

## David (Geraint) Roberts

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### President Poly M Vation LLC



#### Summary

Accomplished, creative, entrepreneurial, strategic technical professional with progressive experience in wire and cable, polymer coated technical fabrics and polymer compounding industries

#### Areas of Expertise:

Research and Development Leadership, Strategic Planning, General Management, Project & Project Portfolio Management, Recruiting and Mentoring Teams, Breakthrough Innovations, IP Management, Technical Procurement, Sales Team Leadership, B to B relationships with Customers and Suppliers, University Collaborations.

Polymer Science and Engineering, Analytical Techniques, Polymer Compound Formulation, Structure Property Relationships, Flame Retardancy, Dielectric Properties, Electrical Cable Design, Technical Fabrics Design and Application Development

#### Education

MS Polymer Engineering- Manchester Metropolitan (England)

GRSC 2 (Graduate of the Royal Society of Chemistry) England

#### Professional Experience

<b>Poly M Vation LLC – President</b>	<i>2018 to Present</i>
<b>SACO Polymers – Chief Technology Officer</b>	<i>2006 to 2018</i>
<b>Saint Gobain Technical Fabrics – VP R&amp;D</b>	<i>1999 to 2006</i>
<b>BICC Cables Corp. – Director of R&amp;D</b>	<i>1995 to 1999</i>
<b>BICC Cables PLC – Cable Development Manager</b>	<i>1990 to 1995</i>

#### Profile

Internationally experienced leader at multinationals and mid-size privately held companies with a passion for consistent delivery of creative competitive advantage via disruptive new products, differentiated business strategies, technically led procurement initiatives and agile R&D organization and execution tactics

#### Accomplishments

- Founded a consulting business in January 2018 focused on helping companies achieve new areas of competitive advantage in the Polymeric Material space. Established a portfolio of 6 clients within 5 months of operating
- Developed the strategy and played a key role in its implementation to transform SACO AEI Polymers from a single operation North American company in 2006 to a global company in 2018 with multiple operations covering North America, Europe and Asia. During this time the company grew at a double digit CAGR
- Led the Technical due diligence for an international and a North American acquisition for SACO and the integration of these companies into the Group
- Established multiple new product lines at SACO with a revenue of more than \$40 million and led a significant product diversification strategy covering compounds for zero halogen flame insulations and jackets, halogenated flame-retardant insulations, flame retardant compounds for film, sheet & profiles, coupling agents and wood plastic composite additives.
- Established high capability global technical organizations at Saint Gobain and SACO and aligned these with the business strategies to maximize the ROI
- Developed a series of new products for Saint Gobain to defend its commodity markets against low cost imports and strengthen the portfolio with new high added value products for new application areas.
- Invented a new process for coated glass textile fabrics to address an imbalance in the uniformity of coating application with the conventional dip coating process
- Developed a series of electric cable compounds for BICC Cables for applications in the Nuclear Industry, Subway systems, the Channel Tunnel and multiple industrial and commercial installations. Combined revenue for these products exceeded \$50 million
- Developed multiple electrical cable insulation products and semi-conducting shields for BICC Cables which allowed for an in-house supply strategy with savings more than \$6 million compared to purchasing from the legacy supply sources
- Awarded over 12 patents in the areas of Power Cables, Flame Retardant Materials, Viscosity Modifiers, Cementitious Reinforcement Fabrics, Cement Board Reinforcement and Dry Wall Tape applications
- Contributor to the “Electric Cables Handbook”