

NESLIHAN YILMAZ

CONTACT DETAILS

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Nationality: TURKISH / BRITISH

Versatile managerial level banker with 15 years experience in capital markets, derivatives and FX markets, strong network of CEEMEA institutional clients, strong top management level connections with SME & bluechip Turkish companies & banks, media connections (Bloomberg, CNBC-E, Dunya) start-up company managerial level experience and ISDA/CSA/GMRA knowledge/negotiation skills.

EDUCATIONAL BACKGROUND

2012 April- June **LONDON BUSINESS SCHOOL**
INVESTMENT MANAGEMENT PROGRAM
DERIVATIVES, MARKETS& MODELS

1998 September-1999 September **LANCASTER UNIVERSITY MANAGEMENT SCHOOL**
LANCASTER \ UK
MSC IN FINANCE

Dissertation: Dissinferring risk neutral density from FTSE option prices and the implementation of Hull& White one factor model

1992-1996 **MARMARA UNIVERSITY (TURKEY)**
BA IN BUSINESS ADMINISTRATION

1984-1991 **USKUDAR AMERICAN ACADEMY (TURKEY)**

WORK EXPERIENCE

2015 January- July **ZIRAAT SECURITIES (TURKEY)**
ASSISTANT GENERAL MANAGER
CORPORATE FINANCE, INST. SALES&RESEARCH

I was assigned to increase and broaden the company's activities in investment banking space. I sourced and placed 4 employees as part of required restructuring, including head of institutional sales. Despite the short period of time, I gained valuable investment banking experience in company valuation, CMB bond/bill and stock offering procedures and overall process.

Deals completed: (To qualified investors)

Ziraat Bank Bill offerings	1.7 Bio TRY
Ziraat Leasing 2 yrs FRN Bond offering	130 Mio TRY
Turkasset 2 yrs FRN Bond offering	25 Mio TRY
Turkasset 2 yrs FRN Bond offering	55 Mio TRY (Published in Bloomberg/ Turkey Credit)

I also worked on 4 potential IPO's (including Borsa Istanbul potential IPO), initial offers including valuation and IPO specifics were submitted to the companies' management but progress was not made due to internal reasons, market circumstances and on one case disagreement with company management regarding valuation.

I organized the team to publish daily research reports in English, modified all reports' content and web layout (created English website) and added fixed income & money markets report. We started to distribute reports to Bloomberg and Reuters.

2014 February- 2014 September

GMP SECURITIES EUROPE (LONDON)

**GLOBAL FIXED INCOME SALES/ CEEMEA
DIRECTOR**

-Cash fixed income (EM& HY mainly) and equity sales to CEEMEA institutional clients, working in cooperation with the corporate finance team to originate deals in energy and mining space in Turkey. GMP Securities is a listed Canadian boutique investment bank with specific expertise in energy & mining sectors.

2006 December - 2014 February

**MAXIS INVESTMENTS LIMITED (LONDON)
(IS INVESTMENT SUBSIDIARY)**

**FIXED INCOME TRADING & INSTITUTIONAL SALES
ASSOCIATE DIRECTOR/HEAD**

- Cross asset sales (Fixed income, FX, Equity cash& derivatives) to small and medium sized institutional clients
- Fixed income cash and derivatives trade execution
- Sourcing clients and broadening the institutional client & counterparty base
- Delivering periodic and adhoc reports to clients particularly on Turkish corporate credits incorporating market news and trading ideas
- Working in collaboration with compliance team to complete essential legal framework in dealing with institutional clients and scaling up the product base.
- Arranging investor/borrower meetings, communicating with companies' management teams subject to specific occasions and releasing visit notes.
- Providing market commentary to various media/news channels (Bloomberg, Bloomberg HT, www.investicniweb.cz)

Major achievements:

I was selected by Maxis CEO and Is Investment management to take role in the establishment of Maxis Investments, which led to an organization of 24 employees with a significant AUM. During the initial stage I was responsible for recruitment, software implementation, and growth of the retail network. In the latter stage I undertook setting up the institutional sales team, reaching a significant number of institutional clients and trading volume.

2000 January- 2006 December

IS INVESTMENT SECURITIES (TURKEY)

**INTERNATIONAL CAPITAL MARKETS, TRADING & SALES
GLOBAL FIXED INCOME MARKETS
VICE PRESIDENT**

- Cash fixed income sales to global institutional clients, supporting the internal sales teams who were responsible for HNW and local institutional client coverage.
- Pricing and execution of trades in global fixed income markets
- Expansion of counterparty and institutional client networks, completing paperwork required in collaboration with compliance department.
- Producing research reports, market updates and investment ideas
- Pursuing new investment opportunities and broadening product range, engaging in any legal, regulatory set up required.
- Prop trading subject to limits imposed by the management
- Giving commentaries to various media channels (CNBC E, CNN Turk, Dunya Newspaper)

Major achievements:

During the period that I worked at Is Investment, the company was awarded its first co-managerships in various Turkish sovereign & Turkey & CIS corporate Eurobond issuances. ¹

¹ Turkey 2023 \$, 2025 \$, 2014 USD, Petrol ofisi 2009 \$, Intergas Finance 2011 \$, Finansbank Russia 2008 \$, Global Yatirim Holding 2012 \$, Alliance Bank 2010 \$, Bank Pozitif 2012 \$

Achieved significant volume increase in primary markets

Broadened the counterparty and foreign institutional client network to different geographies and to different segments of the market (Middle East, Brazil, Israel..),whereas previously it was restricted to Europe and Turkey.

Completed the legal framework for repo business, which generated around 1 Billion USD business volume in subsequent year.

1996-1998

ECZACIBASI ARTEMA (TURKEY)

ASSISTANT TREASURER

CERTIFICATES

SII (Securities & Investment Institute, UK) Financial Regulations, Securities & Derivatives Certificates (2006)

ISMA (International Securities Market Association), General Certificate (2002)

SPK (Turkish Capital Markets Board) Advanced Level and Derivatives licenses

ITU (Istanbul Tech. University) Certificate in Financial Management (1997)

SEMINARS & COURSES

M&A , Turkish Capital Market Association (2015)

UBS, Structured Products (2008)

ISMA Training Program (2002)

Schroder Salomon Smith Barney, Fixed Income Seminar (2001)

Istanbul Stock Exchange Courses on Stock Exchange, Derivatives and Bond Market (in 2001 & 2002)

Euromoney, Bond Markets Training Program (2000)

Budgeting, Managerial Finance, Windows Appl. , Risk Management. (1997-1998)

INTERESTS

A devoted music listener (and at beginner level piano player) and cinema fan, deeply interested in international affairs, and psychology.

REFERENCES:

Available upon request