

COSTAS YENETHLIS

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Education:

- M.B.A., NEW YORK UNIVERSITY, Leonard N. Stern School of Business (2000)**
- Specialization in Business Management and Strategy
- M.Sc. in Computer science & Mathematics, NEW JERSEY INSTITUTE OF TECHNOLOGY (1995)**
- Fulbright Scholarship
- B.Sc. *summa cum laude* in MIS & Mathematics, UNIVERSITY OF INDIANAPOLIS (1993)**
- Ranked 1st Student of Class of 1993

Experience:

Feb 20 - now	Shareholder, MANDARIN GAMING N.V.	Curacao
Feb 20 - now	Shareholder and Director, COALDALE ENTERPRISES LTD.	Cyprus
Jun 17 - 2023	Co-Founder, Business Planning, opiniocracy.com (OPINIOCRACY MEDIA LTD).	Cyprus
	• A start-up project for the development and pilot launching (10/18) of opiniocracy.com, an innovative engaging online poll platform and ready-poll publishing tool.	
May 16 - 2018	Mergers & Acquisitions Manager, UFX GLOBAL GROUP.	Cyprus
	• Manages the acquisitions of forex companies in CEE. Major Duties: initiation, analysis, DD, negotiations of acquisition targets. Extensive traveling to CEE (Slovakia, Slovenia, Croatia, Serbia, Montenegro, Austria). • (May 16 – Mar 17) Executive Director, UBINARY LTD. Managed CySEC's license application process. The project was terminated due to acquisition of the mother group.	
Feb 15 – May 16	Business Development & Project Manager - Gaming & Betting, TREPPIDES INVESTMENTS & HOLDINGS.	Cyprus
	• Part of the 'M&A and Consulting Business Unit' responsible for the management of a gaming & betting investment fund. Fund scope: the acquisition and management of gaming & betting companies in Central Eastern Europe. • Major Duties: (a) analysis of acquisition targets, (b) business planning, monitoring, advising the acquired companies. Extensive traveling to current/prospect acquisitions (ALB, SRB, ROM, BUL, FYR, GRE).	
Jan 11 – Jan 15	CHRISTOFI GROUP	Cyprus
	(2013-14) Executive Director - Strategy and Business Development, EASY ENERGY INTERNATIONAL (UK)	
	• Strategic planning, market research, international business development (Germany, China, Morocco, Greece). • (2011-12) Managing Director, LASER INVESTMENTS GROUP PLC. (country franchisee of Burger King & Coffee Beanery) • Major achievements: financial restructuring, ops fine tuning, supply chain reengineering. Annual Turnover = €7.4m.	
2008 - 2011	Founder, TEN20 PROPERTIES LTD.	Bulgaria
	• Provided real estate services in the Burgas region. • Invested (& founder) in starting Yummy Tastes, a successful F&B company. Managed the initial setup. Sold in 2011.	
Dec 06 - Jun 08	General Manager, RAFAEL GROUP OF COMPANIES (real estate services group).	Bulgaria
	• Implemented a 2-year strategic plan, worked on strategic & operational restructuring. Annual Turnover = €37m.	
Feb 02 - Jun 03	External Business Consultant, Hi-Tech Business Incubator Project, UNIVERSITY OF CYPRUS (UCY).	Cyprus
	• Prepared & submitted the "Application for the Creation of a Hi-tech Business Incubator" to Ministry of Commerce. The application was approved and UCY was granted a license to establish 'Diogenes Business Incubator (DBI)'. • Assigned to implement the business plan and manage the setup, launching and initial operation of DBI.	
Nov 01 - Nov 06	Co-Founder and General Manager, TEN20 INFORMATION SOLUTIONS LTD.	Cyprus
	• IT consulting services, info systems analysis & development, customized software solutions, packaged software. • Won a 2y contract for analysis/development/operation of a Betfair-like online betting system for a local public firm.	
Nov 99 - Apr 01	Strategy Consultant, MITCHELL MADISON GROUP (MMG).	New York, USA
	• MMG is a global management consulting firm. It was founded in 1992 and is a McKinsey & A.T. Kearney spin-off. • Major Projects/Clients: American Express Financial Services, Credit Suisse First Boston.	
1996 - 1997	Co-founder and General Manager (1996), BARRACUDA CLUB (GSM LEISURE AND ENTERTAINMENT LTD.)	Cyprus
	• Managed the initial setup. Introduced innovative operations and promotion techniques. Annual Turnover = €580K.	
1995 - 1997	Research Associate (Ph.D. Candidate work), Information Science Department, UNIVERSITY OF CYPRUS.	Cyprus
	• Conducted research on "The theoretical foundations & interdisciplinarity of Decision Support Systems"	
1989 - 1990	Independent Software Analyst & Developer, Cyprus Broadcasting Corporation (CyBC).	Cyprus
	• Won a contract for the analysis and development of a 'Live Sports TV Infographics Information System' for CyBC.	

Consulting and Other Related Activities:

Oct 05 - Apr 06	Member, Evaluation Committee, National Health Insurance Organization (HIO), Ministry of Health.	
	• Evaluated the proposals for the "Provision of Consulting Services for HIO". Awarded to: McKinsey & Co. Cost: €800K.	
Jun 06 - Oct 06	Independent Business Consultant, Mallouppas & Papacostas Public Co. Ltd.	
	• Provided consulting services for the selection of an ERP system. Awarded to: Logicom PLC. Cost: €250K.	
Jan 04 - Feb 06	External Evaluator, Hi-Tech Business Incubator Programme (HBIP), Ministry of Commerce.	
	• Evaluated six business plans submitted to the HBIP; three were approved and received an EU grant of €200K each.	
Oct 03 - Mar 05	Member, Consulting Team for the National Hospitals Information System (NHIS) Project, Ministry of Health.	
	• Prepared RFP document. Evaluated "NHIS Development & Installation" proposals. Awarded to: IBM. Cost: €45mil.	
Board Directorships:	XTrade Europe Ltd. (3/2019-now), Lionsman Capital Markets Ltd. (2012-2016), Easy Energy International PLC (2012-2015), Laser Investments Group PLC (2010-12), Diogenes Hi-Tech Business Incubator Ltd. (2005-07).	