

Lionel MELKA

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Married, two sons (Raphaël, Gabriel)

Selected transactions advised

Advisor to **Thomson** in its secondary public offering: valuation,
Advisor to **Casino** in its alternative cash/share tender offer on Monoprix
Advisor to **Air France** in its privatization:
Advisor to **Publicis** in the merger of Publicis SA et Publicis Communication
Advisor to **LVMH** in the takeover on Belle Jardinière
Advisor to **Kingfisher** in the buy-out of But:
Advisor to **Saint-Gobain** in the cash offer on Meyer International:
Advisor to **Havas** in its equity offering
Advisor to **Vivendi Universal** in the restructuring of UGC's shareholding
Advisor to **Vivendi Universal** in the divestment of VUP Europe and Houghton Mifflin
Advisor to **Debitel France** in its acquisition of Videlec
Advisor to **Socpresse** in the exit of Carlyle from Figaro Holding
Advisor to **Castorama** in its defence against the hostile takeover bid launched by Kingfisher
Advisor to **Floréane Medical Implants** in the takeover bid launched by Tyco
Advisor to **Roularta Media Group** in the buy-out of Groupe L'Express L'Expansion from Dassault Group

Professional experience

- 2005- **LCF ROTHSCHILD. Director** – Mergers & Acquisitions
- ✓ **Executed** sell-side, buy-side, mergers and privatizations mandates
 - ❑ Conducted processes (wrote information memoranda, contacted potential investors, organized and prepared management presentations, organized data rooms, managed Q& A's...)
 - ❑ Supervised business plan analysis, valuation materials and financial engineering
 - ❑ Negotiated and reviewed shareholders agreements and prospectuses
 - ✓ **Actively participated** in the bank's **commercial drive**
 - ❑ Identified potential opportunities
 - ❑ Supervised the drafting of commercial materials and presented them to our clients/prospects
- 2001-2005 **CALYON. Vice President** – Mergers & Acquisitions
- ✓ **Coverage of the TMT industry and Listed Operations**
 - ❑ Interacted with team members and other departments of the bank to develop commercial ideas
 - ❑ Prepared and presented commercial presentations
 - ✓ **Executed** sell-side, buy-side, mergers and privatizations mandates
- 1998-2001 **LAZARD. Senior Associate** - Mergers & Acquisitions
- ❑ Provided multi-criteria valuations (DCF, merger and public market multiples, net asset value)
 - ❑ Prepared presentations and analyzed various industrial sectors in France
- 1997 **PARIBAS. Analyst**

Education

University Paris-Dauphine

- ❑ Magistère : "Bank-Finance-Insurance" and DEA (1st year PhD) in International Finance

Washington University in Saint-Louis (Missouri)

- ❑ MBA Finance (Spring semester)

Graduated with honors from the French "Baccalauréat" – Lycée de l'A.I.U.

Languages

<i>French</i>	Mother tongue	<i>English</i>	Fluent
<i>Hebrew</i>	Spoken		

Other interests

Sports Tennis, golf, running
Others Poker, Reading (Levinas, Kafka, Pessoa)
President-founder of Paris-based M&A Havana Club