



KENNETH R. MARKS

PARTNER

CHIEF FINANCIAL OFFICER

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OVERVIEW

Joining Baron Point Group in 2010, he initially focused on business and brand development, after, focusing on the financial aspects of the company, however, Mr. Marks still manages key relationship and develops new business for the company.



Prior to Baron Point Group, he was a Senior Advisor to Fulcrum Funds and LKM Venture, responsible for capital sourcing, directing due diligence and evaluating opportunities.

In his past, he secured a US\$ 50 million seed capital commitment from Verizon Communications for an early-stage alternative investment fund and played a vital role in the US\$ 1.5 billion FLAG project, the world's first and longest privately funded undersea fibre-optic system. This landmark achievement is considered the alpha technology infrastructure achievement in Thailand.

Mr. Marks has consistently accomplished distinguished services in senior management roles. He was the Vice President, Merger Integration, Verizon Communications; CEO, Global Directory Services (the world's largest publisher of the Yellow Pages); President, NYNEX Computer Services; and Director of Mergers and Acquisitions for NYNEX Corporation. Mr. Marks has completed numerous institutional transactions and company turnarounds aggregating into the multiple billions of US dollars in transactions and synergies created.

A graduate of Harvard Business School's Advanced Management Program, Mr. Marks has an MBA from Long Island University and a BA in Economics, C.W. Post College.



LANDMARK ACHIEVEMENT

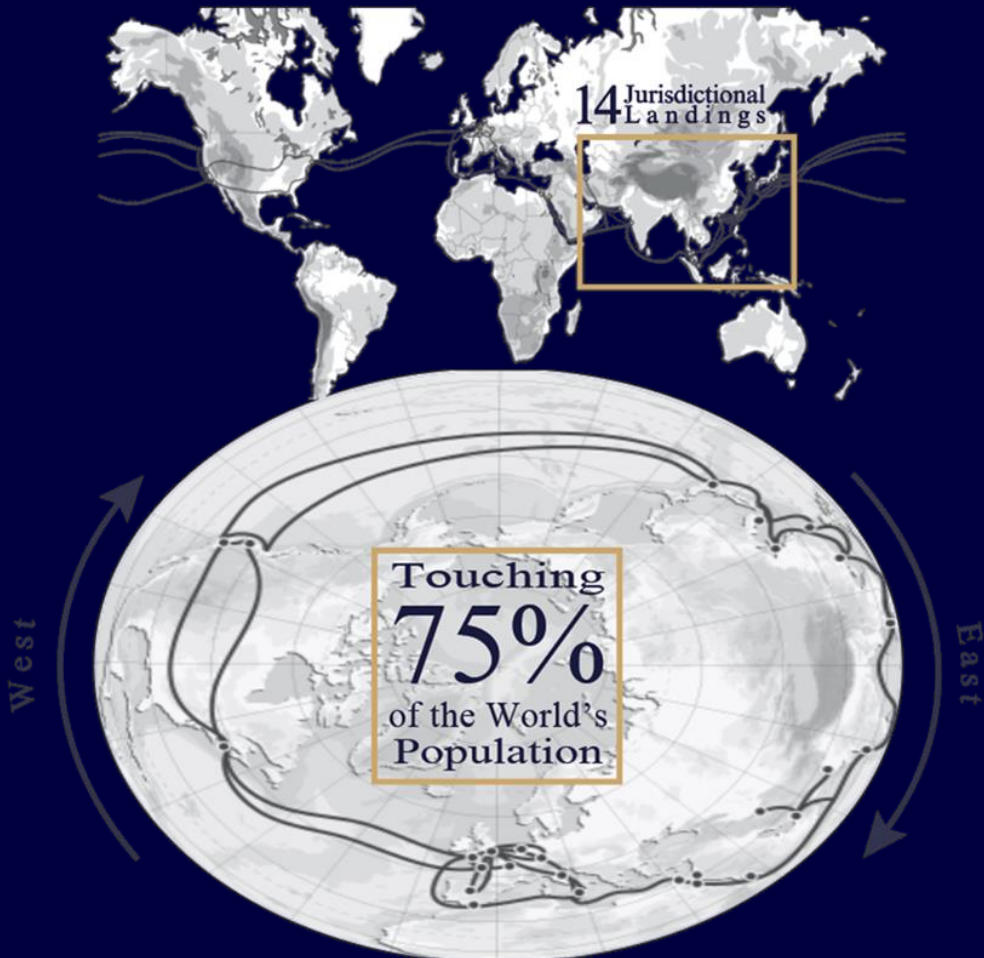
Mr. Marks led structuring (legal and financings) for 14 jurisdictional landings and played an integral role in the local markets with the Engineering, Procurement, and Construction Management (“EPC”) of this landmark achievement. It is the world’s first east-to-west cable system, and the first independent cable system to land in China, Thailand, Saudi Arabia, and Jordan.



Ministry of International Trade and Industry, Japan



EXPORT-IMPORT BANK
of the UNITED STATES



NOTABLE ASSIGNMENTS

Over US\$10 billion in aggregated M&A transactions to his credited, prior to his posts at Verizon and the blockbuster merger integration work he achieved

Mega-Project Risk Management & Insurance



Ex-Im Bank and MITI

\$1,500,000,000

Equity Financing and Political / Default Risk Insurance for FLAG transaction

1993 – 1996

Landmark EPC, Financing and Legal on 14 Country Landings



Fiber-Optic Link Around the Globe (FLAG)

\$1,500,000,000

Led EPC, structuring, legal, and finance on 14 jurisdictional landings, considered an alpha tech-achievement of Thailand

1993 – 1996

Before the internet, the gold standard in to let your fingers do the walking



\$375,000,000

JV between Bell Atlantic and R.R. Donnelley. Managed growth at start to over US\$140 million in revenues. Created value of US\$375 million

1998

Merger Integration and Synergy with Multiple Businesses



Verizon

Communications \$52,000,000,000

Headed merger integration for deal. US\$5 billion in assets with over US\$200 million in synergies in less than three years

2000

Other notable assignments



NYNEX Corporation

Several senior positions including serving as NYNEX's Managing Director, Merger and Acquisitions of Worldwide Communications and Media

1993



BIS Group Ltd

\$143,500,000

Led Negotiations as CFO for the UK-based firm's sale to ACT Group PLC

1993



AGS Computers Inc.

\$350,000,000

Led Negotiations as CFO for the US-based firm's sale to Keane Inc.

1993



DPI Company

Successfully stabilized the company and prepared and negotiated its sale to IBM — International Business Machines Corporation

1994



EXPERIENCE

- Strong **record of accomplishment** as a senior executive with a **proven track record**, providing excellent **operating, financial and corporate development leadership** in U.S. domestic and Emerging Markets senior management roles around the world
- In his past was a **Senior Advisor** to **Fulcrum Funds, LLC** and **LKM Ventures, LLC**. Responsibilities included sourcing of capital, evaluating business opportunities and directing due diligence activities
- Secured a **US\$50 million seed commitment** from Verizon Communications for Palisades Venture Partners, LLC in connection with the organization and financing of Palisades Venture Partners, L.P., an early-stage alternative investment fund
- Played a senior roll and spent extended periods of time in emerging markets economies in the blockbuster emerging markets **FLAG** (Fiber Optic Link Around the Globe) transaction. A **US\$1.5 billion** infrastructure achievement this included a **US\$300+ million equity investment** in **CAT Telecom** by **Verizon Communication** under Mr. Marks' in-country stewardship. It is the world's longest privately funded undersea fibre-optic system, and at the time this was the largest infrastructure project in Thailand's history and is considered today by members of the Royal Court in the Kingdom of Thailand to be the alpha technology achievement for the country as well as a landmark accomplishment for the entire central corridor region of Asia
- The FLAG transaction included successfully negotiating and closing risk insurance (political and default) underwriting with the **Export-Import Bank of the United States (Ex-Im Bank)** and **The Ministry of Economic Trade and Industry, Japan (METI) – formally MITI** – in aggregate of **US\$1.5 billion**
- At **Verizon Communications** he was instrumental in the integration of the **US\$52 billion merger** of **GTE** and **Bell Atlantic** Information Services. This deal led to the **formation** of **Verizon Communications**, creating a new national rival in the U.S. to AT&T and Sprint
- After the transaction consummated, Mr. Marks was immediately made the **Group Vice President** for **Merger Integration** for **Verizon Communications Information Services Company**. In this role he led and directed organizational and functional merger planning, as well as researched, evaluated and recommended strategy, new investments and divestitures. Mr. Marks successfully **spearheaded** efforts in **merging and integrating US\$5 billion in assets** with over **US\$200 million in synergies** created in less than three years
- Mr. Marks has over **US\$10 billion** in aggregated M&A transactions credited to his leadership and prior to working at Verizon. Mr. Marks was **Group President** and **CEO** of **Global Directory Services Company** (at the time the world's largest publisher of the Yellow Pages), a joint-venture between **Bell Atlantic** (at the time the second largest telephone company in the U.S.) and **R.R. Donnelley & Sons** (the largest directory printer company in the U.S.). Mr. Marks managed the growth of the information services company from its inception to over **US\$140 million in annual revenue** and **2,000 employees**, operating from offices in Europe, Asia and North America. The company **exceeded financial and growth commitments for sixteen consecutive quarters**. Under Mr. Marks' leadership **US\$375 million of value** was created for the joint-venture



EXPERIENCE

- While at **NYNEX Corporation**, a telecommunications company that served five New England states and most of New York State, Mr. Marks held several senior positions including serving as **NYNEX's Managing Director, Merger and Acquisitions of Worldwide Communications and Media** where he executed a number of significant transactions. Before this, Mr. Marks was **President and CEO, NYNEX Computer Services**, a professional IT services consulting and software development company where he had full P&L responsibility and under his stewardship a **turnaround was engineered** from a unit losing US\$10 million, annually, to **profitability after one year**. His roles in this unit also required him to launch several start-up operations. He also served as **President, NYNEX DPI Company** where he successfully stabilized the company and then prepared and negotiated its sale to International Business Machines Corporation (**IBM**). In addition, he served as **CFO** for **BIS Group Ltd.**, a UK software and professional services firm. Ultimately, he negotiated the sale to ACT Group plc in a **US\$143.5 million cash deal**. Mr. Marks was also **CFO, AGS Computers, Inc.**, a software and professional services firm. Mr. Marks eventually negotiated its sale for cash for stock, valued at **US\$350 million**
- Mr. Marks is a graduate of the Advanced Management Program, **Harvard Business School**, he has an MBA from Long Island University, BA from C.W. Post College, and is Chairman of the **Board of Trustees**, Dominican College, and a **Board of Trustee** De La Salle Academy, a private, independent school in New York City for the academically talented



PERSONAL DATA

Nationality	:	United States of America
Marital Status	:	Widower
Language Proficiency	:	English
Reference	:	Available on request

