

CURRICULUM VITAE

SURNAME : MARKOULAKIS (Mr.)
FIRST NAME : Konstantinos
DATE OF BIRTH : April 1st, 1969

EDUCATION

Institution : University of Bristol (on academic scholarship)
Date : 1992 - 1993
Degree : LL.M. in International Law

Institution : Université Libre de Bruxelles, Institut d'Etudes Européennes
Date : 1990 - 1992
Degree : Licence Spéciale en Droit Européen (Grande Distinction)

Institution : University of Thrace, School of Law
Date : 1986 - 1990
Degree : Law Degree (First Class - Honours)

Institution : Athens College
Date : 1976 - 1986
Degree : High School Degree (Honours)

LANGUAGE SKILLS (1=basic, 5=fluent)

	<i>reading</i>	<i>speaking</i>	<i>writing</i>
Greek	5	5	5
English	5	5	5
French	5	4	4

MEMBERSHIP OF PROFESSIONAL BODIES

- Member of the Athens Bar Association
- Member of the Athens College Alumni Association
- Member of the A. Onassis Public Benefit Foundation Alumni Association

OTHER SKILLS

- Computer literacy (Word processing, databases, Internet research, limited programming)
- Extensive negotiations skills and experience
- Excellent communication, organisational and managerial skills

KEY QUALIFICATIONS

- Extensive involvement and field experience in EU-sponsored institutional projects and other forms of consultancy services in Eastern and South-Eastern Europe, Central Asia and Caucasus countries over the past 13 years (Romania, Albania, FYROM, Serbia and Montenegro, Moldova, Belarus, Ukraine, Georgia, Armenia, Azerbaijan, Kazakhstan, Turkmenistan, Uzbekistan, Kyrgyzstan)
- Academic knowledge and practical experience in multiple facets of the EU competition and energy sector legislation and its transposition to and application in transition economies
- Experience in the institutional and legal structuring of Public – Private Partnerships (PPP)
- Experience in international and domestic arbitration and ADR
- Experience in the development of “green” tourism development projects (eco-campings, eco-marinas etc.)
- Experience in the management of consultancy projects and multi-disciplinary teams of experts
- Specialized negotiations and presentations training, developed communication skills

SPECIALISED THIRD COUNTRY EXPERIENCE

2007 - 2009	<p>ALBANIA: Principal legal advisor in the International Center for the Settlement of Investment Disputes arbitration between a Greek contractor and the Albanian Government regarding the implementation of a FIDIC-based, World Bank-funded road construction project in Albania and related compensation. Total claim amount: € ~4 million.</p>
2006 - 2008	<p>MOLDOVA, BELARUS, UKRAINE, GEORGIA, ARMENIA, AZERBAIJAN: IFI Technical Assistance Fund for the facilitation of investments in oil and gas projects – Key Legal Expert The project aimed at the provision of specialist legal, financial, technical and environmental expertise to corporations of the energy sector in the beneficiary countries in order to enable them to compile, according to international standards, applications to international financial institutions for the financing of interstate oil and natural gas transportation projects.</p>
2005	<p>SERBIA: EuropeAid/114376/D/SV/YU Project “Creation and Operation of the Serbian Energy Agency” – Short-term International Expert The project aimed at establishing and operating in Serbia an autonomous Regulatory Agency (SERA) for the energy sector. Expert and advisory services were provided to the SERA on management, tariff methodologies, energy licensing and permits, development of liberalised energy markets (in line with EU directives), and energy secondary legislation. The project incorporated a major training component.</p>
2003 - 2007	<p>HUNGARY: Darázs, Szabó & Társai Ügyvédi Iroda / Tsironis & Associates – Senior Associate A joint venture between several distinguished Hungarian lawyers and Tsironis & Associates was instituted and registered with the Budapest Bar Association, following the latter firm’s presence in Hungary for more than a year.</p>
2003	<p>UKRAINE: INOGATE 98/99.04 Project “Follow-Up to the INOGATE Support Group” – Legal Expert Within the framework of the project, an EU-Ukraine Joint Experts Working Group (JEWG) was formed to propose measures for the reform of the natural gas transit system of Ukraine in order to achieve the rehabilitation required for the reliable function of the network in the mid- to long-term future.</p>
2001 - 2004	<p>ALBANIA: ICC Case 12654/MS Principal legal advisor in the International Chamber of Commerce arbitration between an EU Contractor and the Albanian Government regarding the implementation of a FIDIC-based, EU-funded road construction project in Albania. Total amount awarded: > € 3 million.</p>
2001	<p>ROMANIA: PHARE Project RO 9805.01.01-02 “Development of the Objectives of the INOGATE Project in Romania” – EU Experts Manager The project aimed at the harmonisation of the Romanian legislation and administrative practice in the energy sector with the EU legislation and the international commitments of Romania (Energy Charter Treaty, INOGATE Umbrella Agreement etc.). A large component of the project work related to competition and anti-monopoly issues. Following close co-operation with all interested parties (including regulatory authorities, several ministries, IFIs and energy-sector enterprises), a workshop was held in Bucharest culminating in a comprehensive report and draft legislative texts. The project was acknowledged by the beneficiaries as one of the most successful PHARE projects to date.</p>
2000 - 2001	<p>GEORGIA, AZERBAIJAN, KAZAKHSTAN: INOGATE 98.01 Project “Multi-modal Oil Transportation System” – Head of the Legal Team The project aimed at the drafting of a feasibility study and at the negotiation and elaboration of the institutional, legal and contractual documents required for the establishment and operation of a Multi-modal Oil Transportation System of a 10 Mt/yr capacity from Kazakh and Azeri sources to Georgian ports in the Black Sea through an integrated transportation system involving railways, maritime transport and related port facilities.</p>
1999 - 2000	<p>MOLDOVA, BELARUS, UKRAINE, GEORGIA, ARMENIA, AZERBAIJAN, TURKMENISTAN, KAZAKHSTAN, UZBEKISTAN, KYRGYZSTAN: INOGATE 97.04 Project “Follow-up on Institutional Issues” – Head of the Legal Team The project aimed at the further institutional development of the INOGATE Umbrella Agreement through the negotiation and elaboration of further protocols (Dispute Settlement, Guarantee Trust Fund etc.) and the identification of energy transportation projects worthy of further technical support by the INOGATE Programme.</p>

1997 – 1999	<p>MOLDOVA, BELARUS, UKRAINE, GEORGIA, ARMENIA, AZERBAIJAN, TURKMENISTAN, KAZAKHSTAN, UZBEKISTAN, KYRGYZSTAN: TACIS-INOGATE 96.07 Project</p> <p>“Institutional Issues and Strengthening of Regional Co-operation” – Legal Component Manager</p> <p>The project aimed at the drafting of up-to-date, comprehensive country reports on the legislation, institutional structure of the energy sector, financial and technical data of the beneficiary states with the purpose of proposing legislative amendments in order for the regime governing interstate hydrocarbon transportation to become compatible between all the beneficiaries. Apart from the country reports and related training modules, the project culminated in the INOGATE Umbrella Agreement on the Institutional Framework for the Establishment of Interstate Oil and Gas Transportation Systems currently signed by 22 European and Asian states and constituting a major EU energy policy tool.</p>
1996 - 1997	<p>GEORGIA: EBRD Project C6006/ETC-95-12-36</p> <p>“Poti Grain Terminal Project” – Legal Expert</p> <p>The project aimed at the creation of a grain terminal at the port of Poti through its 20-year concession to a private contractor and required close consultation with state authorities in order to draft and negotiate a concession contract. This contract was subsequently used as a model for similar port development schemes in Georgia.</p>
1995 – 2000	<p>MOLDOVA:</p> <p>“Giurgiulesti Oil Terminal Project” – Legal Expert</p> <p>The project concerned the establishment and operation of an oil terminal on the Moldovan bank of the Danube river with the involvement of Greek investors and contractors and financing by a group of commercial banks led by the European Bank for Reconstruction and Development (EBRD). The project had a novel structure where the EBRD was both a lender and a shareholder in the joint venture company which operated the terminal.</p>

PROFESSIONAL EXPERIENCE RECORD

- Date:** 2005 - present
Company: TOURISM DEVELOPMENT COMPANY SA
Position: Senior legal advisor (in-house)
Description: The company manages the real estate assets (hotels, marinas, exhibition centers, resorts, etc.) of the Hellenic Tourism Organisation (EOT), mainly using long-term lease and concession agreements. Legal services rendered focus on issues of competition law, institutional and legal project structuring, settlement of disputes and “green” project development (eco-campings, eco-marinas, etc).
- Date:** 2001 - present
Company: BALATSINOU – KOSTOPOULOS (BEAUTYWORKS) Inc. / ALAPIS (major Greek cosmetics chain)
Position: Legal Advisor
Description: Legal advice on a wide range of issues including the creation of a franchise network throughout Greece, exclusive representation and other supply contracts with major international cosmetics houses, competition issues and overall operation issues.
- Date:** 2007 - present
Company: BiOTOS (major Greek biological food wholesale and retail corporation)
Position: Legal Advisor
Description: Legal advice on corporate and overall operation issues.
- Date:** 2008 - present
Company: MEDILCO HELLAS SA (major Greek pesticide and fertilizer wholesaler)
Position: Legal Advisor
Description: Legal advice on corporate and overall operation issues.
- Date:** 2005
Company: MINISTRY OF ECONOMICS AND FINANCE
Position: Legal advisor
Description: Participation in the expert committee drafting the Law on Public-Private Partnerships (PPP).
- Date:** 2003
Company: MINISTRY OF DEVELOPMENT, GENERAL SECRETARIAT FOR INDUSTRY
Position: Legal advisor
Description: Provision of expert advice regarding the approval by the General Directorate for Competition of the European Commission of several state aid schemes of the Ministry.

- Date:** 1995 - 2002
Company: MARKATOS - LAMNIDES ATHENS LAW FIRM
Position: Partner
Description: Provision of expert advice in all the international projects of the firm, management of the International Projects Department of the firm, provision of legal services to most of the foreign clients of the firm, litigation. Within the framework of the TACIS-INOGATE Project, overall co-ordination and management of the firm's input, personal expert input, organisation of and presentations in a number of specialized workshops, numerous missions to the participating countries.
- Date:** 2001 - 2002
Company: MINISTRY OF DEVELOPMENT, GENERAL SECRETARIAT FOR RESEARCH AND TECHNOLOGY
Position: Legal advisor
Description: Provision of expert advice regarding the approval by the General Directorate for Competition of the European Commission of several state aid schemes of the Ministry.
- Date:** 2000 - 2009
Company: PANTECHNIKI SA / C. I. SARANTOPOULOS SA (construction company)
Position: Legal advisor
Description: Principal legal advisor in the ICC and ICSID arbitration proceedings between the company and the Albanian Government, provision of legal advice on the implementation of FIDIC-based, EU-funded projects in Albania and Romania.
- Date:** 2002 - 2007
Company: VETO SA (athletic wear and footwear distributor)
Position: Legal Advisor
Description: Legal advice on competition issues, such as international franchise and exclusive distribution agreements, and related litigation.
- Date:** 1993 - 1995
Company: S. K. MARKOULAKIS LAW OFFICE
Position: Lawyer
Description: Consultancy and litigation, mainly on air transport and labour cases.

OTHER INFORMATION

- *"Financing of Oil and Gas Transport Projects"* (co-editor), reference book in English and Russian prepared within the framework of the TACIS-INOGATE 96.07 Project (1999).
- *"The Aegean Sea Continental Shelf Case"* (in greek), article in *"Paristame"* (*"Duly Represented"*), the law review of the Young and Trainee Lawyers' Association of Pireaus, issue 6 (Fall 1995).
- *"The Relationship Between Minority Rights and Self-Determination: An Analysis in the Light of Recent Developments"*, article in the *European Law Students' Association Law Review*, April 1994 issue.
- *"Negotiations for Lawyers – Basic and Advanced Levels"* seminars (23-24 February 2007, 23-24 March 2007)
- Advanced preparation of a Ph.D. in Public International Law thesis on the provisional subject *"Minorities and Self-Determination: Prospects for the Future"*, under the supervision of the late Professor Krateros Ioannou, former Judge of the European Court of Justice and Associate Professor Stelios Perrakis, former General Secretary (European Affairs) of the Greek Ministry of Foreign Affairs.
- Academic scholarship (Law, 1992-1993) from the *"Alexander Onassis Public Benefit Foundation"*, Liechtenstein.
- Representation of Greece in the *1990 Jessup International Law Moot Court Competition*, Washington, DC.
- Representation of Greece in the *1989 Model United Nations Conference*, Toronto: *Best ICJ Judge Award*.
- Representation of Greece in the *1989 Telders International Law Competition*, The Hague.
- International Law Courses of the Hague Academy of International Law (summer 1990).
- Executive organiser of conference on *"Investment Opportunities in Romania"* held in Athens on 24/06/1999 and sponsored by the Hellenic Foreign Trade Board.