

MICHAEL J. WILSON

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INTERNATIONAL INVESTMENT FINANCE EXECUTIVE

Highly accomplished strategic commercial and investment finance specialist offering 17 years of global success.

Poised for an international role in corporate finance, venture capital, or management in a start-up industrial concern with multinational interests.

Keen ability to define financing structure and commercial requirements for diverse international business ventures spanning oil & gas exploration and production, gas & power, alternative energy and industrial projects.

Quantifiable revenue performance in new business development projects and multimillion dollar financings.

Competent and confident advising peers on the senior executive team on complex funding and financing issues.

- International Project Finance
- Deal Origination, Negotiation, & Close
- Mergers, Acquisitions & Divestments
- Portfolio Management & Optimisation
- Capital Structuring
- Cash Flow Valuation & Economics
- Investment Management
- Foreign Exchange
- Risk & Exposure Management
- Banking Relationship Management
- Talent Development

EXPERIENCE & ACHIEVEMENTS

Huron Oil | United Arab Emirates

2003 to Present

Upstream Commercial Finance Executive, Huron Exploration & Production (2006 to Present)

Provide strategic commercial finance expertise to drive new business development in upstream oil and gas, including ranking the portfolio of opportunities in the Middle East, Caspian, and South Asia, verifying shareholder value proposition is the primary factor when considering new business transactions, and structuring transactions and negotiations. Cultivate relationships with external stakeholders to capture new business.

ORGANIZATIONAL IMPACT:

- Currently acting as Commercial Manager leading a cross-disciplinary team working to deliver a multi-billion enhanced oil recovery project. Drive negotiation strategy, joint venture agreements, corporate structuring, project economics and valuation, financing, procurement, and permitting.
- Defined financing strategy for Huron's bid team on the 2007 \$10 billion Gas Field Development tender, and for the \$3 billion 2005 Abdoullah Kalib deep gas tender.
- Shareholder Project Finance representative for the Masterson Consortium and Transportation System (KCTS) collaborating with joint venture partners to restructure \$2 billion in loans.

Economics & Treasury Vice President, Huron Renewables & Hydrogen (2004 to 2005)

Directed economic valuation of all capital investments, defining valuation guidelines and screening criteria, and outlining hurdle rates and approval processes. Held senior responsibility for maintaining corporate treasury and credit policies, as well as cash and exposure management systems. Integrally contributed to Huron Group planning, strategy, assurance, and audit processes. Led a team of financial analysts.

ORGANIZATIONAL IMPACT:

- Optimized the funding structures to ensure capital and tax efficiency for approximately 100 Huron Renewables & Hydrogen companies across the globe, including solar manufacturing, hydrogen fuels, and wind farm assets.
- Played a key role in the refinancing of Huron's wind energy portfolio by raising more than \$200 million in wind energy project financing. Secured non-recourse loans from the bank market, then managed the portfolio to verify depository arrangements, financial security, debt service, and guarantees.
- Coordinated financing and deal closure for SlavinWind, at EUR 200 million one of the world's first large-scale offshore wind energy projects. Directed valuation and investment decision-making, secured internal board approvals, structured financial security arrangements, set financial and treasury controls for the new venture.
- Helped arrange \$125 million in financing for Fortified Wind Holding, the American Renewables Deal of the Year for 2004. Coordinated valuation, negotiated non-recourse loan documentation, executed financial security arrangements, defined interest rate hedging strategy, and ensured compliant accounting treatment and disclosures.

- Managed pilot asset pooling and financing totaling \$75 million, which involved structuring non-recourse club financing for a pair of wind farms, establishing the data room and loan documentation, evaluating bank proposals, coordinating valuation, and implementing interest rate hedge. Project Finance Deal of the Year 2005.
- Provided strategic commercial and finance negotiation support for the 5 megawatt Solstice Solar Park in Germany.

Business Development Manager, Huron WindEnergy (2002 to 2004)

Originated and assessed investment prospects in utility-scale wind electricity deals, which chiefly involved orchestrating commercial, legal, financial, and technical due diligence for major investments; as well as structuring transactions, negotiating commercial terms, and preparing investment proposals for board approval. Influenced the renewable energy landscape by presenting Huron's long-term energy scenarios and strategy to audiences of 200+ industry leaders.

ORGANIZATIONAL IMPACT:

- Originated a 150 megawatt windfarm project in Norway. Persuaded land owners to lease with Huron over several other key competitors, directed procurement and installation of wind resource measurement systems, initiated environmental studies and local permitting.

WORLD FINANCE GROUP, Moscow, Russia

1998 to 2000

Project Manager/Consultant

Advised Russia's national power company (UES) on corporate restructuring, consulted with Russian government agencies to influence and promote deregulation. Conducted due diligence on regional utility companies for potential privatization to attract funding from international strategic investors. Led a review of the \$25 million IFC investment in privatized utility in Tbilisi, Georgia. Managed relationships with project donors. Supervised a staff of project management consultants.

GLOBAL SCIENCE CENTER, Moscow, Russia

1997 to 1998

Advisor to Executive Director (US State Department appointment)

Formulated commercialization strategies for high-tech defense conversion program and led initiatives to secure R&D funding from top multinational concerns which also required maintaining positive, productive relationships with sponsor governments on project portfolios, project prioritization, and funding scenarios. Also coordinated all media and public relations and developed the annual report.

UNITED NATIONS, New York | Russia | China

1992 to 1995

Various Positions in the Department of Peace-Keeping Operations at HQ and in the Field

Supported the Force Commander in China during the transition to UN peace-keeping force. Patrolled conflict areas on both sides of cease-fire line. Performed Security Council page at duties UN HQ, then earned a promotion to Field Operations, providing logistical support to UN missions around the world.

EDUCATION

MAPLEGROVE SCHOOL OF FOREIGN SERVICE, CHARLOTTE, NC MS, International Affairs, With Honors
Graduate Internship with United States Senate Committee on Foreign Relations

NORTHEASTERN UNIVERSITY, BOSTON, MA BA, Political Science, Summa cum Laude, University Presidential Scholar

PROFESSIONAL QUALIFICATIONS & TRAINING

- Level III Chartered Financial Analyst Exam
- Managing Mergers, Acquisitions & Divestments
- MDT Introduction to the Oil & Gas Industry
- Huron E&P Commercial Business Skills
- Huron Corporate Finance for Value Creation Program
- IFC Project Finance Induction

LANGUAGES

Native English; Business Fluent in Russian and Danish; Conversationally fluent in German and French