

John J. Ashburne

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Senior finance executive proficient in credit and investment analysis, valuation, structuring, negotiating and managing precedent setting transactions in corporate and project finance, and commodity risk assessment for full spectrum of small to large companies. Experience in a wide range of technologies including clean technology, renewable and conventional energy, natural resources, power, infrastructure, telecommunications and diversified industry sectors. Energetic dealmaker, creative problem solver, tenacious negotiator, strategic and tactical advisor. Effective leader and manager, strong analytical, quantitative and financial modeling skills, technology savvy.

- Led, structured and arranged more than \$26 billion in capital globally for the renewable and conventional energy, power, natural resources, infrastructure, manufacturing and diversified business sectors
- Expertise in Credit, Capital Markets, Project and Leveraged Finance, Valuation, Commodity Risk Management
- Investment banking, treasury and controller's experience
- Managed \$1.1 billion in pension fund assets with equity, bonds, real estate and private equity allocations
- Adjunct Lecturer of Finance and Accounting at Babson College, Boston Leadership Institute, Bryant University, Suffolk University, Sacred Heart University. Courses taught include Corporate Financial Reporting and Controls, Financial Modeling, Business Valuation, Corporate Financial Modeling and Decision Tools, Capital Markets
- MBA from Tuck School at Dartmouth College and B.S., Magna Cum Laude, in Management, Finance and Accounting from Northeastern University

BLACK HORSE ADVISORS, Wayland, MA

2007-Present

Lead Principal

Independent financial advisory firm focused on the renewable and conventional energy, power, infrastructure, natural resources industries. Completed deals total more than \$2.9 billion and include advising on two wind power and two solar power generation projects, evaluating ethanol biorefinery loan applications and advising on opportunities in lithium and rare earth elements investments for an institutional investor. Senior Advisor to the U.S. Department of Energy Loan Guarantee Programs Office reviewing more than 60 proposals for Renewable Energy, Transmission Grid and Manufacturing tax credit programs.

Senior Advisor to the U.S. Department of Defense's Task Force for Business and Stability Operations for Afghanistan's Minerals, Energy and Power sectors. Advisor on Tenders for new cement plants and evaluated independent power plant strategies. Contractor during U.S. withdrawal from Afghanistan.

LITTORAL POWER SYSTEMS, INC. Fall River, MA

March 2016-March 2019

Advisory Board Member

LPS is a pre-revenue grant funded renewable energy startup developing ecologically friendly and low-cost steel framed modular hydropower systems for communities and private power project developers. Led financial and strategic planning, forecasts, investor relations, and capital raising activities for future rounds as LPS builds prototype modules and prepares to launch full commercial operations.

STANDARD AMERICAS INC., (STANDARD BANK PLC), New York, NY

2006-2007

Director, Structured Commodity Products

Led team marketing commodity risk management products, including monetization of commodity royalties and metal streams. Led U.S. marketing of a prepaid forward crack spread for an oil refinery in India. Won mandate for monetization of gold byproduct of silver mine in Argentina, spearheaded proposal for direct investment in startup commodity hedge fund.

TURNER CONSTRUCTION COMPANY, New York, NY

2004-2006

Assistant Controller – Project Risk Management

Provided project financial planning, analysis, risk management, reporting and control for the corporation's 42 business units. Monitored financial risks of portfolio of projects and counterparties, prepared budgets and forecasts of operating results.

BLACK HORSE CAPITAL ADVISORS, Darien, CT

2001-2004

Founder and Lead Principal

Corporate finance advisory firm focused on capital markets, debt raising, restructuring, financial and commodity price risk management. Developed financing plan for oil sands energy project in Western Canada, strategic marketing advice for a \$300 million private equity fund and debt advice for real estate development project.

DEUTSCHE BANK SECURITIES, New York, NY

1997 to 2001

Managing Director and Group Head

Rejuvenated marketing and replenished deal pipeline. Doubled fee revenues and grew group income by 80% to record levels in back to back years. Advised and arranged more than \$2.0 billion in financings.

Established corporate finance group within Commodity Derivatives Group. Closed an acquisition financing of a coal company, a \$270 million gold project and a financing of a fast-growing gold producer.

UBS INVESTMENT BANK, New York, NY

1993 to 1997

Managing Director and Team Leader-Project Finance Group

Global Syndication Agent for a "Top Ten Creative Deal of the Year" in Latin American Project Finance.

BARCLAYS CAPITAL, New York, NY

1991 to 1993

Vice President-Corporate Finance

Marketed corporate finance products to metals and mining companies. Doubled income in first year.

PETER KIEWIT SONS', INC./CONTINENTAL CAN COMPANY, Norwalk, CT

1987 to 1991

Assistant Treasurer

Developed capital structure and financing strategies for the corporation, its investments and joint ventures. Negotiated and arranged corporate and project debt, interest rate and currency swaps, and managed \$1.1 billion in pension fund assets. Performed financial planning and analysis,

J.P. MORGAN & COMPANY, New York, NY

1981 to 1987

Graduated at top of Credit Program. Corporate Banking and Fixed Income. Series 7, 63, 5 (Options)

UNITED TECHNOLOGIES CORPORATION, East Hartford, CT

1978 to 1979

Financial Management Development Program at UTC's Pratt & Whitney Aircraft Group.

EDUCATION**MASTER OF BUSINESS ADMINISTRATION**

1981

Tuck School at Dartmouth College, Hanover, NH

General management curriculum with a concentration in Finance.

BACHELOR OF SCIENCE, MAGNA CUM LAUDE

1978

Northeastern University, Boston, MA

Concentrations in Management, Finance and Accounting. Beta Gamma Sigma business and Beta Alpha Psi accounting honor societies. Coop work at The MITRE Corporation.