



GLOBALSCOPE
INTERNATIONAL M&A ADVISORS

**Investment Banking Advisory Services
in 46 countries**

www.rbparkers.ru

www.globalscopepartners.com

#2 Investment advisor of M&A in Russia for 2017
(reported by MERGERS.RU)

#3 M&A advisor of Russian private equity market for 2017
(ranked by PREQVECA)

#1 investment advisor of the Russian venture capital market on the number of deals for 2017
(reported by MERGERS.RU)

RBPartners Investment Group

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

RB Partners provides investment advisory services to MidCap companies in the CIS countries, as well as on venture capital investments to companies developing innovative IT solutions.

Since 2004, the Company has successfully completed over 90 M&A projects exceeding US\$2.5 billion and has invested in 4 IT companies in the CIS countries.

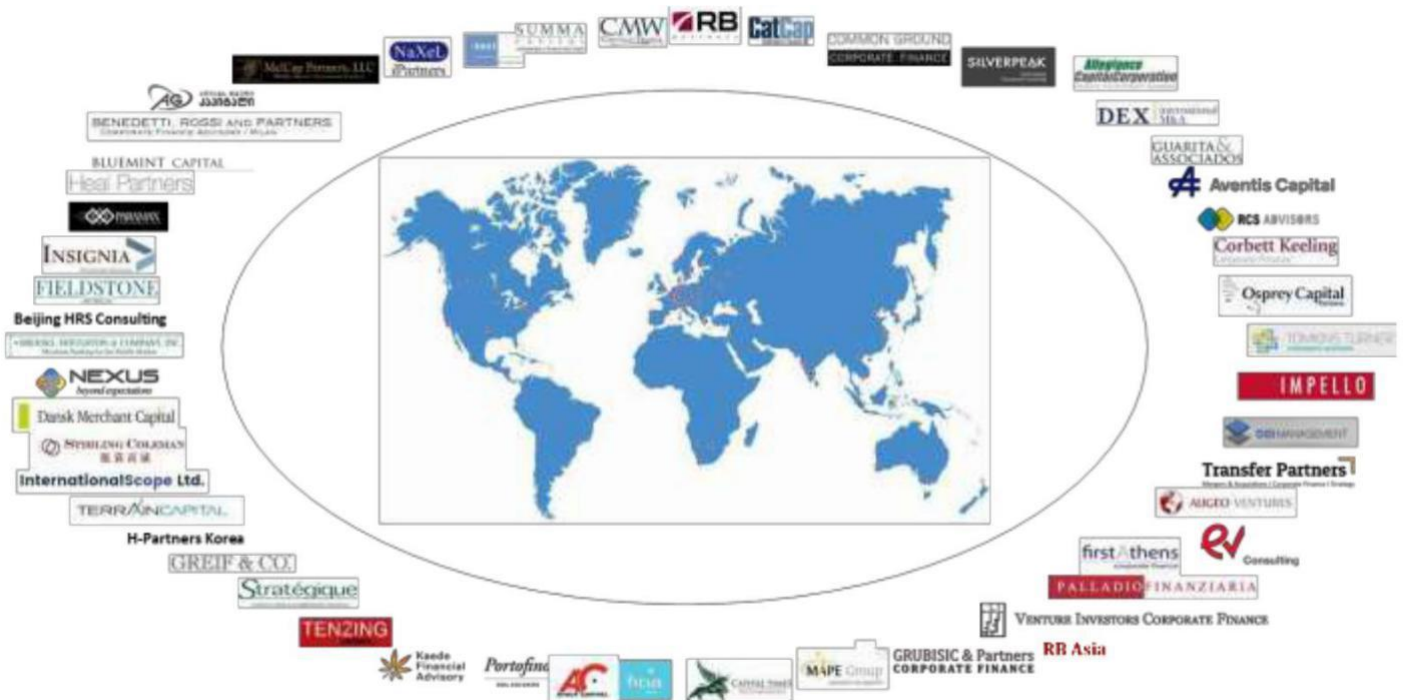
Since 2010, RB Partners has been a member of the Globalscope International M&A Association (www.globalscopepartners.com) that specializes in M&A and corporate finance services and includes 55 investment banking advisory firms from 46 countries around the world. Globalscope is among the top-35 investment advisors in the world rankings Thomson Reuters for the last five years.

Currently, the RB Partners Group includes the investment banking company RB Partners, the venture capital investment fund RB Capital (www.rbcapital.ru), the financial broker RB Garant (www.rbgarant.ru), the IT-company RB Technologies (www.rbtechnologies.ru), as well as several portfolio companies and has over 300 highly qualified professionals. The Group offices and representative offices are located in Moscow, St. Petersburg, Uzbekistan and Cyprus.

Our Services:

- Business partner and investment target searches, 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 guarantees
- Pre-investment preparation of companies including strategy development and business structuring
- Legal protection of rights/representation of interests of investors/creditors
- IT services for financial institutions

The Globalscope International Association



Key TeamMembers



**Konstantin
Dzhimbinov**
SeniorPartner

Konstantin is co-founder of the RB Partners Group and has more than 25 years of experience in the investment advisory and banking sectors. Prior to establishing RB Partners, Konstantin was Vice President, Head of Finance of VTB Bank (№2 state bank in Russia), Head of MIS of Alfa-Bank (№1 private bank in Russia) and a Manager at PwC. Konstantin is currently in charge of the coordination of the Group's activity.



**Alexander
Lukin**
SeniorPartner

Alexander has more than 25 years experience in the financial sector. 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 currently in charge of M&A projects.



**Alexey
Goryachev**
SeniorPartner

Alexey has more than 25 years experience in investment and financial advisory. Prior to joining RB Partners, he held senior positions in leading Russian investment companies and funds namely was co-founder and Managing Partner of RMG Partners. Alexey is currently in charge of M&A projects.



**Constantin
Gubin**
SeniorPartner

Constantin is co-founder of the RB Partners Group and has more than 25 years of experience in the financial sector. Prior to establishing RB Partners, Constantin worked in executive positions in the Interros Group, leading Russian banks and was President of the National Registry Company, one of the largest registration companies in Russia. Constantin is currently in charge of the venture capital investment fund RB Capital and IT projects of the Group.



**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 graduated from Higher School of Economics with master's degree in Economics. Anton is in charge of M&A projects.



**Arseniy
Dabbakh**
Partner

Arseniy has more than 20 years of experience in sales, marketing and finance. Prior to joining RB Partners as a Partner, a Co-Founder and a Managing Partner of RMG Partners (2014-2016). in 3M Co. in 1995. 1997-2003 worked in sales & m Duracell, Digitex Europe, etc. In 2005-2010, a Co-Founder and Managing Partner of invest boutique Gurus Capital, focused on M&A cross border transactions in MidCap. 2010-2014 worked in investment bank RMG, Corporate Finance Director and Head of investments. Education: RUDN University, MBA California State University, Skolkovo PE/VC. Investor & board member of several tech



**Galina
Zhukovskaya**
GeneralDirector

Galina has more than 20 years of experience in MIS implementation and corporate management. Before joining RB Partners Galina was Head of Planning and Reporting at Alfa-Bank. Galina is currently in charge of the Company's corporate management.



**Natalia
Neverkevich**
CEO

Natalia has more than 20 years of experience in finance and banking. Before joining RB Partners, she held executive positions in PwC, Sberbank, MDM Bank and Promsvyazbank. Natalia is currently in charge of financial operations of the RB Partners Group and development in the export and import activity



**Doniyor
Islamov**
Managing Director

Doniyor has more than 10 years of experience in finance and M&A. Doniyor began his career in PwC, was CFO in several international companies. Doniyor is currently in charge of M&A and corporate finance projects in Uzbekistan and Kazakhstan.

Selected Business Partners and Clients

