



Mobile:

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Karoly Schweininger

Summary

Specialized in investment management, corporate finance and M&A with over 20 years experience in capital markets. Currently as Head of Investment Management and M&A at Magyar Telekom responsible for the group's investment portfolio as well as M&A activities both in Hungary and abroad. Prior to that, as Director of one of the largest independent Hungarian and Central European financial advisory firms, advised multinational and local companies to establish and implement their M&A strategies in several industries across the region.

Effective manager and team builder with excellent interpersonal and communication skills with proven track record for motivating others to achieve maximum results under highly competitive and difficult circumstances.

Professional Experience

2007 - Magyar Telekom Plc.
Head of Investment Management and M&A (2015-)

Leading a team of 12 professionals responsible for Magyar Telekom Group's investment portfolio and M&A activities as well as serving as board member in several companies both in Hungary and abroad.

Key achievements include:

- Driving the consolidation process in the fixed line telecommunications market by executing around 20 acquisitions in the past few years.
- Leading investment portfolio simplification by concluding around 10 transactions (divestments, mergers, liquidations) with the aim to simplify the investment portfolio of Magyar Telekom.
- Managing major divestments in case of investments considered as non-core (Telekom Montenegro – the incumbent telco operator in Montenegro and Origo – one of the market leader online media company in Hungary).

Head of M&A (2007-2015)

Leading Magyar Telekom Group's M&A team responsible for acquisitions and divestments in Hungary and internationally. Gained experience in a multicultural environment at one of Hungary's largest companies. Selected list of projects is as follows:

Telecom – international:

- Project leader on the acquisition of Telekom Slovenije (incumbent operator in Slovenia, valued at EUR 2bn). Led a team of around 40 people (internal and external), conducted valuation and due diligence, submitted binding bid. Privatization tender was cancelled.
- Responsible for the divestment of Orbitel, Magyar Telekom's alternative telecommunications subsidiary in Bulgaria. Transaction closed in 2010.
- Business development activities, identification of acquisition targets in several Central and Eastern European countries (including Bulgaria, Romania, Slovenia, Bosnia Herzegovina, Kosovo, Ukraine).

Telecom – Hungary:

- Acquisition of one of the largest fixed line operator (target: confidential).
- Acquisition of GTS Hungary, the largest alternative fixed line operator in Hungary.

IT:

- Acquisition of Daten-Kontor Kft., ensuring cost efficient operation and more competitive application development market presence for Magyar Telekom.
- Acquisition of ISH Kft., market leader medical application provider enabling Magyar Telekom expanding new value position on the healthcare IT solution market.
- Acquisition of KFKI Direkt with the aim of capturing unique knowledge in a special hardware and software system used by governmental institutions.

Cable TV (CATV):

- Identified CATV acquisition targets with the aim to consolidate the Hungarian CATV market.
- Concluded negotiations with acquisition targets, successfully closed a number of deals; numerous transactions still ongoing.

Energy:

- Setting up a Joint Venture with MET to provide energy services to the B2B segment.

2001 - 2007 Euro-Phoenix Financial Advisors Ltd. Director (2006-2007); Associate Director (2001- 2006)

Acted as project manager in many investment banking assignments throughout Central and Eastern Europe in a wide range of sectors. Advised clients in numerous M&A and corporate finance advisory mandates, gained experience in the entire spectrum of the transaction process (preparation of Information Memoranda, valuations, due diligence, negotiations, financing, etc.). Partial list of projects, broken down by sectors, is as follows:

Energy:

- Project manager on the sale of two major Hungarian energy service companies.
- Advised a major international energy company on its market entry strategy on the Hungarian cooling market.
- Conducted initial due diligence and prepared valuation on MOL's gas assets, on behalf of an international strategic investor.

TMT:

- Project manager on the acquisition of Orbitel, a leading Bulgarian data communications company, on behalf of Magyar Telekom, the Hungarian

incumbent.

- Advised HTCC on the acquisition of assets and business of PanTel, the leading Hungarian alternative data communications provider.
- Project manager on the due diligence and valuation on Montenegro Telekom, advising a consortium of strategic and financial investors.
- Initial due diligence on a Balkan mobile operator, on behalf of a multinational telecom operator.
- Completed a strategy study with respect to investment opportunities in the mobile sector in two Balkan countries.

Other:

- Project manager for the acquisition of Budapest Airport, retained by a major European airport operator.
- Project manager in the acquisition of a leading oilseed processor in Central Europe for a major international conglomerate.

1999 – 2001
Equity Analyst

Nemet Befektetési Társaság Rt.

- Carried out equity analysis of companies listed on the Budapest Stock Exchange using DCF and international comparable based valuation methods.
- Conducted researches on domestic and global capital markets.

1997 – 1999
Equity Analyst

K&H Securities Rt.

- Performed equity analysis using international comparables and DCF valuation.
- Conducted researches on domestic and global capital markets.

Education	1994 - 1999	University of Economics (Budapest) MSc in Finance
	1999	Stock Exchange Examination, organized by the International Training Center for Bankers

Languages Hungarian (native), English (fluent), German (basic)

Personal data

- Date of birth:
- Family status: