

### AREAS OF EXPERTISE

- Business Development
- Commercial Leadership
- Commercial Strategy
- Contract Management
- Contract Negotiations
- Growth Enhancement
- Mergers & Acquisitions
- Profit & Loss Management
- Project Financing
- Project Management
- Public / Private Boards
- Turnarounds

### PROFESSIONAL EXPERIENCE

2018 - Present

**EXECUTIVE VICE PRESIDENT**, PEGASUS-GLOBAL HOLDINGS, INC., WASHINGTON DC

Mr. Mohan is a global business leader and executive team member recognized for his ability to enhance growth and profitability through a holistic approach to culture, commercial strategy, processes, and engagement of employees and other stakeholders. In his experience spanning the management of P&L for a \$1 billion operation and construction projects with an \$8 billion budget, he amassed an outstanding record of leading business turnarounds, organizational restructurings and growing companies through innovative commercial strategy winning major, competitive contracts. His broad expertise also includes M&A and business development and as a member of joint venture and public company boards. At Pegasus-Global, he leads engagements with clients across a wide variety of functional areas and projects in Power and Energy, including renewables, conventional power and LNG. He also leads the firms international focus.

2012 – 2018

THE AES CORPORATION, ARLINGTON

**SENIOR VICE PRESIDENT, GLOBAL ENGINEERING & CONSTRUCTION**, 2017-2018

**VICE PRESIDENT, PROJECTS AND COMMERCIAL OPERATIONS**, 2014-2017

Prior to joining Pegasus Global, Mr. Mohan served as Senior Vice President, Global Engineering & Construction, and Vice President, Projects & Commercial Operations with AES, a Fortune 200 global power company. He was a member of the executive leadership team, managing construction projects with a capital investment program of \$8 billion and led the turnaround of struggling projects by resolving major commercial/contractual matters, improving safety performance, implementing program management tools to enhance consistency, and changing the culture. He also led a team developing new projects in bidding, evaluation, contractor and supplier negotiation and award, financing and construction in more than 20 countries for thermal, combined cycle, hydro, distributed generation, renewable energy, and energy storage technologies. Key new projects included an LNG + CCGT project

in Panama, 2000 MWs of CCGTs in the United States, 400MWH of energy storage in California, over 500 MWs of solar and wind projects and many other first of their kind projects internationally.

2000 – 2007 and 2008 – 2012

GE POWER, SINGAPORE

MANAGING DIRECTOR OF PROJECT DEVELOPMENT, 2010-2012

DIRECTOR OF EPC, 2008-2010

REGION GENERAL MANAGER OF ENERGY SERVICES, 2005-2007

Mr. Mohan served in leadership roles in GE Asia Pacific based in Singapore. As Managing Director of Project Development, he led all stages of project development and oversaw the investment portfolio of over 2000MWs of projects, including successful development, financing and completion of wind projects in Australia, India and Thailand, and three combined cycle projects in Bangladesh. He also led development forays in new markets in South East Asia such as Vietnam, Indonesia, Cambodia and Malaysia.

Prior to leading project development for Asia Pacific, he led the GE Energy Services business for Asia Pacific, a \$1 billion per year P&L in power generation services, optimization and control products as well as transmission and distribution products. He led product development strategy, joint ventures, cash and cost management, growing topline by 20% annually, improving profitability by driving operational efficiency, restructuring for greater accountability, process improvements and cost reduction. He also led creation of new business models for success in new markets such as China and Vietnam and growing market share in Japan and Korea.

Mr. Mohan also held various other operational and leadership roles with responsibility for the Asia Pacific region including Director for EPC businesses, Director of contractual services, Six Sigma quality black belt, and SWAT team leader for eastern hemisphere covering Europe, Africa, Middle East and Asia.

2007 – 2008

PRESIDENT, LEIGHTON INDIA, NEW DELHI

Mr. Mohan led the Leighton Group's businesses in India as President for Leighton India, with responsibility for all aspects of the contracting business and private public partnership portfolio, achieving significant growth and profitability by foraying into new segments such as offshore oil and gas projects, power, ports, and mining. He also led legacy businesses in building and civil infrastructure construction and increasing yearly revenue to \$450 million.

1996 – 2000

SENIOR EXECUTIVE, LARSEN & TOUBRO LTD., MUMBAI

At this company, Mr. Mohan was a founding member of the team leading project development and Larson & Toubro's foray as an Independent Power Producer (IPP). He led key aspects of the IPP projects including fuel supply contracts, operation and maintenance contracts, EPC and equipment supply and services contracts as well as other areas. Mr. Mohan was responsible for project finance with a successful track record of winning and executing two power and cogeneration projects supporting power and steam supply for petrochemical facilities.

## EDUCATION AND COURSES

- Georgetown University, McDonough School of Business, Global Executive Development Retreat, 2015
- Heriot-Watt University, Master of Business Administration, Edinburgh Business School, UK, 2010
- GE Crotonville, Manager Development Course, New York, 2005
- GE Crotonville, Advanced Manager Course, Sydney, 2004
- Six Sigma Black Belt, 2003
- Indian Institute of Technology, Bachelor of Technology with Honors in Mechanical Engineering, Kharagpur, India, 1991

## BOARD AFFILIATIONS

- Pegasus-Global Holdings, Inc., 2018 - Present
- Fluence (joint venture of Siemens and AES), 2017 - 2018
- AES Gener (XSGO: AESGENER), 2016 - 2018
- GE and Leighton Joint Ventures in company roles, 2005 - 2012