

## **DETAILED WORK EXPERIENCE**

**January 1990 - December 1996:** Partner in Citiplan SA, consultancy company, Athens. Projects include: evaluation of assets in public companies, financial analysis of real estate projects, programme management and evaluation of European co-financed programmes, environmental planning assessment.

**February 1997 - March 2000:** Senior Advisor, Ministry of National Economy and Finance, head of privatisations unit. Responsibilities include: preparation of detailed privatization plans for public companies, draft inter-ministerial decisions on privatization, weekly monitoring of all privatization projects, liaison with investment bankers auditors and lawyers, brief the Minister. Total privatisations revenues US\$9.8 billions.

**April 2000 - October 2001:** General Secretary, Ministry of National Economy. Responsibilities include: (i) preparing major legislation for the reform of capital markets, the introduction of new financial market instruments for the financing of SMEs (venture capital fund of funds, real estate investment funds, shipping investment funds), (ii) coordinating privatizations, (total privatization revenues US\$2.7 billions) (iii) monitoring structural reforms and the Lisbon process, introducing legislation to reduce bureaucratic impediments to entrepreneurial activity and SME establishment (iv) chairman of the National Technical Committee for the introduction of the EURO in the Greek economy.

**November 2001 - February 2002:** General Armaments Director, Ministry of National Defence. Responsibilities include: implementation of armaments programmes.

**March 2002 - March 2004:** General Secretary for Financial Planning and Defence Investments, Ministry of Defence. Member of the Cabinet Subcommittee on Defence Industry. Responsibilities include:

- Overall management of armaments programmes,
- Design and implementation of defence industry and technology policies,
- Monitoring of the budget and the introduction of major reforms for the streamlining of the ministry.

**April 2004 - May 2005:** independent consultant, evaluation of investment opportunities, evaluation of European Union Programmes.

**November 2005 – September 2007:** CEO Goverplan SA. Projects include:

- EUROPEAN CONSULTANTS ORGANIZATION (2005) Project leader in European Agency for Reconstruction framework contract on "Preparation of CARDS 2006 programmes for economic sector development in the former Yugoslav Republic of Macedonia" (FRAMEWORK CONTRACT AMS/451LOT N 10).
- MUNICIPALITY OF KOZANI (2006) Designing of an Innovative Development Programme for the municipality of Kozani, Greece.
- PLANET S.A. (2007) Consultancy services for the project "Strengthening the Capacity of the Anti-corruption Commission to Counteract Corruption in Public Administration and Judiciary in Bulgaria" (EuropeAid/122311/D/SER/BG).

**September 2008 – December 2013:** Partner in S. Travlos and Partners.

Major projects completed include:

- AMPERT MALVASIA S.A. (2008-12) Financial Advice on the development of a combined renewable energy project (wind and photovoltaic) of a total potential capacity of up to 120MW.
- MESOGEIOS S.A. (2008) Business plan revision and examining new funding possibilities including possible listing in AIM London.
- AMPERT MALVASIA (2008-09) Financial Advice on the tourist development and possible sale of 100 Ha property in Monemvasia, Greece.
- SARACAKIS S.A. (2008-09) Financial Advice on a Public Private Partnership project on Port Security.
- EADS Finance (2008-09) Strategic-Financial Advice and operational due diligence for investing in 3 SMEs in Greece.
- SARACAKIS S.A. (2009-10) Financial Advice on the privatisation of the railway operator TRAINOSE.
- PLANET S.A. (2010) Expert for the project "Consultancy services for the upgrade of the target setting system for the Postal Bank of Greece".
- PLANET S.A. (2010) Expert for the project "Consultancy services for the restructuring of the Athens Organization of Urban Transport".

- REGION OF WESTERN MACEDONIA (2011-2014) Project co-ordinator in the consortium PLINIOS S.A. - CITIPLAN S.A. for the project "Rehabilitation of asbestos mine in Northern Greece".
- PLANET S.A. (2011) Project co-ordinator for the bid process of a private investor for the privatisation of the Vouliagmeni Marina Greece.
- CITIPLAN S.A. (2011-12) Senior Expert for the European Investment Bank project "Advisory to the JESSICA Holding Fund Greece: Develop a Roadmap for Accelerating Urban Development Projects in Greece under the JESSICA Initiative".
- CITIPLAN S.A. (2012-13) Project co-ordinator for the project "Advisor for the technical assistance to the Region of Crete on Development Planning for the 2014-20 Programmatic Period".
- PLANET S.A. (2013) Team Leader, "Provision of Tender Dossier for Mostar International Airport", in Bosnia Herzegovina, European Commission Framework Contract.

**January 2014- present:** Independent Consultant

- PLANET S.A. (2013-14) Chief Economic Advisor, "Privatisation of Athens International Airport", business plan and support for a consortium of Chinese companies interested in participating in the privatisation.
- PLANET S.A. (2013-14) Strategic Advisor, "Hellenic Defence Systems Restructuring".
- CITIPLAN S.A. (2014) Senior Advisor for the ex-ante evaluation of the Regional Operational Program 2014-20 for the Region of Crete.
- MESOGEOS Environmental Services S.A. (2014-15) Economic Advisor on business planning new investments and international projects.
- THALIS Environmental Services S.A. (2015- ) Business Development Advisor on new innovation based projects and international expansion.

## **OTHER APPOINTMENTS**

Member of the Board of Directors, Commercial Bank of Greece, and chairman of the internal audit committee of the Bank (1998-2000).

Member of the Board of Directors of the Hellenic Stock Exchanges SA (2000).

Member of the Board of Directors of the General Bank of Greece (2002-2004).

## **PUBLICATIONS**

A, Lyberaki, S. Travlos, (1993) State intervention in industry: direct and indirect industrial policy in the 1980s, in T. Giannitsis (ed) Industrial and Technological Policy in Greece, Themelio, Athens.

S. Travlos, (2001) Re-engineering the public sector in Greece, Paper presented at the OECD Seminar on Regulatory Reform in Greece, Paris.

S. Travlos (2003) European Cooperation in Armaments, Defensor Pacis, Vol 14.

S. Travlos (2004), Structural reforms and the competitiveness of the Greek economy, in a collective volume "Greece: EMU entry and future challenges", Kastaniotis, Athens.

S. Travlos (2005), The Competitiveness of the Economy of the former Yugoslav Republic of Macedonia, Working Paper I, in Final Report for PREPARATION OF CARDS 2006 PROGRAMMES FOR ECONOMIC SECTOR DEVELOPMENT, Skopje 2005.

S. Travlos (2006), Europe in the Area of Armaments, in M. Tsinisizelis and D. Xenakis (ed), Europe and the World, University Association of European Studies and I. Sideris.

S. Travlos, Y. Stournaras (2010) Ideas on the innovation competitiveness bipolar relationship, Report to the National Council of Research and Technology, Athens, November 2010.