

Timur Zhetpisbayev

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Manager with international experience.

KIMEP
Almaty, Kazakhstan
(2000-2004)

Bachelor of Science in Business Administration and Accounting

Coursework: Finance, Accounting courses, Marketing, Management, Consumer Behaviour, Entrepreneurship, Brand Management, Business Administration etc.

UniCredit Master
Conegliano, Italy
(2009-2010)
(ASFOR – accreditation)

Master of Banking and Entrepreneurship One of 25 number of banking professionals selected by Unicredit's corporate global young talent search program to participate in a one year internal corporate program and internship.

Coursework: Corporate Finance, Risk, Valuation, Accounting, Budgeting, etc.

EXPERIENCE

KazMunayGas International, (Rompetrol)
Romania, Bucharest
Dec 2016 – present

Group Risk Director

KazMunayGas overseas subsidiary company located in Romania. Primarily active in crude and petrochemical refining, oil and oil products trading, retail, oil industrial services. KMG International operates 3 refineries and more than 1,100 points of sales stations in Romania, France, Spain, Moldova, Georgia, and Bulgaria.

I am in charge of Financial, Enterprise and Credit Risk streams throughout the Group.

- Financial: commodities, foreign exchange and interest rates risk controlling and mitigating (hedging);
- Credit Risk: Group credit portfolio overview (\$400mln.) and Credit Committee coordination;
- Enterprise: managing the likelihood and consequences of risks materializing.

During my mandate, I succeed to develop and implement all new System of Enterprise Risk Management, Enterprise risk Committee became active governing body of the organization, risk managers were included into all of the business units and committees general enterprise risk oriented culture started to evolve.

Group Director Loan Administration & Financial Risk

I was responsible for all business relations with financial institutions: banks, insurance companies and rating agencies.

- Banks: a wide spectrum of activities related to the diversified nature debt \$800mln of cash and up to \$700mln of non cash utilization, consisting of 20 different loans. Contracting, prolongations or terminations, reporting, optimization and other activities.
- During 2015 total interest decreased 10%, mainly due to: zero balance cash pooling implementation, combining 6 different loans into one syndicated facility with a better rates etc.
- Insurance: contracting and negotiation of all insurance streams, including trade receivables throughout the group (coverage - upto \$2bln). In 2016 we managed to negotiate insurance cost decrease by 7% (\$450k) for the year of 2017.
- Rating agencies: I was the single point of reference for S&P and Fitch rating agencies, succeeding to increase the stand alone rating two notches up (B-/ B+).
- Overseeing of the Group Financial Risk is also my responsibility. In 2015 – 2016yy. We successfully protected our budgeted foreign exchange and floating interest rates for \$450mln.

Chief Financial Officer

KMG International subsidiary, created for the power plant construction on the KMG refinery platform. Estimated project cost - \$105mln.

- I conduct financial and strategic planning, accommodate technical consultants, equipment producers and EPC contractor's inputs and regulatory constraints into the Project, develop external sales strategy etc.
- I am also responsible for funding solutions and cooperating with potential Equity Partner.

Rompetrol Energy,
Romania, Bucharest
Dec 2015 - present
(additional responsibility)

**National Company
"KazMunayGas"**
Astana, Kazakhstan
Dec 2013 – Aug 2015

Deputy Corporate Finance Director

National oil and gas company, controlling 65% of Kazakhstan market. Part of Sovereign Wealth Fund «Samruk-Kazyna». KMG Group consist of 220 subsidiaries and affiliates in and outside Kazakhstan. Consolidated KMG turnover in 2014 was over \$50 billion.

- Personally run debtors and bondholders relations, inquiries, communications, consents and waivers (initially debt portfolio totaled to \$18bln.)
- I participated in two Eurobond issues totaling to \$4,5bln, personally contracted six bilateral and syndicated facilities loans with the total amount of \$1,3bln.
- Coordinated rating processes with, Moody's, S&P and Fitch (Baa3/BB/BBB-);
- Was directly responsible for KMG Group financial sustainability. Together with my team, I was running the financial model, planning and proposing measures that presented to the senior management and up to the Prime-minister level.
- During rapid crude oil decrease price environment, my team in a very limited timeline developed and after successfully implemented the action plan that allowed: decrease the debt at approx. \$7bln, optimize debt structure and ensure compliance with financial covenants.

General Manager, Franchising Division

Kazakhstan's largest retail franchising network (MANGO/MNG and Promod) that consists of 25 stores in 14 cities, and 300 employees, oversaw annual budget and fiscal planning, financial analysis and modeling, financing solutions;

- Coordinated international and domestic supply chaining, formed assortment and negotiated contracts, formulated and implemented expansion program that increased sales by 25% in one year, coordinated PR and marketing;

Achievements:

- Increased sales: 2011 vs 2012 - 12%; 2012 vs 2013 – 14%;
- 6 new locations (+30% in 2 years);
- Optimized delivery timing by 45%;
- Decreased stuff steal and fraud level by 15%;
- Decreased headcount rotation by 12% (in 2013).

K&K Group
Almaty, Kazakhstan
July 2012 – Dec 2013

Energy Sector Investment Projects Department, Associate

Investment arm of the Sovereign Wealth Fund «Samruk-Kazyna».

Was personally responsible for 2 companies in the «Samruk-Kazyna» energy portfolio. Samruk-Energy – biggest electricity generation company, KazMunayGas – national oil and gas company.

- Conducted detailed due diligence of 12 investment proposals in energy sector and submitted nine of them to Investment Committee, further was regularly overseeing and reporting implementation status of those projects.
- Was deeply involved in financing arrangements and structuring of three projects (\$190mln.)

Samruk-Kazyna Invest,
Astana, Kazakhstan
July 2011 – July 2012

Relationship Banker.

One of TOP 5 banks in Kazakhstan, biggest international bank.

- Finalized more than \$280mln lending transactions; (biggest deal \$105 mln.)
- Attracted more than \$700mln deposits.
- Personally implemented 7 cash-management solutions for corporate clients.
- Facilitated trade finance transactions on the daily basis

**ATF Bank,
UniCredit Group**
Almaty, Kazakhstan
Oct 2006 – July 2011

Strategic Risk Department, Market Risk Unit, Senior Associate

- Controlled and reported treasury arbitrage, derivatives, and FX operations from the risk side;
- Classified, evaluated and monitored market risks in Kazakhstan financial sectors;
- Supported implementation of BASEL II requirements, was secretary of Assets Liabilities Committee;

K&K Group
Almaty, Kazakhstan
June 2002 – June 2007

Sales Specialist (part time) to Business Development Manager (full time from 2004)

- Conducted planning, budgeting and performance tracking, stock management.
- Attracted two international brands, participated in the launching two own brands families, consisting of seven brands.

PERSONAL DETAILS

Birth date

June 1982

Family Married, 2 children

Languages English – business proficient, German - fluent, Russian - native, Kazakh - native, Italian – intermediate, Romanian – basic.

- Zertifikat Deutsch als Fremdsprache“ (German as foreign language, 1999)
- IELTS – 7.5 (2016)

Sports Junior Coach of the KIMEP University Basketball team. (volunteer)
Administrative tasks, logistics, equipment etc. (2002 – 2004)