

OLGA PANTELEEVA

Email: panteleevaola@gmail.com

Ph: +7-926-75-21-670

ACADEMIC QUALIFICATIONS

Year	Major / Course	University
2012	Masters in Management; Specialization 'International Business and Project Development'	ESCP Europe, Paris
2011	Masters in Corporate and Strategic Development	HSE, Moscow
2008	Bachelor in Management	HSE, Perm
2006	Communications and Literature	Great Chapel College, London

OTHER QUALIFICATIONS

Languages	<ul style="list-style-type: none">Russian – NativeEnglish – Fluent	<ul style="list-style-type: none">French – FluentGerman - Basic
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WORK EXPERIENCE

MidUral Group Moscow June'16 – March'18	Deputy CFO of one of world's largest Chrome conglomerate <ul style="list-style-type: none">Responsible for funding and treasury portfolio over USD100m. Developed 3-years strategy for current bank portfolio (8 banks). First year achievements: reduced effective loan rate by 3% in USD; 80% of portfolio is transferred into long term loansProject to change current banks to new ones for balance bank portfolio and pledges, jointly with Deputy Chairman of the Management BoardDevelop options for strategic development jointly with members of Managing Board: choosing strategic and institutional investors, potential deals structuring (financial, tax, legal), financial modelling for different scenarios (jointly with Economic Director), preparation and signing MoA and other relative documentsAd-hock studies for Chairman: market forecast (prices, production, demand among regions etc.), business intelligence for meetings with potential investors, preparations of documents and presentations for non-typical meetings, reporting about Banking strategy executionWork on specific requests of Managing Board: financial analysis of portfolio companies which use standards different from IFRS and Russian Accounting Standards, entities where Company have <100%, peer valuation and tracking their financial conditionsIntroduced Innovative off balance sheet financing: Repo and Sale & leasebackLed Strategy Development, and Execution of New InitiativesStrengthened controls (for>5 entities) to scale for growth: Pledges tracking and document workflowWork with industrial agency for preparing world market reports (London, UK)
Hi Capital Moscow Aug'14 – Apr'16	Project manager, Investment fund, Mezzanine financing <ul style="list-style-type: none">Mezzanine financing for mid-cap companies in key sectors Agriculture, Metal & Mining, Food Processing etc.Cover full cycle from generating to execution and then manage portfolio companies. Participate all stages from first meetings to deal structuring (including working out deal details). Present projects to BoDManage Due Diligence (financial, tax, legal), Company and Asset Valuation by Big 4Work closely with Risk and Legal Departments to eliminate potential risks in all stages of the dealsLed Legal team among 9 countries including Russia, Cyprus, Germany, UK, BVI, Swiss, Uruguay etc in association with Clifford Chance, Hogan and Orrick as well as with in-house Legal DepartmentLed Senior Analysts including Structuring Debt Capital, Assignment of Loan (Credit lines, Bonds, Subsidized projects); commercial negotiations regarding general financing scheme, specific conditions, covenants, steps of financing etc.Market review and market intelligence for existing portfolio companies as well as for new sectors of interest with high potential: D&S forecast, price fluctuation, segmentation, peer analysis, defining potential targets; reporting to Partner and BoD <u>Key deals:</u> <ul style="list-style-type: none">Restructuring capital for one of the leading Russian Agriculture Company (EUR50m);Legal entity and capital restructuring of an Agrotech distributor in Russia (EUR20m)Mezzanine financing for one of the world's largest producer and distributor of chrome metal across 4 continents (USD125m)

<p>Baker Tilly Moscow May'13 – Aug'14</p>	<p>Consultant, M&A and Private placement</p> <ul style="list-style-type: none"> ▪ Deals on buy- and sell-side for mid-size enterprises (up to USD40m per deal) ▪ Financial modelling for buy- and sell-side deals: based on due-diligence reports as well as based only on company data without preliminary report preparations ▪ Drafting and appraisal of teasers and information memorandum for potential investors or for selling business ▪ Financial due diligence for mid-cap companies based on IFRS and Russian accounting standards ▪ Work with companies top management and with owners in some projects; presenting results to investors ▪ Industries coverage: Steel, Mining, Retail Packaging, Furniture, Pharmaceuticals
<p>City Administration Moscow Jan'13 – May'13</p>	<p>Consultant, Department of Economic Policy and Development, Office of Strategic Planning</p> <ul style="list-style-type: none"> ▪ Calibration of high-level public KPIs for the government-run programs in Moscow (12 programs) jointly with responsible Departments. Generating daily and weekly reports for the Head of the Department. Working with subcontractors ▪ Development of International Financial Centre Project within the organization: reviewing all reports of Big 4, BCG and McKinsey reports regarding Project to the interest of Head of the Department ▪ Initiation of social and economic oriented programs jointly with other departments
<p>Lafarge HQ Paris Mar'12 – Aug'12</p>	<p>Group Strategy and M&A Department, CEE and Middle East coverage</p> <ul style="list-style-type: none"> ▪ Development of projects proposals for Executive Committee ▪ M&A projects valuation for potential targets including associations with HSBC M&A advisory ▪ Investment projects: planning of Greenfield, Brownfield or JV; CAPEX planning; optimization of deal structuring; financial due diligence ▪ Project management: market and competitor research for entering new geographies ▪ Demand and Supply forecast within markets, peer benchmarking, internal and external development and product mix optimization - based on internal forecasting system, country and market reports, open information of infrastructure projects etc. ▪ Peers intelligence: defining production technology, recourses availability, logistics – cost of production; business intelligence ▪ Preparing teaser for selling one of the factory: reporting directly to the Vice President for Development ▪ Achievement: working on project from phase 0 to enter Myanmar market jointly with Regional Director; he become a head of Myanmar business within next 6 month
<p>AXA HQ Paris Jun'10 – Feb'12</p>	<p>Group Strategic Planning Department, Group's acquisition strategy focus</p> <ul style="list-style-type: none"> ▪ Target M&A priorities in high growth markets: define geographical and business lines priorities in general as well as provide concrete targets in each market with recommended price, type of collaboration (M&A, partnership, partial acquisition etc.); definition priorities of acquisition ▪ Strategic due diligence on potential acquisition targets: strategic valuation of in-coming projects with recommendation of further steps to Strategy Director ▪ Advisory to the Management Board on ad-hoc studies and transversal projects on long-term trends: new types of business, innovation technologies in insurance, innovation business models, strategic development of key peers and forecast their further steps in different markets and business lines etc. Ad-hock projects are made upon requests of Management Board or Country / Regional Management ▪ Peer benchmarking and analysis of strategic moves. Follow up key peers in all geographical markets within 3 business lines. Perform dynamic analysis and define strategic moves <p>Strategic Marketing Department, KPI & Segmentation</p> <ul style="list-style-type: none"> ▪ Market intelligence on local trends & segmentation across geographical regions and business lines ▪ Remodeling and adaptation of existing statistical tools for KPI analysis jointly with Nielsen agency ▪ Led business collaboration across 25 countries partners and internal departments