

Kleopatra D. KYRIAZI

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Lawyer, PhD in Public Law, specializing in the areas of Corporate Law, Corporate Governance, Financial & Banking Law, Mergers & Acquisitions and Administrative Law. Fluent in Greek, French and English, I have been heavily involved in strategic planning, relations with stakeholders and corporate restructuring projects.

NATIONAL BANK OF GREECE, February 2017 - onwards

Legal advisor

Reporting to the General Manager of Group Compliance and Corporate Governance, the duties and responsibilities of the position involved mainly:

- Legal advice on the implementation of the applicable regulatory framework and the adoption of best practices in the fields of Corporate Governance and Regulatory Compliance.
- Mapping and analysis of rules and procedures relating to Corporate Governance framework.
- Drafting and reviewing policies and procedures relating to the operation of the Board of Directors, Board Committees and Shareholders meetings.

INDEPENDENT LEGAL ADVISOR, June 2016 –January 2017

In collaboration with the “*D. Damis & Associates Law Office*”, I provided legal services to corporate and individual clients, in all areas of civil, commercial, corporate and administrative law.

Main clients:

- ELVINA (FRANCE) S.A.R.L. and ELVINA TEXTILE S.A.: legal advice on corporate, commercial, financing and loan restructuring issues.
- ACRONYM Business Consultants: advisory services on administrative and public procurements topics, and issues related to funding of private and public entities from EU programs.

PIRAEUS BANK S.A., November 2014 - May 2016

Legal Advisor

Reporting to the Head of Legal Services, the duties and responsibilities of the position involved mainly:

- Mapping and analysis of all new rules and regulations applicable to Retail banking products, legal assistance in the development of new Retail products and drafting and reviewing of the relevant Agreements.
- Legal advice and support in the restructuring of Non-Performing Loans, drafting and reviewing of loan restructuring agreements.
- Legal management of judicial disputes with customers, related mainly to abusive contract terms, loans restructuring, securities’ validity, disclosure obligations and bank secrecy rules.
- Representing the Bank in the extrajudicial dispute resolutions of clients’ inquiries before the Consumers’ Ombudsman.

Participation in the Piraeus Bank legal team, responsible for the implementation of the Capital Controls Regulations in Greek Banking Sector (July 2015 -May 2016).

GENERAL BANK OF GREECE (GENIKI BANK member of SOCIETE GENERALE GROUP), July 2008 - November 2014

Head of Investor Relations and General Secretariat Unit

Reporting to the Managing Director, the main tasks of the position involved mainly:

- Legal advice on corporate governance and corporate disclosure obligation.
- Liaison of the bank with the supervisory authorities (Hellenic Capital Market Commission, Bank of Greece) and Athens Exchange).
- Preparation and support of the Shareholders Meetings.
- Drafting of reports and procedures related to the investors' information; preparation of the Annual Report and the Corporate Governance Report of the Bank.
- Liaison of the Bank with the SOCIETE GENERALE Group on corporate governance issues.

From this position, I acted as a project manager in projects, such as:

- Share Capital Increase of GENIKI Bank (2009, 2011, 2012).
- Reverse Split of the company's stocks (2011, 2012).
- Issuance of preferred shares (2012).

GENERAL BANK OF GREECE (GENIKI BANK member of SOCIETE GENERALE GROUP), August 2004 – July 2008

Head of the Management Office (Chef de Cabinet)

The position involved close cooperation with the Management, reporting to the Managing Director and assisting him in specific projects, related mainly to the implementation of SOCIETE GENERALE Group policies in GENIKI Bank.

The main responsibilities of the position:

- Preparation of the agenda and support of the Board of Directors, the Direction Committee and the Executive Committee.
- Participation in the Board of Directors, as special advisor to the Managing Director.
- Drafting of new policies, in view to harmonize them with the SOCIETE GENERALE standards, and monitoring their implementation by different sectors of the Bank.
- Liaison of the Bank with the Hellenic Bank Association; coordination of the Bank's representatives in strategic issues.

From this position, I participated in projects such as:

- The integration of SOCIETE GENERALE brunch in Greece to GENIKI Bank (2004).
- The reorganization of GENIKI Bank group, which included a disinvestment of non-core banking businesses, reorganization of existing subsidiaries and alignment with SOCIETE GENERALE business model (2004-2006).
- The “*transformation*” project, which included a reorganization of the back offices and front offices services, client segmentation and introduction of new products (2005).

GENERAL BANK OF GREECE S.A., September 2001- July 2004

Lawyer in the Legal Services Sector

Reporting to the Director of Legal Services Sector, the position involved:

- Negotiation, drafting and reviewing of contracts, mainly of syndicated loans and project finance agreements.

- Legal advice in specific financing projects of large corporate clients.
- Litigation, mainly on loan and investment issues.
- Legal advice on customers' complaints and inquiries on issues relating to the credit procedure.

Participation in the legal team in charge of the negotiation and drafting of the Share Sale Agreement and Shareholders Agreement between the major shareholder of the Bank (Army Pension Fund) and the strategic investor (SOCIETE GENERALE).

STET HELLAS S.A. (Wind), October 1998 - August 2001

Legal advisor

Reporting to the Managing Director, the position involved legal advice on corporate and regulatory issues, such as:

- Monitoring of the conformity of the company's operations to the existing legal framework.
- Legal advice in the development of new products.
- Negotiation, drafting and reviewing of contracts.

Advice on legal topics related to the participation of the company in the public tenders for the grant of U.M.T.S. License and the Fix Wireless Access License.

EUTELSAT, Mars - July 1993

Internship in the Legal Services, (Paris, France)

Reporting to the Legal Advisor, I was in charge of the mapping and analysis of satellite telecommunication regulations.

EDUCATION

- *PhD (Doctorat) in Public Law*, University René Descartes, Paris V, October 1998;
PhD Thesis: "*The contribution of European Law in the abolition of state monopole in public services sectors; the case of telecommunications sector in Greece*".
- D.E.A. in Public Law, University René Descartes, Paris V, Mars 1992.
- Law Degree, Athens National and Kapodistriako University, April 1990.

LANGUAGES

- ENGLISH: *Certificate of Proficiency in English*, UNIVERSITY OF MICHIGAN.
- FRENCH: *Certificat Pratique du Français Commercial et Economique*, C.C.I.P.

SEMINARS – INTERNSHIPS

- Master Class in Investor Relations, "*Creating and Managing a world Class Investor Relation Strategy in challenging Economic Times*" NUPARC, London, November 2009.
- SOCIETE GENERALE: Internal seminar, "*A profitable growth strategy for the retail Banking outside France*", Paris, September 2004.
- FRANCE TELECOM: Two-month internship in the European Affairs Department of the Legal Service Sector; report on "*The EU directives on public procurements and the consequences of their implementation for the Group FRANCE TELECOM*", Paris, April 1992.

ARIADNE VELISSAROPOULOS

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Head of Business Development & Investor Relations

Successful fundraiser with record of raising over \$4.5 billion in 15 years

25-year career at top-tier firms in New York, London and Geneva. Extensive knowledge of the workings of global capital markets, large network of leading institutional investors and keen understanding of their strategic evaluation of multi-million dollar investment opportunities.

Professional Experience

Director of Business Development **ALATUS CAPITAL, Geneva** **2015-2020**
European Equity Investment Boutique

- Leveraged pre-existing relationships to raise \$650 million in new investment in first 18 months, more than doubling assets; added \$150 million during third year
- Established relationships for firm and generated investments from \$100+ billion pension plans, leading foundations and renowned universities
- Served as right hand to CEO, leading all negotiations with prospects
- Articulated investment strategy to potential investors; presented firm in small settings and at international conferences

Head of Marketing, Director of IR **OCEANWOOD CAPITAL MANAGEMENT, London & Malta** **2007-2013**
Alternative Investment Manager

- Raised \$1 billion for flagship event-driven hedge fund in first year (2007); tripled fund's assets from post-crisis low (2010-2013)
- Revamped messaging and brand to highlight firm's unique strengths and differentiate it from competitors
- Drove relationships with investment consultants ensuring deep pipeline of investments from government and corp. pension plans
- Raised funds for add-on products including a private equity fund, an emerging markets fund and several special purpose vehicles

Head of Marketing **THEOREMA ASSET MANAGEMENT, London** **2004-2007**
European Hedge Fund Manager

- Helped quadruple firm assets from \$300 mio to \$1.3 bio in three years
- Mapped out global investor universe, arranged meetings, presented the funds and closed significant new investments
- Diversified and substantially upgraded investor base by bringing on US universities and family offices

Global Equity Sales **MORGAN STANLEY INTERNATIONAL, London** **2001-2004**
Institutional Equity Division

- Managed firm's relationship with 20 hedge funds, pension funds and wealth managers, generating annual revenues of \$3 million
- Presented firm's equity research to clients ensuring they were current on the house views on all their holdings
- Provided long- and short-term stock-selection ideas and helped clients execute trades

Senior Associate, Assistant Account Executive **YOUNG & RUBICAM INC, New York** **1996-1999**
Burson-Marsteller (PR), Y&R Advertising

- Executed print, TV and outdoor advertising campaigns for three Fortune 50 clients
- Moved over to PR subsidiary to round out communications skillset before proceeding to business school
- Developed relationships with financial press; secured countless TV appearances and print interviews

Education & Interests

Columbia Business School, New York, NY, 2001, MBA

- Editor in Chief, *The Bottom Line* (weekly newspaper); elected to Class Committee; co-chair, Class Gift Committee

Georgetown University, Washington, DC, 1996, BSLA, Cum Laude, Comparative Government and French

Enthusiastic skier, dedicated yogi

Pro-Bono Work

Member, Class of 2001 Reunion Committee COLUMBIA BUSINESS SCHOOL, New York, NY 2016 & 2021

Group composed of circa 20 members of the Class and tasked with increasing participation at the reunion and raising funds

- Reached out to members of the class of 2001 to encourage attendance at the reunion and solicit donations to the School
- Recruited other members of the class to join the committee
- Spearheaded social-media project to keep class members connected before and after 2021 reunion

Volunteer CARITAS ATHENS, Athens 2014

Global philanthropic organization whose mission is to end poverty, promote justice and restore dignity

- Worked weekly in central Athens center for refugees, assisting with lunchtime meal service for 200 – 350 people in need
- Provided additional assistance to clothing distribution department

Fundraising Volunteer HELLENIC HOPE, London, New York and Athens 2013-2014

London-based charitable organization established to raise funds and distribute them to highly effective small and mid-sized NGOs operating in Greece helping children

- Assisted Board of Trustees in its fundraising strategy
- Wrote introductory solicitation letters
- Supported execution of first two London fundraising events; assisted in organization and ran live auction at NY fundraising event

Member of 7-person governing committee DRASSI POLITICAL PARTY, Athens 2012-2013

Small liberal party founded by Stefanos Manos, former Minister of Finance; the party's main policy objectives were a smaller role for the central government, a reduced and more effective public sector and a pro-European economic agenda

- Elected by party membership to 25-member executive committee and then to seven-member governing committee; authored fundraising letters used in mass marketing campaigns as well as targeted personal solicitations
- Generated significant portion of 2012 elections budget by pursuing leads and introductions from active members, presenting party platform and asking for donations

Co-Chair, Class Gift Committee COLUMBIA BUSINESS SCHOOL, New York, NY 2000-2001

Raised a record-breaking \$852,000, 4x historical gift levels. Helped deliver participation from 92% of the class during the Class Gift drive, the first fundraising effort targeting exiting students (soon-to-be-alumni).

- Identified and recruited best candidates amongst class of 780 to staff 40-person Class Gift Committee
- Presented concept and importance of Class Gift to small groups and eventually to entire 780-person class
- Led and motivated committee which raised a record-smashing \$852,000 in contributions from 92% of the class