



Iuliana Musat

Nationality: Romanian

● EDUCATION AND TRAINING

01/09/1998 – 30/06/2002 – London, UK, Londra
FCCA- MEMBER OF THE PROFESSIONAL ASSOCIATION – ACCA

www.accaglobal.com

15/09/1992 – 30/06/1997 – Bucharest, Romania
ECONOMIST – Bucharest University of Economic Studies (ASE)

15/09/1986 – 30/06/1991 – Bucharest, Romania
ENGINEER – Politehnica University of Bucharest - Faculty of Aerospace Engineering

● WORK EXPERIENCE

01/05/2014 – CURRENT – Bucharest, Romania
SENIOR DIRECTOR INVESTMENT BANKING – RAIFFEISEN BANK

1. Identifying business opportunities, preparing offers and initiating relationships with potential customers for capital market products (shares, bonds) and mergers and acquisitions (M&A).

2. Management of capital market projects - public offers and private placements of shares followed by listing on the Bucharest Stock Exchange (BSE) - IPO, accelerated sales of financial instruments - ABB, share capital increases, bond issues:

- advisory regarding the most appropriate financing solutions or selling packages of financial instruments, structuring transactions
- coordination of the teams of specialists involved in the project (auditors, legal consultants, valuers, sales teams, PR, back office, etc.),
- drafting and reviewing documentation (prospectus, presentations, contracts, guidelines for communication with the media and the public, guidelines for preparing deal research reports, etc.),
- initiating and maintaining relations with clients and their representatives (shareholders, management, investor relations officers, etc.), with capital market entities (FSA, BSE, Central Depository, Clearstream, etc.)

3. Management of M&A projects: analysis, selection and preparation of the list of potential investors, information analysis, preparation of marketing materials (teaser, information memorandum, presentations, etc.), analysis and selection of bids, due diligence process assistance, documentation analysis and review, assisting clients during the negotiations with investors.

Relevant Deals:

- Raiffeisen Bank Green Bond Issues., RON 1.200 mn, June 2021 & RON 401 mn, May 2021
- Sale of Wirecard Romanian Subsidiaries , September 2020
- Purcari ABB, EUR 19 mn, October 2019
- City of Bucharest Bond Issue, 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 Program, RON 2.200 mn, May 2015
- Treasury Bond Program, Fidelis, RON 65 mn (2015), RON 735 mn (2016)
- Electrica IPO, EUR 444 mn, June 2014

www.raiffeisen.ro

28/04/2020 – 21/03/2021 – Bucuresti, Romania

- Preparation and participation in GSM meetings, Norofert Board meetings
- Coordinating, together with the other members of the Board of Directors, the activity of the directors of Norofert, establishing the objectives and criteria for evaluating and rewarding their performances;
- Establishing, together with the other members of the Board of Directors, the business strategy, allocating the necessary financial and human resources so that the company achieves its strategic objectives
- Analysis and evaluation of internal control and risk systems; recommendations for improvement
- Monitoring financial performance and contribution to the company's business and development plans
- Preparation of financial statements with accurate and correct reflection of the company's financial position
- Proposals and recommendations regarding corporate events: dividend distribution, capital increases, etc..

28/09/1998 – 30/04/2014 – Bucuresti, Romania

CFO SI MEMBRU CA – RAIFFEISEN CAPITAL & INVESTMENT S.A.

- Coordination and supervision of financial, back office and administrative teams: personnel selection, goal setting and performance evaluation
- Designing the company's procedures and policies and supervising their correct implementation in the financial-accounting, treasury, risk, back-office and settlement departments
- Maintain and improve operations by monitoring system performance, identifying problems and risks, preparing and finalizing action plans, managing system and process improvement
- Budget preparation and profit planning, evaluation and reporting of variances against plans, expenditure control and optimization
- Administration, planning and fiscal compliance of the company. Tax advice offered to clients regarding the taxation of capital gains, dividends, interest rates on the Romanian and foreign capital markets
- Treasury management identifying the most efficient sources of financing and investing surplus cash, close relationships with banks and other financing providers
- Management of the relationship with the group's external and internal auditors, reconciliation and follow-up of internal audit reports;
- Maintaining the relationship with the capital market institutions and other participants: Authority for Financial Supervision (FSA), Bucharest Stock Exchange (BSE), Investor Compensation Fund, Central Depository, custodians, other financial investment service companies, IT service providers, lawyers, advisers
- Operational management of capital market projects: collecting, verifying and validating the subscriptions in the public offers, evaluating the settlement risks, confirming the transactions and settling them.
- Coordinating the integration of Raiffeisen Capital & Investment in Raiffeisen Bank through the merger by acquisition process.

Relevant projects:

- Coordinating the operation of switching from individual investment accounts opened on behalf of investors to global accounts, without pre-validation;
- Implementation of the technical infrastructure necessary for short selling operations and lending of financial instruments
- Operational management of:

Transgaz IPO (2007), EUR 65 mn, over 12.000 subscribers offered aprox. EUR 1,800 mn

Transgaz SPO - EUR 72 mn, April 2013

Romgaz IPO, EUR 395 mn, November 2013

● LANGUAGE SKILLS

Mother tongue(s): ROMANIAN

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C2	C1	B2	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Bloomberg | Microsoft Office: Word, Excel, Power Point, Outlook | Outlook