

the first ever for TAIPED listing of new shares on the ASE, Athens International Airport resulting in the largest IPO since 2009 and one of the largest infrastructure IPOs on an international scale

- transforming TAIPED from a single-line and mostly procedural entity pursuing state assets divestments into a well-respected and highly specialised value-adding organisation focusing on proposing structural reforms and supporting the national and regional economic growth by:

co-leading the setting up, development, human resourcing with approx. 50 new colleagues and seamless integration into the company structure of TAIPED's new business unit, Project Preparation Facility, mandated to mature, run the tendering process and supervise the implementation of projects funded mainly by the Recovery & Resilience Fund and included in the "Strategic Project Pipeline (SPP)" of the Hellenic Republic.

expanding TAIPED's scope and offering its accumulated know-how and operating excellence for the broader benefit of the Greek Public Administration and national economy; legislative amendments recognise TAIPED effectively as a Centre of Excellence for the development of the maritime infrastructure (Port Planning Authority) and project-based Real Estate assets of the country (MoU with HPCC, developing State-owned assets like ski resorts and social housing)

- introducing structured employee performance evaluation and talent and skills development schemes coupled with an objective and performance -based variable pay plan
- embracing the Great Place to Work culture with a 98% employees' participation and 76% Trust Index in both 2023 and 2024

October 2020 - July 2021

EFG Bank AG, Zurich

Managing Director

Joined October 1st, 2020 with a mandate to develop the Bank's Wealth Management footprint with Greek-origin, Swiss, Eastern European and Israeli clients.

May 2012 - September 2020

Credit Suisse AG, Zürich

Managing Director, Head of UHNWI for Greece and Cyprus

- Joined in 2012 with the task to recruit and develop internal talent in order to establish a multi-skilled UHNW client servicing team.
- Formulated and executed an OneBank strategic approach to deliver in a comprehensive and client-focused way the Wealth Management, Structure Lending, Corporate Treasury

Management and Investment Banking services of CS to the top segment of Greece and Cyprus-origin clients AND their business entities.

- Introduced a solution-driven approach to client growth and acquisition by addressing in parallel to their Wealth Management needs also financial services requirements in their entire personal, family and business spectrum. Aim was to create and nurture successfully as many “touchpoints” as possible with every client, his private interests and business activities.
- Working closely with business stakeholders (Ship Finance, Structured Lending, Investment Banking) developed a commercial offering but also with risk area stakeholders ensured appropriate risk monitoring and controls in relation to new clients/product solutions.
- Established and mentored a cohesive solution-driven 7-people international team (Swiss, Italians and Greeks) fully dedicated to excellence of service and client satisfaction; consistently recognised as one of the top teams of International Wealth Management and ranked first with the absolute 10/10 score among all teams in Business Area Southern Europe.

Achievements and firsts include:

- introduce and roll-out “Lombard for Shipping Equity” structure to benefit from historically low interest and funding levels;
- introduce IRS and F/X trading facilities alongside Lombard and Structure Lending structures;
- develop and market a comprehensive Treasury Management offering to shipping and nonshipping internationally operating entities;
- originating and co-executing 6 Debt Capital Markets transactions for Greek Corporate issuers raising in excess of Euro 2bn;
- originating and structuring one of the largest ever Commodity Trade Finance facility for a major S European Oil & Gas group;
- first ever for CS ECA transaction in S Europe offering a \$100m 3yrs Buyer’s Credit Facility for the acquisition of power generation turbines; ○ originating and structuring over \$100m of Cash Flow lending to non-shipping businesses established and owned by UH clients.

As the time of his departure, the team was managing over \$3bn of assets (of which \$2.2bn AuM) and \$750m non-shipping finance credit volume.

2019 wealth management direct revenues exceeded \$20m ie a margin of 90bps while total 2019 client revenues were at \$61m. Direct cost/direct revenues were a meagre 20%.

March 2007 – April 2012

HSBC Bank plc, Greece

Managing Director, Head of Global Banking

Member of the Bank’s Executive Committee and ALCO and Personal Financial Services Committee

Member of the Board of Directors of HSBC Securities S.A.

Following the alignment of customer segmentation to HSBC’s international principles assumed responsibility for Greek clients that maintain relationships across HSBC’s geographical

footprint and require specialised sector and product coverage as well as all multinational clients with operations in Greece. The list includes approx 15 local Groups and 80 multinationals.

Joint Relationship coverage responsibility for the Hellenic Republic.

Relationship coverage responsibility for all Financial Institutions and Insurance Sector clients in Greece and Cyprus.

Product responsibility for Real Estate Financing, Project Finance and Acquisition & Leverage Financing for Greece and Cyprus.

Leads the Corporate Finance & Advisory Team of HSBC in Greece; the only international investment bank with a presence in the country.

Direct responsibility for 12 Relationship Officers and 3 Corporate Finance & Advisory Executives. Joined functional responsibility for approx. 20 FTEs in Operations.

Total Operating Income attributable to coverage responsibilities exceeded US\$ 85m in 2010.

October 2003 - February 2007

HSBC Bank plc, Greece

Head of Corporate & Commercial Banking Member of the Bank's Executive Committee and ALCO

Member of the Board of Directors of HSBC Pantelakis Securities S.A.

Full responsibility for the approx. US\$ 1.5bn portfolio of corporate and commercial assets (excl. shipping) i.e. from large international corporates to micro-enterprises.

HSBC is the leading non-Greek financial institution in Corporate & Commercial Banking in Greece offering a complete proposition of services (incl. PCM, Trade and Trade Finance, Project & Export Finance, Corporate Finance & Advisory) to Greek and international corporates operating in all sectors of the economy.

June 2001 - September 2003

CCF Greece, General Manager

Following the acquisition of Credit Commercial de France by HSBC Group, appointed General Manager of CCF Greece (active in Commercial and Private Banking with 45 staff and approx. US\$350m in assets) with the task to streamline the business and operations in preparation for the integration into HSBC Bank plc, Greece.

October 1996 - May 2001

HSBC Investment Bank plc, London & Athens

Manager (1996-1999), Associate Director (1999-2000) and Director (2000), Corporate Finance and Advisory Department

Management of existing client relationships and new business origination in Greece and neighbouring countries. On the ground involvement in the execution of equity and advisory transactions for Greek and international companies.

Has established and developed the investment banking and corporate finance unit of HSBC Bank plc in Greece. Ranked first for three consecutive years among all foreign banks in the list of underwriters of domestic transactions.

In September 2000 seconded to HSBC Republic to assist in the establishment and management of the Corporate Finance Advisory Team with the purpose of offering Corporate Finance and Advisory services to the Private Banking clientele of the group.

1995 - 1996 Midland Bank plc, Athens

Corporate Banking Department, Account Manager

Responsible for the commercial banking relationships of more than twenty large corporate accounts in the telecommunications/tobacco/consumer products sector.

1993 - 1995 Corporate Banking Department, Financial Analyst

Analysing financial data and preparing credit applications for the major corporate clients.

Academic Qualifications

MBA in International Business & Export Management, City University Business School, London.

BSc in International Business, American College of Greece, Athens.

Languages

Greek native speaker, English fluent. Working French and German.

Personal

Born 1967 with two adult children.

Hobbies include sports, cycling, travel and reading.