

RICHARD P. BLUNDELL

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OVERVIEW

Senior Executive with over 35 years of broad, diverse executive management and consulting experience in the global environmental services and technology sectors. Areas of experience include corporate and market development, new business initiation, business operations management, and strategy and technology consulting.

- An experienced general manager able to strategically lead the overall success of a business or major division. Entrepreneurial management style.
- Solid expertise in managing and negotiating complex technology and turn-key plant projects with proven capabilities in building, leading and managing multidisciplinary, multicultural teams in a multinational setting.
- Strong executive leadership experience in new business creation and the management of start-up and early-growth stage businesses within global corporations.
- A successful, independent consulting track record in business strategy formulation, international technology commercialisation/transfer and new market development.
- International experience includes East and West Europe, North and South America and Asia (in twelve countries from India to China).
- Completed over \$500 mio in corporate M&A transactions and private equity funding placements for early and growth stage companies.
- Led, either as a founder or as an executive team member, eleven early-stage ventures in the Cleantech and Health sectors with operations in Europe, Asia, and North America.

EXPERIENCE

PANTONIUM INC, Toronto

June '20-Present

Head of Strategy / VP Business Development

- Pantonium is an on-demand, urban macro-transit company. The company's on-demand, digital infrastructure enables cities to dramatically improve public bus transit access, resource efficiency and economic productivity within their communities as a means to driving enhanced economic and social prosperity.
- Responsible for leading the design and delivery of the company's growth and funding strategies, with a focus on building the business' marketing and sales channel activities and leading the company's \$5M Series A funding round.

MARS DISCOVERY DISTRICT, Toronto

May '19-May '20 Managing Director, Cleantech

- MaRS is North America's largest, urban innovation centre supporting over 1,400 ventures, from early-stage to high growth businesses and 1.5 million sq.ft. of research, technology development and office space in downtown Toronto.
- Responsible for leading the Cleantech practice which provides capital, talent and market/customer access services to over 240 Canadian ventures, from pre-revenue start-ups to rapidly scaling businesses. Also responsible for global, corporate partner business development activities to generate fee-for-service opportunities in the MaRS ecosystem.

Aug '18-May '19 Senior Director, Corporate Innovation Networks

- Responsible for the design and delivery of applied innovation networks, which convene industry value chains to address "big hairy" challenges that no single company can solve. Industry cohorts are formed with key value chain stakeholders and engage in a 5-month design boot camp to generate board-ready business cases and new, disruptive business models.

ROTMAN SCHOOL OF MANAGEMENT, THE UNIVERSITY OF TORONTO, Toronto

2014 - Present Executive-in-Residence: Sustainability and Entrepreneurship
Associate Professor, Teaching Stream
Interim Executive Director, Executive Programs (Oct. 2016 – June, 2017)

- Interim Executive Director (October, 2016 – June, 2017) of Rotman's non-degree, executive programs, which is a for-profit, executive learning and development business leveraging the school's globally recognized research and world-class faculty across content associated with Leadership, Governance, Healthcare, Strategy and Finance.
- Executive-in-Residence and Associate Professor, Teaching Stream responsible for the design and delivery of MBA, Executive and Global Executive MBA courses related to Sustainability, Innovation and Entrepreneurship. Have won several MBA teaching awards, selected top professor in the MBA program (2018, 2021) and most outstanding GEMBA faculty (2019).

TOWNSITY INC

San Francisco/London/Toronto

2014 - 2016 Co-Founder and CEO

- Multi-tiered communication network, installed on city streetlights to deliver connected city and business applications and services. The TownCity network generates operational and energy savings for cities, provides high value proximity data on people and assets to businesses and delivers a future-proof network for smart city solution providers.
- Design and built TownCity's business model, operational & financing strategies, strategic partnerships, market channels, and initial pilot projects with cities and partners in the UK.

GLOBAL BUSINESS SUSTAINABILITY NETWORK (BSN)

San Francisco/London/Toronto

2009 - 2014 Co-Founder and Executive Director

- BSN is an exclusive, confidential peer-to-peer network of senior executives from 12 non-competing, industry-leading, global corporations, which is focused on employing sustainability as a source of innovation to generate and spin-out material, commercial solutions that either reduce cost and carbon or generate new pathways to growth.
- Members included: Apple, Duke Energy, Oracle, AT&T, Tetra Pak, Maersk, Stora Enso, Shell, Canadian Tire Corp, FrieslandCampina, DSM and Logitech.

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- Responsible for partner business development, project design and initiation, and new business origination.

GENERAL SENSING INC.

Hong Kong

July'09-Feb '10

CEO & Member of the Board of Directors

- MIT Media Lab spin-out hand hygiene compliance technology. Refinanced and restructured the company. Repurposed the Medsense technology to address hand hygiene opportunities in the healthcare and dietary markets.
- Installed first Medsense system trial in Queen Mary hospital in Hong Kong. Established research alliance with the Hong Kong Polytechnic University to install several Medsense systems as teaching tools in the University's nursing school.
- Prepared for a commercial launch for healthcare applications initially in Hong Kong and China in first half of 2010.

THINK GLOBAL AS

London, U.K.

Aug'06-July'09

Co-Founder, SVP International Business Development and Managing Director UK

- Norwegian start-up electric car company, based on acquired Ford EV technology. Responsible for developing global sales, distribution & service channels and regional car assembly operations with a focus in Europe and Asia. Launch planned for Scandinavian markets in March, 2008 with other European markets seeded for launch in first half of 2009.
- Responsible for building and executing a stand-alone, market entry strategy for China, including, car assembly operations targeted distribution and sales, and certain parts sourcing.
- As head of UK operations, responsible to build operations capable to deliver marketing, sales, distribution and after-sales services for the UK market.
- Member of the executive committee.

ASKAIR TECHNOLOGIES AG.

Zurich, Switzerland

2004-2006

CMO and CEO (from July '05)

- Start-up environmental technology company employing a cold plasma technique to eliminate pathogenic bio-aerosols. As CMO developed service-driven business model and Go-to-Market strategy, as opposed to a device only model. Structured alliances with software and wireless communications partners in order to imbed intelligence and communications capabilities in the Askair
- remediation device to provide a continuous, real-time indoor air quality monitoring and management system. Created high level advocacy in the Healthcare, Bio-Pharmaceutical and Aviation industries.
- As CEO implemented focused technology and market development plan based on a process-driven program to share innovation across a diverse and global network of external and internal development resources. Re-financed the company to support the Alpha product development requirements and completed an aggressive re-structuring program.

SOCIÉTÉ GÉNÉRALE DE SURVEILLANCE S.A. (www.sgs.com)

Paris, France

2002-2004

Senior Vice President, Environmental Services Division

- Global, Swiss company in inspection, testing, verification and certification services with 2003 turnover in excess of CHF 2.7 bio. Responsible for the global management and business

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development of the Environmental Services business, comprising 1,500 employees in over 45 countries with a 2003 turnover of CHF 173 mio.

- Lead the successful globalisation of the business by transforming a base of disparate, local businesses into a worldwide network of environmental analytical, field services and consulting activities. Installed new leadership to create a global management team.
- Successfully grew the business from a base turnover of CHF 145 mio at a 7% internal margin in 20 countries in 2002, to an on-track 2004 budget target turnover of CHF 197 mio at 13 % internal margin.

FLUOBOR INTERNATIONAL LTD.

Milan, Italy

1988-2002

Founding Partner and President

- Boutique consulting firm engaged in environmental technology transfer and sales into Italy; project management of turn-key electronic scrap recycling plant projects in Italy; and a cross-section of consulting services to environmental services and technology companies.
- Assist small technology companies in North America and Europe to develop export markets, commercialize innovative technologies, develop foreign marketing arrangements and strategies and/or identify strategic investment or alliance partners.
- Managed the market assessment and formulation of a global environmental business entry strategy for an international technology and services company.
- Coordinated the project management for a series of high-tech, electronic scrap recycling turn-key plant projects in Italy.
- Led a team of senior executives in the formulation of a European environmental services and technology strategy with the goal to dominate the European market in three years.
- Examples of clients included: Result Technology AG (Swiss composite material recycling technology), Atara Corporation (Canadian waste water treatment technology), CropSignal Inc. (US bio-pesticide start-up), Falck Ambiente S.p.A. & Progetti Europa & Global S.p.A. (Italian waste management & waste water treatment companies) and Oracle EMEA S.A. (Global software company).

HAGEMeyer COSA LIEBERMANN GROUP (HCL)

Kuala Lumpur, Malaysia

1995-1998

Senior Vice-President, Technology Division

- Technology marketing company in Asia/ Pacific. HCL Technology Division's annual, recurring business volume was approximately USD 800 mio with 850 staff in 12 Asian countries. Global responsibility for the start-up, management and business development of the strategic business area: Infrastructure, Energy and Environment as Vice-President Marketing (1995-1996).
- The range of IEE services included: front-end technology consulting & technology market assessments, global technology/engineering sourcing, new venture structuring and packaging of local engineering and construction services in order to provide turn-key solutions for the Asian customer base.
- In 1997, initiated the Projects & Ventures group as a complement to the IEE SBA. P&V was structured with focused project marketing groups in Taiwan, Thailand, Indonesia, Malaysia, Korea, Hong Kong and India, built around the marketing of 25 dedicated, environmental & energy related technologies, covering the entire Asian region.
- The combined IEE/P&V group generated success fee related commission income of USD 5.3 mio (or USD 250 mio. in business volume) through 1997, with additional, potential commission's income of USD 12 mio (or USD 400 mio. in business volume) in a developed pipeline of projects.
- The HCL Technology Division was sold to the Keller and Diethelm groups in 1998.

SOCIÉTÉ GÉNÉRALE DE SURVEILLANCE S.A. (www.sgs.com)**Geneva, Switzerland**

1992-1995

General Manager & International Business Development,
Director, SGS Environmental Services Division

- Global company in inspection, testing, and certification services with 1995 turnover in excess of CHF 3.5 bio. Responsible for the global management and business development of SGS's Environmental Services Division, comprising East & West Europe, North and Latin America, Asia and Africa.
- Successfully expanded the business into 15 new geographic markets during the period 1993 to 1995. In 1995, SGS Environmental Services employed over 1,000 staff in 32 countries, supported by a global network of laboratories.
- The Sector's main business interests were in the fields of environmental consultancy, field monitoring and analytical services. Initiated the introduction and corporate structuring of Environmental Management Systems consulting and certification services worldwide in 1994-1995. Global 1994 turnover for the Sector amounted to CHF 97 million.

LIDLAW INC.**Amsterdam, the Netherlands**

1989-1992

Director, Business Development – Europe

- Integrated, Canadian Waste Management and Transportation company with a 1992 turnover in excess of CAN\$ 3 bio. Responsible for the M&A, start-up and business development activities associated with Laidlaw's expansion into the European waste management markets.
- Responsible for European market-entry strategy formulation and implementation. Completed approximately USD 76 million in transaction value, at the close of 1992. Managed over 30 business development projects with a combined transaction value in excess of USD 300 million.
- Projects ranged from Greenfield start-ups to joint venture and acquisition opportunities. Markets included: Scandinavia, Germany, Belgium, France, Italy, Spain, Portugal and Switzerland.
- Laidlaw disposed of its European waste management assets in 1996-7 and was later sold in pieces to Waste Management and Safety Kleen.

EDUCATION

UNIVERSITY OF TORONTO**Toronto, Canada**

1979-1984

BSc in Geology

IMD**Lausanne, Switzerland**

1988-1989

MBA

DIRECTORSHIPS, ADVISORY ROLES, OTHER

Current Board of Directors and Advisory Boards:Corporate Social Responsibility Education Council, The University of St. Michaels College,
(Toronto, Canada)Environmental Finance Advisory Committee, School of the Environment, University of Toronto
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Prince of Wales Charities Foundation Accounting for Sustainability Global Expert Panel (London, UK)

Volunteer advisor, MaRS Cleantech Venture Services (Toronto, Canada)

Past Boards of Directors, Advisory Boards and Other:

NeXus Consulting, Rotman School, of Management

General Sensing Ltd. (Hong Kong)

Suning Srl (Milan, Italy)

PureSense Inc. (Oakland, California, USA)

Atara Corporation Ltd (Montreal, Canada)

CropSignal Inc (Minden, Nevada, USA)

Water Capital Inc (Toronto, Canada)

Norske Spesial Olje (Oslo, Norway)

Global BSN LLC (San Francisco, USA)

KOV Borneo Limited (Dubai, UAE)

New Automotive Innovation and Growth Team (UK Government)

World Business Council for Sustainable Development (Founding Member, Switzerland)