

CURRICULUM VITAE – ATHANASIOS FRONTISTIS, B.A, MSc

Date of Birth: 16 June 1968

Nationality: Greek

Marital Status: Single

E-mail: afrontistis@yahoo.gr **Skype ID:** athanasios.frontistis

Address (Home): 321 Thivon Str. Egaleo, 12444 Athens

Tel: +30 210 5450240 / (Mob) +30 69311 35687

I. WORK EXPERIENCE

♦ **09/18 –..... GMM – Global Money Managers AIFM**

Portfolio Manager / Institutional Sales / Pension Funds

Main duties involved promoting UCITs and AIFs in private and institutional investors, Also developing the pension fund market in Greece as well as hands on experience to institutional investors and firms to constructing proprietary UCITs, AIFs or Pension Funds. Liaison to PE partnerships, and investment evaluation. AIF portfolio manager.

♦ **05/11–07/18 PROFINANCE, Financial & Investments consultants**

Chief Financial & Investment officer

Main activities involved offering financial & investment solutions to private businesses and institutional investors in the following areas: **finance:** Financial planning & Analysis, corporate financial management, financial restructuring & management, valuation services, IFRS / financial due diligence services, **Fintech, Blockchain, investments:** asset / portfolio management (portfolio investments & insurance assets & pension funds), stockbrokerage operations, investment consultancy and trading on FX, equities, derivatives, **crypto / digital currencies, ICOs evaluation & Investment** , applying arbitrage & hedging techniques.

♦ **08/08 – 04/11 'KOSTA BODA ILLUM' - Imports, Wholesales, Retail**

Chief Financial Officer / Deputy General Manager

Main Duties: Supervising the Financial Reporting including P&L and Balance Sheet. Performance Analysis, Budgeting, Forecasting on all aspects of financial management. Formulation and implementation of the Cash Flow Plan on a daily, weekly, and monthly basis. Supervising and controlling of imports, logistics and accounting depts.

Responsibilities: Monitoring the accounting department, treasury. Asset and Liability management (credit / debt issues: receivables, collections, payables...), initiating and maintaining relationships with banks (depository and loan accounts), monitoring clients' accounts, controlling payroll and administration **issues.**

♦ **08/07 – 07/08 E.M.I. S.A. Management Consultants**

Main duties involved financial services for public and private clients specializing in the SMEs sector. Projects undertaken in the areas of:

Financial Services (IFRS): Financial Budgeting & Reporting, forecasting, Cash flow development, Balance Sheet & P&L formation.

Corporate Finance: capital raising instruments, Mergers & Acquisitions, Venture Capital & Private Equity services, disposals, divestments.

Financial due Diligence Services (IFRS): Analyzing customer contracts, business agreements, identifying unrecorded contingencies, balance sheet transactions, etc.

Valuation Services (IFRS): Shareholder value, fair valuation practices, Business Strategy.

♦ **10/00 - 07/07 COMMERCIAL BANK OF GREECE – C.B.G. (CREDIT AGRICOLE Group),**

Amundi (CAAM / former Commercial Bank Asset Management)

Senior Asset - Portfolio Manager / Commercial Bank Asset Management s.a.

Main duties: investment management of Institutional (Pension funds, insurance funds, corporate) clients' portfolios and mutual funds. Member of the Asset Management Investment Committee. Responsibilities involved: asset allocation, active portfolio restructuring, security evaluation and selection, investment appraisal, relationship activities with companies and institutional clients.

10/02–05/06 Investment Director /Groupama Phoenix Insurance (Subsidiary of C.B.G.)

Main Duties: Active participation & supervisory role on the investment management of the company's assets (Insurance & Pension portfolios) and investment insurance products (**Unit Linked, corporate life insurance programs - DAF**) aiming at maximizing company's investment profitability. Active trading in Equities, Fixed Income, Derivatives (DAX, Bund, Swartz, FTSE, FX, etc.) Money Market practices for liquidity management. Evaluating investment in Structure products CDO's, Credit Derivatives, Interest Rate Swaps etc.

Responsibilities: Control and supervision of the asset management divisions. (Fixed income, Liquidity, Derivatives). Active participation in the formulation of the investment dept's & division's budget. Participation in the formation process of the Asset & Liability Plan (ALCO committee) aiming at effective management of the company's balance of claims and liabilities.

Participation in the following Committees: Investment Committee of EKO-ELDA, Investment Committee of Industry of Phosphate Fertilizers, Visiting Member of Phoenix Metrolife Emporiki Investment Committee.

10/00–10/02 Investment / Fund Manager

Main Duties: Active investment management of the company's assets and investment insurance products (Unit Linked). Active trading in Equities (Greek & Foreign), Fixed Income, Derivatives (DAX, Bund, Swartz, FTSE, FX, etc.) Money Market practices for liquidity management. Evaluating investment in Structured products CDO's, Credit Derivatives, Interest Rate Swaps etc.

♦ **03/96 – 09/00 BONSON FINANCIAL SERVICES GROUP, Athens, Greece**

08/98-09/00 BONSON AELDE

Head of Greek stock exchange operations & Sales. Main duties involved: business development, Sales, and managing stock exchange operations. Member of the BoD.

03/96-07/98 BONSON INVESTMENT CONSULTING

International investment consultancy, specializing in FX Spot/forward Sales, Trading (Majors & Crosses). Work included investment consultancy to private & institutional investors on FX, arbitrage, hedging and portfolio management.

♦ **07/95 – 12/95 ACTIVE S.A. Athens, Greece**

Small investment consultancy firm specializing in the area of stock exchange. Employment involved order execution, investment analysis, and advisory services.

III. EDUCATION & TRAINING

01/17–03/2019 UNIVERSITY OF NICOSIA, CYPRUS

MSc in Digital Currencies,
Blockchain Technology, FinTech, Banking, Finance, International markets, Investments in digital currencies and ICOs, Regulation / Compliance.

09/98 – 07/00 UNIVERSITY OF STRATHCLYDE, UK

MSc in Finance,
Principal subjects: Finance, Derivatives, Portfolio Management
Subsidiaries: Statistics, Treasury Management, Investment Analysis

09/93 – 07/95 The Nottingham Trent University. UK

B.A in Business Studies,
Principal subjects: Strategic Management, Finance, Marketing
Subsidiaries: Market research, Small firms, Business in Eastern Europe
Final Year Dissertation: "A comparative Study on Small Firms in the EU"

09/90 – 06/93 American College of Higher Studies – "ANATOLIA" Thessaloniki, Greece

Awarded the two-year certificate on Business Studies.

Dean's List

Principal Subjects Studied – Financial & Managerial Accounting, Financial Management, Investment Analysis & Portfolio Management, general education

Credits transferred to The Nottingham Trent University, U.K. (see above).

Qualifications & Training

Certifications: - **CIM / ICM (Hellenic Capital Market Commission).**

- **CIM / ICM (Cyprus Securities Exchange Commission - advanced).**

- **Client's Consultant – Athens derivatives Exchange (ADEX)**

- **Proficient knowledge on IFRS Accounting Policies / Procedures -- US Accounting Practices.**

IV. ADDITIONAL INFORMATION

Professional (excellent) working knowledge of IT programs. Also, working knowledge of information systems ERP, accounting softwares (Atlantis, eurofasma). Finally, working experience with Real-Time software programs such as: Reuters, Bloomberg.

V. REFERENCES

Available on request