

# Ms. Violetta Vrublevskaya

## Summary

More than 12 years in investment banking and financial advisory. Made my way from junior analyst in 2010 to the head of IB starting 2014 and partner of the leading Belarusian investment bank – Uniter Investment Company, which since 2017 is an official partner to Rothschild Global Advisory in Belarus

Advised both local and international clients in a broad scope of engagements. My expertise includes M&A advisory, financial due diligence, capital raising, restructuring, strategy & corporate finance advisory.

Since 2019 supporting a number of Belarusian and overseas start-ups as an investment advisor. Private investor, finished an arts school in Minsk.

## Current Supervisory Board and Advisory positions

2021 — present, Gallery of Taste, a leading branded poultry products manufacturer in Belarus.

## Current investment and financial advisory roles for start-ups

2021 — present, Zodier, currently the world's biggest chat-bot based dating app

2019 — present, Udrive, the first carsharing company in UAE

2020 — present, Bringoo, a German e-grocery delivery company

2020 — advisory for setting up the first B2B marketplace in coatings

## Uniter Investment Company 2010 – present

Head of Investment Banking, 2014 — present

Analyst / Associate, 2010 — 2013

## Selected achievements in Uniter

### Selected M&A assignments:

Financial due diligence and acquisition of a FSRU business in Indonesia with the long-term contract with a state utility company, Indonesia Power, for a Turkish industrial group (2019). Deal value — USD 100 m

Buy-side advisory for German wood fibreboards producer Homanit on the privatisation of a large wood factory in Belarus, Term Sheet signed, 2019

Sale of an online petfood retailer, 2019

Sell-side advisory to Alutech Group on the sale of 75% shares to Hoermann Group (the largest garage door/roller shutter producer in Europe). Joint mandate with Rothschild Global Advisory and Baker McKenzie, Deal value over USD 200 m, 2017-18

Sell-side advisory to the privatisation of the 5th largest bank in Belarus (2017-2018, in partnership with polish investment bank WOOD & Co, Poland)

Sale of a private insurance company in Belarus to a local businessman, 2017

Financial and commercial Due Diligence of an engineering company in Italy for a Belarusian client, 2015

Sale of Absolutbank, 2014

Sell-side advisory to IFC, EBRD, Swedfund, FMO, SBI, Shorecap International, KFW on sale of 95.5% of the shares of CJSC Bank of Small Business to JSC Idea Bank, 2013

Acquisition of garage doors producer in Germany and Austria (Günther Tore Systems GmbH), buy-side advisory to Alutech Group, 2013

**Selected strategy projects:**

Definition of a strategy, incl. digital strategy, for the largest electronics retailer in Belarus (sales over 300 mn USD), 2020

Definition of a development strategy for the largest HPAC distributor with engagement of a former top-manager from Onninen (now part of Kesko), 2015-2016. Arranged funding from EBRD. The company invested into building up a chain of retail outlets, now more than 12 stores across Belarus

**Selected Due Diligence projects:**

Buyer Due Diligence for a Kazakh Investment Fund on potential acquisition of a Belarusian IT outsourcing company, 2018;

Buyer Due Diligence (Financial Due Diligence and coordination of Engineering Due Diligence) of a construction-in-progress for an investor from the Middle East with a total value of more than \$150 million, 2015;

Vendor Due Diligence for a leading e-commerce company in Belarus (classified and marketplace) 2015;

Dealing with projects of international institutions and companies, including IFC, EBRD, KFW, Swedfund, FMO, Qatar Investment Authority

**F. Hoffmann-La Roche AG Switzerland, Kaiseraugst 2009** Internship in manufacturing controlling

**EPAM Systems Minsk, Belarus 2009** Finance / Corporate Accounting Department Accountant / Analyst

**Education**

Belarusian State University faculty of Economics, Diploma in International management, 2009

University of St. Gallen HSG, 2010, Switzerland

Chartered Institute of Management Accountants (CIMA) Diploma in Management Accounting

CFA, Passed Level 1, 2018

**Scholarships received:**

MAPOW, Switzerland, 2009

Copernicus, Germany, 2007

**Languages:**

English (fluent), Russian (native), German (upper-intermediate)

**Interests:**

Arts, Emotional life, Challenging, Driving