

Curriculum Vitae

1. **Family name:** CLERIN
 2. **First names** Michel François
 3. **Date of birth:** 14.02.1946
 4. **Nationality:** Belgian
 5. **Civil status:** divorced
 6. **Education:**

Institution (Date from/to)	Degree(s) or Diploma(s) obtained:
The University of Chicago, Business School (1969-1970)	Master of Business Administration
University of Louvain, School of Economics. (1968-1969)	Master in Economics
University of Louvain, School of Applied Economics(1964-1968)	Bsc in Business Administration

7. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English/French	1	1	1
Dutch	2	2	3
Spanish	3	3	5
Afrikaans/German	3	4	5

8. **Membership of professional bodies:** **WASME:** World Association of SME's, New Delhi,-India. Former Advisor to the Belgian Ministry of Foreign Trade. Consultant to the Belgium Association of Economists.

9. **Present position:**

- **Chairman: Nova Capital International, LLC.** Nova Capital is an investment banking and corporate financial advisory boutique firm specializing in the equity and debt financing of private and publicly held micro cap companies (capitalization of \$500 million or less) and oil & gas, renewable energy and sustainable technology projects. In charge of providing institutional investors from Europe, the Middle East and South East Asia for Nova Capital investment banking clients (since 2010).
- **Consultant to the Belgium Association of Economists** (since 2012).
- **Economic editor** of < www.diplomatic-world.com > and at : < www.finyear.com >. (Since 2008).

10. **Key qualifications:**

- More than 40 years experience in International Financing and in Guarantee funds in the USA, European Union, Russia, China, Morocco, Egypt, Kuwait, Abu Dhabi, Dubai, Saudi Arabia and Qatar.
- Management positions in Financing, Trade Development and restructuring of companies in the USA, Europe, Kuwait, Dubai, China, Russia.
- Experience in managing intercultural teams at US investment banks, the European Commission and US Aid in the USA, Europe, Russia, Kuwait, China, Hong Kong, Morocco and Egypt.
- Expertise in the field of Reinsurance and Guarantee Funds: Arab Guarantee Corporation (Kuwait), in China (Xian)- (European Union and in Morocco (Fonds de Garantie Marocain).
- Involved in numerous assignments in the fields of public sector reorganisation, implementation of capacity building and Trade Ministries restructuring.
- Knowledge of European Union and US Aid procurement, monitoring principles, Project Cycle Management.
- Management experience, training of staff, SME's lending.
- Lead Trade missions for the Ministry of Trade of the Kingdom of Belgium.
- Professor of Economics at the Polyfinance University in Morocco. Professor of International Finance at the Cairo University.

11. **Specific experience in Asia (experiences in the Middle East, Europe and the USA will be provided on request).**

Country	Date
China	02/1992-06/1996 Paribas Group ; 11/2003 –01/2004 –European Commission
Vietnam	01/1993–02/1995 Paribas Group.
India	1977 –1986 Gulf Consultants Ltd.
Hong Kong	02/2013–06/2014 Nova Capital.
Sri – Lanka	02/2007–05/2009 Fipcor
Thailand	07/2011–11/2012 Financière EOS.
Pakistan	02/2009–03/2010 Fipcor.

12. Professional experience

Date from – Date to	Location	Company	Position	Description
Jan 2004- July 2014	Paris Kuwait	Financière EOS International Hospitality Consulting < www.financiere-eos.com > Independent Consultant	Board Member (until 2011) Business Development Manager Economic Expert for European Union(E.U.), and the World Bank	In charge of the International Trade Department for companies in France, Belgium, Spain, Luxembourg and the Maghreb. EOS other activity from 1996 is in the tourism M&A field as well as restructuring hotels in France. London- 2011: Earthport a funds-transfer company : raised 10m £ equity from private equity funds 11/2009-05/2010: European Union-China Enterprise Reform Project (Shaanxi). Worked in Xian (China) to set up two Guarantee Funds (European Union contract) 2011 Algeria: advised an Algerian investment bank to define a new strategy to improve profitability of the bank (E.U. mission). 2012 Tunisia: feasibility study on behalf of the European Investment Bank (EIB) to set up a Venture Capital Fund. Search of potential co-investors institutions (IFC, African Development Bank, Kuwait Fund, and Abu Dhabi Fund). 2013 Serbia: advised the Ministry of Privatisation on its restructuring (E.U. contract) 2014 Congo (RDC): assisted Cauditec a RDC consulting company to implement a World Bank assignment to re-organize the Trade department of the Ministry of Commerce. Since 2007 Advises a Kuwaiti family on their investments in Eastern Europe and Russia.
May 2005- June 2011	Geneva	FIPCOR. (Financial Intelligence and Processing) < www.fipcor.com >	Advisor	Restructured the financial and control department of the Moroccan Phosphate Company. Private Equity and Project Financing, restructuring, private placement debt and equity for European and Maghreb based SME's Selling of a snooker ball factory based in Belgium to an American private equity firm. Advisor to the Moroccan Ministry of Trade and the CGEM (Cercle des Groupements des Entreprises Marocaines). Advisor to Cairo Capital Group (Egypt).
07/2001- 11/2003	Cairo Egypt.	Ministry of Public Enterprises & Privatisation US Aid Project	Senior Investment & Economic Advisor Management of 20 bankers staff	US AID Privatization Implementation Project aimed to accelerate the pace of the Egypt Privatization Programme. Main responsibilities included: Streamline the process of preparing enterprises for Privatisation (valuations, information memoranda, bid documents, tender, sales contracts). Implement an International Marketing Programs and Road Show to targeted Strategic Investors. Advised and assisted the Ministry of Public Enterprises in sales negotiations. Organized and coordinated the visits of Egyptian companies to be privatized in Turkey, Kuwait, Abu Dhabi, Dubai and India .
09/1999- 06/2001	Morocco	Association of Private Banks in Morocco (GPBM) Casablanca	Senior Economic Advisor to GPBM.	Set Up of a 30 million Euros Long Term credit facility from the European Union to promote employment of SME's in Northern Morocco. Search for Venture Capital and alternative sources of financing for Start-Ups (relations with members of the European Venture Capital Association -EVCA). Co-financing with the European Bank for Reconstruction and Development for the creation of a Bulgarian Venture Capital company (Sofia). Relationships with the African Development Bank, European Investment Bank and the European Investment Fund.

07/1996-07/1999	Casablanca Morocco	European union (E.U.) Morocco	Project Coordinator & Economist of a 150m Euros SME's Development Programme	Creation of a Venture Capital Fund under the supervision of European Investment Bank. Establishment of a national SME Guarantee Fund (funded by the E.U) with Moroccan Partners. Set up of an ISO Standards and Certification Programme to help SME's in their drive to export by meeting international quality standards. Set up a programme for SME's to access Medium Term bank finance. Negotiations with the Ministry of Finance for the set up of an Industrial Bank. Managed the reorganization of two 20 million Euro SME's Credit Programs in Northern Morocco with as result a reduction of the prospective delinquency rate of 55% to 25%.
02/1992-06/1996	Hong-Kong, China, Vietnam, Turkey, Rumania, Bulgaria	Paribas Group	International Business Development. CEO of the Chinese operations	Obtained an E.C.I.P.-E.U. financing to set up an agro-food factory in the province of Guangxi (China). General Manager of Sheipaula (Hong Kong), the Far East subsidiary. Restructured the financing of a cadmium factory in Henyank (Hunan Province –China). Financing of a Beijing based biotech food and pharmaceutical laboratory. Vietnam: financing for a snooker ball factory(Saluc) in order to compete with a Taiwanese competitor. Set up of the International department of four agro-food business units (Turkey, Hungary, Romania and Bulgaria).
04/1990-01/1992	London, Houston, Moscow (Russia).	Bankers Trust Company	Energy Department. Managing Director- Management of 25 bankers	Management of a 4 Billion US\$ Credit and Equity Energy Portfolio. Advisor to the Ministry of Energy of the Russian Federation, concerning the strategy for an Energy Privatisation Program. Build Operate Transfer (BOT) project finance for a US \$400,000 tons/year polyethylene factory in TOBOLSK (Siberia). Treasury management on behalf of various Eastern European companies. Various M&A deals in Eastern Europe.
07/1986-02/1990	London, New York	Merrill Lynch Ltd.	Investment Banking Department. Managing Director.	Management of 30 bankers, analysts and support staff covering. Switzerland, Belgium, Luxembourg, Portugal, Monaco and Lichtenstein. Management of the liquid assets of the Ministry of Finance (Treasury section) of Belgium and Portugal. Selling of Currency Derivatives products. Advisor to Privatisation for the Kingdom of Belgium and the Republic of Portugal. Sale and Leaseback of railway equipment for the Belgium railway company. Business restructuring including evaluation, strategic planning, refinancing and sale of Companies (M&A). Stock Market Initial Public Offerings (IPO) including Benetton- ADR.
10/1977-07/1986	UAE, Kuwait, Saudi Arabia, Lebanon, Jordan, South Africa and India.	Gulf Consultants UAE	General Manager	GCL was a joint venture with the UK merchant Bank Charterhouse. It carried out financial intermediation missions, feasibility studies, financial management and International trade facilitations for SME's working closely with the Industrial Bank of Kuwait, the Arab Guarantee Corporation, the Arab Fund, the OPEC Fund, APICORP and the Saudi Investment Bank. It assisted Gulf based investor on SME Acquisitions and Start-Ups in Egypt, India, Lebanon, and South Africa. Obtained four major contracting contracts for Belgium, German and French companies.
09/1970-09/1977	San Francisco, London, Kuwait	Bank of America (BoFA)	Deputy General manager	San Francisco: Credit department. London: Foreign Exchange & Treasury advisor to Multinational British companies. Kuwait: Deputy General manager of BoFA – the Financial Group of Kuwait (F.G.K.), an Investment Bank. In charge of local IPO's & Corporate Finance in the Arabian Gulf and in East Africa.