

CURRICULUM VITAE – PETER COURTNEY



1. **Family name:** Courtney
2. **First names:** Peter
3. **Date of birth:** 20 October 1947
4. **Nationality:** Irish
5. **Civil status:** Married

6. Education:

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
1969-1972 Institute of Chartered accountants in Ireland	FCA
1965-1969 Trinity College Dublin	BBS (Bachelor of Business Studies – honours 2.1) BA (Pure Mathematics)
1960-1965 Clongowes Wood College, Naas, Co Kildare, Ireland	Leaving Certificate (6 honours)

7. Language skills: (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	3	4	5

8. Membership of professional bodies:

Fellow of the Institute of Chartered Accountants in Ireland

9. Other skills:

Very computer literate:

- Excellent skills with MS Word (large documents with pictures, tables, sections, etc.)
- Expert in MS Excel (large integrated projections – have been working with spreadsheets since the early 1970's)
- Very good MS Powerpoint skills – compelling presentations with simple but varied and interesting slides

10. Present position:

Owner and founder – Courtney & Associates (business and financial consultants)

11. Years within the firm: 20

12. Key qualifications:

Qualifications and skills:

- Chartered accountant (FCA) with decades of experience in financial and general management in both blue chip and SME sectors both in Ireland and internationally.
- 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 from many years preparing and assessing plans and recently from coaching start-up clients.

General professional experience:

- Personal experience of six start-up ventures, both in corporates and for own account.
- Strong management background in CEO and CFO roles.

Specific professional experience:

- Industry expertise in telecoms, ICT and insurance sectors as well as exposure to a very wide range of business types.

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13. Specific experience in non-resident countries:

Country	Date from - Date to
<p>Selected overseas assignments while VP of Telecom Ireland International and head of M&A with Eircom:</p> <p>Zanzibar and Tanzania:</p> <ul style="list-style-type: none"> Detailed financial and technical assessment of possible investment in Zantel, a new mobile operator for Zanzibar and Tanzania <p>South Africa:</p> <ul style="list-style-type: none"> Detailed financial and technical assessment of possible investment in third mobile telephone operator, working with local members of “previously disadvantaged sections of the population” <p>Brazil:</p> <ul style="list-style-type: none"> Detailed financial and technical assessment of possible investment into the only independent telco in Brazil. Resulted from a meeting between the presidents of the two countries and followed high level discussions with senior government and business figures. 	<p>Jan 1998 to Mar 2001</p>
<p>Selected assignments as General Manager of Eircom’s international financial and technical consulting operation:</p> <p>Poland:</p> <ul style="list-style-type: none"> Pre-investment studies into a number of local telcos in Poland – detailed technical and financial assessment Economic study and report for Polish Ministry of Telecommunications on implications of EU entry with particular emphasis on the Irish experience (EU funded) <p>Tajikistan:</p> <ul style="list-style-type: none"> Economic, technical, financial and legal study into the privatisation of the Tajik telecoms service for Tajik telecoms ministry (EU funded) <p>India:</p> <ul style="list-style-type: none"> Detailed technical and financial assessment of acquiring the Bombay Gas Company’s disused pipe network for routeing fibre optic cables around India’s richest city <p>Romania:</p> <ul style="list-style-type: none"> Negotiated and managed contract to supply decommissioned Irish telecoms equipment to Romanian national telecoms service <p>Ukraine:</p> <ul style="list-style-type: none"> Negotiated supply contract for decommissioned Irish telecoms equipment to Ukrainian telecoms service 	<p>Aug 1994 to Dec 1997</p>

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Country	Date from - Date to
<p>Hungary – under consulting contract with Eircom:</p> <ul style="list-style-type: none">• Negotiated the foundation of Investel Rt, the JV treasury subsidiary of Matav, the Hungarian Telecommunications Company, with a minority stake for Telecom Eireann (later Eircom)• Negotiated and managed consulting contract to establish the Investel treasury operation that issued first commercial paper in Hungarian market and raised EUR300m for telecoms development in first years of operation• Managed a number of consulting assignments for Investel and Matav connected to the treasury and accelerated telecoms development programmes• Financial and technical advisory contract with CETI Fund (Central European Telecoms Investments) in assessing local telco investments in Hungary. (CETI part funded by IFC)	Jan 1991 to July 1994

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14. Professional experience:

Date from - Date to	Location	Company	Position	Description
January 1990 to date	Dublin, Ireland and overseas	Courtney & Associates	Owner	<p>Business and financial consultants</p> <ul style="list-style-type: none"> All my work since 1990 has been through this vehicle
January 2005 to January 2010	Dublin, Ireland	Aventura Venture Partners (50% owned; sold January 2010)	Director & founder	<p>Corporate finance company specialising in early stage and high growth businesses</p> <ul style="list-style-type: none"> Hands-on advice and business development strategies for early stage companies Develop, manage and deliver Enterprise Ireland's annual EnterpriseStart course for National College of Ireland Fundraising for high-tech businesses Business plans and financial projections Acquisitions, sales, exits, joint ventures VC fund management
April 2001 to Dec 2004 (now non-exec director)	Dublin, Ireland	SystemLink Limited (5% owned)	Director & founder	<p>Development, manufacture and distribution of energy-saving solutions for the commercial and domestic heating industries</p> <ul style="list-style-type: none"> 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

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Date from - Date to	Location	Company	Position	Description
June 1999 to March 2001	Dublin, Ireland and overseas	Eircom (public company)	Head of Mergers & Acquisitions	<ul style="list-style-type: none"> • Assessing and evaluating potential acquisitions • Negotiating and structuring commercial joint ventures and other arrangements • Structuring deals to maximise benefits for acquirer 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
Jan 1998 to June 1999	Dublin, Ireland and overseas	Telecom Eireann (now Eircom - public company)	VP Telecom Ireland International	<ul style="list-style-type: none"> • Business development for the newly established international division of Telecom Eireann • Special emphasis on acquisition search, negotiation, integration and implementation
April 1996 to Dec 1997	Dublin, Ireland and overseas	Telecom Eireann (now Eircom - public company)	General Manager Telecom Ireland International Limited	<ul style="list-style-type: none"> • Managing the financial and technical consulting and contracting business of Telecom Eireann.
August 1994 to March 1996	Dublin, Ireland and overseas	Telecom Eireann (now Eircom - public company)	General Manager ITI International Finance Ltd	<ul style="list-style-type: none"> • Setting up and managing the overseas financial consulting subsidiary of Irish Telecommunications Investments plc, the funding and treasury management arm of Telecom Eireann.

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Date from - Date to	Location	Company	Position	Description
January 1991 to July 1994	Dublin, Ireland and overseas	Telecom Eireann (now Eircom - public company)	Consulting contract with Irish Telecoms Investments plc (ITI)	<ul style="list-style-type: none"> • 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
May 1990 to December 1990	Dublin, Ireland	Courtney & Associates (100% owned)	Independent consultant	<p>Assignments included:</p> <ul style="list-style-type: none"> • Formulating a rationalisation plan for a major Irish publishing group • Business plan and special project work for a media group.
1988-1990	Dublin, Ireland	IBH Finance plc (subsidiary of public company, RJ Goff & Co plc – bloodstock auctioneers).	Group Finance Director	<ul style="list-style-type: none"> • 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	Dublin, Ireland	Int Bloodstock Finance Ltd (subsidiary of RJ Goff)	Managing Director	<ul style="list-style-type: none"> • Set up new finance and insurance brokerage subsidiary of R. J. Goff & Co. plc • Pioneered equine leasing in Europe
1969-1985	Dublin, Ireland	PwC, Pricewaterhouse Coopers (formerly Coopers & Lybrand)	Senior Manager	<ul style="list-style-type: none"> • 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 and Irish Telecommunications Investments plc

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15. Other relevant information

I designed and for the past two years project-managed for Aventura Venture Partners the **NCI Enterprise START Programme** for high-potential new Irish exporting companies. This is sponsored by the Irish Government through Enterprise Ireland and is run in the National College of Ireland. It is an intense interactive boardroom-style programme that delivers practical and professional knowledge and expertise to the participants from recognised experts and entrepreneurs.

16. Contact details:

a) Permanent address:

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b) Current address:

At permanent address

17. Present and future availability

Short or medium term assignments.

18. Type and scope of undertaking you would be interested in

Free lance

19. Financial Expectations

Negotiable

20. References

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