**Ahmet D. Erelçin**

Board Member & Lecturer

Specialties 28 years of experience in the Turkish Financial markets with proven business evaluation and judgement skills as well as an established network. Developed trusted relationships with target companies, peers, team members and third-party professionals built upon fair approach, clear communication and interpersonal skills. Accumulated in-depth expertise in Private Equity, Asset Management and Investment Banking.

Experience

2018 - **Anadolu Hayat Emeklilik, Independent Board Member**

2015 - **Darussafaka Society, Board Member**

 Darussafaka Society is a 153-year old NGO that provides quality education to underprivileged and

talented orphans.

2012 – **Lecturer in Finance, Graduate Business Schools of Koc University & Ozyeğin University**

**Koç University**

Coordinator & Lecturer at Global Network of Advanced Management (GNAM) Weeks

Money & Banking, MBA of 1998

Portfolio Management, M.Sc. in International Management, M. Sc. In Finance

Financial Modeling in Excel, M. Sc. In Finance

Seminars in Fintech, M. Sc. In Finance

Trends & Topics in Private Equity, M.Sc. in Finance

 **Özyeğin University**

Portfolio Management, M.Sc. in Financial Engineering & Risk Management

Applied Business Valuation, M.Sc. in Financial Engineering & Risk Management

Introduction to Corporate Finance, Executive MBA

M&A and Private Equity, Executive MBA

03/08 – 03/13 **Managing Director, Head of Turkey at HSBC Principal Investments**

*HSBC Principal Investments is the global private equity arm of HSBC investing in LBOs, growth capital, restructurings, structured equity and pre-IPO transactions with a ticket size of US$20-75m.*

Set up and managed the Turkish Desk. Main responsibilities include deal origination, execution and monitoring of portfolio companies. In 2009, closed the €180m LBO of Havas, the leading ground handling company in Turkey, where HSBC has invested USD50m in equity. Successfully exited from Havas in Oct12.

Since 2008, screened more than 230 top Turkish companies, signed c. 80 NDAs, submitted close to 30 investment proposals and extended around 15 NBOs in 25 different sectors.

03/10 – 10/12 **Vice Chairman, Havas**

Acted as the Vice Chairman of Havas, a portfolio company of HSBC Principal Investments offering ground handling services in Turkey and abroad.

08/11 - 10/12 **Board Member, TGS**

Served at the board of TGS, the ground handling company established as a joint venture of Turkish Airlines and Havas.

03/05 - 03/12 **Vice Chairman, HSBC Portföy**

Acted as the Vice Chairman of HSBC Portfoy, the Asset Management subsidiary of HSBC Turkey.

12/00 – 03/08 **Executive Committee Member, HSBC Turkey**

Headed Brokerage and Asset Management subsidiaries of HSBC Turkey. As the CEO of HSBC Asset Management, was responsible of US$1.5bn AUM in Fixed Income and Equity funds domiciled in Turkey and Luxemburg. On the Brokerage arm, directed Equity Brokerage and Research services. In total, managed a team of 65 employees generating more than US$ 80m per annum in fees and commissions.

03/95 – 09/00 **General Manager, Demir Yatırım - Turkey**

Investment Banking subsidiary of Demirbank offering full range of services in the areas of Brokerage for domestic and international institutional investors, Research (equity and macro), Corporate Finance (IPO and M&A), Asset Management (fixed income and equity, discretionary portfolio management).

1993 - 1995 **Director, Finansbank - Turkey**

In charge of Asset Management and Equity Prop book. Headed domestic placements of Merko, Tofas, Ihlas Holding IPOs.

1992 - 1993 **Economist, Interbank - Turkey**

Produced reports on Turkish economy for internal and external clients. Participated ALCO meetings.

1988 – 1992 **Teaching Assistant, Lehigh University - USA**

1987 - 1988 **Ass. Manager, Garanti Bankasi - Turkey**

1985 - 1987 **TL Trader, Iktisat Bankasi - Turkey**

Education

1988 – 1992 **Lehigh University - College of Business and Economics**

Ph.D., Business and Economics,

1984 – 1985 **London School of Economics and Political Science**

M.Sc., Accounting & Finance,

1980 – 1984 **University of Istanbul**

B.A., Business Administration,

1976 – 1980 **Robert College**

Additional Information

2007 -2009 **The Association of Capital Market Intermediary Institutions of Turkey**

Member of Audit Committee

2005-2008 **Turkish Institutional Investment Managers’ Association**

Board Member, Vice President

LanguagesTurkish (native), English (fluent), German (intermediate)