

PETER D. HANSON

EXECUTIVE PROFILE

Accomplished leader who combines a multi-disciplinary professional skill set with practical management experience. Practiced in law and finance, I have built a diverse career by leveraging my ability to learn quickly, read needs and interests well, narrow issues and develop and execute practical solutions. Whether as a manager, negotiator, counselor or colleague, I especially enjoy developing creative answers to complex problems, but I take the most pride in my ability to motivate people and get things done on time.

CAREER SUMMARY

2007 to Present. Independent transaction and strategy consultant to investors and entrepreneurs in clean energy, paper and building products.

2003 to 2008. Founder and CEO, Dirigo Paper Company, Gilman, Vermont.

2001 to 2003. Independent mergers and acquisitions consultant.

2000 to 2001. CFO, Incogno Corporation (security software), Newton, Massachusetts.

1996 to 2000. Independent analyst and strategy consultant to investors in Eastern Europe.

1990 to 1996. Senior Vice President and Counsel, Nvest Companies, Boston, Massachusetts. Derivatives dealer management, business development, investment management, public company compliance.

1983 to 1990. Senior Vice President and Counsel, New England Mutual Life Insurance Company, Boston, Massachusetts. Securities issuance, investment transactions, commercial real estate mortgages and development joint ventures, futures trading, tax.

1979 to 1983. McCabe & Sidel, Attorneys at Law, Boston, Massachusetts. Commercial real estate transactions, tax.

SELECTED ACHIEVEMENTS

Entrepreneur, Project Manager, Business Leader

As Founder and Chief Executive Officer of Dirigo Paper Company, developed a cleantech paper manufacturing and power generation operation by acquiring and restoring a closed paper mill and biomass co-generation facility in Gilman, Vermont. Led all aspects of engineering, financing, organization and marketing. Recruited and developed a loyal and effective management team that supervised a staff of 115 employees. Developed deep industry relationships, acquired a customer base and grew sales of recycled fine and technical paper to \$50 million in two years. 2003-2008

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Deal-Maker

For Nvest Companies, negotiated acquisition of Reich & Tang L.P. by reverse merger. This \$650 million transaction, which resulted in Nvest Companies becoming a NYSE-traded company, returned shareholders 250% of the IPO value of Nvest. Nvest's investment management operations, which include Loomis Sayles and others, are now a Nataxis subsidiary. 1993

Developing World Investment Manager

With co-manager Wasserstein Perella, managed a Polish national investment fund, selecting and restructuring medium-sized government-owned enterprises for fund. Developed management joint venture, negotiated management agreement with fund's independent directors, developed fund's investment strategy and selected initial portfolio investments. Negotiated first asset sale in program, in which major cement manufacturer was sold to French multi-national building products group. 1995-1999

Institutional Money Manager

With Nvest Companies, L.P., Boston, Massachusetts, worked with fixed income, derivatives and money market securities management and trading for more than 13 years, including:

- Guaranteed investment contract portfolio duration management
- Structuring and investing in commercial mortgage-backed securities
- New fund development
- Prospectus registration and compliance
- High-yield bond investment management
- Hybrid securities management
- Distressed debt work-outs

1983-1996

Financial Engineer

For Mercadian Capital, structured and negotiated acquisition of derivatives dealer, supervised financial engineering team and execution of major transactions. Achieved profit of \$12 million in two years. 1989-1991

Advisor

For Omniglow Corporation, West Springfield, Massachusetts, advised management and shareholders in restructuring and sale of \$90 million specialty chemicals business. 2002-2003

Advocate

For privately held distressed debtor, negotiated settlement of multi-party withholding tax collection litigation. Obtained substantial contribution to settlement from major payroll processing company and cut total liability to twenty percent of claim. 2009

EDUCATION AND PROFESSIONAL DESIGNATIONS

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Chartered Financial Analyst

Member of the Massachusetts and Federal Bars

Boston College Law School, Newton Centre, Massachusetts, J.D. *cum laude* 1979

Williams College, Williamstown, Massachusetts, B.A. *cum laude* 1975

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