

ACCOMPLISHMENTS

- Successful operational executive leadership roles with proven track records of delivering significant profitability in complex restructuring and growth situations for companies with over USD 3bn in assets and 10,000 employees
- Extensive international investment, operational and development experience of various direct and in-direct investment portfolios in various industries such as auto, bio-technology, finance, real-estate and energy
- Over 20 years of investment banking experience for major investment banks in global emerging markets participating in some of the landmark deals of the asset class, such as Rosneft and Banco Wise
- Globally ranked financial analyst, director of research, and portfolio management with 20 years of investment banking and asset management experience
- Extensive experience in negotiating and financing large scale projects with international banks and multinational financing institutions such as EIB, EBRD and IFC

EXPERIENCE

2022 – Present **TIRIAC INTERNATIONAL FOUNDATION** **Lichtenstein**
President of Investment Committee and CIO Private Equity

- Supervising the investment programs for the Tiriac International Foundation with assets of 1.7 bln Euro
- Responsible directly for the implementation of a 200 MEUR global private equity portfolio in direct and indirect investments globally in various regions and sectors with a concentration on health, food and IT

2007 – Present **INTREPIDGEM LTD** **Bucharest, Romania**
Managing Partner

- Administration activities
- Managed emerging markets private investments while developing the financial and operational infrastructure of an emerging market fund
- Developed a proprietary profit allocation and risk management system, accurately recording related return on investments to pre-set performance indicators
- Provided consulting services to one of the largest privatization in Romania, the sale of Chimcomplex

2018 – 2022 **TIRIAC GROUP, ITH Management** **Bucharest, Romania**
Chief Executive Officer of Romanian Assets

- Managed the Romanian operations of the Tiriac foundation, with assets in development or operating of over 900 MEUR
- Supervised the operations of existing real-estate assets of 450 MEUR, with over 100 MEUR in development
- Managed the development of the third largest auto dealer network in Romania, which sells over 7,000 units a year and executes over 350,000 hours of auto-repair service
- Managed the wholesale businesses of three global auto brands: Jaguar-Land Rover, Hyundai and Mitsubishi
- Supervised and divested the activities of the 6th largest leasing company in the country

2017 – 2018 **CHIMCOMPLEX SA** **Romania**
Consultant

- Procurement consultancy

2013 – 04/2017 **SNTGN TRANSGAZ SA** **Bucharest, Romania**
Chief Executive Officer ~ Member of BOA

- Lead the transformation and renewal of the majority government owned Romanian National Gas Transportation system, a company with over 4,600 employees and 13,000 km of pipe infrastructure
- Increased the company's profits by 90% in the first two years, delivering a 100% stock returns over the past three years, through re-structuring, re-designing and streamlining most of the company's operations; controlling overall costs, lowering network losses with significant savings, re-designing the procurement processes and restructuring the overall company's structure and workforce.
- Initiated and in executing the design and financing of the company's transformational development plan of over 1.1bn euro over the 2014-2019 period, based on the cooperation agreements for the transportation of the newly discovered resources in the Black Sea by the Exxon/OMV consortium and on the development of a high-pressure interconnection system with the neighboring countries

- Initiated and developed the largest trans-border gas transportation project in Europe, the BRUA project, which connects for the first time Southern Europe with Central Europe
- Negotiated personally the largest EU financing for a an European energy project and for a Romanian company in particular in the amount of 180 MEUR
- Negotiated and raised from European Investment Bank and European Bank of Development and Reconstruction very affordable financing lines of over 250MEUR.
- Modernized and improved the operations of the system through a complex implementation of a SCADA project that significantly increased the automatization, the safety and efficiency of the national gas transportation system
- Re-designed and implemented a new and modern national network code and managed the harmonization of the national legislation with the European legislative norms.

2011 – 2013 **VICTORY SQUARE**

Bucharest, Romania

Portfolio Manager

- Overseeing and making decisions about a group of investments

2009 – 2013 **TIRIAC GROUP**

Bucharest, Romania

Chief Executive Officer

- Lead the financial and operational restructuring of the largest private holding company in Romania (a de facto private equity fund) following the financial and economic crisis of 2008. Company's assets of over 1.2 Bln EUR and 3000 employees, in diverse service industries, such as banking, insurance, leasing, auto retail, property and others, were under severe pressure financial pressure because of the crisis.
- Negotiated and finalized the extension of the 700 MEUR put option of the Holding's interest in the second largest bank in Romania
- De-leveraged and restructured the Holding's retail auto business, hampered by a substantial 300 MEUR in slow moving inventories and an oversized headcount structure of over 2,400 employees.
- Managed the clean-up and the restructuring of the leasing company portfolio of over 400 MEUR in assets.
- Negotiated and executed the sale of various other businesses such as an elevator company, the Ford and Mercedes importer business and other smaller assets, such as some of the company's airplanes and helicopters.
- Developed a 9 MW solar park, and insurance brokerage company and an oil trading company as part of the group's strategy to diversify its assets

2002 – 2007 **URALSIB BANK**

Moscow, Russia

Managing Director ~ International Brokerage

- Developed and lead the International Brokerage Division of the second largest private capital bank in Russia, with 600 branches and 30,000 employees, a division with over USD 3 billion in revenues and USD 60 million in profits, with a strong emphasis on energy and banking covering some of the largest companies in emerging markets
- Coordinated and supervised the activity of the international offices New York and London
- Built a top research group that ranked third in Russia according to institutional investors in terms of recommendations and research quality in the highly competitive Russian equity market
- Collaborated on a number of deals and was instrumental in the bank being selected as a co-underwriter in the most important privatization in Russia, Rosneft, which was the world's fifth largest IPO ever recorded (USD 79.8 billion)

2001 – 2002 **CLSA**

London, UK

Managing Director ~ Emerging Market Strategy

- Established a complex research product detailing in depth analyses of capital markets in over 30 emerging markets as the global strategist of the top brokerage house in Asia
- Developed a comprehensive global emerging market strategy product with a key concentration in the energy and financial sector, as part of the company's global expansion in Latin America, Africa and Eastern Europe,

1998 – 2001 **SEB**

London, UK

Managing Principal

Chief Investor Officer ~ Emerging Market Funds

- Coordinated and supervised investments and investment process for a portfolio of USD 250 million
- Managed a team of 10 fund managers based in London, Hong Kong and Stockholm
- Completely restructured and implemented a sound and coherent investment process, which significantly enhanced the fund's performance

1997 – 1998 **RENAISSANCE CAPITAL** *Moscow, Russia*

Managing Director ~ Equity Research

- Responsible for developing the equity investment product for Russia's largest investment bank at that time
- Created and co-ordinated a research team of 20 specialists which, in a little over a year, ranked number one among investors in Eastern Europe, with specific recognition of our oil and gas sector research
- Participated and provided support in widely known privatisation transactions as a result of our research ranking

1995 – 1997 **CASPIAN SECURITIES** *New York, USA*

Managing Director ~ Equity Research

- Assembled and managed an equity research team of over 50 analysts in charge of over 400 companies in global emerging markets.
- Co-ordinated over 100 employees of the company's branch offices in Seoul, Singapore, Bangkok and Jakarta, as part of a new investment bank oriented towards the emerging markets

1994 – 1995 **BEAR STERNS** *New York, USA*

Executive Director ~ Financial Institutions Latin America

- Responsible for covering 30 of the most important financial institutions in the six largest countries in the region as part of the number one equity research group in Latin America. I was also ranked individually by the same prestigious Institutional Investors survey as a top financial analyst in the region.

1992 – 1994 **JP MORGAN** *New York, USA*

Financial Analyst ~ Financial Institutions Latin America

- In charge of the analysis of the main financial institutions in Latin America, as part of my responsibility within the number one ranked financial group in Northern America.
- Responsible for the research support and coverage for the second largest IPO in Latin America at the time, the privatization of Wise Bank, Peru

EDUCATION

1990 - 1992 **YALE UNIVERSITY** **New Haven, CT**
MBA – Finance

1987 - 1989 **COLUMBIA UNIVERSITY** **New York, NY**
MS –Molecular Biology

1982 - 1987 **COLUMBIA UNIVERSITY** **New York, NY**
BA –Biochemistry

BOARD REPRESENTATIONS

2017 - Present **SNTGN TRANSGAZ SA** **Bucharest, Romania**
Board Member/President of the Board

2009 - Present **ALLIANZ ROMANIA** **Bucharest, Romania**
Board Member

2009 - Present **IMPACT SA** **Bucharest, Romania**
Board Member and President of Audit Committee

2009 - 2015 **UNCREDIT ROMANIA** **Bucharest, Romania**
Board Member and President of Audit Committee