

VICTOR TIMOTIN

APTITUDINI DE BAZĂ

- Top manager cu o vastă experiență în domeniul finanțelor corporative, sectorul bancar (retail banking), microfinanțare, piețele de capital, relațiile publice și relațiile cu investitorii
- Experiență solidă în domeniul dezvoltării strategiilor bancare, cu abilități critice de evaluare și implementare a soluțiilor orientate spre rezultat
- Viguros, cu abilități de comunicare și capacitate de a gestiona relațiile cu clienții
- Capacitatea de a conduce eficient multiple echipe intersectoriale
- Performanța dovedită în dezvoltarea și executarea tranzacțiilor în domeniul M&A, investiții de capital (equity investment), finanțări de tip mezzanine și structurate, precum și a piețelor de capital

EXPERIENȚA PROFESIONALĂ

Principal, Consultanță Strategică, 2015 - prezent

Funcții cheie:

- Consilierea top managementului și a consiliilor de administrare ale băncilor comerciale clienți, privind opțiunile strategice de dezvoltare
- Consultanță în domeniul operațiunilor de fuziune și achiziție

**Șef Piețe de Capital și Relații cu Investitorii,
Membru Comitetului pentru Finanțe pe lângă Consiliu de Administrație
Orient Express Bank, Moscova, Federația Rusă, 2013 – 2015**

Funcții cheie:

- Atragerea de capital și împrumuturi, fuziuni și achiziții a portofoliilor de împrumuturi, cesiuni și restructurarea datoriilor
- Strategii de dezvoltare PR; managementul relațiilor cu publicul și mass media

Tranzacții semnificative:

- Plasarea obligațiunilor subordonate în valoare de 4.5 miliarde RUB, anul 2013
- Plasarea obligațiunilor subordonate în valoare de 125 milioane dolari SUA, anul 2014
- Cesiunea portofoliilor de împrumuturi valoare căror depășea 5 miliarde RUB , anii 2013 - 2014

**Director, Șef Grup Instituții Financiare, Corporate Finance
UniCredit, Moscova, Federația Rusă, 2007 – 2013**

Funcții cheie:

- Constituirea și executarea tranzacțiilor focusate pe atragerea de capital și emiterea de obligațiuni, achiziții, cesiuni și restructurarea datoriilor
- Consilierea clienților în domeniul strategiilor operaționale și de retragere, precum și a poziționării vis-à-vis de concurenți / parteneri
- Marketing, structurarea și negocierea tranzacțiilor

Tranzacții semnificative:

- Vânzarea a 100% din acțiuni în Bank Sofia (Federația Rusă) către Is Bank (Turcia), anul 2010
- Achiziționarea a 30% acțiuni a unei companii de microfinanțare din Federația Rusă, anul 2011
- Prezentarea opiniei asupra corectitudinii fuziunii MICEX-RTS la bursă, anul 2011
- Achiziționarea de către un grup multinațional, lider în asigurări, a companiei de asigurări din top 20 de pe piața Federației Ruse
- Vânzarea participațiilor minoritare în VSK, lider pe piața asigurărilor din Federația Rusă

**Ofițer Investiții, Global Financial Markets
International Finance Corporation, Washington DC, 2000 – 2007**

Funcții cheie:

- Constituirea și executarea tranzacțiilor de investiții de capital (equity investment), investiții de tip credit și tranzacții financiare structurate (revizuirea inițială a tranzacției, due diligence aprofundat, analiza portofoliului, preț și structurare, negocierea, finalizarea tranzacției)

Tranzacții semnificative:

- Investiții de capital în valoare de 100 milioane EUR și 100 milioane EUR împrumut către Raiffeisen International
- Linia de credit pentru IMM în valoare de 5 milioane dolari SUA acordată Victoria Bank, Republica Moldova
- Investiția de capital efectuată într-o bancă de top din Ucraina
- Investiția de 630 milioane dolari SUA, finanțare de tip mezzanine, finanțare structurată cu FirstRand holding din domeniul financiar-bancar din Africa de Sud
- Tranzacții cu creditele ipotecare în valoare de 100 milioane dolari SUA cu băncile de top din Federația Rusă și România
- Tranzacții cu creanțe subordonate în valoare de 100 milioane dolari SUA - BankMuscat, lider din sectorul bancar din Oman
- Investiții de capital în valoare de 15 milioane dolari SUA în Locko Bank, Moscova
- Emiterea de obligațiuni convertibile de către Banca Transilvania, banca de top din România

- Schimb de acțiuni comune in ProCredit Holding, o largă rețea multinațională de bănci de microfinanțare cu sediul in Germania
- EXPERIENȚA ANTERIOARĂ**
- Ofițer Finanțe, CONSECO Finance, St. Paul, MN, 1999
 - Consultant, Agenția pentru Restructurarea Întreprinderilor și acordarea Asistenței tehnice (ARIA), Moldova, 1996-1997
- STUDII**
- MBA, Finance**, Carlson School of Management, University of Minnesota, 1999
GPA: 3.8/4.0; Honors: Edmund S. Muskie Scholarship
- BA, Economie**, Academia de Studii Economice, Moldova 1996
- COMPETENȚE LIMBI**
- Româna, Rusa, Engleză, Spaniola (basic)
- PASIUNI**
- Yachting, motociclism, golf

VICTOR TIMOTIN

KEY SKILLS

- Seasoned top manager with a broad perspective in corporate finance, retail banking, microfinance, capital markets, public & investor relations
- Solid experience in developing banking strategy with ability to critically assess options and implement result-focused solutions
- High energy level, strong communication skills, outstanding capacity to manage client relationships
- Proven ability to effectively lead multiple cross-product teams
- Confirmed track record in origination and execution of transactions in M&A, private equity, mezzanine & structured finance, and capital markets

RECENT EXPERIENCE

Principal, Strategic Advisory, 2015 - present

Key functions:

- Advising top management and boards of directors of select commercial banks on strategic options
- Mergers and acquisitions consulting

**Head of Capital Markets and Investor Relations,
Member of the Finance Committee at the Board of Directors
Orient Express Bank, Moscow, Russia, 2013 – 2015**

Key functions:

- Equity & debt fundraising, mergers & acquisitions, loan portfolio acquisitions & divestitures, and debt restructuring
- PR strategy development; management of public relations and mass media channels

Select transactions:

- Placement of a subordinated bond in the amount of RUB 4.5 bn, 2013
- Placement of a subordinated bond in the amount of \$125 mn, 2014
- Disposal of loan portfolios of over RUB 5 bn, 2013-2014

**Director, Head of Financial Institutions Group, Corporate Finance
UniCredit, Moscow, Russia, 2007 – 2013**

Key functions:

- Origination and execution of transactions focusing on equity & debt fundraising, acquisitions, divestitures, and debt restructuring
- Advising clients on operational & exit strategy and positioning vis-à-vis competition/counterparties
- Marketing, structuring, and negotiation of transactions

Select transactions:

- Sale of 100% stake in Bank Sofia (Russia) to Is Bank (Turkey), 2010
- Acquisition of a 30% stake in a Russian pay-day lender, 2011
- Provision of a fairness opinion on MICEX-RTS merger of stock exchanges, 2011
- Acquisition of a top 20 Russian insurer by a leading international insurance group
- Sale of a minority stake in VSK, a leading Russian insurance company

**Investment Officer, Global Financial Markets
International Finance Corporation, Washington DC, 2000 – 2007**

Key functions:

- Origination and execution of equity, debt, and structured finance transactions (initial deal review, in-depth due diligence, portfolio analysis, pricing & structuring, negotiations, deal closing)

Select transactions:

- €100 mn equity and a €100 mn debt investment in Raiffeisen International
- \$5 mn SME credit line to Victoria Bank, Moldova
- 10% equity investment in a leading regional bank in Ukraine
- Investment into a mezzanine tranche of a \$630 mn structured finance transaction with FirstRand, a diversified banking and insurance holding in South Africa
- Mortgage-backed transactions of \$100 mn to leading banks in Russia and Romania
- \$100 mn subordinated debt transaction to BankMuscat, a leading bank in Oman
- \$15 mn equity investment in Locko Bank, a Moscow-based bank
- Subordinated convertible bond issued by Banca Transilvania, a leading regional bank in Romania
- Common share swap in ProCredit Holding, a large German-based global network of microfinance banks

EARLY EXPERIENCE

- Financial Officer, CONSECO Finance, St. Paul, MN, 1999
- Consultant, Agency for Restructuring and Enterprise Assistance, Moldova, 1996-1997

EDUCATION

MBA, Finance, Carlson School of Management, University of Minnesota, 1999
GPA: 3.8/4.0; Honors: Edmund S. Muskie Scholarship

BA, Economics, Academy of Economic Studies of Moldova, 1996

LANGUAGES

Romanian, Russian, English, Spanish (basic)

HOBBIES

Yachting, motorcycling, golf

VICTOR G. TIMOTIN

February 22, 2016

ATTN: Parliamentary Selection Commission
Open Contest for the position of
Governor of the National Bank of Moldova

Dear Parliamentary Selection Commission,

I am writing to you in response to the open contest with a request to kindly consider my candidacy for the Governor of the National Bank of Moldova. The below describes my reasons for applying, supporting my firm belief that the skills & experience, motivation and vision that I bring to the table make me a perfect fit for this position.

My career in banking and finance spans 17-odd years, split almost evenly between working for International Finance Organization (IFC) in Washington DC and running operations in commercial and investment banks, both European and local, in Moscow. Over this course, I dived deep in what it means to be an investor in a financial institution, to advise on buying or selling one, devise and deploy operational and M&A strategy, run public relations and, finally, attract capital and funding from the markets and investors in general. I've done it working on the outside, inside and along various financial institutions and their stakeholders. Importantly, I hold a first-hand global perspective of development FIs, such as IFC and the World Bank, having spent a solid part of my career working in one. I've gone full circle, if you will, and my grasp on banks and insurance companies, especially in our part of the world, is as solid and hands-on as it can get. This experience allows me to run an effective organization, spotting issues and resolving them before they turn into impassable quagmires: my resume, the track record and the recommendations attest to that.

We all agree that we live in an increasingly volatile world, where tectonic shifts in major central banks' policies and use of untested theories & instruments do not always produce the needed economic growth. Many argue that such moves work in the opposite direction of the intended outcomes, and so the turbulence and uncertainty remain unabated. This background compounds the internal issues Moldova is facing. The country needs urgent action on all of the monetary, fiscal and economic development fronts and these much needed reforms have to work in an ensemble. In this regard, the National Bank of Moldova, a key element and an active participant in these reforms, must have in place a coherent view and a team to execute it. Some of the urgent initiatives are:

1. Clean up the local banking landscape by implementing strong prudential oversight, both on the regulation and execution levels, to minimize systemic banking risks;
2. Continue integration efforts with the international financial markets, both on the regulatory compliance and business side, in order to open up private funding channels and lower the funding cost;

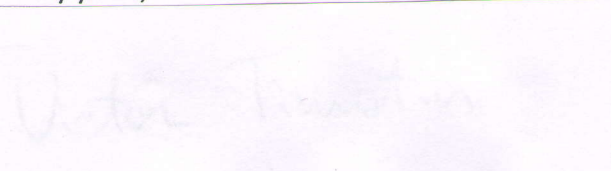
3. Secure facilities from international developmental organizations and IMF to protect against possible global volatility in exchange rates and monetary supply;
4. Carefully craft monetary policy for the coming years, including back-up scenarios, taking into account global turbulence, the Moldova's economic growth objectives and internal inflationary pressures;
5. Emplace transparency in the National Bank's operations and establish the feedback loop with the public in general.

These actions taken together will do much good for the stability of the Moldovan financial system. It will also restore public trust and bring individuals and legal entities back into the system from the shades. Executing this vision calls for a strong leadership and a sober, well-rounded, top-down/bottom-up perspective, all of which I can deliver and put at the disposal of Moldova.

To conclude, I'd like to stress that my sole interest is to put my experience and vision to work for the greater good of the Moldovan public. While I remain impartial and unbiased vis-à-vis different political agendas, I am certain, that working constructively with legislative, executive and judiciary branches of power we can achieve these goals and carry Moldova into the new millennium properly, as it should have been done years ago.

Dear Commission, it is an honor and a great opportunity to be considered for such an important post in my home country. I thank you for your consideration and look forward to hearing from you.

Truly yours,



Victor Timotin