

IULIANA MUSAT



PERSONAL DATA:

Place of Residence: Bucharest

EDUCATION:

Graduate: Academy of Economics, Accounting and Finance Department, Bucharest, Romania, 1997
Polytechnic University of Bucharest, Department of Aerospace Engineering, 1991

Fellow of the Association of Chartered Certified Accountants (FCCA) – **ACCA Member since 2002.**

Key qualifications :

- Extensive experience in structuring and implementing capital markets transactions: private placements, large public offers, special trades;
- Financial management experience, efficient coordination of resources, financial and management reporting and control, development and implementation of policies procedures and standards;
- Comprehensive knowledge of capital markets regulations, products and services, able to design and implement efficient workflows and procedures for the financial investment services business;

Main accomplishments :

- Member of the teams structuring and executing of the largest IPO in Romania in terms of offer size (Electrica IPO – 444 mn Euro) and no of subscribers (Transgaz- subscriptions amounting around 1,300 mn EUR and approx 10,000 investors)
- The largest RON denominated bond offer, 2.2 bn bond programme for the City of Bucharest via a private placement addressed to institutional investors and high net worth individuals
- First stabilization operations performed on the Romanian capital market using a brown shoe (Electrica IPO, 2014) and greenshoe options (Medlife IPO, 2016)
- Performing the first short sell on the Romanian capital market (Bucharest Stock Exchange)
- First Romanian SSIF which operates the global investment accounts in Romania according to international practice and standards.
- Coordinating the integration of Raiffeisen Capital & Investment operations within Raiffeisen Bank Romania before and after the merger of the two entities,

PROFESSIONAL EXPERIENCE:

2014 - present Raiffeisen Bank Romania

Investment Banking Senior Director – ECM/DCM Products

- ECM/DCM project management : deal structuring, coordination of team of professionals involved in the project (auditors, lawyers, valuers, PR, sales, back office, etc.), documentation drafting and revision (Prospectus, investors' presentation, Research Guidelines, Publicity Guidelines, relevant placement agreements, etc), development and maintenance of the relationships with customers: shareholders, management, IR officers, etc, liaison with capital market institutions : FSA, BSE, CSD, book building and allocation, deal review documentation
- Relevant deals :
 - Purcari ABB, EUR 19 mn, October 2019
 - City of Bucharest Bond private placement, RON 555 mn, April 2018
 - Purcari Wineries IPO, EUR 40 mn, February 2018
 - Sphera Franchise Group IPO, EUR 62 mn, November 2017
 - Digi Communications IPO, EUR 208 mn, May 2017
 - Medlife IPO, EUR 51 mn, December 2017
 - City of Bucharest Bond Issue Programme, EUR 500 mn, private placement, May 2015
 - Fidelis Ministry of Finance Bond Issues for individuals, RON 65 mn (2015), RON 735 mn (2016)

- Electrica IPO, EUR 444 mn , June 2014
- Fondul Proprietatea Buy Back Offer, EUR 240 mn, December 2014
- Romgaz IPO, EUR 395 mn, November 2013
- Transgaz SPO, EUR 72 mn, May 2013
- Transgaz IPO, EUR 68 mn, 2007

1998- 2014 Raiffeisen Capital & Investment (RCI)- Investment banking, Member of the Austrian Raiffeisen Banking Group.

- Member of the Board of Directors. (2000 – May 2014)
- Chief Financial Officer / Chief Operation Officer (2002 – May 2014)
- Chief Financial Officer (1998 – 2002)

Chief Financial Officer & Chief Operation Officer in charge with Finance&Accounting, Customer Management and Back Office

- Responsible for monthly and annual reports preparation in accordance with relevant standard: IFRS, Group standards and market regulations;
- Design of company's procedures and policies and supervise their correct implementation within the appropriate areas,
- Maintain and improve the operations by monitoring system performance, identify problems and risks, prepare and complete action plans, manage system and process improvement;
- Contribute to activities related to customer acquisition, customer satisfaction, client relationship management, close work with the Sales department to grow and expand the business to anticipate the needs of the clients and act proactively according to their requirements assuring the competitive advantage to the company;
- Supervise the activity of operational staff to comply with the Authority for Financial Supervision regulatory framework and Raiffeisen Group procedures and policies;
- Manage the Financial & Accounting Department to ensure that records accurately reflect business transactions according to relevant accounting standards and specific market regulations;
- Prepare the budget and profit planning, evaluate and report variances against plans, expense control and optimization;
- Co-ordinate, administer and control the company's tax planning and compliance. Tax advisory provided to customers regarding taxation of capital gains, dividends, interest on Romanian and foreign capital markets;
- Manage the treasury function, identifying the most efficient sources of finance and cash surplus investments, close relationship with banks and other finance providers
- Risk management and compliance policies and procedures : implementation and follow-up,
- Payroll and personnel administration : advisory to staff regarding labor issues, maintain relationship with the payroll services provider,
- Close relationship with external and group internal auditors, reconciliation and follow up to internal audit reports;
- Maintain relationships with market institutions and participants: Authority for Financial Supervision, Bucharest Stock Exchange, the Investors Compensation Fund, the Central Depository, custodians, other financial investment services companies, IT service providers, lawyers, advisors;

Dec.1997-Sept.1998 Leo Burnett – full - service advertising agency, the Romanian branch of Chicago based Leo Burnett Worldwide.

Finance & IT Director

- Management of the Financial & Accounting Department to ensure that records accurately reflect business transactions,
- Designing & implementation of the Management Information System,
- Provide accurate and timely internal/external reporting of the financial condition and results; also provide special financial reports and analysis at the request of the management in evaluating and controlling company's business and departments,
- Assist the management in preparation of budget and profit planning, evaluate and report variances against plans,
- Co-ordinate, administer and control the tax planning and compliance,
- Support design of company's procedures and policies and their correct implementation within the Financial & Accounting Department,
- Co-ordinate and follow-up on the Romanian regulatory reporting,
- Analyses of IT requirements, supervising and approving hardware and software purchasing
- Managing & supervising a team of 5 persons.

Oct. 1996 – Dec. 1997 NEI Group – consumer electronics manufacturer, retail industry, hire purchase – group of

Companies owned by the NGH (an UK based company)

Management Accountant & Credit Controller

- Preparation of the UK GAAP set of accounts of NEI Sub- Assemblies, for audit and consolidation into the parent company NEI SA,
- Flash estimations, control of expense accounts against budget and report of actual results to the Group Finance Director and General Management,
- Reconciliation among the Group Companies,
- Periodically checking of customer's balances and supervising the debt collection activity,
- Individual customer credit limit suggesting based on their timely payment history and according to the company credit policy,
- Supervising & control of treasury activity, cash flow forecasting,
- Authorizing cash and bank payments as second signature,
- Supervising the activity of a person.

Treasury Manager

- Management of actual cash flow and bank balances as well as the forecasting of the future cash position,
- Administration and optimization intercompany transactions,
- Ready cash assurance and overdraft optimization,
- Management of the money market transactions (auctions, spot, swap),
- Reporting to London Headquarters on cash flow, actual currency rates, banking statements,
- Credit Controller responsibilities: customer's credit limits and balance control, release credit stop order, etc.

LANGUAGE SKILLS:

- Romanian: Native
- English: Very good (read, write, speak)