

Marc Decoste

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PROFILE

- Energetic and strategic thinker eager to solve problems, catalyze growth, and drive profitability.
- Diverse experience spanning investments, strategy, corporate finance, analytics and business development.
- Entrepreneurial self-starter with creative mindset and analytical approach.

EXPERIENCE

EVgo

Senior Director, Business Development

Director, Strategy & Analytics

Senior Analyst, Strategy & Analytics

Los Angeles, United States

September 2021 – July 2022

July 2019 – August 2021

October 2018 – June 2019

- Lead team of five focused on investments, market research, network planning, asset management, corporate development, investor relations, analytics, deal structuring, and pricing.
- Structured and priced \$300M infrastructure buildout deal, encompassing 2,750 DC fast chargers across over 40 markets, resulting in 3x growth to EVgo's network by 2025.
- Prepared diligence, forecasts, and marketing materials in support of SPAC transaction, taking EVgo public and raising \$575M of cash for the business at a \$2.7B valuation.
- Advised and supported executive team in EVgo sale to private equity firm LS Power; presented at management meetings and created marketing and diligence materials.
- Developed EVgo's network design approach, combining machine learning and financial modeling to optimally site DC fast charging stations.

Capvida, LLC

Founder

Los Angeles, United States

May 2016 – June 2018

- Created concept for line of nasal care products and validated product/market fit.
- Worked with 3rd party R&D and manufacturing company on product development, testing, and go-to-market.
- Managed all aspects of the business including marketing, sales, accounting, and regulatory functions.

Alcentra Capital Corporation

Investment Professional

New York, United States

April 2014 – April 2016

- Evaluated and executed debt and equity investments as part of the US middle-market team.
- Created investment committee materials including detailed memoranda, financial analyses, transaction summaries, market research reports, due diligence reviews, and risk assessments.
- Monitored more than 10 portfolio companies –prepared periodic valuation reports; participated in board meetings; drafted amendments, consents and waivers; and assisted with refinancings and restructurings.

Product Management Associate

- Led U.S. product management and investor relations efforts for the firm's European direct lending, global multi-credit, and global special situations strategies. As part of transatlantic team, facilitated capital raisings totaling over \$1 billion across 2014 and 2015.
- Managed product development, legal and compliance initiatives across fund lifecycle, from fund structuring and launch through investor closings and ongoing account management.

American Express

Senior Financial Analyst, Pricing and Strategy

New York, United States

July 2013 – March 2014

- Formulated market-specific and regional pricing strategies for global engagements where annual travel-spend exceeded \$50 million.
- Provided market and deal intelligence (e.g. account benchmarking, risk assessment, profitability analysis) and derived walk-in/ walk-away prices to support Sales and Client Management teams in negotiations.

PricewaterhouseCoopers*Associate, Infrastructure and Project Finance***Montreal, Canada***November 2012 – March 2013*

- Advised on \$650 million fare redesign and optimization project for one of North America's busiest public transit systems (including subway, bus, and commuter trains) affecting 4 million daily riders and 15 independent agencies.
- Supported business development efforts, including preparing presentations, carrying out market and industry studies, and drafting proposals for prospective transportation and energy projects.

Deutsche Bank*Summer Internship, Equity Research***Manila, Philippines***July 2011 – August 2011*

- Participated in coverage initiation of companies listed on the Philippine Stock Exchange; deliverables included DCF valuations, comparables analyses, SWOT analyses and other ad-hoc research.

Aviation Concepts*Air Ambulance Program Director & Financial Analyst***Barrigada, Guam***February 2010 – June 2011*

- Negotiated and wrote agreement for collaboration with St. Luke's Medical Center of the Philippines, establishing country's first dedicated fixed-wing air ambulance service.
- Conceptualized and brought to market the MyLife Membership Plans.
- Staffed, organized, and managed logistics for team of more than 15 medical professionals.
- Developed financial models and analyses to facilitate capital budgeting and strategic planning processes.
- Built analytical frameworks and identified KPIs for evaluating jet charter, aircraft maintenance, aircraft sales, and air ambulance businesses –communicated monthly findings and recommendations to executive leadership.

EDUCATION

London School of Economics and Political Science*Master of Science, Risk and Finance***London, United Kingdom***December 2012***Graduated with Merit****GMAT: 740****California State University, Fullerton***Bachelor of Arts, Business Administration, Concentration in Finance***Fullerton, United States***July 2009***GPA- Major: 3.96 Cumulative: 3.74/ Dean's Honor List Recipient (multiple)****ADDITIONAL**

- High proficiency with Microsoft Office software (including Excel, PowerPoint, Word, Access and Outlook).
- Working knowledge of Morningstar Direct, eVestment, Bloomberg Professional Services, and CapIQ.
- Intermediate VBA; basic SQL, GIS aptitude
- Oral and written fluency in English and French; hold US, UK and Canadian passports.
- Entrepreneurial experience across consumer products, corporate aviation, and childcare services industries.