

## **Ron Marton MA**

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### **SKILLS AND EXPERIENCE**

14 years Corporate Finance transaction management and marketing for European and UK clients, with a record of innovation, team success and development in difficult sectors.

#### **Sector advisory and marketing skills**

- Successfully initiated corporate finance marketing to European Utilities Groups in 1998
- Led main board presentations in Italy and Luxembourg described as the most effective made by an investment bank - 4 out of 11 produced exclusive discussions of mandates
- Jointly won and executed a strategic advisory mandate for a Dutch group
- Strengthened Global's relationships with major potential acquirers
- Record of previous rapid development of expertise in downstream oil and life assurance

#### **Wide ranging transaction record**

- Managed many of Global's most significant transactions as a team leader including a record breaking sector flotation. Responsible for relationship with one of Global's most sensitive clients
- 5 completed public offers, one being the first in the UK by an Austrian group
- Private acquisitions and disposals, most involving a Continental European client or target
- Flotations; rights issues; joint ventures; venture fund raising
- Successful corporate governance lobbying; advice on strategy and capital structure
- Lead management of one of the largest Euro-Equity transactions in the 1980s

#### **Managerial and team building experience**

- Led 6 man corporate finance transaction team for 4 years
- Responsible for 18 staff and developed all of Global's team leaders
- Managed many large international teams of outside professionals
- Personally established cross-divisional utilities teams, securing the support of over 30 people: instrumental in the creation of a strategic consulting team for Euro Equities transactions

### **OTHER EXPERIENCE AND SKILLS**

- Strong record as one of three equity fund managers leading the Franzen Grayson European team which controlled \$1 billion for UK pension funds and sovereign states
- Developed fluent German at Franzen Grayson

### **CAREER SUMMARY**

#### **Global Investment Bank Limited**

**1998 - 2011**

Director, European Corporate Finance

Assistant Director,

UK Team Leader/Manager, Investment Banking

#### **Franzen Grayson, Bankers**

**1981 - 1998**

Corporate Finance Executive Senior Manager, Euro Equities

Corporate Finance Associate

European Fund Manager

UK Equity Analyst

### **QUALIFICATIONS & PERSONAL**

1981 Cambridge University - MA Philosophy, Physiology and Psychology  
1977 Buckingham College - 4 'A' levels: Maths, English, Economics, History  
Languages - German (fluent), French (good) Date of Birth - 27th April 1958