



GLOBALSCOPE
INTERNATIONAL M&A ADVISORS

**Investment Banking Services
in 45 countries**

Top-3 M&A advisory firm in Russia 2016
by www.mergers.ru

Top-3 VC advisory firm in Russia 2016
awarded by Russia VC Awards 2016

#2 PE advisory firm in Russia
awarded by Russia PE Awards 2016

www.rbpartners.ru
www.globalscopepartners.com

About us

RB Partners is a Group of companies (www.rbpartners.ru) established in 2004. Managing Partners of the Group held top positions in the largest Russian financial institutions (Alfa Group, Interros Group, VTB, Basic Element, Deutsche UFG, The Sputnik Group) and in international auditing and consulting companies (PwC and EY).

RB Partners provides investment advisory services to Russian MidCap companies, as well as management of venture investments on «seed» and «early» stages aimed at creating challenging business based on innovative IT solutions.

Since 2004, the Company has successfully completed over 80 M&A projects exceeding US\$2.5 billion and has invested in four IT companies in Moscow and St. Petersburg.

Since 2010, RB Partners has become a member of the Globalscope International Association (www.globalscopepartners.com) that specializes in M&A and corporate finance services and includes 54 investment banking advisory firms from 45 countries around the world.

To date, the RB Partners Group includes the investment banking company RB Partners, the venture investment fund RB Capital (www.rbcapital.ru), the financial broker RB Garant (www.rbgarant.ru), the IT-company RB Technologies (www.rbtechnologies.ru), the foreign trade company RB Trading (www.rbtrading.ru), and also several portfolio companies and has over 250 highly qualified professionals. The Group offices are located in Moscow and St. Petersburg.

Our Services:

- Business partners and investment target searching, foundation of joint-ventures and alliances
- Structuring and supporting merger and acquisition (M&A) transactions
- Fundraising including bank, mezzanine and venture financing, LBO and MBO
- Debt restructuring and refinancing, receipt of bank guarantee
- Purchase and sale of loan portfolios, arranging work with non-core assets
- Pre-investment preparation of companies including strategy development and business structuring
- Legal protection of rights/representation of interests of investors/creditors

The Globalscope International Association



Key Team Members



**Konstantin
Dzhimbinov**
Senior Partner

Konstantin has more than 25 years' experience in the financial advisory and banking sectors. Prior to establishing RB Partners, Konstantin was Vice President of VTB Bank (№2 state bank in Russia) and Head of MIS of Alfa-Bank (№1 private bank in Russia) and a Manager at PwC (Moscow). Konstantin is in charge of the Company's M&A projects.



**Alexander
Lukin**
Senior Partner

Alexander has more than 25 years' experience in financial and industrial sectors. Prior to joining RB Partners, he held positions of Deputy Director in Basic Element, Financial Director in Deutsche UFG, Member of Executive Board in Gazprom Media and leading positions in the Sputnik Group and NTV Plus. He is in charge of M&A projects.



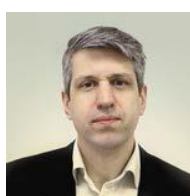
**Alexey
Goryachev**
Senior Partner

Alexey has more than 25 years' experience in investment and financial consulting. Prior to joining RB Partners, he held senior positions in leading Russian investment companies and funds, in particular, was Co-founder and Managing Partner of RMG Partners. Alexey is in charge of M&A of the Company's projects.



**Anton
Poletaev**
Partner

Anton has more than 10 years' experience in the field of investment banking business. Prior to joining RB Partners, he held leading positions in RB Invest, Althaus Capital and Uralsib Capital. Anton is in charge of M&A projects.



**Arseniy
Dabbakh**
Partner

Arseniy has more than 20 years of experience in marketing and finance. Prior to joining RB Partners, he was Co-founder and Managing Partner with RMG Partners and Gurus Capital. PE/VC investor and a Member of the Board of directors in a number of technology start-ups. He is a Member of the Board of directors in NAURAN. Arseniy is in charge of projects in venture capital sector and venture capital market analytics.



**Grigory
Oganesyan**
Partner

Grigory has significant practical experience in Corporate Finance, including M&A and ECM transactions. Prior to joining RB Partners, he worked at the Investment Banking department of BNP Paribas in Paris and London, as well as in Russian banks and private companies. Grigory is in charge of projects in the field of Corporate Finance.



**Natalia
Neverkevich**
CFO

Natalia has more than 20 years of experience in finance and banking business. Before joining RB Partners, she held leading positions in PwC, Sberbank, MDM Bank and Promsvyazbank. Natalia is in charge of financial operations of the RB Partners Group and development of the trading line of business - RB Trading Company.



**Alexey
Glotov**
Managing
Director

Alexey has more than 20 years' experience in the field of corporate banking. Prior to joining RB Partners, Alexey managed lending and client services in VTB bank, Alfa-Bank, Nordea and SMP banks. Alexey is in charge of debt restructuring and debt financing projects.



**Elena
Matveenکو**
Managing
Director

Elena has more than 20 years' experience in corporate finance management. Before joining RB Partners, she held positions of CEO with Nikofarm, Chief Financial Officer with Furniture Concern Katusha, Chief Financial Officer with Zirax, Chief Accountant with SUN Interbrew. Elena is in charge of projects in healthcare, pharmaceuticals and food industries.

Selected Business Partners and Clients

