

MINH LE

Managing Partner of 22 CityLink

Managing Partner of 22 Capital Partners

BIOGRAPHY

Minh Le is a serial entrepreneur, technologist and commercial real estate developer. He is the Managing Partner at 22 Capital Partners, a private equity firm that invests in real estate, technology (smart cities, artificial intelligence, big data analytics) and clean energy. They have financed numerous private portfolio companies to successful exits with returns ranging from 10% to 24% IRR. Minh leverages over twenty-five years of experience in finance, technology, merger and acquisition, venture capital, and commercial real estate development. His most recent endeavor is the creation of 22 CityLink, a global leader in smart city development and technology. Minh is well-positioned to accelerate and evolve technology-based real estate development through his existing network of big data, predictive analytics, in-house technology and partnerships with Microsoft, Avaya, and Neon Mobile.

Minh wasted no time starting his technology career. While still an undergrad, he built algorithms for the Navy's submarine towed array sonar systems. He held multiple technology and management positions at ExxonMobil over the following eight-years. He started as a senior software engineer and developed an oil and gas spot market trading system which earned him a promotion to Oil and Gas Market Trader. Responsible for the Gulf Coast, Midwest and New York Harbor trading desks, Minh traded tens-of-billions of dollars each year. In 1997 he joined Accenture as a Consultant, and in less than five-years, was promoted to Senior Partner. He first served as a Partner and Managing Director to North America Supply Chain Planning Practice Group. He became an expert in multi-billion-dollar merger and acquisition transactions, deal structure, finance and supply chain operations. He then helped start Accenture's Department of Defense (DoD) Department of the Navy account. Minh was responsible for the Navy's Sea Enterprise total transformation program including business transformation, process reengineering, large application system development and integration projects. He was responsible for \$9+ billion deal as he consolidated over 90+ installations for the Commander, Navy Installations Command (CNIC); in another, he merged the Navy's Man Power, Personnel, Training and Education (MPT&E) to a single command following commercial best practices with a shared services model. Minh also led major projects in support of Accenture's Aerospace & Defense clients.

In 2009, he left Accenture to become the COO of Cogility, Inc. Cogility delivered classified software applications to the DoD and intelligence communities. The company was sold for a

handsome exit in 2013. Minh continued his technical and financial due diligence success as the Executive Vice President of private equity company Acquired Sales Corporation. He led a number of transactions for acquired technology companies. Since 2005, he serves as the CEO of Defense Security Technology Group (DSTG) in his free time. A strategy, research, development, engineering and technology consulting firm, DSTG delivers solutions to commercial companies and federal DoD departments alike. Major viable products include Legal-AI for legal analytics and MedCloudAI for the legal and medical industries.

Minh holds a Bachelor's of Science from the University of Maryland College Park and an MBA in Finance from Georgetown. He's lived around the Washington, D.C. area for many years, so the natural next-step was to start building smart cities in his backyard.