

## CV - Søren Houmøller

Executive MBA, M.Sc. (energy engineering)  
Owner & director, 1<sup>st</sup> Mile (CVR 30493540)  
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Born July 1<sup>st</sup>, 1969. Two sons aged 14 and 10, living with Monica in the forest north of Copenhagen in a modern family of 6.

## Short profile

Søren Houmøller is an experienced individual working in the cross-field between technology development and business implementation. His dedication is to create value for customers, who seek to create business on a technology, an idea or a concept through innovation, business strategy and implementation management.

Søren has experience from research and development, consultancy and the venture capital industry and has held several medium and top level management positions. He now owns 1<sup>st</sup> Mile, specialised in management consulting in technology based organisations. A unique competence is Søren's ability to master both content (business strategy) and process (implementation and people management), enabling a high degree of success in the implementation of strategies and processes.

## Experience

2007 – : **Founder, owner and CEO, 1<sup>st</sup> Mile**

1<sup>st</sup> Mile provides consultancy in the cross-field between technology development and business implementation to create value for customers and society, especially in the energy and environmental fields (cleantech).

### Selected references:

- SCF Technologies: Strategic choices for SCF Technologies in the energy market segment
- H2Logic: Business strategy and business plan
- 3XN: Preparation of application for the EUDP program
- Energinet.dk: Definition of commercial criteria for PSO program projects. Screening of ongoing projects for business potentials. Internal course on evaluation of business plans for research projects. External evaluator of research funding applications
- EUDP secretariat: Definition of commercial criteria for EUDP program projects. External evaluator of research, development and demonstration projects
- Danish Energy Authority: Analysis of the Gjøel gasifier project: Conclusions and recommendations for further action
- Price Waterhouse Coopers: Preparation of business setup for venture fond
- Danish Technological Institute: Internal course on writing of business plans
- Wind Harvest International: Screening of the Danish venture market for possible investors
- Dansk Energi: Mapping of the business motivation of consortium partners and preparation of joint business strategy
- Weel & Sandvig: Market analyses and selection of likely customers
- Dansk Industri: CSR strategy workshop
- Wave Star Energy: Assistance with business plan
- Grundfos New Business: Evaluation of new technology
- Topsoe Fuel Cell: Business strategy and business plans
- Planning and execution of courses in business strategy

2005 – 2007: **Director, EGJ Development A/S**

EGJ Development A/S is a venture company investing in new energy technologies. Screening and evaluation of 100 companies and concepts, valuation, financial, legal and IPR due diligence, contract negotiations. Reference to board with Anders Eldrup (CEO, DONG Energy), Niels Bergh-Hansen (Executive Vice President, DONG Energy), Lars Krarup (Mayor, Herning Municipality), and Palle Nørgaard (former CEO, Siemens Wind Power).

Selected references:

- Stirling Denmark: Investment decision, preparation of term sheet and investment agreement, due diligence, hiring of CEO, member of the board
- Amminex: Investment decision, preparation of term sheet and investment agreement, due diligence, hiring of CEO, member of the board

2004 – 2005: **Department head – Energy Projects, FORCE Technology**

FORCE is a leading technology and knowledge provider. Responsible for a project based consultancy and development department with approx. 100 simultaneous projects.

Selected references:

- Dry Gas Cleaning: Development of new biomass technology in a joint European collaboration project
- BioSynergy Proces Aps: Spin-out focused on gasification of wood chips

2003 – 2004: **Manager, merger preparation analysis**

Merging dk-TEKNIK and FORCE Technology into one company with 1,100 employees.

Reference to the two CEOs and chairmen. Identifying strategic fits and synergies, recommendations to CEOs and boards, change management.

1995 – 2004: **Management positions, dk-TEKNIK ENERGY & ENVIRONMENT**

dk-TEKNIK operated within the energy and environment business.

Function director – Thermal Processes (2003-04), reference to CEO. Managing R&D project portfolio of up to 100 projects. Strategy, sales, marketing, P/L responsibility, project management, people management, daily operations.

Department head - Fuels, Processes and Residues, (1999-2002), reference to division director. Establishing new department servicing the energy and environmental sector with contract research and development and consultancy services. P/L responsibility, sales, marketing, project portfolio management, people management, day-to-day management.

Project manager – energy projects (1995-1999): Definition, development, sales and execution of development and consultancy projects.

1992 – 2002: Associated with Engineering Weekly as journalist, writing about energy and innovation.

2007 – : Author of the INGenuity blog on innovation and entrepreneurship with Engineering Weekly.

## **Formal education**

2002 - 2004: **Executive Master of Business Administration (E\*MBA)**, Scandinavian International Management Institute (SIMI).

Final thesis, business dimension: Long-term strategic fits and co-creation of change – The takeover of dk-TEKNIK by FORCE. Grade: A- (11 on the Danish scale)

Final thesis, leadership dimension: My Leadership. Grade: A (13 on the Danish scale)

1989 - 1995: **Master of Science in engineering**, Technical University of Denmark.  
Final thesis: Advanced fluid bed gasification. Grade: A (13 on the Danish scale)

## **Associations and awards**

Chairman, the Innovation and Research Committee under the Confederation of Danish Industries.

Member and former member of working groups under the International Energy Agency (IEA).

Former board member of two VC backed cleantech companies, Stirling Denmark and Amminex A/S, the former selected for The Guardian Cleantech global top 100 companies for the future in September, 2008.

Former member of European Industrial Research Management Association (EIRMA) and member of EIRMA's task force on optimisation of value of stage-gate processes.

Chairman of the board, Danish Beer Enthusiasts (lobby organisation with 11,000 members), 1998 – 2002. Founder of the organisation.

Invited speaker for numerous conferences on renewable energy, commercialisation of technology, venture capital in the energy sector, etc.

Member of SIMI Alumni Association.

2008: Receiver of the Danish Beer Award

2003: Receiver of Honorary Diploma, The Danish Academy of Gastronomy.

2001: Receiver of The Semper Ardens prize.

2000: Receiver of "Poster Award for Outstanding Scientific Achievement" at The 1st World Conference and Exhibition on Biomass.

1995: Receiver of "Poster Award of First Class" at The 9<sup>th</sup> European Bioenergy Conference.

## **Private life**

Søren has two sons aged 14 and 10 and lives in Rude Skov near Birkerød with his sons, his girlfriend Monica and her two daughters, Victoria (13) and Thereza (10). The family likes to travel and explore the world.

Søren is a keen defender on the Vedbæk Vipers under water rugby team and enjoys a 7 km run every second day in the forest to stay in shape. As the founder and initial builder of the interest organisation Danish Beer Enthusiasts with more than 11,000 members, Søren enjoys good beers from Danish microbreweries or Trappist monasteries in Belgium.

Along with Monica, a management consultant specialised in leadership development and change management, Søren is an active member of the Danish chapter of Mensa, an organisation working to stimulate intellectual and social exchange.