

LJ MAHON

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SUMMARY OF QUALIFICATIONS

C LEVEL EXECUTIVE DEVELOPMENT, INFRASTRUCTURE, STRATEGIC PLANNING & FINANCE

Senior Executive with experience in developing, financing, negotiating and structuring power generation projects, public / private partnerships and projects in real estate, infrastructure, transportation & power generation industries. Hands on work ethic. High integrity, results oriented, entrepreneurial, self – starter with outstanding prioritization and management skills. Works well in multi-cultural, multi-tasking environments.

Innovator in negotiating / developing complex financial and business investment opportunities in both developed and emerging markets. Experience with ECAs and multilateral development agencies on economic development, finance and insurance issues, as well as international banks, investment, private equity and merchant banks.

Extensive international experience. European Union member. Lived and worked in United Kingdom, France, Mexico, Peru, Brazil, Russia, Kazakhstan, Turkey, Middle East (Dubai and Abu Dhabi) Mongolia, China, and Africa (Angola, Algeria and South Africa).

SUMMARY OF PROFESSIONAL EXPERIENCE

Mathghamhain Partners Limited – Dublin, Ireland

2010 - Present

2001 - 2006

(Private Equity Company [family owned] specializing in international business development / investment in construction, infrastructure and real estate and structured finance)

Managing Director and CEO

- Private equity firm with investments directed towards Russia / CIS – green field and brown field
- Investment strategy is “opportunistic” with a focus on market needs – both public and private
- Advising on several PPP projects in Eastern Europe and USA (infrastructure, transport, etc.)
- Senior Advisor to Ernst & Young, Moscow, Transaction Practice

Basic Element Company - Moscow, Russia

2006 - 2010

(Multinational conglomerate with six (6) business sectors, 330,000 employees, \$46 billion valuation and revenues of \$26 billion. Largest private employer in Russia)

CEO, Construction, Infrastructure and Real Estate Development Sector

Member of Basic Element Management Board

- Grew Construction business from start up to the 2nd largest business segment in Basic Element (55,000 employees and \$5 billion revenues):
 - Four (4) project / commercial real estate / development companies
 - Altius Development, Projects > 100,000 square meters;
 - BEL Development, Projects < 100,000 square meters
 - Russian Hotels, Hotel projects in Russia, CIS and Eastern Europe
 - Aramex, Facilities Management Company
 - Two (2) construction companies (commercial [Glavstroy] and civil / infrastructure [Transstroy])
 - Building Materials company (Basel Cement, Fahmi [building facades], glass, etc.)

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- Project Management company
- Infrastructure Development / Concessions / Public Private Partnerships with Federal Governments (Russia and CIS)
- Developed overall strategy for development activities in Russia, CIS, Eastern Europe, Middle East and China
- Oversaw development of the infrastructure projects (PPPs) and construction in Sochi, Russia for the 2014 Russian Winter Olympics (including Olympic village, 4 hotels, harbor, light rail project, highway construction, waste water treatment plant, etc.). Projected to be a \$2 billion investment by Basic Element Company in projects constructed on its 220 hectare site on the Black Sea.
- Developed Infrastructure strategy for entry into public private partnerships (PPPs) in Russia, CIS, Africa and Eastern Europe.
- Member of Management Board, Chairman of the Board for 4 different companies within Sector
- Oversaw investment / acquisition of the largest construction company in Russia, Transstroy
- In excess of \$20 billion in investment projects (commercial, retail, residential, infrastructure and industrial)
- Manage Steering Committee for investment in Strabag AG (5th largest construction company in Europe)

ALSTOM Infrastructure Group – Paris, France and Rugby, UK **1995 – 2000**
(Multinational engineering, manufacturing and project company with 150,000 employees, annual sales of \$20 billion)
COO, Member of Executive Board

Infrastructure Group was Alstom's internal project development group, mandated to develop, finance, structure and invest Alstom equity in infrastructure projects utilizing Alstom technology in power, transport, electricity transmission and high speed rail

- Established and staffed US office for business development to increase market share in the Americas
- Developed business, marketing and strategic plans for the Americas, including equity investment strategy for IPPs
- Focused on infrastructure projects utilizing Alstom technology (power, energy, transport and T&D)
- Primary focus on PPP structure, developing and financing infrastructure projects in South America, Asia and US
- Developed strategic and marketing plans and consummated investments / projects in excess of \$12 billion in 18 initial months of operations

NEXUS CAPITAL VENTURES, INC. – Houston, TX **1985 – 1995**
(Equity Investment Firm, Business Development Company and Consulting firm)
Managing Director, Partner, Chief Operating Officer

Nexus was retained by several international engineering / construction firms to develop infrastructure projects and the necessary financing packages with export credit agencies, regional development banks and commercial banks

- Management consulting / financial services boutique focusing on power and energy sectors (Vickers Engineering)
- Developed / Negotiated infrastructure projects and PPPs in Asia, Africa and South America with clients (Brown & Root / Halliburton)
- Worked with numerous energy, engineering and project developers in international business development and strategies (Aker Engineering, Norway and Omega Marine, Houston, TX)
- Negotiated finance packages, investments and acquisitions in former Soviet Union (Pepe International, Moscow)
- Spearheaded client growth and revenues in newly developed management consulting / financial advisory business.
- Developed, negotiated and structured first trade and export finance packages in Republic of Kazakhstan

GENERAL CRUDE OIL COMPANY – Houston, TX **1981 – 1985**
(Exploration and production company, wholly owned subsidiary of International Paper Company)
Manager, Business Development

- Initiated, structured and executed program to convert parent companies' 14 primary pulp and paper mills in the U.S. to alternative fuel cogeneration plants and to finance as off balance sheet transactions
- Negotiated and structured off balance sheet, non-recourse financing mechanism for cogeneration plants

1977 – 1981 Prior professional experience as an officer and in house counsel for an international energy / mineral extraction company that included: (i) labor contract negotiation, (ii) negotiation of several acquisitions (surface and deep

mining operations), (iii) negotiation of financing for major equipment purchases and (iv) negotiation of long term sales agreements.

Adjunct Professor / Guest Lecturer

2010 - Present

- **Belmont University**
 - College of Business, MBA Program, International Business
 - Structure of Market Entry for Emerging Markets, Global Perspective
- **Lipscomb University**
 - College of Business, MBA Program, International Business
 - Structure of Market Entry for Emerging Markets
- **Tennessee State University**
 - College of Business, International Business
- **Florida State University**
 - College of Business, Department of Marketing, International Business

Spring 2012

- Class instruction, guest lecturer on issues relating to international business and market entry strategy for emerging markets (primarily BRIC countries and lesser developed Eastern Europe, former Soviet Union and Middle East). Classes consist of lectures and case study methodology.

EDUCATION & AFFILIATIONS

BA, University of Notre Dame

JD, Indiana University School of Law

Advanced Language Program – University of Houston (Spanish, Russian)

Qualified to work in US and EU (Irish and US citizenship)

7 Habits of Highly Effective Managers – Rice University Executive Business School

Negotiating for Success in International / Emerging Markets – American Bar Association

Member, American Bar Association

Member, Indiana State Bar Association (inactive)