



Jean-Philippe BEDU

MSc. in Aerospace, MBA London Business School.

Senior Business Strategy, Growth and M&A Leader

Focus on global firms' expansion and capital deployment optimization |
25 years in Aerospace, Automotive and Technology Driven Industries



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- ✓ **25 years of Aerospace, Defence, Marine, Automotive and Industrial experience** in global roles, in multi-national, hi-tech and matrix environments.
- ✓ **25 years of Sales, Strategy and M&A experience as Consultant and Corporate Executive** specialized in business strategy, market analysis, business case development, M&A, carve-out and integration execution.
- ✓ **Expert in transforming organizations** by defining differentiated strategies, executing organic and inorganic growth plans, and repositioning agendas.
- ✓ **Strong track record of successful joint ventures, acquisitions and divestitures** of companies spanning from 5M\$ to 3.5B\$ revenues, including **spinoff of a Fortune 100 business and Chapter 11 filing of a Publicly Traded US firm.**
- ✓ **Award Winner:** HONEYWELL President award.
- ✓ **Proven track record as a highly successful communicator** in originating deals, building and cultivating relationships at C-level.
- ✓ **Adaptable, eager to explore new ideas, passionate about leadership of cross functional teams,** proactive, result driven, decisive, global minded, and always mindful to maintain a long-term perspective.

MAIN AREAS OF EXPERTISE

STRATEGY and GROWTH PLANS

Positions

- . Senior Strategist, Booz Allen (4 years)
- . VP Strategy at Thales (3 years) and Head of Strategy office at Honeywell (2 years)
- . Head of M&A at Honeywell (14 years)

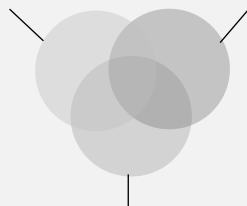
Successful in

- . **Analysing markets**
- . Defining **organic growth strategies**
- . Defining & executing **go-to-market plans**
- . Generating and nurturing tens of leads
- . Closing **2 joint-ventures and 3 acquisitions**

PROJECT MANAGEMENT

Strong experience in **driving large cross-functional teams on complex projects**, including

- . **market analysis and business opportunity qualification**
- . **due diligences**, development of financial models & integration plans
- . successful management of Garrett's **filing for Chapter 11**, an eight month highly regulated process involving more than 30 advisors.



M&A SELL SIDE | CARVE-OUTS | SPIN-OFFS

- . Successful closing of **5 divestitures** including **4 carve-outs** of businesses spanning from **\$5M to \$3.5B revenues.**
- . Successful Management and Completion of **Spin-off** of Honeywell's automotive business in 10 months (**\$3.5B revenues** and 65 legal entities across 13 countries), coordinating a team of 50 company experts supported by 20 advisory firms.

"By combining his operational and strategic experience with his ability to listen and empathize, JP was instrumental in helping business leaders at growing their revenues, and exceptional at building and cultivating relationships with SMEs and Large Corps; this expertise was matched by his deal execution prowess through due diligence to deal culmination"

Fiona Cleland, SVP Strategy and M&A at Copeland – Board Member at Silgan

CAPABILITIES

Corporate Strategy

Business Strategy in various industries

Sales and Business Development

Mergers and Acquisitions

General Management

Program Management

SKILLS

Inquisitive, Analytical

Decisive Problem Solver

Engaging and Clear Communicator

Influential Thought Leader

Always mindful to maintain a long-term perspective

EDUCATION

Master of Business Administration
Strategy and Entrepreneurship
London Business School
2000

Master of Science in Aerospace
Ecole Nationale de l'Aviation Civile
Toulouse – France
1988

LANGUAGES

French (native)

English (fluent)

Spanish (proficient)

EXPERIENCE

Vice President Business Development and M&A at Garrett Advancing Motion (GTX) | Switzerland | Since Aug 2018

Leader of all Corporate Development related initiatives including Mergers & Acquisitions (M&A). Process owner, driving transformation through relevant analysis and program management. Advisor to the President & CEO and senior leadership team along the entire decision-making process. Direct report to CEO and part of the Garrett (GTX) Leadership team, managing a team of 2 analysts.

- Identification and analysis of multiple expansion vectors beyond core turbo chargers for combustion engines, including fuel cell, software, and power electronics-based solutions for automotive applications: strategic analysis of market segments and competitive landscape, structuring and execution of organic and external growth plans including development of proprietary partner pipeline, and outreach and cultivation of public and private CEOs.
- Design and organization implementation of the Corporate Development practice at GTX. Rollout and adoption of processes to 6 lines of business.
- Chapter 11 core team member (along with CEO, General Counsel and CFO) – Program Manager (Sep20 to Apr21)

Key achievements:

- Actively drove portfolio optimization including re-definition of GTX growth opportunities (from connected vehicles to powertrain electrification) and maturity of Make-Buy strategy in power electronics and Fuel Cell matters; developed and qualified pipeline of 20+ partners to accelerate strategy implementation.
- Facilitated the organizational alignment of GTX with targeted business segments, including set-up of 3 new business groups.
- Executed multiple M&A projects including submission of 3 non-binding offers with cumulated Enterprise Value of 8Bn\$, and 1 divestiture (JV with Bosch in Australia).
- Co-completed successful Chapter 11 filing in 8 months including deleveraging of company and sale of 46% of GTX equity to private sponsors. Project coordinator at GTX and Primary interface to Alix Partners and 30+ advisors.

VICE PRESIDENT Business Development and M&A at Honeywell (HON) | Switzerland | March 2011 – August 2018

Regional EMEA leader of Business Development and M&A activities across all Honeywell divisions, partnering with business leaders to refine and execute strategic plans organically and inorganically.

- Head of M&A for HON in EMEA across industries (Aerospace, Home & Buildings solutions, Safety & Productivity Solutions, Automotive, Performance Material & Technologies)

TRAINING

Six Sigma Green Belt

Honeywell Leadership
Development Program

Honeywell Aerospace Focused
Development Program

Developing Leaders in High
Growth Regions

INTERESTS

Hiking

Politics

Wine

Cooking

Historical novels

EXPERIENCE

- Capital deployment assessment, analysis and identification of non-core businesses and preparation for divestiture (including strategy planning and organizational transformation)
- Deployment of extensive Business Development initiatives (quest for sourcing, teaming & licensing opportunities) in region (Russia, Turkey, India, Eastern & Western Europe)
- Sourcing of 50+ opportunities, proactive outreach to companies & relationship management with owners and CEOs
- Head of Strategy for growth in adjacent markets
 - Led small team of 5 strategic marketers to analyse and determine attractiveness of 15 spaces, supporting expansion of addressable markets by 25B\$. Monthly strategic reviews with CEO on recommendations about markets to invest in.
- Member of the Leadership Team of HON Aerospace in EMEA (4,300 people - \$2.7bn sales)
 - General management of the business in the region – Delivered 2.5% sales CAGR and +300bps margin during tenure
 - Managing Director of HON Holding France

Key achievements:

- Transformed internal culture from passive to active BD participants through implementation of executive dialog and standardized reporting on “in-country” and “in partnership” activities in Russia, India and Turkey.
- Executed 5 deals (2 acquisitions in Telecom and Software & 3 divestitures)
- Program managed spin-off of Automotive Group in 2018, including carve out of 65 legal entities in 13 countries
- Qualified 2 industry sectors where to invest in (15B\$ in 3 years)
- Received Honeywell Aerospace President Award in 2015.

Vice President Strategy and Business Development THALES (HO.PA) | France | 2006 – 2010

- Head of strategy for military aerospace services (2008 - 2011)
 - Defined 10-year strategic plan, partnerships and product policy
 - Member of executive committee
- Director of M&A for the aerospace division (2006 – 2007)
 - Developed M&A pipeline, completed due diligence of targets & valuation (2 deals in 2 years: one acquisition and one JV in India)

EXPERIENCE

Managing Director – RCD | Toulouse - France | 2003–2005 | Strategic, Operational, Financial Turnaround of a SME in the French Automotive Aftermarket.

Strategy Consultant – Booz Allen Hamilton | London UK | 1999–2002 | Corporate strategy (Aerospace, O&G, IT) and Business Improvement (Automotive, Food & Beverages).

Head of Sales for South America – DASSAULT | Paris France | 1994 -1995 | and SIEMENS AIRSYS ATM | Paris France | 1996-1998 | Sales of radars and air traffic control centres.

Head of Sales for Africa – THORN | Paris France | 1990 – 1993 | Sales of airfield lighting solutions, radars and air traffic control centres.

Software Engineer | TRANSPORT CANADA | Ottawa – Canada | 1988 - 1989