# **Artem Druzhinin**

# Corporate Finance, Direct Investment, M&A



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Over 20 years of experience in corporate finance, direct investment, M&A, launching and managing new projects. My skills were proven useful in large companies and investment banks as well as in family offices, on the Russian and international markets, in various sectors from metallurgy to real estate development.

I successfully arranged sales and purchases of various assets, created strategic partnerships and joint ventures, established constructive dialogue with minority shareholders. Having worked with all major banks (e.g. Sberbank, VTB, Credit Suisse, BNP Paribas, Deutsche Bank, etc.) and financial institutions (e.g. EBRD, IFC), I raised and restructured over one billion dollars of debt financing.

For the past 11 years, with a short break, I worked for the same group of companies (a family office), performing a wide range of duties for the controlling shareholder. The key, but not the only, area of responsibility was searching for new investment opportunities under strict confidentiality.

Currently, I am ready to join a professional and ambitious team looking to realize new opportunities on the Russian or international markets. I am considering the position of a senior manager with direct reporting to the controlling shareholder or CEO.

I received international education in economics and finance from the Massachusetts Institute of Technology (MIT), which is annually ranked among the Top 5 American universities by US News & World Report, and from the London School of Economics and Political Science (LSE), which is also among the Top 5 British universities.

Fluent in English. Ready for relocation.

# Skills and Expertise

**Working with HNWIs.** For the last 15 years of my career, I worked directly with UBOs. I understand all the complexities of communicating with people who own large capital. I led productive negotiations on their behalf. I also served as a CEO and board member of several companies.

**Bank financing.** Successfully raised debt financing from both Russian and international banks. In various companies, I raised and restructured loans of over 20 billion rubles in Russia, and \$700 million in the US. Due to my actions more than 500 million rubles were saved on interest payments.

Mergers and acquisitions (M&A). Led the entire M&A processes from finding strategic partners or target assets to successful exits from investments. The total amount of transactions in Russia: more than 10 billion rubles, transactions in the USA: \$1 billion.

**Launching new companies.** Successful experience in setting up an efficient company in a real estate development sector. Created a new legal entity, hired a team of 20 people, entered into several projects some of which achieved operating profit under my supervision.

**Investment analysis.** Assessment of investment opportunities: sector and market research, forecasting, company and asset valuation, integration plan analysis.

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# **2016 - now AMR-SMK** (Moscow, Russia)

# Managing Director, Shareholder's Representative

AMR-SMK is a holding and management company (family office) with main assets in metallurgy and real estate.

#### Responsibilities:

- Search, analysis, and investing in real estate development projects
- Managing the projects in which investments were made

#### **Accomplishments:**

- Found several new projects, attracted strategic partners
  - 33 000 sq. m. office building
  - 11 500 sq. m. premium residential building
  - 55 ha land development (expected ~1.5 million sq. m. GFA)
  - 34 ha suburban land development in Moscow Region
- Restructured a \$60 million credit line with substantial savings on interest
- Raised \$45 million of debt financing for the purchase of new assets
- Arranged a \$25 million bank guarantee for one of the projects
- Exited one of the projects with over \$4.5 million profit

## **2014 - 2016 YARD Group** (St. Petersburg, Russia)

## Deputy CEO, Shareholder's Representative

YARD Group is a new and ambitious real estate company in St. Petersburg.

#### Responsibilities:

• Creating a new corporate structure for investments in real estate

#### **Accomplishments:**

- Hired and managed a team of 20 people
- Worked on four projects valued at ~\$200 million in total
- Conducted a \$30 million loan restructuring for one of the projects
- Structured and executed the purchase of several new land plots
- Simultaneously acted as a CFO and COO for the head company

# **2009 - 2013 RT-Metallurgy** (Moscow, Russia)

# Head of Strategy and Corporate Finance, Shareholder's Representative

RT-Metallurgy was a division of Rostec State Corporation that managed mostly aluminium and special steel companies such as SMK, VMZKO, RusSpecSteel, several research institutes, etc.

#### Responsibilities:

- Restructuring of Russian and international loans
- Secondary share offerings, share sales, negotiations with minority shareholders, company and project valuations, currency and commodity hedging

#### **Accomplishments:**

- Arranged a \$22 million financing for Stupino Metallurgical Company (SMK) under the Federal special purpose programme
- Increased to \$65 million and restructured SMK's loan portfolio which resulted in ~\$1 million of annual savings on interest
- Restructured a \$60 million syndicated loan from VTB London, VTB Austria, Société Générale, Erste Bank, and Banque Cantonale Vaudoise
- Negotiated and structured a 50% discount buyout of Sberbank and Gazprombank \$150 million loans made to Volgograd Metallurgical Plant "Red October" (VMZKO)
- Supervised bankruptcy restructuring at one of the plants, which resulted in over 60% reduction in debt service, no critical job cuts, and eventual sale to a third-party investor
- Acted as a CEO of several affiliated companies, worked on the strategy for non-core assets
- Arranged export credit financing from EGAP and RZB Raiffeisen

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#### 2007 - 2008

# **Detroit Investments** (Moscow, Russia)

# Vice President, CFO

Detroit Investments is a private equity firm in beer and soft drinks manufacturing and distribution, also investing in residential real estate.

#### Responsibilities:

- Heading corporate finance
- Planning, budgeting, and financial control

#### **Accomplishments:**

- Arranged \$130 million in equity-linked notes from Citibank
- Raised \$35 million in secured financing from Rosbank for the new projects
- Structured the purchase of two properties valued at ~\$100 each
- Developed and implemented management accounting, planning and budgeting

#### 2002 - 2006

# **Komi Aluminium** (Moscow, Russia)

## Deputy Head of Finance and Strategy, Member of the Board of Directors

Komi Aluminium was an SPV of SUAL Holding, which was taken over by RUSAL.

#### Responsibilities:

• Strategic development and financing for the construction of a bauxite-alumina complex in the Komi Republic

#### **Accomplishments:**

- Joined a team of two people at SUAL Holding; in the following five years, the company grew to over 70 people and ~\$500 million in capitalization
- Successfully completed the sale of 50% of the SPV to RUSAL
- Raised \$320 million from multilaterals (EBRD and IFC), export credit agencies (EDC), and Western commercial banks (BNP Paribas, ING, Natexis, Standard Bank London, Société Générale)
- Led efforts to obtain joint World Bank and Government of Russia political risk insurance which resulted in \$200 million being allocated in the Russian federal budget
- Negotiated with Rothschild, Lazard and Taylor-DeJongh regarding M&A advisory services

#### 2000 - 2002

# Salomon Smith Barney (New York, NY, USA)

### Financial Analyst at the Investment Banking Division

Salomon Smith Barney was an American investment bank acquired first by Citigroup and then Morgan Stanley.

#### Responsibilities:

 Identifying potential clients, pitching, valuation, merger modeling, due diligence, passing internal compliance, drafting and publishing documentation for SEC, marketing to institutional investors (roadshows), pricing, closing, tracking aftermarket performance

### Accomplishments:

• Completed a number of equity (IPOs, secondary offerings, PIPEs), debt (exchange-traded bond issues), convertible and M&A transactions totaling over \$3 billion in volume



# **Education**

# **2000** Massachusetts Institute of Technology (Cambridge, MA, USA)

Bachelor's degree in economics

# 1999 London School of Economics (London, UK)

General course in economics



# Languages

English (fluent)

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