

Ovidiu Demetrescu



Bucharest, Romania

Born: 1964

Education:

Harvard Business School, Boston, MA, USA, May 2009, Global Negotiator

National Defense University, Bucharest, Romania 2007-2008, Diploma

University of South Carolina, Columbia, USA Graduated in 1994; **MBA** Specialized in Finance and International Business

International Management Centre - Central European University (CEU) Budapest, graduated 1993
- first year of the MBA programme

Polytechnic University, Bucharest, Romania – 1988 Master of Science – Electrical Engineering

Professional Experience: Energy, Financial Services and M&A

A savvy professional with excellent track record in business, strong ethical beliefs and sound technical and financial background make Ovidiu a true leader and a role model. Ranging from board memberships in energy companies such as Electrica Distribution and Hunedoara Energy Complex, to top executive in energy and financial services, Ovidiu's experience qualifies him for high level positions involving strategy and execution of complex projects or tasks requiring a fine balance between technical, financial and stakeholder matters.

Energy - Experience 15 years

CEO and Member of the Board of Directors at **Hidro Tarnita** – since 2014 – Involved in a series of complex activities ranging from legislative framework advisory on energy matters, bringing highly reputable potential financiers to the project company and managing the deal flow for a \$1.2 Bn energy project for Romania.

President of the Board – **Electrica Distributie Transilvania Nord** – 2013 – Set out a competitive business plan and carried out three main activities with the support of executive team. The result of these activities has put the company on an excellent business position just in time for the IPO of the parent company.

Member of the Board – **Complex Energetic Hunedoara** – 2013, 2014

Consulting projects **RENEL** – 1997, 1998, 2000

Consulting projects and insurance placement – **ROMGAZ** 2002-2009

Consulting projects **Complex Energetic Rovinari** 2008-2011

Consulting projects **Complex Energetic Turceni** and **EBRD** – 2010, 2011

Consulting projects and insurance placement **Mittal Steel**, **Combinatul Siderurgic Galati**, **CS Hunedoara**, **Uzinele Mittal Steel Iasi** and **Roman** 2002-2007

CNE Cernavoda - IMSAT AMEA Cernavoda (1988 – 1991) Department Manager

Financial Services – Experience 16 years

Partner and Founder, LONDON BROKERS, Started up from scratch and built a company with top notch services in the insurance industry. Today the company has a main office in Bucharest and with a premium turnover around EUR 10 million and a staff of 20 competing with the most reputable and large players in the world on true customer service and quality of services. LONDON BROKERS has become one of the industry leaders with excellent client relationships and a preferred partner for international independent networks operating in the insurance brokerage and risk management services areas. London Brokers is the exclusive partner in Romania of WBN (WorldWide Broker Network), EOS Risq Network and Lockton Global Partners

General manager – SEDGWICK ROMANIA Member of the Sedgwick Group with EUR 1 bn turnover.(1996 – 1999). Managed the startup of one of the most successful operation within the group building a top performing team and excellent reputation on the local market. Ensured a smooth transition after the merger with Marsh.

Business Development Manager – AIG ROMANIA
AIG Management Training (1994) – 6 months in New York
Consultant (1994) for BLUE CROSS BLUE SHIELD

Mergers & Acquisitions – Experience 9 years

2005 - Started consulting firm E-Management active in advisory services for M&A and market review for potential investors in the insurance sector in Romania. Worked alongside with RCI (Raiffeisen Capital and Investment) in a consortium for M&A activities for an Austrian investor in the Romanian financial services.

2006-2008 -Involved as founding partner and shareholder in the set-up of Verida Credit, a mortgage financing company in partnership with Rubikon, ABN AMRO and OLD LANE (a CITIBANK fund). Together with one the partners of Rubikon we have managed to put together an viable Investment Memorandum that got the approval of the other two business partners that have decided to invest over EUR 100 m in a new venture on mortgage lending.

Partner with Shagrir Group (Israel) in Pointer Systems SRL Romania – road side assistance services, home assistance services and fleet management services. Shagrir is market leader in Israel listed on the US exchange – Pointer Telelocation Systems – PNTR

Professional Achievements, Memberships

President of Romanian Corporate Governance Association - (ARBA) – 2013 - present
Vice Chairman and BOD member British Romanian Chamber of Commerce BRCC (2012-2014)
Member Harvard Club Romania Moldova
Teacher/ Lecturer – ASE, Master MRACT (2009, 2010) and at Romanian Insurance Institute (2006-2008)

Articles published in ZF, Piata, Capital, Intelligent Life (The Economist), Energynomics
Speaker at various conferences, and interviews at various TV stations as economic, financial services and energy specialist: Money Channel, TVR, Realitatea, Antena 3, TVR International.