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# Professional Experience Overview

I have 40 years of International business development experience. I have success stories in IT, aviation, technology incubation, retail, industrial and food industries. I have strong senior general management and complex international program management experience and have worked extensively with and at Board and C levels in an International arena for most of my 40 years. I have held numerous Board seats in Executive and Non-Executive positions. I am well versed in corporate finance, mergers and acquisitions, MBO’s, private equity, venture capital, technology incubation, restructuring and turn-arounds. I have strong computer based analytical and communication skills.

**TRACO – London and Jeddah, Saudi Arabia 2009 – 2013**

I returned to this private family after the father passed away and assisted his heir on the families strategic planning for their wealth management. Other tasks included buying Business Jets, Yachts, Villas and an antique car collection. Whilst with the family, I created and launched a consumer retail gourmet food chain with outlets in Jeddah, Riyadh and Dhahran. (www.tonygsgourmetfood.com)

**Consensus Business Group – London, UK July 2001 to December 2008**

I was one of the first two non-property personnel that Mr. Vincent Tchenguiz hired to diversify out of pure property plays. I was his Investment Director - Science, Technology and Innovation. During this period, I sourced and assisted Mr. Tchenguiz in deploying several hundred millions of Pounds in a variety of technology and industrial projects.

I was instrumental and led Consensus’ investment of £10 million as the lead investor in the creation of Imperial Innovations plc. (IVO:LSE) This was the foundation of a global University Technology Transfer platform that I created that comprised of 38 of the world’s leading Universities. This platform was a integral component of sources of technology that we used to feed into the Aerospace and Defense industry crafting complex industrial offset programs on behalf of prime A&D contractors.

I crafted and implemented the world’s first tri-party offset mitigation between Boeing Aerospace, Industry Canada and Consensus Business group whereas Consensus invested $10 million on behalf of Boeing into the Inovia Fund for University incubation for 14 Canadian Universities in exchange for Boeing receiving $200 million of offset credits from Industry Canada. Consensus via its agreement with Boeing received a 5% commission of offset credits received, ie. $10 million, thus Consensus received its carry in the Inovia fund at a 100% discount. All parties were very happy with the structure and it has made a profit for all stakeholders since its implementation in 2006/7.

In 2004, I led an investment of 27% into Energy Technique Plc. As Consensus was the largest single shareholder, I was appointed Non-Executive Director, Head of Audit and Compensation Committees for the AIM listed Energy Technique (LSE:ETQ). During my tenure, I had to implement reorganization of the complete Board of Directors, Management and product offerings. I led two Emergency Right’s Issues to save the company. At the time the share price was 20-32p. Energy Technique was recently acquired in December 2015 at a share price of 345p.

In 2006 was a member of the Consensus Business Group mission to the U.A.E. where we strategized and along with Mubadalla, we create the MASDAR initiative. Consensus Business group led the private sector investment with a $50 million dollar capital injection. Mubadalla and Credit Suisse were the two other investors with a $100 million capital injection from each one.

As a result of the global financial crisis, Mr. Tchenguiz had to liquidate the majority of his assets and I left his employ to pursue other interests.

**Commerce One Middle East (Dubai, United Arab Emirates)**

**Senior Management October 2000 to June 2001**

In this position, I was charged with assisting in the capitalization and formation of the Middle East Distributor Operations for Commerce One Inc., a leading B2B technology platform provider. The territory covered Northern Africa, Turkey, the Levant and the Arabian Gulf. Performed the function of an internal investment banker sourcing and negotiating directly with CEO’s and Boards soliciting investments for Commerce One Middle East. Was seconded and relocated by Commerce One Middle East to a London based Commerce One customer.

**Samama Group of Companies (Riyadh, Saudi Arabia)**

**Manager of Business Development 1997 to June 2000**

Hired directly by the majority owner of this Saudi 100 Company, I was charged with leading the diversification effort of the Group away from their prime customer, the Saudi Government, into the commercial sector. In 1997 I identified a telecommunication opportunity and started a Division to address the opportunity. (see below) In addition, I reported directly to our Chairman on a variety of issues, ranging from our ISO 9000 program, financial and strategic planning to senior management recruitment. During my tenure at Samama, I was also our MIS manager. I was responsible for the complete project of installing a modern Intel/NT network consisting of a server farm, distributed communications network, 100 local users and 25 remote users. After deployment of the network hardware I was in-charge of our ERP project. I was responsible for the functional requirement specification, vendor selection and implementation of ERP. Project came in on-time and on-budget.

*Samama Telecommunications and Technologies* – The only Lucent Technologies, Pan GCC, channel partner for the full line of their Global Commercial Markets and Data Networking Services business units. Concluded negotiations, capitalized, mobilized a staff of 80+ IT professionals and secured major projects in just 11 months from July 1998 to May 1999.

**Systems and Communications House Ltd. (Riyadh, Saudi Arabia)**

**Vice President Marketing & Administration 1995 to 1997**

Was the first hire in this start-up company to become a leading systems integrator to the military and commercial markets in Saudi Arabia. Set up distribution agreements, marketing teams and support networks for Bay Networks, Sun Microsystems, Platinum Technologies, Levi, Ray & Shoup, AT&T Systimax® and Compaq Computers. Successful major projects included the sales of programs to Saudi American Bank (Citibank) for Unix software security, the ATM backbone (active and passive components) for the Royal Saudi Air Force under the Al-Yamamah Offset program and the standardization of Levi, Ray & Shoup mainframe print solutions at Saudi Aramco.

**TRACO (Jeddah, Saudi Arabia & Chicago, Illinois)**

**Vice President – Special Projects 1989 to 1994**

TRACO is a privately owned Saudi Company which holds significant positions in operating concerns in various industries in the Middle East, Europe and the United States. Ventures were in areas of consumer retail (ACE Hardware, Toys R Us), trucking, stevedoring, VLCC’s and Drilling Platforms (Mobil), construction (H.B. Zachry), Insurance (Marsh McLennan), petrochemical refining (Mobil Saudi Arabia & M.W. Kellogg), hotels and manufacturing (Samsung Heavy Industries, National Pipe Company). Reporting directly to the owner, I served as an in-house management consultant and troubleshooter, reviewing the fiscal and operational performance of the independent operating entities and recommending corrective action as appropriate. I reviewed new business opportunities and conducted and concluded negotiations and interaction with our international joint venture partners. Owner was also a founding member of Investcorp and I conducted his due diligence reviews on his behalf for all of Investcorp’s investments from 1989 to 1994 as he was a member of their investment committee.

In February 1991, I was transferred to Chicago, IL to live and manage on a full time basis, TRACO’s investment in In-Flight Phone International, an aircraft to terrestrial communications network being developed by our partner Jack Goeken who was also the founder of MCI and GTE Airfone. Concurrently, I was appointed President of In-Flight Phone Middle East and successfully concluded fleetwide contracts with Saudi Arabian Airlines and Kuwait Airways.

**Food Technology International (Jeddah, Saudi Arabia)**

**Co-Founder and President 1980 – 1989**

Recognizing the demand to serve American-style cuisine to expatriate workers, I founded this company with a Saudi partner to develop and operate restaurants and catering concessions in the city of Jeddah. At its peak, it operated nine full service restaurants and one school lunch program, serving over 4000 meals per day. During the start-up I fully designed and implemented all aspects of the operation including site selection, kitchen designs, décor, menu and recipe development, training the cooking and serving staff and all financial systems and IT support. After the initial set up, I replaced myself with professional management and maintained ownership and board member status until the company was sold in 1989 as a going concern.

**Middle East Analog Technology (Jeddah, Saudi Arabia)**

**President 1984 to 1989**

This company was formed with a Saudi Partner for the development, design and operation of an $18,000,000 wheat and soy extrusion plant to be located in the Industrial Estate in Jeddah. I was responsible for the feasibility assessment, the securing of the Saudi Ministry of Industry Industrial license, plant criteria and design and the negotiation of the technical service agreement with Cargill International. Although fully designed, permitted, piloted, reviewed and approved by the Saudi government’s consultants, Arthur D. Little, and funded through the Saudi Industrial Development Fund and the Saudi/British Al-Yamamah Offset Program, we decided that the plant should not be built due to a sudden reversal in a relevant Saudi agricultural policy.

**Abbar and Zainy U. S. Beef Co. (Jeddah, Saudi Arabia)**

**Co-Founder and Director 1977 to 1984**

Co-founded this company to import and distribute high-quality meat, poultry, seafood and frozen foods into Saudi Arabia. We began with no real capital structure. I financed growth with internal cash flow and grew to become the 3rd largest exporter of US Beef in the world, second to only Japan and Canada as nations, before I sold the company. Responsibilities included the financial planning, full P+L responsibility, administration, purchasing, shipping, banking and distribution. I worked with our suppliers, Ottman Meats and Louis Rich to develop non-pork meat alternatives for the Middle Eastern markets. My company convinced and worked with Oscar Mayer to develop and produce multi-lingual packaging for their retail and institutional product lines, long before this became a common practice in the industry. The firm is now in its 38th year of existence and has maintained its position as the market leader in this high-end market.

**Corporate Pilot 1976-1977**

Was a corporate jet pilot for a private Middle Eastern Company, flying a variety of aircraft in their eight aircraft fleet.

**Education**

Parks College of St. Louis University, St. Louis, Missouri – B.S. Aeronautical Administration, 1976

Holder of FAA Commercial Pilot’s License with single and multi-engine and instrument ratings. Certified Flight Instructor.