

**NIKOLAOS ANTONIOU**  
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## **EXPERIENCE**

**April 2010**  
**Present**

**Investment Manager of Venture Capital, Piraeus Bank Group, Athens, Greece.** Investment manager at Piraeus Taneo Capital Fund, a €30mil. growth stage fund (April 2010-August 2012) and PJ Tech Catalyst Fund, a €15mil. seed stage fund (September 2012-Present). As founding team member of PJ Tech Catalyst Fund successfully fundraised €15 mil. from European Investment Fund (EIF) and Piraeus Bank. Have arranged and executed more than 25 seed and growth stage venture capital deal (local and international deals including Intale, Mist.io, Pollfish, Smartbox, Fielscale, Unismack, Advent, Kertus, Youscan, Taxibeat, etc ) worth more than €11mil. Overall duties have included origination, screening, evaluation, negotiation, structuring and execution of venture capital investments. Have worked closely with legal advisors, financial advisors and subject matter experts to further analyse prospective portfolio companies, contact due diligence and create term sheets and closing documents. Have prepared presentations for the investment committee and have been actively monitoring portfolio companies and provided advice to company management, particularly in areas of strategy, business development and hiring. Have liaised with other VCs in Europe, Israel, Turkey and US to raise additional capital for portfolio companies. Have had 3 portfolio exits (Taxibeat, Youscan, Imagga) and currently working on 2 more.

**February 2008**  
**December 2009**

**Associate Director of Investment Banking, Alpha Bank, Athens, Greece.**

As part of a top tier local investment banking deal team, advised clients on arranging and executing secondary equity offerings (including Hellas Online S.A.- €27 mil., Iaso Thessalias S.A. - €4.7mil.), mergers and acquisitions (including Unibrain S.A.-Hellas On Line S.A.) and company listings in the Alternative Market of the Athens Stock Exchange (including Performance Technologies - €10 mil.). Managed due diligence, prepared prospectuses and performed company valuations using DCF, transaction comparable and company comparable analysis. Participated in IPO pricing and share allotment processes and interacted with local capital market authorities on corporate actions. Prepared and delivered presentations to potential customers and investors for various projects. Responsible for deal origination.

**June 2000**  
**January 2008**

**Account Officer of Investment Banking, Omega Bank (06/2000-09/2006),**

**Proton Bank (10/2006-01/2008)\*, Athens, Greece.** As part of a local boutique investment banking deal team, advised clients on structuring and executing a number of IPOs (including Interfish Aquacultures S.A.- €3.6 mil, Dias Aquacultures S.A. - €3.9 mil, Ebik S.A. - €3.3 mil, Newsphone Hellas SA - €10 mil, Compucon SA - €6 mil, Proton Bank S.A. - €17.5 mil), secondary equity offerings ( including Aspis Pronoia S.A. €21.9 mil), mergers and acquisitions ( including Proton Bank S.A.-Omega Bank S.A., Interfish Aquacultures S.A.-Triaena Aquacultures S.A., Yalco S.A.-Velifest S.A.) and tender offers (including Allatini S.A.-Katselis S.A.). Managed due diligence, prepared prospectuses and annual investor reports. Participated in IPO pricing and share allotment processes and interacted with local capital market authorities on corporate actions. Performed financial statement analysis and company valuations using DCF, transaction comparable and company comparable analysis. Prepared and delivered presentations for various projects and participated in roadshows. Responsible for deal origination.

\*Omega Bank and Proton Investment Bank merged in September 2006 to create Proton Bank

**September 1997**  
**July 1998**

**Assistant/Trainee (part-time) to Vice President Investments, Prudential Securities, Atlanta, Georgia, USA.** Participated on a team of financial advisors who structured and filed a stock offering, under Rule 504 of Regulation D of the SEC for a local retail company. Reviewed a number of business plans and assisted the Vice President in raising early-stage and expansion financing for various projects.

**EDUCATION**  
**1996-1998**

MBA, Auburn University, Auburn, USA.

**1991-1995**

BBA, Oglethorpe University, Atlanta, USA.  
Political Science (minor) Oglethorpe University, Atlanta, USA.

**PROFICIENCIES**

MS Word, Excel, PowerPoint, Factset.  
Fluent in Greek and English.

**PERSONAL**  
**INFORMATION**

Military Obligations: Fulfilled, Greek Air Force (1998-2000).