



JAMES L. WEISS (JD, MBA)

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SUMMARY

An American citizen fluent in business German based in Austria with several years of experience involving international business and project development/ finance and project- and construction management in various countries throughout Europe, as well as new and emerging markets on a global basis.

Executive MBA (Kellogg School of Management and Germany's WHU - Wirtschaftshochschule fuer Unternehmensfuehrung). Formal Qualifications: Attorney-at-Law -- Member, State Bar of California & Washington, DC. EU-wide work and residence permit available.

PROFESSIONAL EXPERIENCE

STRABAG AG, based in Austria

2002 - 2021

Global Construction and Technological Services Company

Managing Director – International Business Development (Infrastructure/ PPPs)

Served as one of the Managing Directors for the division of project development and finance in private infrastructure and responsible for the division's international business development, with a particular focus being placed on new and emerging markets on a global basis in a variety of segments (primarily in transportation, also including energy and water). Main responsibilities and tasks included: strategic planning and market screening, risk assessment and management, project preparation and transactional structuring and finance (including debt restructuring), legal advisory and documentation, partnering arrangements/ agreements, development budgets and forecasts, due diligence, bid management and engaging in a lead role for multi-disciplined (and multinational) teams and advisers, interface and negotiations with government officials/ transaction consultants and project lenders, project stakeholder management, financial analyses and modelling, assets management.

Notable accomplishments and highlights include:

- Responsible manager for the Group's initial business development and market entry (including establishment of a local business unit) in Colombia.
Also served as a STRABAG-appointed member of the Board of Directors for the concession company (DEVIMAR S.A.S.), which is responsible for the development and implementation of the 950 million EUR "Autopista al Mar 1" PPP motorway in Colombia.
- A2 Toll Motorway (Segment I and Segment II) in Poland. Day-to-day company/ sponsor representative vis-a-vis the concession companies (Autostrada Wielkopolska S.A. and Autostrada Wielkopolska II S.A.). From 2009 until 2012, project assignment in Poznan as a Board Member of A2 Strada Sp. z o.o., the construction joint venture for the successful implementation of the 106 km "A2 Toll Motorway (Segment II)", stretching between Nowy Tomyśl and Świecko. Total contract value was at just over 1.3 Billion EUR.
- Additional responsibilities involve project/ market development and screening in numerous countries within the region of central and eastern Europe, as well as selected countries outside of Europe (i.e. sub-Saharan Africa, Latin America, Middle East, Asia).

Philipp Holzmann Ventures GmbH, Germany **2001 - 2002**
Senior Project Manager/ Legal Adviser

Activities encompassed all aspects of project development and finance in private infrastructure, such as generation and management of legal documents, risk assessment and management, financial modelling. Legal advisory work undertaken for the international construction division of Philipp Holzmann AG.

Fluor Daniel GmbH/ Fluor Daniel Consultants B.V., Germany and the Czech Republic **1996 - 2001**
Global Engineering and Construction Company
Procurement Management and Project Controls

- Site Contracts Manager/ Cost Engineer, 1999-2001
FCC Project (Ceska Rafinerska, Kralupy-Prague, Czech Republic)
- Senior Contracts Manager, 1998-1999
Hoechst-Celanese Acrylates Project in Leipzig-Boehlen, Germany
- Subcontracts Manager and Project Controls, 1997-1998
Philip Morris Project in Berlin, Germany
- Procurement and Contracts Management, 1996-1997
Country office headquarters, Ratingen-Dusseldorf, Germany

Law Offices of GAEDERTZ VIEREGGE QUACK KREILE, Germany **1995 - 1996**
Foreign Associate work in the Cologne office in the areas of international business, corporate and construction law, plus legal translations.

Bundestag Internship Program, Germany **1991 - 1992**
Combination of a full-time internship with a German Member of Parliament (FDP Party) and university graduate coursework in Bonn.

California National Guard **1987 - 1988**
Specialty as a Cavalry Scout with a Mechanized Infantry Division

United States Army Reserves **1985 - 1986**
Specialty as a Military Policeman

EDUCATION

Northwestern University's Kellogg School of Management and Germany's **WHU (Wissenschaftliche Hochschule fuer Unternehmensfuehrung)**, USA and Germany **1999 - 2001**
Executive Master of Business Administration (Joint EMBA Degree conferred in October, 2001)

McGeorge School of Law/ University of the Pacific, USA **1992 - 1995**
Juris Doctor Degree conferred in May, 1995

University of California, Santa Barbara, USA **1986 - 1990**
Bachelor of Arts Degree in Political Science with special emphasis in International Relations and European Studies conferred in June, 1990

ADDITIONAL INFORMATION

- Fluency in business German (oral and written)
- Interests include sailing (performance and cruising; RYA Yachtmaster - Offshore) and long-distance running