

IRAKLI ELASHVILI

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EDUCATION

2006 - 2008 **LONDON BUSINESS SCHOOL, London, United Kingdom** (MBA, concentration: Private Equity, Finance)
1997 - 2002 **TBILISI STATE UNIVERSITY, Tbilisi, Georgia** (BA in Economics, concentration: Banking, Finance)

BUSINESS EXPERIENCE

07.19 - present **Freelance Consultant, Financial Services Company, Baku, Azerbaijan**
2017 – 07.2019 **TBC CAPITAL, TBC Bank's (FTSE 250) Subsidiary, Tbilisi, Georgia**
Chief Executive Officer. Supervisory Board Member, Georgian Stock Exchange
Turned around the loss-making boutique into the best investment bank in Georgia (EMEA Finance 2018). Led all the investment banking businesses and oversaw the strategic business planning.
Led-managed the process of identification, origination, structuring, negotiation and execution of all capital markets debt transactions. Transacted largest number and volume of corporate DCM deals in Georgia, and two corporate Eurobond deals (FIG & TMT), contributing to considerable market growth.

2017 **NIKOIL BANK, Retail and Commercial Bank, Baku, Azerbaijan**
Acted as a sole senior advisor to CEO and a project lead on two strategic bank M&A projects.

2015 - 2017 **BNP PARIBAS, Investment Bank, London, United Kingdom**
2015 - 2017 **Financial Institutions Group M&A Advisor (UK's FCA Approved Person - CF30)**
Advised on following FIG transactions: acquisition of the European consumer bank by Cerberus Capital Management, capital raise by large European G-SIFI bank, acquisition of a bank in CEE by a large Eastern European bank, acquisition of a consumer finance business in UK by private equity firm.
Active origination work in the funds' distribution platform, as well as the banking, non-banking financial services (including consumer finance and FinTech) areas with private equity clients across Europe.
Developed CEE financial services client relationships at shareholder and top management level.

2012 - 2014 **BARCLAYS CAPITAL, Investment Bank, London, United Kingdom**
2012 - 2014 **Vice President, Chief Operating Officer – Special Projects, Global Treasury**
Led strategic projects at the Group level. Developed strategy paper on bank's response to UK ring-fencing for the board strategy review and decision-making. Helped identify and allocate funding and capital optimization benefits to deliver improvements of £1bn across the bank P&L.
Designed and implemented the key performance operating metrics for the global treasury organization. Conducted regular performance reviews covering capital, liquidity and funding areas.

2008 - 2012 **BARCLAYS, London, United Kingdom**
2011 - 2012 **Associate Director, Business Developer, Corporate Banking**
Led business development efforts and strategic project delivery for lending businesses across Western European and emerging markets. Monitored P&L and team performance internationally.

2008 - 2011 **Associate, Member of the Leadership Development Program, Global Retail and Commercial Bank**
Developed the CEE retail banking business strategy, working with senior leadership team across the group on portfolio and business development, operational execution and exit solutions.
Supported rethink of strategy for Corporate Bank as part of the Strategy & Planning team.
Conducted due diligence of offshore high-voltage power transmission network scheme in the UK, resulting in top management's support to grow exposure in the renewable power funding space.
Transacted project financing deals for renewable power projects across UK and Europe.
Identified, analyzed and pitched retail bank acquisition opportunities in emerging markets, liaising with advisors and senior executives. Developed the market entry strategy for the CEE region.

2000 - 2006 **PA CONSULTING GROUP, Tbilisi, Georgia**
2006 **Managing Director, Chief of Staff, Power Utility Turnaround and Privatization Project**
Advised on company sale, quoted as one of the most successful privatizations in Georgia. Worked with and presented to foreign investors, international donors and top government officials.

2004 - 2006 **Managing Director, Regional Manager, Power Utility Turnaround and Privatization Project**
Managed two subsidiaries (1,200 employees) of Georgia's largest state-owned power utility company. Restructured subsidiaries and improved operational and financial efficiency.
Increased subsidiary's revenues by 40%, repaying creditors and restoring power supply throughout the service territory. Helped improve access to electricity and initiated rural re-metering projects.

2000 - 2003 **Consultant, USAID Projects: Georgia Energy Security Initiative, Oil and Gas Program**
Designed countrywide outreach campaign that led to an award from USAID.

ADDITIONAL INFORMATION

Hold dual citizenship: Georgian and British.
Publication contributions: World Energy Investment Outlook, IEA (2014), Carbon Capital, Barclays (2011).
Won top award at Management Consultancies Association awards ceremony in London, UK (2006).
Awarded full scholarship by the US Department of State to study in USA (1997).