture of Welding Technologies, Inc. (WTI), a portfolio company of Babcock Power, to BHI Energy
- Prepared for the potential exit of prior employer – prepared CIM/management presentation and worked with finance team on the establishment of a data room
- Supported healthcare services organization with the establishment of acquisition management tools and researched potential targets in adjacent lines of business
- Participated in the licensing of wet flue gas desulfurization technology to ISGEC Heavy Engineering Ltd. in India
- Supported the licensing of Selective Catalytic Reduction technology to Bharat Heavy Electricals Limited (BHEL) in India
- Assisted in the establishment of a joint venture in Thailand with B.Grimm
- Established a market model for wind turbine services, found potential JV partners and led due diligence of multiple wind turbine service providers
- Proposed acquisition of a reference list for fired heaters and approached multiple companies, including a move to LOI and due diligence on target acquisition
- Sourced target acquisition for mechanical construction services for refineries
- Sourced a battery storage integrator as a potential acquisition target
- Developed investment thesis on air pollution control products and approached multiple targets, including one to detailed due diligence and LOI.
- Advised Zellweger Luwa AG in acquisition of the assets of Lumidor Safety Corporation from Invivo Corporation for \$12 million
- Advised Bühler AG in divestiture of its subsidiary, Redler Limited, to Stock Equipment Company, a division of SPX Corporation, for an undisclosed amount
- Advised a major private equity firm in its pursuit of a large European staffing company. The transaction would have been the largest in the sector, but collapsed on pricing and debt issues
- Advised Bobst S.A. in acquisition of a majority interest in Schiavi SpA for an undisclosed amount
- Other representative projects included strategic advisory services for a Swiss gas detection company, a Swiss engineering and contracting firm, a Swiss construction materials distributor as well as for a Swiss battery manufacturer

Selected Market Research and Strategic Initiatives

- Researched brain injury and palliative care markets for potential acquisition targets
- Mapped the wind turbine services value chain and aligned the market with internal competencies to pursue acquisitions in a new end market
- Accurately predicted the maintenance market for heat recovery steam generators leading to capital investment and multiple business unit collaboration to gain a strategic advantage in the market
- Identified market for environmental services with respect to coal combustion residuals, analyzed the value chain and led the acquisition of a geosynthetics services provider
- Built a market model to predict coal plant retirements and pollution control equipment installation to plan resource allocation for an environmental control product and services provider
- Modeled the potential for converting coal generating assets to burn natural gas leading to R&D investment and a leadership position in the industry
- Developed a market model for the tanker industry to forecast supply/demand balance and impact on day-rates
- Other market mapping and research experience includes: combined cycle natural gas plant economics, battery storage integrators, electric utilities & IPPs, power markets, oil & gas services, E&P, pollution control (air & water), HMOs, hospitals, drug distributors, laboratory services, dental service organizations, medical devices and dialysis centers