

## MICHAEL HADJIPAVLOU

Chairman - Deloitte, Greece  
Deloitte Hadjipavlou Sofianos & Cambanis S.A.



### ***Firm Experience***

Chairman of Deloitte Greece and one of the founders of the Greek firm, focusing particularly on the M&A, Transaction Support and Corporate Recovery Services division of the firm. He is an economist with a degree from the London School of Economics (University of London) and with professional qualifications, both from the UK and Greece. His professional experience has always been with Deloitte (previously Deloitte & Touche) initially in the UK and then Greece.

### ***Professional Activities***

- *Fellow of the Institute of Chartered Accountants of England & Wales (ICAEW).*
- *Member of the Association of Statutory Auditors of Greece (SOEL).*
- *Corporate Finance Qualification (ICAEW) (Securities & Investment Institute).*
- *Member of the European Management Board of Deloitte for 5 years (1995-2000).*
- *Chairman of the International Committee of "Parents & Friends of the LSE" (2002-2004).*
- *EUROMONEY "Best Local Partner" to the Deloitte Corporate Finance group for 2003.*

### ***Experience:***

- As an auditor he has served (or still currently serves) clients in all major industries, including Banking, Utilities, Retail, Tourism, Gaming & Shipping.
- In advisory, transaction support and corporate finance work, he has been involved amongst others in:
  - more than 150 valuation engagements involving all top Greek banks & insurance companies, telecoms, manufacturing, aviation and service companies;
  - the valuation and certification of the share exchange ratio in more than 35 mergers in Greece, of which 8 were mergers between banks;
  - numerous merger & acquisition transactions, focusing particularly in the Banking, Insurance and Food & Beverage sectors;
  - led teams on due diligence work in several transactions and
  - headed a number of feasibility studies (amongst others for 10 new banks that were established in Greece), hotels, hospitals, etc., corporate restructuring

situations, operational improvements, corporate governance and reorganization studies.

- Indicative Clients Served include *Aegean Airlines; Alpha Media (RTL); American Express Bank; Apax Partners; Athens International Airport (AIA); Athens Water Co. (EYDAP); ATE (Agricultural) Bank; Athens Stock Exchange; BC Partners; Deutsche Bank; Emporiki Bank; Enel; Endesa; Eurobank; European Union; FIAT Hellas; Fortress Fund; France Telecom; Friesland; Greek Telecom (OTE); Hellenic Aerospace Industry (EAB); Heracles Cement (Lafarge); HSBC; Hyatt Regency Hotels; Interamerican (Eureko); National Bank of Greece; Olympic Airways; OPAP; Piraeus Bank; Puma; Texas Pacific Group; Toyota Motor Corporation; TUI Travel.*