

# Odysseas Christoforou

## Profile

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With a career of more than 25 years, Odysseas Christoforou is a highly experienced executive, with a tenure in senior management roles, at important Greek and multinational companies, which operate in the sectors of games of chance, banking, financial and consulting services.

Since 2014, he is a member of the top management team of OPAP, the largest gaming group in Greece and one of the most renowned in its sector internationally, having an active role in strategy development and the management of critical business activities.

## Professional experience

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### **OPAP S.A. | 2019 – today** **Deputy CEO**

As OPAP's Deputy CEO, he is a member of the top management team and also serves as Chairman of the Compliance Committee of the company. As part of his duties, he is responsible for the company's activities in the fields of Corporate Affairs, Regulatory Affairs, Corporate and Marketing Communications, Public Relations, Sponsorships and Corporate Social Responsibility. He reports directly to the Executive Chairman and the CEO of OPAP.

### Participation in OPAP subsidiaries' Board of Directors

As a member of OPAP's leadership, he participates in the Board of Directors (BoD) of group subsidiaries. The BoDs have the overall responsibility for outlining company strategy and growth policy, as well as overseeing company administration. Specifically, he serves as:

- **Non-executive Chairman of the BoD of Tora Wallet S.A.:** Licensed by the Bank of Greece, Tora Wallet is an e-money institution, which provides e-payments services and other e-money services both to consumers (B2C) and enterprises (B2B). The company deploys the largest network of its sector, with more than 3,000 points of sales across Greece.
- **Non-executive Chairman of the BoD of Tora Direct S.A.:** Tora Direct provides transaction services via electronic means and mobile airtime, and also acts as a mediator of payment services.
- **Non-executive Member of the BoD of Hellenic Lotteries S.A.:** Hellenic Lotteries S.A. holds the exclusive right to produce, operate, distribute, promote and manage all State Lotteries (Popular Lottery, National Lottery, New Year's Lottery and Instant State Lottery).
- **Vice Chairman (non-executive) of the BoD of Horse Races S.A.:** Horse Races S.A. organizes and conducts horseracing mutual betting for Greek and international races, while it also organizes and conducts Greek horse races.

### **OPAP S.A. | 2014 – 2019** **Chief Corporate & Regulatory Affairs and Communications Officer**

Member of OPAP's top management team, reporting directly to the Executive Chairman and the Chief Executive Officer of the company. As part of his role, he was responsible for the company's activities in the fields of Corporate Affairs, Regulatory Affairs, Corporate and Marketing Communication, Public Relations, Sponsorships and Corporate Social Responsibility.

**Bank of Greece | 2009 – 2014**  
**General Manager**

Direct report to the Governor of the Bank of Greece. As part of his duties, he led the committee that monitored the implementation of the MoU signed with Greece's international partners. Additionally, he was responsible for communication, public relations and media relations activities.

**Bank of Cyprus | 2006 – 2008**  
**Group Chief Communications Officer**

Member of the top management of the Bank of Cyprus Group, with responsibilities related to Greece and Cyprus, as well as international subsidiaries. As part of his role, he was responsible for the group's Corporate Affairs, Corporate Communications, Advertising, Public Relations and Media Relations activities. Additionally, he led the coordination of cross-selling synergies.

**Emporiki Bank | 2004 – 2006**  
**Chief Marketing & Communications Officer**

Member of the bank's senior management. As part of his role, he was responsible for the group's activities in the fields of Marketing, Advertising, Corporate Affairs, Corporate Communications, Public Relations and Media Relations.

**Ernst & Young SE Europe | 2002 - 2004**  
**Chief Sales and Communications Officer**

Member of the top management, responsible for Sales, Marketing, Corporate Communications, Public Relations and Media Relations activities. As part of his duties, he oversaw activities in 11 countries in the SE Europe region (Greece, Cyprus, Albania, Serbia, Bulgaria, Turkey, Moldova etc.). During his tenure, the Key Account Management function for the SE Europe region was established, to support sales to key customers.

**Arthur Andersen | 1998 - 2002**  
**Chief Sales and Communications Officer**

Member of the top management for Greece, responsible for Sales, Marketing, Corporate Communications, Public Relations and Media Relations activities. Additionally, he led Key Account Management activities, with the aim of promoting sales and managing relationships with key customers.

**Education**

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**Ulster University (N. Ireland) | 1996 – 1997:** Master's degree in Public Relations and Communications

**West Attica University | 1989 – 1993:** Bachelor's degree from the Department of Social Work