

Kevin Kennedy

Clearcape Ltd, 26 York Street, London, W1U 6PZ

www.clearcape.co.uk

Overview: I am an experienced investor in and senior manager of low value, high volume 'micro' transactions, particularly equipment leasing. Having looked at the potential for small collateralised lending to SMEs worldwide, I am completing an advanced economics degree in Microfinance at the University of Reading to complement my skills in technical advice, capacity building, funding, assessment and monitoring. My work covers acquisitions, set up and leadership, business development, audit, planning and analysis. With French and Spanish, I am also a qualified accountant and project manager.

Highlights:

- As a consultant and investor participated in a number of new leasing and microleasing platform set ups including EBRD funded project in Poland. Also set up and founded www.artintobusiness to arrange art rental direct from artists into businesses
- CEO and investor with PE in UK B2B microleasing company covering planning, systems, underwriting, documentation, customer services and support, and day to day operation
- Set up and launched \$100MM multi-country restructuring and cost reduction program
- Set up and launch of European telecom infrastructure financing team for GE
- Integration of Eastern and Central European product teams for GE Capital
- Completed \$6bn of acquisitions and due diligences as analyst and team leader for GE

Education & Qualifications

2009/10	Completing dissertation in Microleasing as part of M.Sc. in Development Finance
2009	PRINCE2 Practitioner and Foundation
1998	6Sigma Green Belt
1992	Qualified with Chartered Institute Management Accountant
1989	M.Sc., Zoology, Louisiana State University
1983	B.A.(Mod), Zoology, Trinity College Dublin

Software: Excel (Advanced User), PowerPoint (Advanced), Microsoft Word; Microsoft Project. Experienced user of accounting packages, CRM and MI systems. Basic HTML and website management.

Community & Voluntary: 2006-9 Chair of Governors of 300 pupil St Bede's Primary School.

Languages: Multi-lingual working in French, Spanish with improving German

Professional Experience

2008 Current Consultant & Investor, Clearcape Ltd

My work covers 3 areas i) promoting collateralized lending and microleasing within the microfinance sector ii) setting up a new UK and European equipment leasing business in 2010 iii) ongoing management of online art rental business venture

2003-2008 General Manager/Finance Director, Grenke Leasing Ltd

Grenke Leasing AG, a €600MM/yr quoted European financial services company specializing in low value high volume B2B technology microleasing targeted at SMEs, engaged me to scope the set up of an independent UK platform based on their German business. Grenke Leasing is highly systematized, with fully integrated lease, underwriting and customer service platforms.

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Based on my analysis I became a 50% co-investor. As GM and FD, I adapted and implemented all aspects of the business model, systems, customer services, underwriting and documentation from Germany to the UK. As the business grew I defined and implemented further aspects of the business model including collections and delinquency, insurance, middle ticket financing, and remarketing.

During my time I also acted as a roving Director of Business Development for the group based on the success of the UK initiative looking at expansion in Romania, India and Latin America.

- Turnover from £0 to £1MM per month at transaction size from £500
- Gross margins and delinquency levels within or better than group comparatives
- Implemented accounting systems, CRM systems, lease management systems for the first time in English, subsequently used as template for Scandinavia , Poland and Romania
- Defined and implemented UK accounting policies including income recognition, managing reprogramming of group accounting system for auto-posting, and ensuring proper running through parallel manual system with monthly and quarterly reconciliations
- Set up and managed UK loan funding up to £22MM by 2008
- Designed and implemented all aspects of UK credit control, underwriting and collections process avoiding any material start up losses
- Designed and implemented weekly, monthly and quarterly reporting cycles and analytics for all parts of business
- Successful integration into group quarterly close schedule prior to sale

2002-2003 Consultant, Clearcape Ltd

Following redundancy set up a consultancy platform to offer services from a limited company base while I searched for an investment opportunity.

I completed 2 projects i) for GE Capital Mortgage Finance transferring US securitisation model to Europe and ii) for Grenke Leasing AG – appraisal of new UK operation leading to co-investment above achieving 100% billable hours between redundancy and start of joint investment role

1992-2002 GE and GE Capital

Hired as an analyst to support the EMEA management team, my 10 year career saw a succession of more senior roles, all founded on my reputation for delivering and ‘getting things done’

2001 -2002 Scoped and launched \$100MM 9 country cost reduction program for European CEO. Obtained regional leader buy in and handed off project to local teams for implementation. Took redundancy to launch own business.

1999 – 2001 Planned and set up big ticket telecoms team to transact complex loss sharing structured deals \$25MM plus. Left with newly hired leader, 3 sales, 1 senior underwriter plus multi hundred million \$ pipeline, with established underwriting and approval processes.

1998-1999 As Director of Small Ticket Equipment Leasing implemented GE Capital planning and budgeting, product portfolio, approval and underwriting processes across 5 new businesses in Poland, Czech, Hungary, Austria and Switzerland

1995-1998 Completed \$6bn of acquisitions of 5 companies, plus analysis and DD of numerous targets in West and Eastern Europe including Poland and Romania, initially as analyst member and subsequently as team leader.

1994-1995 GE Audit Staff following GE Financial Management Program

1992-1994 Analyst supporting CEO of GE Power Systems Europe