

Kadri Özgüneş, Ph.D.

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WORK EXPERIENCE

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| 01.18 – Ongoing | Temsa Ulasim Araclari
<i>Strategy & Business Development Director</i> | Istanbul, Turkey |
| | <ul style="list-style-type: none">▪ Focusing on inorganic growth areas for the Company,▪ Leading the transformation of the Company to become a “mobility provider”,▪ Assessing new business markets for the Company to expand its presence, | |
| 11.16 – 12.17 | Temsa Ulasim Araclari
<i>Marketing & International Sales Director</i> | Istanbul, Turkey |
| | <ul style="list-style-type: none">▪ Leading the international sales of the Company in its core markets with more than USD 100 million annual revenue,▪ Managing the dealer and distributor organization in those markets to increase sales performance and market share of Temsa,▪ Improving the brand awareness and quality perception of the customers in domestic and foreign markets,▪ Establishing and planning the strategic targets of Temsa,▪ Developing new businesses and markets for the Company. | |
| 01.13 – 10.16 | H.O. Sabanci Holding
<i>Business Development & Performance Director, Cement & Industry SBU</i> | Istanbul, Turkey |
| | <ul style="list-style-type: none">▪ Coordinated multi-billion dollar, large scale, multi-party transactions,▪ Continuously worked for short and long term strategic plans,▪ Explored inorganic growth opportunities,▪ Assessed financial and operational performances of portfolio companies,▪ Guided portfolio companies to prepare their budgets and X+ business plans,▪ Reviewed and challenging CAPEX plans of portfolio companies. | |
| 02.09 – 12.12 | H.O. Sabanci Holding
<i>Manager, Strategy & Business Development Department</i> | Istanbul, Turkey |
| | <ul style="list-style-type: none">▪ Monitored investment opportunities both in and outside of Turkey in core business areas of Sabanci Holding,▪ Explored and assessed alternative investment areas for future growth of the Holding and divestment opportunities for non-core group companies,▪ Managed full-fledged acquisition/divestment processes and coordinated parties involving in these processes,▪ Led the preparation of all legal documents and their negotiations. | |
| 10.07 – 02.09 | Daruma Corporate Finance
<i>Manager, M&A Department</i> | Istanbul, Turkey |
| | <ul style="list-style-type: none">▪ Advised private equities and strategic investors for their investment/divestment plans,▪ Coordinated parties involved in M&A processes including clients, other financial and legal advisors, internal teams, and potential bidders,▪ Monitored and executed projects in different industries, | |

- 03.06 – 10.07** **Turkcell İletişim Hizmetleri** **Istanbul, Turkey**
Investment Manager, International Expansion Department
- Evaluated greenfield and M&A type international telecoms opportunities,
 - Coordinated relevant functional units (comprising project teams of up to 50 people depending on the size and complexity of the deal) for the purpose of developing and evaluating business plans and undertaking bid preparation activities for various multi-billion dollar international tenders,
 - Coordinated the preparation of business plans, feasibility analysis, due diligence studies, valuations and bid book preparations of the projects.
- 05.04 – 03.06** **Is Investment Securities** **Istanbul, Turkey**
Vice President, Corporate Finance Department
- Mainly focused on M&A and privatization projects with a concentration on petrochemicals, production, media, metals and FMCG sectors,
 - Conducted feasibility studies and prepared business and sector analysis, investment reports on M&As and other investment decisions,
 - Prepared project finance documentations and carried out negotiations with the banks for the financing of the investments,
 - Carried out company valuations by using DCF and other valuation methods,
 - Prepared tender offers and pursued negotiations for privatization projects.
- 10.01 – 05.04** **Is Private Equity** **Istanbul, Turkey**
Senior Associate, Investment Team
- Delved new business and investment areas, conducted feasibility studies on investment decisions,
 - Carried out company valuations and designed exit strategies,
 - Prepared investment reports for the approval of the Board of Is Private Equity,
 - Pursued negotiations with target companies on valuation and shareholders' structure,
 - Worked closely with lawyers to prepare shareholders' agreements, share purchase agreements, key employment agreements, amendments in the articles of associations and escrow agreements,
 - Participated and voted on the Boards of the portfolio companies,
 - Active member of the Executive Committees of the portfolio companies,
- 12.99 – 10.01** **Is Investment Securities** **Istanbul, Turkey**
Senior Associate, Corporate Finance Department
- Took part in major corporate finance activities such as IPO, M&A and privatization,
 - Conducted the feasibility studies on M&A projects and other investment decisions,
 - Pursued the negotiations with Privatization Administration of Turkey, led and took part in numerous privatization projects,
 - Implemented the establishment process of Is Private Equity and evaluated potential investments for it.
- 04.98 – 07.99** **Military Service** **Izmir, Turkey**
English Teacher, Maltepe Military High School
- 09.96 – 06.97** **Koc University** **Istanbul, Turkey**
Finance Assistant, Business Administration Department

EDUCATION

- 1999 – 2006** *Ph.D in Finance, Bogazici University*
 "IPO Performances of VC Backed and Non-VC Backed Companies: A Cross
 Country Comparison of Germany and the UK."
- 1994 – 1998** *Master of Arts in Economics, Bogazici University*
- 1989 – 1993** *Management Engineering, Istanbul Technical University*

FOREIGN LANGUAGES AND COMPUTER SKILLS

English (Fluent), Italian (Beginner), and excellent use of MS Office applications