### **Pernille Dahlgaard**

**Date of Birth** 16 February, 1971

**Nationality** Danish, Living in Copenhagen, Denmark **Civil status** Married, 2 daughters (12 and 16 years)

Contact details Email: pernille.dahlgaard@insead.edu / Mobile: +45 4031 0661

Using my experience from most of the World, I want to help companies be a success in a global World.

International business executive. C-suite experience with main competence in leading operational and financial process excellence including business driven technology and digitalization projects hereunder ERP cloud projects. This is underpinned by a solid background in consulting, financial management, innovation and operations excellence (Black Belt in Lean & 6 sigma), off-shoring and transformation, with a sharp focus on how to benefit from technology, whilst not getting lost in the hype.

With my 20+ years leadership experience from global logistics companies both from corporate and consulting side focused on transformations, turn-arounds, M&A, integrations and eco-system integration I support the management team on defining the vision and setting the strategy to meet the challenges of the future. Balancing robust strategic insight and business acumen with sustainable leadership. ESG Certificate holder.

Having lived in 6 countries across 5 continents and operated in many more, has led to a solid understanding of multicultural challenges in an international management context and helped me become fluent in English, French and Danish. Have managed teams of up to 300 technical and commercial people across 50 countries. Strongly believe in diversity growing the organization through people development and strong values and high integrity.

On a personal level: Extrovert, driven, creative and curious. Fluent in Danish, English and French.

Served as non-executive director for mature companies as well as startups.

# BOARD EXPERIENCE

2019 – 2021	Danish Business Association Singapore, Board Member	Singapore
2015 - 2022	LoyalME, Advisory Board Member	USA/France/Russia
2013 - 2017	Startup delivering CRM through own SaaS platform. Have driven pivoting from consulting to leading to the company being profitable from 2019. Company has now closed due to Ukrain <b>DANPILOT</b> , NED appointed by the Danish Government. Stopped due to move to Singapore	e – Russia war.
2007-2011	DanPilot is the Danish Government licensed pilotage provider. In 2013 transformed into an owned company with a professional Board of Directors. Turnover USD 60 mill. 280 employe As Board of Directors we transformed DanPilot from a state agency to a commercial compar liberalization that started in 2017. This was done through change of leadership, definition of interaction with key customers.	es ny prepared for the
2007-2011	Danish Ministries' Child House, Chairman of the Board of Directors	
	Public daycare institution employing 50 people. As Chairman I drove the merger with a neighboring public institution, the subsequent cultural transformation incl. complete change of leadership team	
2015 - 2018	Partner, ASnet – professional board network	Denmark
2014 -	INSEAD Directors Network, Member	Global

## **BOARD EDUCATION**

2021 – 2021 Competent Boards, Global ESG Competent Boards Designation CBS Executive Board Leadership Program Canada, Singapore Denmark

## **PROFESSIONAL EXPERIENCE**

2019 - **PSA International** 

Singapore, Belgium

PSA International is a global port operator. Turnover USD 4 bill., 42 000 people employed in 50+ terminal globally Group Vice President, Transformation

• Heading Post Merger Integration of BDP (Rev. USD 500 mill., 5 000 employees) into PSA

Leading global transformation focused on people, processes and technology in the global finance department.
 Total budget USD 10 mill. (Roll out of Oracle Cloud ERP globally to finance and procurement as well as Anaplan and Reval; Re-designed global finance organization (900 FTE) including establishment of shared service centers, upskilling programs for all employees, development of a global finance community across geographies; establishment of finance data warehouse (Azure) and overlaying performance dashboards for senior management board, regions and BUs).

# 2015 - 2019 **Accenture**

Singapore, France, Netherlands, UAE

Accenture is a global management consulting, technology services and outsourcing company. Turnover USD 40 bill., 460 000 people employed in more than 120 countries

### Principal Director - Global Freight & Logistics Leadership Team

- Led business and digital transformation for a global container carrier. Total budget USD 50 mill.
- Sold innovative projects in shipping industry using big data leading to competitive advantage for the client
- Co-created Supply Chain strategy design for various MNCs
- Developed several global logistics companies in Asia and Europe as new clients for Accenture
- Provided strategy recommendations for shipping company for M&A projects
- Supported post-merger integration process of shipping companies as industry expert

2014 - 2015 **FMV Consult** Denmark

> Provides management support and project management, including financial advice, strategy setting and IT **CEO** and founding partner

- Managed IT establishment, implementation and training for SeaLand (new Shipping Company based in Miami, USA), incl. global SAP roll-out. Program consisted of 5 work streams with a total of 50 people involved in 12 countries on 4 continents. Total budget USD 3.5 mill.
- Defined SeaLand's off-shoring strategy together with the management team (around 200 employees in India covering finance, operations and customer service)

#### 1998 - 2014 A.P. Moller - Maersk

A.P. Moller - Maersk is a global conglomerate in mainly Shipping and Energy. Turnover USD 59 bill., 121 000 people employed worldwide

#### 2011 - 2014 Customer Operations Director (C-suite) - SEAGO LINE

Denmark

Seago Line is a dedicated Intra-European and Mediterranean container carrier established by A.P. Moller - Maersk in 2011. Turnover of USD 1.4 bill., 800 employees in 44 countries, 50 container vessels

- · Managed global team of 300 people across departments and geographies in a matrix environment
- Built up the company from scratch and set the global strategy as part of the C-suite team
- Designed and set-up global customer operations organization (300 people in 44 countries) incl. SSC in India
- Drove 15% volume growth in a stagnant market through local market knowledge, employee engagement and intense global virtual team management
- Established global IT platform for the entire company covering 300+ applications incl. SAP for all financial processes within time and budget (USD 3 mill.)

#### 2006 - 2011 Senior Project Manager, Process Excellence (2006 - 2011) - MAERSK LINE

**Denmark** 

Maersk Line is the World's largest container shipping company. Turnover USD 27 bill., 19 000 employees worldwide

- Managed virtual team of 7 people
- Generated global annual savings of USD 34 mill. on a USD 80 mill. process through redesign and implementation of the global customer service processes
- Designed, implemented and managed the global IT strategy and governance process in Maersk Line resulting in annual savings of USD 30 mill. on IT development
- Designed, implemented and managed the governance structure for Maersk Line's 5-year strategy program allowing the executive board to follow progress of adding USD 1 bill. to the bottom line by end of the program

#### Financial Analyst - A.P. MOLLER - MAERSK 2004 - 2006

- Secured syndicated long term funding for the group of USD 5 bill. for 5 years with additional 2 years option
- Negotiated project financing for JV terminal projects in across the Globe (from USD 300 000 to USD 400 mill.)
- Established statutory documents for port JVs to establish new terminals in e.g. Morocco and France

### 2002 - 2004 **CFO - MAERSK CAMEROUN**

Cameroon

Maersk Cameroun covered Maersk Line's and Damco's activities in Cameroon, Chad, Equatorial Guinea and CAR. Turnover USD 30 mill., 150 employees. Shareholder in the Port of Douala and local companies

- Managed finance organization of 11 people, delivered statutory accounts and company reporting, completed half annual audits, set the direction for the company and the cross-functional co-operation of the company
- Restructured the finance department completely by replacing 90% of the employees, upskilling the department, designing and implementing global procedures, ensuring compliance with both local legislation and global company rules, obtaining clean audit statements, cleanup of bank recons and customer outstandings
- Served as secretary to the Board of Directors, including preparation of board material and AGMs
- Completed M&A projects (Port of Douala (EUR 150 000), Inland Terminal (EUR 10 000))

#### 1998 - 2002 Economist - A.P. MOLLER - MAERSK

**Denmark** 

- Analyzed the financial implication of M&A projects ranging from USD 50 400 mill. incl. acquisition of Safmarine (USD 240 mill.), as part of the due diligence team establishing the operational financial model
- Prepared and presented business development proposals to the executive board. Successful proposals cover network extension (EUR-W. Africa - S. Africa) as well as strategy proposal to enter the roll-on/roll-off market

### 1996 - 1998 **Head of Section - DANISH MINISTRY OF ENERGY AND ENVIRONMENT**

**Denmark / Burkina Faso** 

- Established project proposal and Terms of Reference for developing project in Burkina Faso
- Implemented Energy administration and electrification plan in Burkina Faso

### **EDUCATION**

2013 - 2014 INSEAD, Global Executive MBA France, Singapore, UAE

PMI (Process Management International), Black Belt certificate, Lean and Six Sigma 2007 - 2010 1990 - 1995 Copenhagen University, MSc. Economics

**Denmark Denmark** 

1993 - 1994 Institut d'Etudes Politiques de Paris, Certificat d'Etudes Politiques

**France** 

**LANGUAGES** Danish (Native), English (Fluent), French (Fluent), German (Basic), Italian (Basic)

### **OTHER EXPERIENCE**

Co-founder, Gravista Leaders, peer group for international female leaders in Singapore providing a 2019 -Singapore regular forum for sharing, learning and mentoring.

Entrepreneur in Residence, INSEAD, advising entrepreneurs on strategy, business plan, scaling 2019 -Global etc. Serve as censor for entrepreneur classes at INSEAD

2017 -INSEAD, Mentor, Women in Business

**Singapore** 

Awarded INSEAD Scholarship for Women 2013

France, Singapore, UAE