

## Curriculum vitae

### Krzysztof Ksawery Rudnik, CFA

Phone: +48-697 44 01 99  
E-mail: KRudnik@hotmail.com  
Date of Birth: 28/08/1976  
Marital Status: Married



#### **Professional Experience:**

04/2013 – present      **Total FIZ** – supervisory of portfolio companies  
08/2005 – 03/2013      **Deloitte Financial Advisory Services**,  
M&A Advisory and Valuation teams, Warsaw – **Assistant Director**, Manager, Senior Associate  
05/2004 – 06/2005      **Ernst & Young Corporate Finance**,  
Valuation Team, Warsaw – **Senior**  
04/2000 – 04/2004      **BRE Corporate Finance** – Commerzbank's subsidiary,  
M&A and Financial Advisory, Warsaw – **Senior Financial Analyst**, Analyst, Junior Analyst  
06-09/1999              **Procter & Gamble**, Germany  
**Internship** in controlling department of Health and Beauty Care Business  
07-08/1997              **Sparkasse Forchheim**, Germany  
**Traineeship** in home banking department

#### **Skills Gained:**

Transaction execution management, equity valuation, business plan preparation and evaluation, investor search, financing origination, financial and market analysis, due diligence, business development - projects origination

#### **Education:**

2004 - 2006              **Chartered Financial Analyst (CFA)** designation,  
1995 - 2000              **Warsaw School of Economics** ( Szkoła Główna Handlowa )  
Master in Finance and Banking, Thesis: Value Based Management  
1999 - 2000              **CEMS Master Program**  
pan-European Master degree program led jointly by top management schools in Europe  
01 - 05/1999              **Norwegian School of Economics and Business Administration** ( NHH ), Bergen,  
CEMS exchange semester

#### **Languages:**

Polish:                  native  
English:                fluent

#### **Interests:**

Mountaineering (Switzerland, Bolivia, France, Ukraine), Long distance runs, Photography

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#### **Sample of projects within corporate finance:**

##### Retail and consumer products

- ⇒ **Wine production and distribution businesses in Romania and Czech Republic** – sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **Corn processing business** – sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **Frozen ready to eat meals producer** – search of contract manufacturing partners on Polish market
- ⇒ **Carlsberg - El Sol wine brand** - sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **US cereals producer** – buy side advisory, Polish targets analysis, negotiations, due diligence coordination
- ⇒ **Billa REWE** – supermarkets chain operator - buy side advisory, Polish targets analysis and negotiations
- ⇒ **Jutrzenka** – confectionery producer – referencing of Goplana trade mark valuation
- ⇒ **Bakalland** – dried fruits distributor - equity valuation
- ⇒ **Polmos Poznań, Polmos Zielona Góra, Polmos Białystok** – spirits producers – organizational and management analysis
- ⇒ **Centrum Wina** – spirits distributor – equity valuation

##### Industry

- ⇒ **HVAC units producer and marketer** – sell side advisory: information documents, contacts with investors
- ⇒ **Axtone** – railway buffers producer – buy side advisory for a private equity fund
- ⇒ **C. Hartwig Gdynia** – freight forwarder – equity valuation
- ⇒ **Automotive subassemblies plant** in Poland – sell side advisory: information documents, contacts with investors, dd mngt, negotiations
- ⇒ **KGHM Energetyka** – review of financial model for debt financing of two new energy generating plants, model prepared by another Big 4 firm
- ⇒ **WSK Rzeszów**, foundry business – due diligence for private equity fund
- ⇒ **Polfa Kutno** – pharmaceuticals producer – equity valuation for minority shareholders squeeze out
- ⇒ **Naftoport** – harbour handling crude oil and crude oil products - fairness opinion about a valuation for PKN Orlen
- ⇒ **NFI** – national investment funds – post transaction valuations and investor searching for portfolio companies
- ⇒ **Stoen** – energy provider – transaction advisory for RWE
- ⇒ **Huta Ostrowiec** – steel mill - financial analysis and valuation of rolled products division

##### Financial services

- ⇒ **WestLB Bank Polska** - sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **BWE Bank** – sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **NPL collection company** – debt origination
- ⇒ **Mezzanine fund** – business plan for one of Polish banks
- ⇒ **Dresdner Bank Croatia** – financial analysis, net assets valuation and due diligence
- ⇒ **eCard** – transaction processor in a card-not-present environment – sell side advisory
- ⇒ **PolCard** – bankcard transaction processor – buy side advisory – equity valuation, due diligence, market analysis
- ⇒ **Bank Przemysłowy** – co-ordination on the sell side, preparation of information documents, investor search, negotiations
- ⇒ **TU Samopomoc** – insurance company - DCF and market multiples valuation, information memorandum
- ⇒ **TU Alte Leipziger Hestia** – insurance company– equity valuation
- ⇒ **TFI Skarbiec and BRE Asset Management** – investment funds– equity valuation
- ⇒ **Centrum Leasingu i Finansów** – leasing brokerage – equity valuation
- ⇒ **BEST** – consumer finance brokerage - financial restructuring
- ⇒ **PTE EGO and PTE Orzel** - managers of pension funds – due diligence and net assets valuations

##### TMT

- ⇒ **Kino Polska – content provider for TV channel** – equity valuation
- ⇒ **Restructuring and spin off of IT operations** of a large financial institution - evaluation of investment project
- ⇒ **ComputerLand** – new issue prospectus for employees stock option plan
- ⇒ **Student.pl** – internet services company – business plan
- ⇒ Company offering access to internet via **set top boxes** - business plan

##### Other

- ⇒ **Trakcja Polska** – financial advisory for COMSA EMTE, shareholder of Trakcja in merger transaction with Tiltra Group
- ⇒ **Facility Management company** – buy side advisory for private equity fund
- ⇒ **Manned guarding and CIT services provider in Serbia** – sell side advisory: information documents, contacts with investors, due diligence management, negotiations
- ⇒ **Poznan residential real estate developer** – buy side advisory: equity valuation, information collection, negotiations