

# Christina Giovani

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**BOARD MEMBER:** EXPERTISE IN CORPORATE BANKING|PUBLIC SECTOR FINANCING|CORPORATE FINANCE ADVISORY|INSEAD Certification on Corporate Governance (**International Directors Programme\_completed 11/2021**)

- Senior professional with leadership experience and 25 years of service in corporate banking and public sector financing & advisory projects with international financial institutions and public sector entities
- Proven track record in establishing the market position of a financial entity, building strong relationships with business partners and clients and maximizing growth potential
- Strong experience relating with the regulating framework, operation and financing of the Greek public sector and its local governments from the markets, integrated national programs and the European Investment Bank
- Experience with Multilaterals, ECAs, leading commercial banks and private equities in Europe and US

**CONSIGEMENT DEPOSITS & LOANS FUND, *Alternate Chair of the Board*** **2019 – Current**

Appointed by the Ministry of Finance as the sole shareholder to lead organizational transformation and integrate risk management & technological solutions into the strategic planning process to enable better quality of services and productivity increase. Deputy Chair of Advisory ALCO Committee, Executive responsibilities

## PREVIOUS PROFESSIONAL EXPERIENCE

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**KBR CORPORATE FINANCE GmbH, *Senior Partner*** 2011 – 2018

Established the Athens Branch, served as the firm's lead partner in SEE region:

- Oversaw origination and execution of corporate finance and asset advisory projects
- Chair of Client Committee (2011-2013)
- Worked in deals and attended road shows relating with clients active in international finance and infrastructure projects in Germany, Austria, Serbia, Cyprus and Greece
- Managed buy side for the privatization process of the 14 Greek Regional Airports on behalf of an international airport operator; lead partner, member of the Steering Committee and addressing the needs of client CEO panel
- Advised large Greek corporations seeking growth capital through private equity and international investment funds to implement their capital restructuring process

**DEPFA BANK Plc, Dublin, Ireland, *Managing Director*** 2007 – 2010

Established the Athens Branch, represented the bank in the local market and developed the bank's positioning into the Greek market, focusing exclusively in public sector debt and infrastructure projects financing:

- Arranged financing of +€1.000 m either as a sole lender or in co-operation with local banks and was mandated for asset advisory services to Greek municipalities
- Established bank's relationships with major Greek banks and public sector companies and organizations
- As a country manager of Depfa in Greece served on bank's credit and business origination committees and worked closely with the CEO in relation to the bank's strategy in the Greek market

**MINISTRY OF FINANCE, Athens Greece, *Senior Financial Advisor to the Special Secretariat*** 2007

- A term assignment in which worked closely with the Special Secretary of State-Owned Companies in reviewing the business and financial operations of non-listed state-owned companies aiming to improve their debt management efficiency and refinancing options

**MUNICIPALITY OF ATHENS, Greece, Senior Financial Advisor to the Mayor** 2003 – 2006  
Management of relationships with the Greek and foreign banking institutions and on the re-engineering of the City's financial operations. Member of annual credit review committee. Special Projects:

- Supervised the city's loan refinancing process and placed the municipality's debut issue of €180m with international financial institutions, achieving a significant decrease in its funding cost and improvement in credit terms
- Advised the municipality during the structuring and signing of its financing of €50m with European Investment Bank and led the communication with legal & technical teams
- Project Manager of the initial credit rating and the subsequent annual review processes with Moody's rating agency. Researched, prepared the credit rating agency book and supported material in all follow-up interviews with the credit agency
- Supervised the joint project teams between the municipality and McKinsey on: 1) "Designing the optimal collections path for parking tickets and municipal taxes for the Municipality of Athens" 2) "Benchmarking of the City's performance in managing resources and personnel as well as costs and efficiency in relation to the quality of services provided to citizens"

**ABN AMRO BANK N.V, Athens HQs, Greece, Relationship Manager** 2001 – 2003  
Management of a selected base of 20 large corporate and investment banking relationships specializing on the Consumer and Diversified industry sectors:

- Responsibilities: developing relationships with clients and establishing a thorough understanding of each client's business objectives and challenges through wallet sizing while safeguarding portfolio credit quality. As a sector specialist worked closely with bank's international product experts to structure and provide tailor made advisory and financing solutions

**AMERICAN EXPRESS BANK S.A., Athens HQs, Greece, Junior Relationship Manager** 1996 – 2001  
Management of a broadly diversified account base of 20 corporate lending relationships with a total approved \$650 m credit exposure:

- Responsibilities: Opportunity assessment and business risk, financial statement & projections analysis. Involved in credit structuring, loan documentation and monitoring of clients' requests. Assistant to the CEO during annual budget preparation process and actual performance review

**INTERBANK S.A., SMEs regional division, Athens Greece, Credit Analyst** 1994 – 1996

## EDUCATION

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**INSEAD UNIVERSITY, International Directors Programme Corporate Governance, Fontainebleau France**  
Certificate in Corporate Governance (IDP-C) *Completed on: Nov 2021*

**HARVARD UNIVERSITY, Extension School, Cambridge, MA** Graduation Year: 1994  
Graduate level Certificate of Special Studies in Administration and Management **GPA: 3.60/4.0.**

**SOUTHERN NEW HAMPSHIRE UNIVERSITY (ex- NEW HAMPSHIRE COLLEGE), Manchester, Graduation Year:1993**  
Master of Business Administration **GPA: 3.9/4.0.**

**AMERICAN COLLEGE OF GREECE, Aghia Paraskevi, Greece** Graduation Year:1992  
Bachelor of Science in Business Administration, Major in: Accounting and Finance **GPA: 3.2/4.0**

## PROFESSIONAL COURSES/ INTERESTS

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- Focus areas: International Accounting Standards, Credit Risk Management, Corporate Finance, Derivatives, and Internal Audit Practices in Banking
- Personal development & leadership courses (Hellenic American Education Foundation and Sargia Partners). Avid student of modern theater workshops and acting classes