

CHRISTOPHER HANSON

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INVESTMENT AND FINANCING

Public/Private Infrastructure | Enterprise Growth | Private Equity

26 years post MBA representing and leading multiple Fortune 500, private equity, national and regional government interests in over \$20B transaction/spend value in infrastructure acquisition, development and related operations worldwide. Strategic and financial positions in energy, fuel supply, transportation, logistics real estate, process, construction and defense.

CORE COMPETENCIES

Infrastructure Investment	Private Equity	Enterprise Growth	Financing
♦ Sector Policy	♦ Acquisition	♦ Business Case	♦ Capital Strategy
♦ Investment Pipeline	♦ New Concession	♦ Procurement	♦ Project Finance
♦ Alternative Delivery	♦ Portfolio	♦ Strategic Partnering	♦ International Finance

CAREER HIGHLIGHTS

- ♦ **Established top leadership role for transactions advisory and business support** for AECOM (NYSE:ACM) global business lines. Included as lead strategist to line Ministries, national utilities, MCC, USAID for PPP advisory in aviation, ports and energy in Latin America, Africa and Asia. **Director, Enterprise Growth Solutions, AECOM.**
- ♦ **Led two developing country governments to first national infrastructure PPPs.** Led innovation, structured, leveraged key USG assistance and IFI credits for €150M Prishtina Gateway International Airport, Kosovo and \$375M Sindh Wind Farm Project, Pakistan. **USG Contractor... BearingPoint, Inc.**
- ♦ **Led fund strategy, originated deal pipeline and development of aviation and maritime assets across US, Canada, Europe and Asia** for private placement interests at US leading company, highlighted by \$320M Macquarie Capital position, US portfolio. **Director Business Development, AFCO & AFCO Global Ports LLC.**
- ♦ **Senior Advisor to US Dept of State, USAID** for infrastructure portfolio development and co-financing in Pakistan, Kosovo, Afghanistan. Policy, institutional capacity building and transactions over five years in residence at US Embassies, top level FS-1 and GS-15 pay grades, diplomatic status. **USG Contractor and BearingPoint, Inc.**

EXPERIENCE CHRONICLE

INTERLINK CAPITAL STRATEGIES ... Arlington, VA
Director, Senior Advisor

2016 to current

- **US liaison to The Netherlands for offshore wind.** Currently producing strategy development, SPV and M&A plans for twelve global companies operating and investing across entire balance-of-plant supply chain in US.
- **Advised World Bank Group, Egypt Minister of Aviation on financial analysis** of Nation's 22 domestic and international airports; part of IOS Partners assessment to WB on airport PPP applicability.
- **Advised 20-site logistics real estate, commercial agriculture process, renewables investment** business case, deal partnerships for Fortune 500 Barrick Corporation Toronto, Canada (NYSE:ABX) enterprise development goals.
- **Produced, proposed comprehensive services strategy to USG Millennium Challenge Corporation** for 'Public-Private Partnerships, Approaches and Access to Finance' for Multiple Award Blanket Purchase Agreement.
- **Advised, partnered Iowa State University patent owners, regional business leaders** for strategy development, investment financing including DOE grant for landmark Tall Towers wind power generation in South Carolina.

AECOM CORP ... Washington, DC

2013 to 2015

Director Enterprise Growth Solutions, Co-lead National Practice Line, Alternative Financing & PPP

- **Led AECOM-global infrastructure transaction** support for Americas/OECD and emerging markets business lines; led strategies to MCC, USAID for investment advisory in energy and infrastructure in Africa and Asia.
- **Produced PPP services deliverables** for \$12B potential deal flow in managed lanes, bridges, toll facilities, public works, energy and fuel supply US and overseas.
- **Produced AECOM Capital strategy** Emerging Markets Fund Development. Leveraged extensive network, IFI sources for investment pipeline in extraction, process, manufacturing industries and infrastructure PPP.

ADP SA ... Geneva, Switzerland, (division of Westcorp Capital, CA)

2012 to 2013

Vice President, Global PPP

- **Developed key market segmentation, strategy plan, executed core** regional pursuits for unsolicited PPPs in MENA, Asia, and Caribbean aviation markets. Maximized deal sourcing utilizing network of listed global operators.

BEARINGPOINT, INC., US STATE DEPT, USAID ... Washington, DC

2007 to 2012

Senior Management Consultant, Senior Advisor

Advised national government line ministries, structured PPP, IPP transactions for investments in South Central Asia, UAE and E. Europe. Advanced, financed significant energy, gateway airport, port and toll road projects.

- **Advised privatization options, structured €120M concession** of Kosovo's gateway international airport, country's first infrastructure PPP, later closed with Aéroport de Lyon.
- **Created PPP structure for Pakistan's first LNG import terminal**, financial structure with Port of Qasim for overall \$300M port facility and natural gas pipeline connection.
- **Structured, led \$375M Sindh Wind Farm development project planning and financing**, PPP between Ministry of Water and Power, USAID and US-listed AES Corp.

AFCO, INC., AFCO GLOBAL PORTS LLC ... McLean, VA

2000 to 2006

Director Business Development

Directed/managed firm's large cap pursuits in US and global airports, port infrastructure and logistics real estate. Raised project equity, project financing, managed investors. Investment activities highlighted by:

- **Developed fund strategy targeting FBO airport assets across US, Canada** for combined club PE and LP interests. Major portfolio position ultimately taken by Macquarie Capital for \$320M.
- **Originated, negotiated multiple privately held, US tax-exempt** leaseholds and vehicles including Transportation Development District political jurisdiction and legal authority enabled by Missouri law.
- **Directed, managed unprecedented \$150M PPP** tax-exempt private placement investment, Branson Airport LLC, first-ever non FAA-assisted greenfield commercial jet airport project in US.
- **Arranged high-profile consortium** that included Menzies Aviation (FTSE:MNZS), Salomon SB; structured \$90M PPP concession solicited by PANYNJ and JFK International Airport for major on-airport cargo center investment.
- **Originated, directed \$82M PPP leasehold/development** with L-3 Corporation (NYSE:LLL) owned and leading international MRO provider Spar Aviation, Edmonton International Airport, Canada.
- **Directed all of firm's overseas pursuits.** Led investment missions, arranged international consortia, JV's, drafted MOUs and agreements for airport and air cargo facility investments in Europe, S. Korea and Japan.
- **Structured, proposed operator, third-party freight logistics positions** at Ports of Corpus Christi, TX, Providence, RI, Prince Rupert, Canada. Member American Association of Port Authorities.

MERRITT TECHNOLOGIES CORP ... Rockville, MD; Boston, MA

1993 to 1999

Project Director

Directed, managed upstream, downstream acquisition and projects in global \$400B bulk materials industries. Highlighted investments/portfolio activities included:

- **Co-directed \$65M Tippins Strip Process steel mill investment** project in Vietnam, project co-financing negotiated with International Finance Corporation of The World Bank.
- **Valuated assets, proposed US quarry, industrial port acquisition/developments** including Brooklyn Navy Yard presented to Economic Development Agency of NYC.

HEERY PROGRAM MANAGEMENT; DMJM INT'L ... Washington DC; Lake Charles, LA

1986 to 1992

Project Manager

Capital program management, owner oversight, project management, total \$2.5B in significant or large scale port infrastructure upgrades, power plant projects, Federal, high tech facilities, transportation, municipal, institutional, utility, and industrial facility developments throughout US.

EDUCATION & CREDENTIALS

MBA FINANCE & INVESTMENTS, THE GEORGE WASHINGTON UNIVERSITY, WASHINGTON, DC

MS ENGINEERING MANAGEMENT, 2/3 PROGRAM COMPLETION, THE GEORGE WASHINGTON UNIVERSITY, WASHINGTON, DC

BS ENGINEERING, UNIVERSITY OF COLORADO. **PE, INACTIVE**, TX.