

Dipl.-Ing. Cenap Kuloğlu, MBA - Curriculum Vitae

Education

- 9/1967 **German High School – Istanbul**
- Best graduate out of 75 candidates
 - Initiator and founding member of the “German High School Alumni Club” in 1976
- 10/1975 **Technical University Berlin**
- “Diplom Ingenieur” (comparable to a M.Sc. in Industrial Engineering)
 - Received "Vordiplom" (B.Sc.) as best of 103 candidates in 1978
 - Initiator, founding member and elected Chairman of the "ArbeitsGruppe Wi - ing." within the Association of German Industrial Engineers (VWI e.V.) in 1980
 - Recipient of DAAD (German Academic Exchange Service) Scholarship (1975 - 1981)
- 1/1982 **Columbia University, Graduate School of Business - New York City**
- Master’s Degree in Business Administration (International business, finance and marketing)
 - Recipient 1982 - 1983 of Rotary Foundation International Educational Award

Professional career

- 3/1984 **McKinsey & Company Inc., Frankfurt**
- Member of the Financial Institutions Group
 - Research Assistant in New York Office 1980
 - Summer Associate in Frankfurt Office during summers 1982 and 1983
 - Initiated and developed a new approach “How banks should deal with large corporate customers?”
- 1/1989 **Merrill Lynch & Company Inc., Frankfurt**
- Advisor to the Managing Director
 - Initiated and developed a new program “How to run institutional equity business for sustainable profits?”
- 4/1990 **Price Waterhouse, Frankfurt**
- Member of the European Financial Services Group
 - Overall responsibility for building up the banking practice in Germany
- 8/1991 **Kuloğlu & Partner GmbH, Frankfurt
Management Consultants**
- Founder and Managing Director
 - Advisors to Top management addressing issues on strategy, organization and operations (Examples of engagements and entrepreneurship are the following)
 - Initiated, developed and implemented a large scale Change Management Program for a leading German "Landesbank / Sparkasse": Strategic reorientation, organizational change, first German bank with customer segment responsibilities at the board and branch levels in 1994 (Team size up to 20 Associates, continuous engagement duration: 5 years)
 - Overall diagnosis and development of strategy for two of top ten retail banks in Turkey
 - Initiated and developed the first mover B2B marketplace for SMEs from Germany and Turkey (Co-founder of “TRvision AG” in 2000)
 - Initiated, developed and implemented the strategy & structure for the first financial services distribution company targeting Turkish origin households in Germany with a holistic advisory approach and independent in product selection (Co-founder of “PB EuroTurks Finanzdienstleistungen GmbH” together with the Deutsche Postbank AG in 2005)
- 8/2010 **BELECTRIC KULOĞLU GÜNEŞ ELEKTRİK SANTRALLARI (GES) TEKNOLOJİSİ A.Ş., İstanbul**
- JV Agreement with BELECTRIC covering Turkey and selected neighbouring countries in 08/2009
 - Co-founder, Chairman of the Board and Managing Director (www.belectric-kuloglu.com)
 - BELECTRIC is the Global Market Leader in PV Systems Integration Work both in 2010 and 2011
 - Co-Founder, Chairman of the Board and Managing Director of “**CLIMAGY KULOĞLU GES YATIRIMLARI A.Ş.**” in 10/2011; CLIMAGY GmbH is owned by the shareholders of BELECTRIC Holding GmbH
 - Initiated, developed and implemented the “Joint Business Model”: Project development and investments in PV Solar Power Plants together with two Top Turkish Groups/Families and with two Top International Energy Groups. These two Top International Energy Groups did actively approach us.
 - **# 1 Project Developer in Turkey: 77,4 MW (14,2 %)** awarded in the First Licensing Round (incl. the single largest Solar Power Plant in Turkey with 45 MW) and achieved this result with an in average 855 k TL/MW lower contribution fee for the AC connection capacity than the other Top 5 competitors
 - Due to the acquisition of **BELECTRIC** by **INNOGY SE** on 5th of January 2017, renamed as of 27th of February 2017: **APURON KULOĞLU GES & AKÜ TEKNOLOJİSİ A.Ş.** (shareholder structure unchanged)