



Pioneers of Prosperity Executive Team Biographies

Michael Fairbanks

Michael Fairbanks is a Co-Founder of SEVEN, a philanthropic foundation run by entrepreneurs, whose strategy is to produce films, books and original research to markedly increase the rate of diffusion of enterprise solutions to global poverty.

He is the founder and Chairman Emeritus of the OTF Group, a strategy-consulting firm based in Boston, and the first venture-backed U.S. firm to focus on developing nations. He was a U.S. Peace Corps teacher in Kenya, and a Wall Street banker. A long-time angel investor, he is a founding shareholder in Merrimack Pharmaceuticals, which has drugs currently undergoing FDA trials to fight cancer and autoimmune diseases.

His most recent projects include advising the President of the Inter-American Development Bank on its Opportunities for the Majority Initiative; working for the President of Rwanda to improve the competitiveness of that nation's tourism, coffee and agro-industry sectors; and advising the Minister of Finance of Afghanistan on private-sector reforms. He conceived and oversees the Global Pioneers of Prosperity Program, in cooperation with OTF, Legatum, the Multilateral Investment Fund, and the Templeton Foundation, which finds and recognizes role model businesses in the world's poorest nations.

He co-authored Harvard Business School's landmark book on business strategy in emerging markets, *"Plowing the Sea, Nurturing the Hidden Sources of Advantage in Developing Nations,"* with a foreword by Michael Porter. Business Week Magazine said, "Plowing the Sea points the way toward creating prosperity in developing nations;" the Boston Globe named it one of the ten best books of the year in Politics and Economics; and Exame magazine, Brazil's leading business weekly, called it one of the ten best books of the decade.

He co-conceived and contributed to the global best selling book "*Culture Matters: How Values Shape Human Progress*," edited by Sam Huntington and Larry Harrison at Harvard. His most recent book, edited with Malik Fal, Marcela Escobari-Rose, and Elizabeth Hooper contains essays by OTF colleagues and clients from around the world. It is entitled "*In the River They Swim: Essays from Around the World on Enterprise Solutions to Poverty*," and was released in May 2009.

His work has been translated into a dozen languages, including Korean, Mongolian and Serbian. He was a visiting fellow at the Hoover Institution at Stanford, a lecturer at Harvard, and an adjunct professor at Georgetown University and the Fletcher School of Law and Diplomacy at Tufts. He studied philosophy and biochemistry at the University of Scranton, a Jesuit university in Pennsylvania where he was a trustee for six years, and African politics at Columbia University in New York City.

He was appointed to the Commission on Globalization with, among others, Mikhail Gorbachev, Jane Goodall and Joe Stiglitz. In 2007, he was appointed to the President's Advisory Council in Rwanda with Pastor Rick Warren, President Donald Kaberuka of the African Development Bank, and former British Prime Minister Tony Blair. In 2006, his alma mater gave him its highest award, a doctorate in humane letters for his "accomplishments and devotion to social justice." He is a citizen of the US, Ireland, and Rwanda.

Andreas Widmer

Andreas Widmer is the co-founder of the SEVEN Fund, a non-profit run by entrepreneurs whose goal is to dramatically increase the rate of innovation and diffusion of enterprise-based solutions to poverty.

Widmer is a seasoned business executive with experience in high-tech and, more recently, international business strategy consulting and economic development. He was an executive in residence at Highland Capital Partners, a venture capital firm. Prior to that, he helped lead OTF Group (formerly part of the Monitor Group), Eprise Corporation, Dragon Systems and FTP Software. Widmer has worked extensively in the United States, Europe, Asia, Africa and Latin Americas, and has brought more than 100 leading-edge technology products to market.

During his career, Widmer has participated in the early stage of four startup companies with cumulative exits valued at more than \$730 million. His current projects include advising high-technology and medical device startup companies on strategy, venture capital and angel fund-raising efforts.

Widmer is an author who recently contributed two chapters to the book *In the River They Swim: Essays from Around the World on Enterprise Solutions to Poverty*. He regularly writes on issues of entrepreneurship, economic development and spirituality.

He has authored articles and been featured in various business and general interest media including the Financial Times, Bloomberg News, Sky TV, Kigali Times, FastCompany, and Catholic Digest.

Widmer served as a Pontifical Swiss Guard from 1986-1988, protecting Pope John Paul II. He holds two business degrees from Switzerland, and two degrees from the US, a B.S in International Business from Merrimack College and an MA in Ministry from St. John's Seminary in Boston. He speaks English, German, Italian and French, and serves on a number of international and local charitable boards. In his spare time, Widmer loves to spend time with his family and enjoys fly-fishing, skiing, and reading.

Kenneth Hynes

Kenneth Hynes is a Managing Director at the OTF Group, Inc. He has ten years experience advising public and private sector leaders on the role of private enterprise in driving national prosperity. Currently, Mr. Hynes is developing The Pioneers of Prosperity Awards Program in the Caribbean and Central America. This multimillion dollar program, part of a global movement, spans fourteen countries across the region and seeks to identify and reward innovative firms that yield profits for the benefit of owners, workers, and the environment.

Previously, Mr. Hynes advised the political and business leadership in Jamaica on the development and implementation of their national export strategy. He has worked with the leadership of several Caribbean nations focusing on how best to transition out of commodity industries, like sugar and bananas, to more attractive export products. Mr. Hynes has also advised senior management at the United Kingdom's Department for International Development on their global strategy for private sector development.

Mr. Hynes is frequently asked to speak on issues of global competitiveness. Most recently, he spoke at the Euromoney Latin American Finance Conference and a conference on Caribbean investment opportunities hosted by former U.K. Prime Minister Tony Blair. Mr. Hynes writes a column for the Jamaica Observer.

Eric Kacou

Eric Kacou is a Managing Director at the OTF Group, Inc. Leader of the Africa and Country Competitiveness practices, Mr. Kacou also oversees the strategy and marketing of the firm. Born and raised in Cote d'Ivoire, he is an expert in post-conflict economic reconstruction, competitiveness and enterprise solutions to poverty.

Mr. Kacou has advised leaders of over a dozen African and Caribbean nations, corporations and development institutions. Specifically, Mr. Kacou leads the Rwanda National Innovation and Competitiveness (RNIC) program, an initiative by His Excellency

President Paul Kagame to upgrade the competitiveness of Rwanda's economy. This Program, which is the first of its kind in Africa, is credited with helping Rwanda revitalize its economy.

In addition, Mr. Kacou oversees the Pioneers of Prosperity Africa award program. This is an annual, multi-million dollar, initiative between the Social Equity Venture Fund (SEVEN), OTF Group and selected institutions to recognize dynamic companies in emerging markets that can be an inspiration for future business leaders.

Prior to joining the OTF Group, Mr. Kacou worked as a strategy consultant with Monitor Company in Toronto and Paris advising senior Fortune 500 executives mostly in pharmaceuticals, telecommunications and manufacturing. A frequent speaker, Mr. Kacou contributed to "In the River They Swim," an original book of essays, published by Templeton Press in April 2009. Mr. Kacou earned his MBA at the Wharton School, and a B.A. in Finance at the Ecole des Hautes Etudes Commerciales (HEC) in Montreal, Canada.

Julie Kennedy

Julie Kennedy is the Program Director for Pioneers of Prosperity, Central America and the Caribbean, at the OTF Group. In this role, Julie is responsible for all aspects of a program that provides financing and technical support to small and medium-sized enterprises across the region and is a joint initiative of the OTF Group, the Social Equity Venture Fund, the Inter-American Development Bank, and the John Templeton Foundation.

Prior to joining OTF, Julie Kennedy managed international projects in two spheres: those that supported the role of the private sector and local markets in fostering sustainable economic growth, and those that addressed populations living in extreme poverty across the developing world. Previous positions have included, Director of Monitoring and Evaluation for the Millennium Promise Alliance - one of the executing arms of the Millennium Villages Project; Director of the Girls' Education Initiative at Magna International; and, as a founding partner of iOrigen Capital LLC, a private sector investment fund that focuses on ICT ventures in middle-income countries. She has also held research positions at both Harvard and Columbia Universities.

Julie started her career as an entrepreneur, founding and leading AMERICA SCORES, a US-based educational non-profit organization that works with low-income school districts in inner-cities across the United States.

Julie's work in the public sector has earned her a number of local and national awards, including *Washingtonian of the Year*, in Washington, DC, a Daily Points of Light award from President Clinton, and a finalist mention for the Presidential National Service Award. Julie holds a BA in comparative governments from Georgetown University, an

MPA from Harvard University's John F. Kennedy School of Government, and a Certificate in Program Design, Evaluation and Monitoring of International Projects from the University of Bologna.

She is the President of the Board of Amend.org, a small international NGO that implements simple, cost-effective public health programs that address childhood injury prevention in sub-Saharan Africa, and is a longtime member of St. Mark's School Alumni Executive Committee. She is also an advisor on business strategy and investment opportunities for the Sasha Wolf Gallery in Tribeca, NY. A native of Canada, Julie speaks French and Spanish.

Michael Brennan

Mike Brennan is a Program Director at SEVEN where he manages the Pioneers of Prosperity program, and other strategic initiatives in the Fund's program portfolio. Prior to his work with SEVEN, Mike led country level and cluster based projects in Afghanistan, Jamaica, Serbia, Macedonia, Bolivia, Ireland, and Bermuda. He was the primary author of the Council on Competitiveness' Clusters of Innovation report for the city of Pittsburgh, which examined regional economic growth and was part of a five-city study, led by Professor Michael Porter of Harvard University. He has co-authored Economic Development in Post Conflict Society, with Michael Fairbanks, published by the University of Minnesota, as part of the Humphrey Institute of Public Affairs State and Local Policy Conference; and is a contributing author in the newly released book from the Templeton Press "In The River They Swim: Essays from Around The World On Enterprise Solutions to Poverty"

Mr. Brennan spent time as a Vice President at The Lab, a New York-based consulting firm, and managed projects at Fortune 100 companies, such as The Prudential Financial Company, Alliance Capital and JPMorganChase. He ran a business center in Bulgaria in the early 1990s. He was also a featured lecturer for a variety of organizations, including ACDI/VOCA, The Bulgarian American Trust Fund, MASIT Open Days - a Balkan Region IT Conference; Competitiveness Summits in Afghanistan; The Annual Small and Medium Enterprise Conference in Belgrade; and The European Students' Conference on Industrial Engineering. He spent six years in the marketing group at the New York Regional Bell Operating Company, NYNEX, where the execution of his marketing idea won the Golden Appy Industry Award; and began his career in Young and Rubicam's market research group.

He has taught market research at the university level, was a volunteer high school teacher in Kenya, has taught leadership courses on development in Rwanda, and has an M.B.A. from The University of Rochester's William Simon School.