

Curriculum Vitae for Clive Davies

1 Personal

Nationality : British

Date of Birth : 17th January 1958

2 Education

Bachelor Technology (Hons) Transport Management and Planning
Loughborough University of Technology, UK
Upper Second Degree 1980

4 'A' level and 10 'O' Level qualifications (1976 & 1974)

3 Skills & Experience

Skills and experience in (airport) acquisition, ownership, turnaround, management, development and operation as well as in:-

- Corporate Strategy, Development Strategy & Policy
- Business Planning
- International Business Development
- Public to private sector change
- Due Diligence
- Technical Consultancy
- Project Evaluation

International working experience in South East Asia (China, Philippines, Malaysia, Taiwan, Indonesia), the United States, Australia, Central & Latin America & Europe.

4 Career Highlights

- Founder shareholder and Executive Director of Omniport Holdings Limited, formed in 2000 to acquire and manage regional airports.
- Led the Omniport team which acquired a minority stake in Glasgow Prestwick Airport (PIK) in 2001. Responsible for a Technical Services Contract at PIK which contributed to a doubling of airport earnings (EBITDA) in 3 years.
- Led the Omniport team which acquired both Norwich International Airport and Maastricht Aachen Airport (Netherlands) in 2004, together with related businesses including ground handling and travel agencies. Combined Revenue £20m, Net Assets £51m, Staff 400 (2007).
- Led the strategic management of Omniport Group, including significant commercial turnaround management at Norwich and Maastricht airports (previously public sector).
- Main Board Director of 14 Omniport companies. Non-Executive Main Board Director of Glasgow Prestwick International Airport between 2001 and 2003.
- Led the team which successfully acquired Stewart International Airport in New York State on behalf of National Express Group Limited in 1999 (the first commercial airport privatisation in the United States).
- Led the National Express airport acquisition team (National Express/Bankers Trust consortium) which bid in the Phase 2 Australian airports privatisation.

- Led BAA’s business development into Asia Pacific (1993 to 1996) including establishing a Hong Kong office and bidding for projects in South East Asia. Won consultancy projects in China, the Philippines, Hong Kong, Malaysia and Indonesia.
- Acquired airport privatisation, business planning, and strategy & policy experience, through working as a member of BAA’s corporate strategy team and subsequently for the Portland Group, a consultancy specialising in airport privatisation and acquisition.
- Gained airport technical planning experience through a variety of projects including the formulation of a strategy for the development of the Mexico City Airport System and technical feasibility and strategic/master planning studies in Mexico, Honduras, Ecuador, the Philippines, France, Germany, Belgium, and the Netherlands on behalf of BAA Plc.
- Developed Manchester Airport's Development Strategy in the early 1980's setting the framework for future airport development including the development of Terminal 2. Prepared statement of Case for Terminal 2 Public Inquiry.
- Currently Managing Director of MPD Group Limited a specialist airport consultancy company.

5 Career Summary

<p>2009 to Present</p>	<p>Managing Director MPD Group Limited</p> <p>Managing Director of MPD Group Limited – an airport consultancy company providing advice on airport privatisation transactions, airport management, operation, business and technical issues worldwide.</p> <p>Significant recent projects have included evaluating a proposed new airport site in Bulgaria and producing a comprehensive business plan for a large regional airport in the Philippines prior to its privatisation.</p>
<p>Apr 2000 to Jan 2009</p>	<p>Founder and Executive Director Omniport Holdings Limited (OHL)</p> <p>Founder and Executive Director of Omniport, a regional airport company focused on the acquisition, management, operation and development of regional airports. Acquired Glasgow Prestwick Airport in 2001 (sold in 2003), Norwich and Maastricht Aachen Airports (in 2004). Extensive experience of airport privatisation & working with institutional investors (sourced institutional investors for Omniport).</p> <p>Acquired, developed and managed these airports as well as subsidiaries including travel agencies, an airport ground handling company, business park and other property developments.</p> <p>Led significant turnaround work to move Norwich and Maastricht airports from public to private sector management philosophy and to improve profitability.</p>

	<p>Led bids for other airport acquisitions.</p> <p>Main Board Director of OHL and 13 subsidiary OHL companies.</p>
June 1997 to Sept 1999	<p>Director of Airport Development National Express Group PLC (NEG)</p> <p>Developed National Express Group's Airport Strategy.</p> <p>Led the development of National Express Group's airports business worldwide including the successful acquisition of Stewart International Airport, New York, the first airport to be privatised in the USA under the FAA Pilot Programme.</p> <p>Led National Express Group's bid team in Australia for Australian Airports (Phase 2) privatisation in conjunction with Bankers Trust.</p>
Jan 1996 to June 1997	<p>Senior Consultant The Portland Group, London</p> <p>Various airport privatisation and airport business planning consultancy projects in Europe and South East Asia, including advisory work to the AAL/AIDC consortium bidding for Melbourne, Brisbane and Perth Airports in Australia.</p>
Jan 1994 to Jan 1996	<p>Director of Business Development BAA Pacific Ltd, Hong Kong</p> <p>Led the business development of BAA's business in Asia Pacific and China.</p>

	<p>Successful consultancy projects undertaken in Indonesia, Hong Kong, Malaysia, the Philippines and China.</p> <p>Extensive experience of business development in South East Asia.</p>
1993 to 1994	<p>Head of International Marketing BAA International Ltd, London</p> <p>Responsibility for maximising consultancy and investment opportunities for BAA worldwide but focusing on Asia Pacific.</p>
1990 to 1993	<p>Development Planning Manager, BAA PLC Corporate Office, London</p> <p>Development of UK airports policy and the strategic planning of BAA airports, working closely with the Civil Aviation Authority and the Department for Transport. Led BAA's input to the RUCATSE working group.</p> <p>Participation in the formulation of BAA's corporate and business strategy and objectives.</p> <p>Participation in the technical working groups of Airports Council International.</p>
1987 to 1990	<p>Senior Planning Consultant, BAA PLC BAA Group Technical Services, Gatwick</p> <p>Project management and undertaking of various technical airport planning and master planning consultancy studies in the UK, Europe, Mexico and South America.</p>

	<p>Evaluation of airport and rail infrastructure projects for potential BAA investment including Heathrow, Gatwick and Stansted Express rail services. Project management of Stansted Express rail development for BAA.</p> <p>Strategic business advice to BAA Corporate Office during a period of diversification for BAA.</p>
1980 to 1987	<p>Planning Officer Manchester Airport PLC</p> <p>Responsible for formulating the airport's Development Strategy including the preparation of Statement of Case for the successful Planning Inquiry for the development of a second international passenger terminal.</p> <p>Master Planning and Facilities Planning for the expansion and development of the airport including the second international passenger terminal building.</p>

6 Contact Details

Mobile: +44 7768 986 160
E-mail: cdavies@mpdgroup.com