

CV of PETER COURTNEY

PERSONAL DETAILS

Address: Seamount, Balscadden Road, Howth, Dublin 13, Ireland
Nationality: Irish
Civil status: Married
Email:
Mobile number: +353 87 257 0488

HIGHLIGHTS

- Chartered Accountant (FCA) with substantial experience in financial and general management in both blue chip and SME sectors both in Ireland and internationally.
- Personal experience of six start-up ventures, both in corporates and for own account.
- Very experienced in business assessment and evaluation, as M&A advisor, in corporate M&A execution and for own account investment.
- Expert in business planning and financial modelling.
- Strong management background in CEO and CFO roles
- Industry expertise in telecoms, ICT and insurance sectors as well as exposure to a very wide range of business types.

CAREER DETAILS

1990 to date

COURTNEY & ASSOCIATES – business and financial consultants

Founder and owner. Business strategy and development; financial services and consulting; interim accounting and financial control; business training; fundraising for high-tech enterprises; business plans and financial projections; business combinations and structures; company secretarial and non-executive director roles.

January 2005 to January 2010

AVENTURA VENTURE PARTNERS LIMITED

Co-founder and director. Corporate finance company specialising in early stage and high growth businesses. Sold my 50% stake in January 2010.

- Hands-on advice and business development strategies for early stage companies
- Fundraising for high-tech businesses
- Business plans and financial projections
- Acquisitions, sales, exits, joint ventures
- Developed, managed and delivered Enterprise Ireland's EnterpriseStart course for National College of Ireland in 2007 and 2008

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April 2001 to July 2014

SYSTEMLINK LIMITED

Co-founder and director. Development, manufacture and distribution of energy-saving solutions for the commercial and domestic heating industries.

- Setting up company from zero base, including all financial reporting and systems, new premises and staff
- Raising EUR2.5m equity, including private investors, BES and Enterprise Ireland
- Preparing all necessary projections, business plans, grant applications, new product feasibility studies, marketing and technical material

January 1991 to March 2001

EIRCOM PLC

Senior-level experience with the Irish telecommunications national provider in the following roles:

June 1999 to March 2001

HEAD OF MERGERS & ACQUISITIONS – EIRCOM PLC

- Assessing and evaluating potential acquisitions
- Negotiating and structuring commercial joint ventures and other arrangements
- Structuring deals to maximise benefits for acquiror and acquiree
- Establishing and cementing relationships between the management teams
- Negotiating, documenting and closing transactions
- Board reports and presentations
- Over 90 cases examined, with total deal value of EUR10bn
- 13 transactions closed, value more than EUR80m
- Contributing to strategic thinking and planning in Eircom
- Key member of bid team for Eircom's participation in the UK 3G spectrum auction
- Recruiting, motivating and managing a talented specialist team

January 1998 to June 1999

VICE PRESIDENT – TELECOM IRELAND INTERNATIONAL

Business development for the newly established international division of Telecom Eireann with special emphasis on acquisition search, negotiation, integration and implementation.

April 1996 to December 1997

GENERAL MANAGER - TELECOM IRELAND INTERNATIONAL LIMITED

Managing the financial and technical consulting and contracting business of Telecom Eireann.

August 1994 to March 1996

GENERAL MANAGER - ITI INTERNATIONAL FINANCE LIMITED

Setting up and managing the overseas financial consulting subsidiary of Irish Telecommunications Investments plc, the funding and treasury management arm of Telecom Eireann. This business subsequently became part of Telecom Ireland International.

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January 1991 to July 1994

CONSULTANCY CONTRACT WITH IRISH TELECOMMUNICATIONS INVESTMENTS PLC (ITI)

- Development of ITI's strategy for overseas business
- Formation, business plan and 10% Corporation Tax certificate for ITI International Finance Limited
- Negotiations with Matav, the Hungarian Telecommunications Company, on ITI's consulting contract and on all aspects of the formation and early operation of the joint venture treasury and lease company, InvesTel Rt
- Initiating and managing a number of consulting assignments for InvesTel and Matav

1985 – 1990

R J GOFF & CO PLC

Senior positions with this Irish quoted company. Established, managed and expanded new finance and insurance businesses for the group:

1988 - 1990

GROUP FINANCE DIRECTOR - IBH FINANCE PLC

- Group financial strategy and reporting
- Raised £5m share capital by private placement with institutional and individual investors;
- Developed innovative new financing products
- Initiated and formed fully licensed captive insurance subsidiary in Dublin's International Financial Services Centre

1985 - 1988

MANAGING DIRECTOR - INTERNATIONAL BLOODSTOCK FINANCE LTD

- Set up new finance and insurance brokerage subsidiary
- Pioneered equine leasing in Europe

1969 - 1985

PRICEWATERHOUSECOOPERS (formerly Coopers & Lybrand)

Left as senior manager, having run one of the main consulting and auditing groups in Dublin for ten years.

- Corporate finance, mergers and acquisitions and audit work in many sectors
- Advised the interim board, An Bord Telecom, on financial and legislative issues during the formation of Telecom Eireann (now Eircom) and Irish Telecommunications Investments plc

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EDUCATION AND QUALIFICATIONS

1972: FCA (Institute of Chartered Accountants in Ireland)
1965 - 1969: Trinity College, Dublin
BBS (Bachelor of Business Studies - honours 2.1)
BA (pure mathematics)
1960 - 1965: Clongowes Wood College, Naas, Co. Kildare.

OTHER INTERESTS

Sailing (cruising, classic wooden boat racing); golf; reading; classical music; art