

Bogdan - George ILIESCU

Born 20.04,1975

Manager with a strategic vision, solid knowledge and vast experience in matters such as: banking, finance, mergers and acquisitions, privatisations and capital markets, strategic consultancy and restructuring. Theoretical and practical knowledge of financial, economic and capital market issues tested by the successful management of reference projects in Romania.

Remarkable leadership ability and proven experience in coordinating specialized multi departmental teams to achieve objectives in various consulting projects. Special experience in negotiations, acquired during over 10 years of complex projects with total combined values exceeding 1 billion Euro.

Fluent in English and French, sine qua non quality for successful management of business relationships with business partners in over 20 countries. Among the largest clients with a turnover of over one billion Euros are: Sberbank (market capitalization 54 billion USD), Lactalis (CA-10 billion Euro), EADS/Eurocopter (CA-5.4 billion Euro), Norbert Dentressangle (CA - 3.5 billion Euro), Tymbark Maspex (CA- 1 billion Euro), Polimex Mostostal (CA - 4.5 billion PLN)

KEY ACHIEVEMENTS

Capital markets

2012 - Successful placement of GDF Suez Energy's corporate bond issue in the amount of RON 250 million

- Selection of BRD Groupe Societe Generale as the leader of the consortium that will mediate the public sale offer of 10% of the capital of Hidroelectrica SA

Mergers and acquisitions (selection)

2012 - Consultant of TYMBARK MASPEX in a procurement operation

- Consultant of SBERBANK in the international takeover operation of Volksbank
- Consultant of DA VIDE CAMPARI Spa in a procurement operation
- Consultant for LACTALIS in the operation for the procurement of LaDorna SA

2008 - Consultant for ENEL Spa in order to participate in Cernavoda reactors 3 and 4

PROFESSIONAL EXPERIENCE

Present	<p>BRD CORPORATE FINANCE, Director General</p> <p>Responsible for the development, coordination and development under all aspects of the activity of BRD Corporate Finance. Responsible for fulfilling the revenue and expenditure budget approved by the Board of Directors and validated by the GMS.</p> <p>Originating, negotiating and coordinating M&A projects with national or international clients. Between 2007 and 2012, BRD Corporate Finance carried out a number of over 50 consulting contracts regarding mergers or acquisitions, most of which were successfully completed; out of such contracts, approximately 50% had an international client.</p>
2007	<p>Supervision of the consulting activity for the achievement of evaluation studies and/or business plans, used by the clients in the relation with the creditors or with the authorities in order to obtain various reimbursable or non-reimbursable financing.</p> <p>Origination, coordination and development of DCM (debt capital market) and ECM (equity capital market) projects within BRD Groupe Societe Generale.</p> <p>Responsible for the relationship with the governmental (OPSPI) or capital market (CNVM, Bucharest Stock Exchange, Central Depository) authorities involved in the project development.</p> <p>Implementation of new business lines, adapted to market demand, such as:</p> <ol style="list-style-type: none"> 1. consultancy regarding the strategic development and restructuring, reference project: «The rationale of the creation and implementation of a Joint Services Center in Electrica SA» 2. consultancy to obtaining financing from international financial bodies (EBRD, IFC) 3. Specialized financial consultancy (i.e. Private investor test, evaluation of a put option, etc.)
2009	<p>SAI INVESTICA ASSET MANAGEMENT SA, Member of the Board of Directors</p> <p>Establishing the streams of activity regarding the operations specific to collective portfolio management</p> <p>Responsible for establishing the strategy for the achievement of the revenue and expenditure budget approved by the General Shareholders' Assembly</p>
2005	<p>Supervision of the company's activity and verification of the performance indicators' achievement</p>

2007	<p>BRD / SG CORPORATE FINANCE, Project Manager</p> <p>Coordinator of the mergers and acquisitions consultancy for Romanian and foreign clients: Norbert Dentressangle (2006), EADS (2006)</p> <p>Coordinator of the merger process for the Continental hotel network (2006) - the largest merger operation in Romania</p> <p>FPS Consultant (APAPS) involved in the privatization of 30 companies (where the state has a controlling interest) included in the PSAL program financed by the World Bank - Pool 1 - Heavy Machinery, Pool 3 - Chemical Industry and Pool 5 - Miscellaneous</p>
2001	<p>Procurement project consultancy, both on the seller's side and on the buyer's side, actively involved in the management of due diligence processes and negotiation assistance.</p> <p>Preparation of evaluation reports for numerous companies in different fields of activity; conducting sectoral studies and company analyses;</p>
2001	<p>BRD - GROUPE SOCIETE GENERALE, Capital Market Unit, administrator of banking services and products</p> <p>Supervisor of the activities for the settlement of security transactions and accounting of BRD's own portfolio; responsible for the centralization of revenues and expenditures at the unit level and for the weekly reports to the National Bank of Romania;</p> <p>Member of BRD's internal control team, specialized in controlling operations specific to the capital markets</p>
1997	<p>Consultant involved in coordinating consultancy for the privatization of two companies included in the PSAL program financed by the World Bank (due diligence reports, diagnosis, evaluation, privatization strategies, etc.)</p> <p>Involved in the activities for the settlement of the BRD clients' stock exchange transactions, the bank's internal accounting regarding the operations in the clients' accounts, participating in the dividend distribution process for SIF Muntenia (over 350,000 shareholders)</p>
1997-1998	<p>EDUCATION</p> <p>Bucharest Academy of Economic Studies, Faculty of Management, Advanced Studies (MASTER) specialization Industrial production management</p>
1993-1997	<p>Bucharest Academy of Economic Studies, Faculty of Management, degree in Company Management</p>
	<p>Other relevant qualifications</p> <p>Member of ANEVAR since 2003</p> <p>Assistant/Lecturer at the Romanian Banking Institute, Investment Banking, 2003-2005</p>

