

## **Senate Confirmation Bio - Henry Walter Juan - Connecticut Port Authority – February, 2016**

### **Value Proposition**

Henry W. Juan Esq. seeks confirmation to become a board member of the Connecticut Port Authority in order to enhance the visibility and income-producing capability of Connecticut's deep water ports. Mr. Juan offers a broad range of domestic and cross-border expertise in Maritime, Port Infrastructure and Logistics. The Port Authority will benefit from his extensive portfolio of contacts covering a wide range of industries, companies and prominent individuals in both business and government. Mr. Juan expects to be able to bring an energetic and highly visible presence to the Port Authority.

### **About Henry Juan**

During his career Henry has been an investment banker, attorney and trusted advisor working closely with corporate Presidents and CEOs to develop and implement vision and strategic plans, including long range and annual objectives to represent the best interests of a company, its overall mission, and its shareholders.

Since 2006, Henry has focused predominantly in maritime/ infrastructure investment banking and advisory roles at various Wall Street firms. In 2014, he was invited to join McKinsey as an external consultant to participate on various projects, including a container terminal benchmarking study on trends and performance metrics for a key client in the dry-bulk Handysize segment. In January 2016, Henry was designated as an Ambassador-at-Large for the development of the Maritime College for the State University of New York.

In the Maritime sector, Henry has experience with both public and private companies in the tanker, dry bulk, LPG and container segments. His contacts include Greek, Norwegian, German and US-based companies. Niche coverage areas include inland marine (barge, tugs and towing), domestic liner companies (including Jones Act) and OSVs, PSVs and Offshore Support.

In the Marine Services sector, he has extensive contacts with port and terminal services companies, ship management, stevedoring, storage tank and warehouse operators, dredging firms, plant operators, ship and cargo agents, fuel and provision suppliers, ship brokers and ship certification companies.

In Logistics, he has focused on non-asset based companies including air, sea and land based 3PLs, freight forwarders and warehouse operators.

Henry's investment banking career began at Bankers Trust Company where he was a Senior Marketing Officer and Vice President in the Capital Markets division before moving to Bear Stearns where he was the Associate Director - Head of Investment Grade Private Placements. His next career move was to join Credit Lyonnais Securities USA as Managing Director - Head of U.S. Debt Capital Markets. Here Henry originated structured and distributed global private and public U.S. Dollar based debt financings and developed the Latin American Fixed Income business to league table status. Henry also spent close to decade in various roles at the Seabury Group, including coverage of travel and travel technology firms as well as serving as a Senior Maritime Investment Banking Principal.

Henry holds a Master of Law from Magdalene College, Cambridge University and a BA from Williams College where he graduated cum laude as a member of Phi Beta Kappa. In addition, he is a NASD Registered Representative (Series 7, 24, 63 and 79) and is admitted to the New York State Bar and is a Barrister-At-Law at Gray's Inn in London, England..