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## **PROFESSIONAL EXPERIENCE**

**Reliant Energy Europe, Amsterdam, The Netherlands (May 2000 – Present)**

**Director Strategy & Planning (September 2002), Interim Manager Credit & MidOffice (May 2003)**

Member of management board, directly reporting to COO

### **Day-to-day responsibilities**

- Management of risk department: counterparty risk assessment / negotiations / enablement; liquidity management; commercial contract review / negotiations / sign off; position monitoring; MtM and VAR assessments; daily gross margin management reporting; monitoring of transaction policy compliance.
- Drive European performance management process based on daily, weekly and monthly management information. In combination with accounting perform monthly and quarterly business unit performance (EBIT level) and present monthly performance reviews to senior management in Houston.
- Manage liquidity capital application through double downgrade period of European business unit. Coordinated the assessment of short and long term liquidity capital needs across the organization and developed processes to optimize daily application of available liquidity capital with commercial and credit department.

### **Strategic / Planning responsibilities**

- Led restructuring project reducing annual overhead cost by almost 40% and refocused business model. Performed bottom up added value analysis of the European business to determine return of liquidity capital employed by business unit / trading desk and create viable go forward business model.
- Supported financial restructuring of European business unit (i.e. long term debt, long term LC facility and revolving credit facility). Managed forensic accountants developing solvency opinion regarding business plan and communicated business performance and outlook to lead arrangers and banking syndicate. Supported term sheet and financial document negotiations from commercial and financial covenant perspective.
- Commercial / operational co-lead on ongoing sales process of European operations. Created and presented management's business plan, managed data room and Q&A processes, supported SPA negotiations and currently managing Reliant's position during the regulatory approval process.
- Developed and communicated five-year plan of European business unit to internal and external stakeholders. Coordinated fundamental analysis and scenario planning to create forward view of European business. Oversaw creation of five year financial model to develop long term planning basis of business unit.
- Coordinate development of annual European budget based on five-year plan targets, operational changes and market development. Stress test annual gross margin forecasts, operational cost assumptions and SG&A baselines.

### **Director Commercial Analysis (October 2001)**

#### **Primary responsibilities:**

- Accountable for all commercial analysis within Reliant Energy Europe (e.g. load shape creation, generation portfolio optimization, structure medium and long term deals, power and fuel market analyses, development of trading tools for short and medium term, scenario planning for price expectations beyond forward curve).
- Led team of six professionals to perform commercial analysis and developed general talent pool for Reliant's European organization.
- Directly supported commercial business units with fundamental analysis in day to day activities to ensure consistency between tactical and strategic efforts.

### **Manager Strategy & Development (May 2000)**

#### **Primary responsibilities:**

- Managed pool of five analysts to conduct market analyses and company assessment efforts in order to develop recommendations on strategic direction of Reliant in Europe.
- Conducted financial and strategic analyses and evaluations of potential investments and acquisitions ranging between several million and Euro 2.5 billion.
- Internal and external coordination / negotiation of early stage M&A deals with frequent progress reports to senior management team.

SCT, Downers Grove, Illinois U.S.A. (August 1999 – April 2000)

**Management Consultant**

- Structured and realigned start up business focused on construction of telecom data rooms. Evaluated, redesigned and developed business acquisition, customer and project management processes.
- Performed customer segmentation project for leading US distributor and processor of metals with annual sales of \$2.2 billion. Developed and moderated client management workshops, developed customer questionnaire through focus groups and interviews, coordinated customer interviews and statistical analysis of survey and developed and presented to management revised customer segmentation to realign overall marketing effort.

Reliant Energy Incorporated, Houston, Texas U.S.A. (January 1998 – July 1999)

**Management Associate (MBA Management Development Program)**

**Corporate Development**

- Supported international acquisition of wholesale energy business
- Assisted with the valuation model in cooperation with investment bankers and acquisition consultants
- Supported deal team leader in managing the due diligence process and implemented change management strategies during the transition period

**Strategic Planning**

- Performed leading role in the development of the business plan for Reliant Energy's District Cooling business
- Acted as sub team leader in the assessment of new technology ventures for Reliant Energy's retail strategy
- Led investment analysis to determine Reliant Energy's strategic position in the automated metering industry

**Power Generation**

- Performed market analyses to support senior management in business expansion efforts
- Managed financial and engineering inputs for RFP submittals
- Developed enhanced pro-forma models of green-field developments and acquisitions of independent power projects ranging in size from \$200 million to \$4.2 billion

E&E Elektronik, Engerwitzdorf, Austria (1995 - 1996)

**R&D Consultant - Manufacturing process analysis of sensor product line**

- Worked on an R&D project as part of Thesis for Masters Degree in Technical Physics
- Developed a measurement strategy to research the manufacturing problems of the sensor product line
- Project findings resulted in a 40% decrease in production costs for this sensor product line

Uhrwerk Corp., Linz, Austria (1993 - 1995)

**Systems Analyst**

- Supervised the structural development of software packages for law firms and advertising agencies
- Developed and supported the marketing of product suites
- Performed troubleshooting and developed solutions in cooperation with clients

**EDUCATION**

Texas A&M University  
College Station, TX (1996 - 1997)  
Masters of Business Administration  
Concentration: Finance  
Cumulative GPA: 3.8 (4.0)

Johannes Kepler University  
Linz, Austria (1990 - 1996)  
Masters in Technical Physics  
Cumulative GPA: 3.6 (4.0)

HTL for Elektrotechnik  
Linz, Austria (1985 - 1989)  
Degree in Electrical Engineering  
Cumulative GPA: 4.0 (4.0)

**SKILLS**

- Fluent in German, English and intermediate Spanish.
- Proficient in Microsoft Office, Microsoft Windows XP/2000/NT and MacOS, HTML, Visual Basic
- Authorization to work in the US and the European Union