



DAVID W. ROWAT M.A.Sc., MBA



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CONSULTING

STRATEGIC EXITS CORP.

Worldwide

Boutique virtual investment bank which acts solely for technology entrepreneurs to help them design and execute optimum exit transactions.

Partner

- Completed several acquisition transactions with aggregate value of more than \$160 million. See www.exits.com.

STRATEGIC CATALYSTS INC.

Vancouver, BC

Private management consulting practice for early-stage technology companies. Operates only between major employment assignments.

Managing Partner

- Worked with over 70 high-technology firms in key business areas including: mergers and acquisitions, public and private finance, strategic planning, strategic partnering, operations, and Board governance. See www.stratcat.com.

FULL – TIME ENGAGEMENTS

TBF ENVIRONMENTAL TECHNOLOGY INC.

Surrey, BC

Develops, manufactures and markets environmentally friendly petrochemical solvents which contain zero or minimal volatile organic compounds, allowing manufacturers of coatings, adhesives, polymers, etc. to reduce toxic emissions and comply with ever-tightening environmental regulations.

Chief Executive Officer

- Co-founded company, oversaw the development and commercialization of six new solvents, secured 2 patents, oversaw development of sales and distribution networks which captured over 30 companies and built a multi-million dollar pipeline including several world wide brands. Built and managed supply networks in South Asia. Raised several rounds of angel financing, and achieved these milestones over 3 years, spending only \$1.5M Cdn in equity and using \$800K US in debt.

CLEVEST SOLUTIONS INC.**Richmond, BC**

Software company developing, implementing and servicing solutions to simplify Smart Grid deployments for utilities and to manage mobile workforces.

Vice President, Chief Financial Officer and Corporate Secretary

- Member of senior team which quadrupled revenue in two years, winning countless awards for fastest growing company.
- Managed finance, treasury, accounting, legal, HR, acquisitions, MIS and administration functions.
- Instrumental in raising several million dollars of equity and convertible debt financing.
- Completed two acquisitions which added 40% growth.

CANADA LINE RAPID TRANSIT PROJECT**Vancouver, BC**

Officer of the project team which managed the public sector responsibilities for the public-private partnership building the rapid transit line connecting Vancouver, Richmond and the Airport.

Finance Director, Officer

- Senior member of management team which closed \$1.9 Billion Concession Agreement and \$1.3 Billion financing involving 5 government agencies. Developed detailed system for predicting cashflow requirements and verifying project affordability.
- Managed Request For Proposal process and communication with bidders.
- Developed risk management plan and quantified risk registry from scratch to calculate public sector contingency.
- Facilitated operation of Steering Committee overseeing federal contribution of \$450 million.
- Prepared process for Sarbanes-Oxley style federal compliance audit.
- Developed Code of Conduct.

PCSUPPORT.COM, INC.**Burnaby, BC**

Provided outsourced technical support for personal computers using its own proprietary Internet application, allowing corporations to save costs and improve employee productivity.

Vice President and Chief Financial Officer

- Joined as third employee and helped grow the company to 85 people.
- Completed US public listing. Qualified company as fully reporting issuer with US Securities and Exchange Commission. Wrote and filed multiple registration statements without SEC comments; 10-Ks, 10-Qs, 8-Ks, etc.
- Raised over \$12 million US in eight separate US, Canadian and UK financings, including two institutional placements after the dot.com bust.
- Managed acquisition of competitor.

XILLIX TECHNOLOGIES CORP.**Vancouver, BC**

Xillix developed, manufactured and marketed medical imaging devices that aided in the earlier detection of cancer.

Vice President, Chief Financial Officer and Secretary

- Managed the finance, investor relations, treasury, accounting, legal, MIS and administration functions in a TSE-listed company.
- Secured five "buy" recommendations from industry analysts in eight months.
- Acquired an international competitor.

- Contributed to the development of a strategic partnership with Olympus Optical to provide US \$3 million in development funding and international distribution; the first such arrangement negotiated in Japan by a Canadian medical devices company.

NEXUS GROUP OF COMPANIES

Burnaby, BC

Nexus designed, manufactured and marketed radio frequency electronic communications products, principally to cable TV operators, in nearly 100 nations.

Vice-President, Finance and Corporate Development

- One of seven senior executives managing growth from revenues of \$10 million and 120 employees to \$30 million and 280 employees.
- Managed people and tasks simultaneously in several different functional areas including Finance, Strategic Partnering, Government Programs, Corporate Communications, Business Unit Manager, Corporate Development, and Sales.

EDUCATION

Master in Business Administration (MBA)

Harvard Graduate School of Business Administration

Second year Honors.

Master of Applied Science (M.A.Sc.)

The University of British Columbia

Natural Sciences and Engineering Research Council (NSERC) scholarship.

Finalist, Rhodes Scholarship selection interviews.

Bachelor of Applied Science (B.A.Sc.)

University of Waterloo

Finalist, Rhodes Scholarship selection interviews.

Sandford Fleming Medal for Outstanding Academic Achievement.

PROFESSIONAL AFFILIATIONS AND INTERESTS

- **Authored www.earlystagetechboards.com** – a manual and set of best practices for the governance of Boards of early-stage technology companies.
- **Lectured on Board governance** to National Angel Capital Organization, BC Innovation Council, AngelForum, Simon Fraser University, etc.
- Skiing, Granfondo cycling, circuit training.
- Competent in spoken French.