

Niall Haughian, CFA

☎ +447904736459 ✉ niall@nhefinance.com www.linkedin.com/in/nhe

Non-executive Director • Financial Director • Relationship Builder

Strategic Thinking | Business Planning | International Growth | Fund-raising | Technology

Proven executive and board advisor with successes in technology and finance enterprises. Most recent focus has been in transforming three solar technology companies into investable enterprises by building business plans to secure significant private and public funding. With an in-depth, 10-year background as a financial and business analyst in leading financial institutions, Niall is adept at ensuring financial sustainability and driving organisations and products to commercial success. His unique global experience and business acumen make him an asset to any board in the FinTech and Cleantech markets. Now looking to continue helping SMEs in pursuit of international investments and in need of strong advisory and relations expertise.

AREAS OF EXPERTISE

- | | | |
|---------------------------|-----------------------------|--------------------------|
| ❖ Business Development | ❖ Strategic Planning | ❖ Technology |
| ❖ Financial Control | ❖ Global Operations | ❖ Board Support |
| ❖ Corporate Governance | ❖ Fund-raising | ❖ Stakeholder Management |
| ❖ Regulatory Environments | ❖ Trade Management | ❖ Contract Negotiation |
| ❖ Coaching & Mentoring | ❖ Product Commercialisation | ❖ New Market Entry |

RECENT CAREER SNAPSHOT & KEY CLIENTS

NHE Finance – <i>Managing Director</i>	Apr 2018 – Present
Providing financial business and business consultancy for two technology companies:	
➤ Lambda Stretch – <i>Part-time Executive Director & CEO</i> (Jun 2018 – Present, 9mths)	
➤ FocalSun – <i>Part-time Executive Director & CFO</i> (Apr 2018 – Present, 11 mths)	
Solaris Photonics – <i>Executive Director – CFO/COO</i>	Aug 2016 – Dec 2018
Credit Suisse – <i>Project Manager & Business Analyst/Senior Derivative Analyst</i>	May 2011 – Jul 2016
Royal Bank of Scotland – <i>Business Analyst</i>	Apr 2010 – Dec 2010
New York Stock Exchange Liffe – <i>Equity Derivative Analyst</i>	Oct 2006 – Aug 2009
Threadneedle Investment – <i>Market Research Manager</i>	Mar 2006 – Jul 2006

SKILLS & ACHIEVEMENTS

- **Solaris Photonics:** Implemented business plan and board of directors. Raised £1.2m from public and private funding. Successfully granted a global patent for solar technology.
- **Lambda Stretch:** Built a business plan, raised angel funding and successfully submitted a patent on novel solar technology. Created strong commercial links in China and the Middle East.
- **FocalSun:** Pivoted the company business strategy to become investable and achieved sales.
- Developed a business plan for a mortgage Fintech company.
- **Credit Suisse:** Designed and implemented a successful life-cycle derivative system that was later rolled to all Credit Suisse International trading desks globally.
- **Credit Suisse:** Successfully decommissioned risk management systems and simplified front to back infrastructure.
- **NYSE:** Implemented a successful market-making scheme for UK listed options, enabling trading to migrate from OTC to listed.

BUSINESS FORMATION & STRATEGY

- Turned concepts into investable enterprises; developed a business plan and company direction.
- Developed high-quality business strategies and plans ensuring their alignment with short-term and long-term objectives.
- Assessed market research and development, including assessing international opportunities and routes to market.
- Explored new technology opportunities and provided recommendations on potential returns and risks.
- Transforming a technology concept into a viable business.
- Finding and building a board of directors and advisors with a broad skill set.
- Presenting business cases to traders and derivative management, identifying requirements and issues and highlighting possible solutions and cost-benefits analysis.
- Coordinated with Patent attorneys to implement a cost-effective Intellectual Property strategy.

FUNDRAISING & FINANCIAL ANALYSIS

- Raised funds for the running and technological development of the company. This involved pitching to investment angels and venture capitalists in Britain, Europe and China.
- Evaluated the suitability financial brokers, crowdfunding platforms and angel networks
- Created a comprehensive investor pack which included an investment memorandum, financial forecasts and PowerPoint presentations.
- Presented commercial opportunities and cash flow strategies to the board and investors.
- Assessed and evaluated the financial performance of organisation concerning long-term operational goals, budgets and forecasts.

BUILDING KEY RELATIONSHIPS

- Built and managed investor relations.
- Conflict managed issues with board and executive team.
- Built fruitful relations with universities and research partners.
- Developed commercial links with end customers in the UK, India, the Middle East, and China.

OPERATIONS

- Oversaw company's ongoing operations and procedures.
- Managed legal documentation and contracts, including service contracts, Articles and Shareholder Agreements.
- Prioritised and coordinated work packs for internal workforce and contractors.
- Developed and monitored operational, technology and commercial risk matrixes.
- Identified potential audit, cross-border and duplication issues through enhanced management and control to meet regulatory requirements such as EMIR Trade reporting.

TRADE MANAGEMENT

- Responsible for monitoring performance of Trade Lifecycle events including Buybacks, Corporate Actions, Trade Booking Review and Structured Trade Reviews.
- Liaised and communicated with Product Control, Risk and other Finance stakeholder groups regarding FCA transaction reporting queries.
- Managed 3rd Friday expiry bookings, processing from front to back for Office equities and interest rate/bond desks.
- Fully investigated/resolved/escalated all trade breaks at the Exchange on T0 or T+1 basis.

EDUCATION

2013

Chartered Financial Analyst

2001 – 2005

BSc. Business Economics with Computing – University of Surrey, Guildford