



Personal information

Surname/First name DJALIL BACHTIAR
Address Resljeva cesta 3, 1000 Ljubljana, Slovenija
Telephone 051 359 005
E-mail bachtiar.djalil@kapitalska-druzba.si
Nationality Slovenian
Date of birth January 14, 1975
Gender male

Work experience

Period October 2011–
Occupation or position held Management board president
Main activities and responsibilities

- Managing and representing the company, organizing the work of the Management Board and the company along with a Management Board member
- Directly in charge of accounting, asset management, consulting to the Management Board, and internal audit

Name and address of the employer Kapitalska družba pokojninskega in invalidskega zavarovanja d.d.
Type of business of sector Finance, asset management, pension funds

Period January 2010–October 2011
Occupation or position held Management Board member
Main activities and responsibilities

- Managing and representing the company, organizing the work of the Management Board and the company along with the Management Board president
- Directly in charge of the fields of accounting, IT, and risk management

Name and address of the employer Kapitalska družba pokojninskega in invalidskega zavarovanja d.d.

Type of business of sector	Finance, asset management, pension funds
Period	July 2007–December 2009
Occupation or position held	Management Board member
Main activities and responsibilities	<ul style="list-style-type: none"> - Managing and representing the company, organizing the work of the Management Board and the company along with the Management Board president and a Management Board member - Directly in charge of supervision of compliance of operation, legal affairs, and the secretary office, company equity investments, HR, and relations with the partner
Name and address of the employer	NLB Skladi, asset management d.o.o.
Type of business of sector	Finance, asset management, investment funds
Period	January 2004–July 2007
Occupation or position held	Head of legal office
Main activities and responsibilities	<ul style="list-style-type: none"> - Managing the legal office - Standing in for a Management Board member - Supervision of compliance of the company and investment fund operations - Business negotiations - Company's equity investments - Human resource management
Name and address of the employer	NLB Skladi, asset management d.o.o.
Type of business of sector	Finance, asset management, investment funds
Period	July 2002–December
Occupation or position held	Senior analyst
Main activities and responsibilities	<ul style="list-style-type: none"> - Managing the bank's equity investments - Member of the project team for the incorporation of the company NLB Skladi, asset management d.o.o., and managing the legal aspects of the project - Managing the investment and restructuring of the company LB Maksima d.o.o. - Member of the project team for incorporation of NLB Vita, life insurance d.d. - Member of the team for acquisition and restructuring of the Slovenska investicijska banka d.d.

	- Reporting concentration to the Competition Protection Office of the Republic of Slovenia, pursuant to the Prevention of Restriction of Competition Act
Name and address of the employer	Nova Ljubljanska banka, d.d., Ljubljana, equity investment (asset) management and compliance sector
Type of business of sector	Banking
Period	October 2000–June 2002
Occupation or position held	Senior official
Main activities and responsibilities	<ul style="list-style-type: none"> - Managing the field of concentration - Managing the teams for concentration supervision - Entrepreneurial restriction of competition in the financial sector - Consulting to the bodies in charge of competition protection in the territory of Southeastern Europe in preparation and implementation of regulations on competition protection
Name and address of the employer	Competition Protection Office of the Republic of Slovenia
Type of business of sector	Public administration
Period	September–December 2001
Occupation or position held	Representative of the Competition Protection Office of the Republic of Slovenia within a special program for training of officials with the European institutions
Main activities and responsibilities	Member of task forces for supervision of concentration in the financial sector
Name and address of the employer	European Commission, GD Konkurenca, Merger Task Force
Type of business of sector	Public administration
Period	February–July 1999
Occupation or position held	Analyst
Main activities and responsibilities	Managing the bank's equity investments
Name and address of the employer	Nova Ljubljanska banka, d.d., Ljubljana, equity investment (asset) management sector
Type of business of sector	Banking
Period	2013–
Occupation or position held	Supervisory Board member, Audit Committee member/Chairman
Name and address of the employer	Gorenje gospodinjski aparati d.d.

Type of business of sector Domestic appliance production
Period 2012–
Occupation or position held Member of the permanent arbitration tribunal
Name and address of the employer Združenje družb za upravljanje investicijskih skladov – GIZ (Fund and Asset Management Association – Commercial Association)
Type of business of sector Finance, asset management, investment funds

Period 2011–
Occupation or position held Supervisory Board member
Name and address of the employer Loterija Slovenije d.d. (Lottery of Slovenia)
Type of business of sector Conventional lottery

Period 2011
Occupation or position held Supervisory Board Chairman
Name and address of the employer Modra zavarovalnica d.d.
Type of business of sector Insurance

Period 2008–2009
Occupation or position held Member of the Board of Directors
Name and address of the employer Združenje družb za upravljanje investicijskih skladov – GIZ (Fund and Asset Management Association – Commercial Association)
Type of business of sector Finance, asset management, investment funds

Period 1996-2000
Occupation or position held Board member
Name and address of the employer National and University Library
Type of business of sector National Library

Education and training

Period 1999/2000
Title of qualification awarded Master of Laws in European Law
Principal subjects/occupational skills covered European law, judicial protection EC, European substantive law, competition law in the EC, European corporate law, tax law
 Title of Master's thesis: "EC Merger Control – The Case of Banking".
Name and type of organisation providing education and training University of Groningen, School of Law – LL.M. Programme – European Law

Period 1993/1998
Title of qualification awarded Bachelor of Laws (LL.B.), university level
Principal subjects/occupational skills covered Law
Name and type of organisation providing education and training Faculty of Law, University of Ljubljana

Mother tongue Slovenian

Other languages

Self-assessment European level (*)

English

Serbian/Croatian

German

Indonesian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
A2	independent user	A2	independent user	A2	Basic user	A2	Basic user	A2	Basic user
B2	independent user	A2	Basic user	B2	independent user	B2	independent user	A1	Basic user

Social skills and competences

Teamwork: I was a member in many teams or task forces for oversight or supervision of concentration (Merger Task Force and the Competition Protection Office of the Republic of Slovenia), project teams (for incorporation of a life insurance company, asset management company, transformation of Kapitalska družba) and expert task forces for development of regulations (Takeovers Act, Prevention of Restriction of Competition Act, Act on Investment Funds and Asset Management Companies).

Managerial skills: I have been a Management Board member of an asset management company, and Management Board member and Management Board president at Kapitalska družba.

Multicultural skills: I grew up in a multicultural environment, I studied abroad with an international group of students, I worked at the European Commission, I worked at the NLB Group as the largest financial group in former Yugoslavia, I serve on the Supervisory Board of the largest Slovenian manufacturing company with an international Supervisory Board composition.

Organizational skills and competences

As a chairman or member of Management Board, I have been in charge of organization of the work of Management Boards and companies as a whole

As the manager or sponsor of project teams, I planned, coordinated, and organized work of a variety of project teams.

While working at a number of non-government organizations, I organized many events, seminars, and conferences.

Computer skills and competences

Solid knowledge of the Microsoft Office tools

Other skills and competences

Expert and research activity

Membership in expert groups for development or amendment of legislation

- | | |
|-----------|--|
| 2012 | Member of parliamentary group task forces in charge of changes to asset management of the Republic of Slovenia, and bank restructuring |
| 2006 | Act on Investment Funds and Asset Management Companies |
| 2004– | Participation in expert groups of ZDU-GIZ (Fund and Asset Management Association – Commercial Association) |
| 2003–2004 | Prevention of Restriction of Competition Act |
| 2002–2003 | Takeovers Act |

Seminars, conferences, training

- | | |
|------|--|
| 2012 | Risk management in financial asset management; Slovenian Bank Association, Ljubljana |
| 2011 | Euromoney Training – Effective Risk Management Oversight for Board Members and Executives; Euromoney, London |
| 2011 | Management training – "Be a top leader", CISEF, Faculty of Economics, University of Ljubljana, Ljubljana |
| 2011 | Portfolio Management, Barclay's, London |
| 2011 | Leader training – Targeted leadership and annual interviews, HRM, Kranjska Gora |

- 2009 Training for members of supervisory boards or boards of directors, NEBRA, Ljubljana
- 2007 MiFID Conference, Euromoney Legal Forums, London
- 2006 New Takeovers Act (ZPre-1), GV Založba, Ljubljana
- 2006 Transition and introduction of euro, GV Izobraževanje, Ljubljana
- 2006 New aspects of the Companies Act (ZGD-1), GV Založba, Ljubljana
- 2005 Amendments to the ZGD-G and ZGD-H, GV Založba, Ljubljana
- 2005 SEC Regulation Outside the United States, InvestoRegulation, London
- 2001 Seminar on selected topics of competition policy, OECD, Vienna

Research teams

- 1995 Student research team: International protection of ethnic minorities
- 1992–1993 High school research team: We are going forward. To the right.
Science to the Youth movement; top prize in social sciences.

Other activities

- 1995 European Law Student Association (ELSA), supervisory board member
- 1994 All Different – All Equal; member of the National Committee of the European youth action against racism, xenophobia, and intolerance
- 1991–1997 Youth Council of Slovenia, executive board member, member of the permanent board
- 1990–1993 High School Student Association of Slovenia, chairman, executive board member

Driver's licence

B

Additional information

Publications:

- Business manual "Doing Business in Slovenia" (co-author), CMSR, 2008
- Business manual "Doing business with Bosnia and Herzegovina 7 Doing business with Slovenia" (co-author), GZS, CMSR, FIPA, Ljubljana, 2005

- Business manual "Doing business with Serbia / Doing business with Slovenia" (co-author), GZS, CMSR, Ljubljana, 2003
- Business manual "Doing business with Croatia/Doing business with Slovenia" (co-author), GZS, CMSR, Ljubljana, 2002
- "Concentrations in Broadcasting Sector", published in the collected volume "Legislation in the Field of Broadcasting - Public Service and Commercial Broadcasters", Inštitut za medijsko pravo – Institute of Media Law, Ljubljana, 2002
- "Investing in Slovenia" (co-author), GZS and CMSR, Ljubljana, 2001
- Author and co-author of articles in a periodic publication "International Business Law"

January 25, 2018



Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **Corinna Claudia Graf**

Address(es) Avda. Son Caliu 18, E-07181 Calvià. Mallorca

Telephone(s) (+34)971171117 **Mobile:** (+34)615037025

Fax(es) (+34)971682321

E-mail cgraf@reciograf.com

Nationality German

Date of birth 13.12.1979

Gender Female

Work experience

Dates 04.2018 -

Occupation or position held Member of the Advisory Board

Main activities and responsibilities Institutional representation and follow-up of the financial and social activities.

Name and address of employer CaixaBank, Balearic Island, Spain

Type of business or sector Bank

Dates 01.2018 -

Occupation or position held Member of the Board of Directors

Main activities and responsibilities Responsible for the turnaround of the business.

Name and address of employer Valencia Yacht Port, S.L. Valencia, Spain

Type of business or sector Service Industry, Marina

Dates 01.2016 -

Occupation or position held Member of the Board of Directors

Main activities and responsibilities Negotiations with central and local government regarding the renewal of the concession, in general as well as its extension in time, guidance of general management regarding the marina's functioning (sale/purchase/ hire of moorings, premises, investment decisions, etc.) as well as the marina's dry dock and the management of the marina's Hotel Anchorage.
Negotiations and guidance of engineers and architects regarding a project of refurbishment and modernization works inside the marina.

Name and address of employer Puerto Deportivo de Marina Botafoch, S.A. Ibiza, Spain

Type of business or sector Service Industry, Marina

	Dates	06.2013 -	07.2016 -
	Occupation or position held	Member of The Supervisory Board	Chairman of the Benchmark Committee
Main activities and responsibilities		<p>The Supervisory Board focuses on the business and financial development of the Gorenje Group and the main company Gorenje, d.d., significant business events and achievements of the overall strategic and business directions.</p> <p>The members of the Supervisory Board, oversee operations of the company Gorenje, d.d., and the Gorenje Group within the powers and responsibilities, established by the law regulations and the Statute of the main company Gorenje, d.d., and performs other tasks within its competence.</p> <p>The fundamental task of the Benchmark Committee is to determine the companies with which the Gorenje Group will compare its operation. The committee is primarily engaged in methodological issues and setting the basic criteria for comparison. On the basis of a final selection and defined methods and indicators, the committee will define the timeframe of the Company's activities aimed at improving the strategic plan.</p>	
	Name and address of employer	Gorenje d.d., Velenje (Slovenia)	
	Type of business or sector	Home appliance manufacturers	
	Dates	05.2012 -	
	Occupation or position held	Board Member	
Main activities and responsibilities		Supervision and advice in general and responsibility for certain concrete projects or topics	
	Name and address of employer	Universal Consulting, S.L., Mallorca, Spain	
	Type of business or sector	Consulting focused on the service industry	
	Dates	01.2012 -	
	Occupation or position held	Board Member	
Main activities and responsibilities		Supervision and advice in general and responsibility for certain concrete projects or topics	
	Name and address of employer	Rano AG, Appenzell, Switzerland	
	Type of business or sector	Holding company with investments in different business activities and ventures	
	Dates	11.2011 -	11.2012 -
	Occupation or position held	Board Member	Chief Executive Officer
Main activities and responsibilities		<p>Negotiations with local and central Government regarding the administrative concession, total responsibility for the marina's functioning (sale/ purchase/ hire of moorings, premises, investment decisions, etc.) and responsibility for the marina's subsidiary Servirest S.A.U. (a restaurant with 5 outlets on the island of Mallorca).</p> <p>Negotiations and guidance of engineers and architects regarding of a project of refurbishment and modernization works inside the marina.</p>	
	Name and address of employer	Puerto Punta Portals, S.A., Mallorca, Spain	
	Type of business or sector	Service industry, Marina	
	Dates	07.2009 -	
	Occupation or position held	Board Member	
Main activities and responsibilities		Supervision and advice in general and responsibility for certain concrete projects or topics, including 5 additional Board memberships mainly in the service industry	
	Name and address of employer	Dextra Investments Ltd, Zug, Switzerland	
	Type of business or sector	Holding company with investments in different business activities and ventures	
	Dates	10.2005 – 10.2012	
	Occupation or position held	Vice President, Board Member, Director for Corporate Strategy	

Main activities and responsibilities Establishment of the Group's overall expansion strategy outside of the Iberian Peninsula, Definition of the corporate business plan and industrial activities, Investment decisions, Establishment of transfer pricing policies, Responsibility for company purchasing processes (due diligence analysis, negotiations, etc.), Set up of factories from green field, Tutoring of small factories in expansion processes, Supervision of all factories and instalment of internal international standards, Negotiations with important suppliers, customers and competitors.

Name and address of employer Teka Industrial, S.A., Santander, Spain

Type of business or sector Appliance Industry

Dates 09.2001 – 09.2002

Occupation or position held Assistant to Director of SMEs

Main activities and responsibilities Identification of possible company purchases, Company comparisons, Company valuations, Monitoring of existing participations

Name and address of employer Secuoya Capital Privado, Banco Santander, S.A., Madrid, Spain

Type of business or sector Financial sector

Dates 01.2001 – 08.2001

Occupation or position held Accounting Department

Main activities and responsibilities General accounting activities, especially cost pricing calculation, cost control and assistance to external auditors

Name and address of employer Casa Buades, S.A., Mallorca, Spain

Type of business or sector Industrial sector

Education and training

Dates 2017

Title of qualification awarded Master

Principal subjects/occupational skills covered Senior Executive Program for the Travel and Tourist Industry.

Name and type of organisation providing education and training IESE Business School of Navarra. Spain.

Dates 2002 - 2005

Title of qualification awarded Bachelor of Business Administration

Principal subjects/occupational skills covered Controlling

Name and type of organisation providing education and training FHS Hochschule für Wirtschaft, Technik und Soziale Arbeit, St. Gallen

Personal skills and competences

Mother tongue(s) German, Spanish

Other language(s)

Self-assessment
European level ()*

English
Portuguese
French

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
*	C2	*	C2	*	C2	*	C2	*	C2
*	B1	*	B2	*	B1	*	B1	*	A2
*	B1	*	B2	*	B1	*	B1	*	A2

(*) Common European Framework of Reference for Languages

Social skills and competences	Co-Founder of the NPO Fundacion S.O.S. Animal, Mallorca, Spain, focused on helping abandoned and ill animals in the area of Calviá, Mallorca, Spain. President of PDDBA (Puertos deportivos de Baleares Asociados) Mallorca, Spain Member of APB (Asociación Puertos de Baleares) Mallorca, Spain.
Computer skills and competences	Microsoft Office, Pandora
Driving licence	Swiss driving licence categories A1, B, D1, BE and D1E

PERSONAL INFORMATION

MIHA KOŠAK



Sex Male | Date of birth 1. 1. 1968 | Nationality British/Slovenian

JOB APPLIED FOR

MEMBER OF THE SUPERVISORY BOARD

WORK EXPERIENCE

NON-EXECUTIVE BOARD EXPERIENCE

- | | |
|---------------------------|---|
| Since May 2018 | Elan Inventa doo
<i>Member of the Strategic Board</i> |
| Since March 2017 | Šiaulių Bankas, Vilnius, Lithuania
<i>Member of the Supervisory Council</i>
www.sb.lt/en

<i>Member of the Supervisory Council of Šiaulių Bankas which is the fourth-largest bank in Lithuania, with a dispersed shareholder structure (the EBRD is the largest shareholder, with 18%) and is listed on the NASDAQ OMX Vilnius Stock Exchange. Elected as EBRD Nominee Director to the Council at the AGM in March 2017</i> |
| Since July 2016 | Gorenje Group d. d, Velenje, Slovenia
<i>Member of the Supervisory Board</i>
www.gorenjegrup.com

<i>Independent Non-Executive Director of Gorenje Group which is one of the leading European home appliances manufacturers with a history spanning more than 60 years. The company is listed on the Ljubljana and Warsaw Stock Exchanges. Elected to the Board at the AGM in July 2016. Additional responsibilities include membership of the Audit, Benchmarking and Nominations Committees.</i> |
| Since May 2016 | Fraport Slovenija d.o.o, a Fraport AG subsidiary, Slovenia
<i>Member of the Advisory Board</i>
www.fraport-slovenija.si/en

<i>Advisory Board Member of Slovenia's largest international airport, Ljubljana Airport, providing advice and support on commercial and other issues that are important for the Airport regarding developments in the economy in general and its impact on the aviation and airport sectors.</i> |
| June 2013 – February 2016 | Nova Ljubljanska Banka Group, Ljubljana, Slovenia
<i>Deputy Chairman of the Supervisory Board</i>
www.nlbgroup.si

<i>Appointed by the Shareholder (the Slovenian State through the Slovene Sovereign Holding) as a Supervisory Board member of Slovenia's largest financial institution and a systemic Eurozone Financial Institution. Elected Deputy Chairman in May 2014. Additional responsibilities included Chairman of the Strategy Committee and Member of the Risk, Nominations and Remuneration Committees.</i> |

EXECUTIVE EXPERIENCE

Since December 2016

Emona Capital LLP, London, UK

Special Adviser

www.emonacapital.com

Emona Capital LLP is a London based investment and advisory firm. Our primary areas of investment focus are special situation and disruptive technology investments, both in private and public markets. We back management teams in early stage, growth and mature companies. Our co-investors are predominantly family offices who share with us a long-term view on value creation. In select cases, we also take on advisory mandates to assist other principals in restructuring and turnaround situations. We are results-driven and look to align our interests closely with those of our clients.

Since October 2017

The British-Slovenian Chamber of Commerce, London, UK/Ljubljana, Slovenia

Member of the Management Board

www.bscc.si

British-Slovenian Chamber of Commerce (BSCC) is a non-governmental, bi-lateral British-Slovenian chamber, established to build trade between the two countries, while also including all members from all countries and focusing helping our members increase their business in Europe

Since January 2015

Independent Consultant, London, UK

Focusing on strategic and corporate advisory work, with a particular focus on IPO/M&A situations for Boards and Shareholders in selected and diversified industries. Providing senior counsel on a number of economic, business, corporate governance and regulatory issues impacting their businesses and subsidiaries within the European Union and CEEMEA geographical space.

March 2012 – June 2014

VTB Capital PLC, London, UK

Executive Director, Co-Head of CEE Coverage – Global Banking

www.vtbcapital.com

Co-Head of VTB Capital's coverage drive into the C/SEE region. Developed strategic initiatives per country from the Baltics to Bulgaria.

March 2010 – December 2011

UBS Investment Bank, London, UK

Executive Director – Global Capital Markets and Investment Banking Division

www.ubs.com/global/en/investment-bank

Senior member of UBS's Global Capital Markets team with specific responsibility for CSEE/CIS coverage and EMEA execution (ex UK) for the firm's equity capital markets product.

April 2006 – July 2009

Citigroup Global Markets Limited, London, UK

Director – Corporate Finance – Global Investment Bank

www.citibank/icg

Senior member of Citi's European Corporate Finance Unit specialising in equity capital markets transactions in EMEA. Specific responsibility and team leader for Russia, CIS and CSEE coverage. Team's geographic coverage extended from Iceland to Kazakhstan including the Middle East and Africa.

March 2005 – March 2006

UBS AG, Zurich, Switzerland

Executive Director – Wealth Management International

www.ubs.com

Developed UBS's drive into CSEE, from Poland to FYROM, within Wealth Management for segment Key Clients (also known as Ultra High Net worth).

January 2003 – January 2005

Pharus Limited, London, UK

Managing Director – Strategy & Corporate Finance

Set up business consultancy (initially with partners) focusing on advisory for Emerging European clients with particular reference to equity advisory, mergers and acquisitions, divestitures, and private placements.

September 1991 – July 2002

**Credit Suisse First Boston (Europe) Ltd, London, UK and Milano, Italy
Barclays de Zoete Wedd Limited, London, UK (Acquired by CSFB in 1998)**

Director and COO - Equity Corporate Finance - Investment Banking Division
Manager (previously Executive/Graduate) - Corporate Finance Division

Lead and managed bankers focusing on capital raisings, privatisations, disposals by third party vendors, M&A and convertible debt products to diversified industries including banking, TMT, branded/luxury goods and chemicals.

EDUCATION AND TRAINING

MA European Community Economics, MBA

Awarded 2016

Financial Times, London, UK
Non-Executive Director Diploma
www.fttoolkit.co.uk/NEDD

Awarded 1998

Bocconi University, SDA Bocconi, Milan, Italy
Master of Business Administration (MBA)
www.sdabocconi.it/en

Awarded 1991

University of Exeter, Exeter, UK
Master of Arts in the Economics of the European Community (MA)
www.exeter.ac.uk

Awarded 1989

London School of Economics, London, UK
Bachelor of Science in Economics (BSc. (Econ))
Special Subject – International Trade & Development
www.lse.ac.uk

2000

Appointed **Fellow of the Chartered Institute for Securities & Investment (FCSI)**
www.cisi.org

1994

Awarded the **Securities Institute Diploma** by the Securities Institute

1992

Awarded the **Securities & Financial Derivatives Representative**
FSA (now FCA) registered CF30 2010 (currently dormant)

PERSONAL SKILLS

Mother tongue(s)

English / Slovenian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Italian	Excellent	Excellent	Excellent	Excellent	Excellent
Replace with name of language certificate. Enter level if known.					
French/Serbian/Croatian/Russian/ German	Basic	Basic	Basic	Basic	Basic

Job-related skills

TRUSTEE EXPERIENCE**The British-Slovene Society***Trustee*www.britishslovenesociety.org

Charitable society promoting contacts among Slovenes and Brits in the United Kingdom. It provides networking opportunities, holds events, encourages social and business contacts, and fosters mutual cooperation between the UK and Slovenia at all levels.

ADDITIONAL INFORMATION

Executive with 25+ years of International Banking and Management experience ranging from Corporate and Investment Banking to Wealth Management including Board Member (INED) experience in listed and non-listed Manufacturing Companies/Financial Institutions. Proven track record in solicitation of new clients, origination and execution of effective and strategic equity, debt, privatisation and M&A transactions globally. Accomplished dealmaker with strong record of achievements, originating innovative solutions and building successful strategic relationships. Advised on all aspects of corporate finance solutions at different stages of business cycles and corporate/strategic development. Worked with a diverse range of clients/corporates, including financial sponsors, multinationals, sovereigns and government agencies, closing complex, multi-jurisdictional transactions in a range of sectors predominately in the EU, CEEMEA and Asian geographical zone.

BERNARD C. PASQUIER
18 boulevard de France, 98000 Monaco
Office: +377 97 98 18 75 Mob: +33 6 37 58 66 53
pasquier.bernard@gmail.com

PROFESSIONAL EXPERIENCE

Since 2008

CONSULTANT and INDEPENDENT BOARD DIRECTOR

Portfolio of assignments includes advising the Monaco Parliament on Economic and Financial issues (2008-2011) and the World Bank on various projects linked to private sector development. Member of the Boards of Directors (nominated by the International Finance Corporation) of Grupo Mundial, Panama (2008-2013), Gorenje (Slovenia), Davivienda (Colombia 2011-2017), Sogebank (Haïti) and Itau-Corpanca (Chile). Elected to Monaco Parliament from 2013 to 2018.

2004 – 2007

COMPAGNIE MONEGASQUE DE BANQUE, Monaco
Secretary General

Responsible for overall corporate strategy, legal department, internal and external communication. Member of the Board of Directors and Executive Committee.

2001 - 2004

THE WORLD BANK GROUP, Washington

Director Latin America and Caribbean Department, International Finance Corporation

Responsible for the overall strategy, including new investments (\$1.5 billion per year) and portfolio (\$5 billion) in the Latin America Region (IFC's largest). Managed staff of several hundred in Washington and 14 local offices. In charge of relations with clients and governments and dealing with government officials at highest levels. Group under management generated annual profit of about \$400 million per year.

Nominated by IFC on the Board of Directors Corfinsura, Colombia's largest investment bank, and Occidentales Hoteles, a hotel chain based in Spain with several developments in the Caribbean and Latin America.

- 1998-2001 ***Director of South Asia Department, International Finance Corporation***
- Responsible for the overall strategy of IFC in South Asia, a region including India and Pakistan. Managed staff in Washington and 6 local offices. In charge of relations with clients and governments in the area. Dealing with government officials at highest levels. Developed IFC local currency lending in India and Pakistan.
- Nominated by IFC on the Board of Directors of IL&FS, an infrastructure development and investment company based in India.
- 1995 - 1998 ***Senior Adviser in the Office of the President, The World Bank***
- Provided advice on a wide range of issues to the Managing Director responsible for Private Sector Development. Led a World Bank Group wide task force on credit enhancement and guarantees, and on Public Private Partnerships. Met routinely with Senior Government Officials from member countries and with Senior Executives of Fortune 100 corporations from the USA, Europe and Japan.
- 1990 - 1995 ***Manager, Africa Department, International Finance Corporation***
- Managed a team of 40 professionals who developed, structured and negotiated lending and equity investments in private corporations. Product range included lending, equity participation, guarantee, option, warrant and merger and acquisition. Responsibilities required ability to take decisions and work under pressure, to think and communicate clearly and to manage team of seasoned professionals of lawyers, engineers and financial specialists. Managed 5 field offices.
- 1985 - 1990 ***Principal Economist and Country Officer, Africa Region, The World Bank***
- Oversaw the formulation of the economic and lending programs for Zaire, Madagascar and Angola (over \$600 million per year) and presented proposals to the Board of Executive Directors. Task manager for structural adjustment credits and multi-sector investment projects. Acted as focal point in the dialogue with these countries.
- 1984 - 1985 ***Investment Officer, The World Bank, joined the World Bank Group through the Young Professional Program.***
- Analysis and trading of fixed income securities in a department which managed the World Bank's \$20 billion liquid investment portfolio. Responsibilities required excellent understanding of monetary policy instruments and of market expectations, and ability to take split-second decisions.

- 1980 - 1983 **DREAM FOOD INTERNATIONAL, San Francisco, California, USA**
Founder and Managing Director
- Created a venture capital investment company in food manufacturing and retailing. Responsible for location selection and relations with city administrators, bankers and legal consultants. Managed staff of 40. Successfully expanded to 5 units in 1983.
- 1977 - 1980 **THE CHASE MANHATTAN BANK, Rio de Janeiro, Brazil**
Investment Analyst
- Followed the agribusiness, energy and consumer goods sectors. Member of the Investment Committee. Extensive analysis of the impact of economic policy and international financial environment on the performance of sectors and companies.
- 1976 - 1977 **FINANCE MINISTRY, Rio de Janeiro, Brazil**
Economic Consultant
- Conducted policy and economic analysis on the opportunity to nationalize privately-owned corporations in bankruptcy. Developed a model to prioritize federal aid allocation to municipalities.

EDUCATION

- 1983 -1984 ***Harvard University, John F. Kennedy School of Government, USA***
- Master of Public Administration
Major in Business and Economic Development
- 1973 -1976 ***Ecole Supérieure de Commerce et d'Administration des Entreprises de Montpellier, France***
- Graduate degree in Business Administration
Major in Finance and Investment Analysis.

PERSONAL

Born in Monaco, February 4, 1954
Married, 2 children
Fluent in French, English, Portuguese. Conversational Spanish. Notions of Italian.
National of France and Monaco

OTHERS

From 1998 to 2004, Board of Directors' member of SMBP, a private bank based in Monaco, whose shareholders were Dexia and La Caixa de Barcelona.
Secretary General of Monaco Méditerranée Foundation
Secretary General of l'Association des Monégasques de l'Etranger

Member of the Rotary Club of Monaco

Elected to Monaco Parliament in February 2013

References available upon request