

# CHERKASOV Mikhail

Born 29/03/1968 (55 y.o.)

e-mail: [mikhail@cherkasov.ch](mailto:mikhail@cherkasov.ch); web-site: [www.cherkasov171.ru](http://www.cherkasov171.ru)



## WORK EXPERIENCE

- Since June, 2015** **Slavyansk-eco Group** (Krasnodar region, Russia). Petroleum refinery (5,2M mt of crude oil refining) and petroleum products export and domestic retail distribution (120 own gas stations). Sales proceeds – USD 3 bn p.a.  
**Corporate finance director. Member of the Board. The CEO of Managing Company “Omni-pro”.**  
Creation of new international architecture for Group structure. Opened accounts and credit facilities with international banks. Opened credit facilities (trade, project finance) with Russian banks. Total limits of financing – USD 1bn. Creation of Group’s international sales and hedging strategy. Launching of IFRS reporting and audit. Reforming of Group’s domestic retail distribution – implementing of new accounting and acquiring systems.  
Since the moment when I joined the Group it tripled the sales proceeds, started new trading strategy in the international market (based on documentary operations and trade financing), drastically increased the credit portfolio from USD 10M to above-mentioned volumes. In 2021 the first tranche of public bonds was launched.
- Since Oct, 2014** **CHM Partners.** Consulting on fundraising.  
**Managing director.** Active assistance in obtaining of various types of debt and capital raising in Russia and worldwide for corporate customers.
- Off-hour job:*  
**Since 2011 up to date** **National Research University High School of Economics.** The courses for evening students in theory and practice of international trading and financing (in English and Russian). [www.hse.ru](http://www.hse.ru)  
Courses: “Corporate finance”, “Practice of international fundraising”, “Investment project management”.
- Before:*  
**2015 - 2018** **Prime-star restaurants Group.** Restaurants chain, about 100 restaurants, sales proceeds USD 50M p.a.  
**Financial director, then Financial Controller of the Board of Directors.** Financial management and planning, budgeting, borrowings management, investment decisions. Closed deal on minority stake buy-out.

	Preparation of the company for sale to the strategic investor. After leaving management board – daily financial control on the management on behalf of shareholders, cooperation with investment banks for company acquisition, regular financial analysis of Group’s results with reporting to shareholders meetings.
2013 - 2014	<p><b>ScanOil Group.</b> Private company trading oil product in Russia and Eastern Europe with numerous foreign branches. Trading is provided through fuel cards to retail customers. Sales proceeds – USD 150M p.a.</p> <p><b>Director for corporate financing of the Group.</b> Preparation of IFRS consolidated financials of the Group. Auditing of Group consolidated financials with “big four” company. Creating of the financing strategy appropriate for the Group. Obtained credit facilities and leasing in Russian and Swiss banks. Cooperation with Hermes group for covering company’s commercial risks in European countries. Search of venture investor for one of Group’s project.</p>
1999 - 2013	<p><b>VALINOR PLC.</b> Public company, annual turnover – up to USD 1bn. International grain and petroleum products trading and agricultural production in Russia and Ukraine. <a href="http://www.valinor-in.ru">www.valinor-in.ru</a>. 6 000 employees. Group’s branches are located in Russia, Ukraine, Kazakhstan, Switzerland, Egypt.</p>
Since Dec., 2006	<p><b>Board Member, Deputy CEO for Investors Relations, Head of Corporate Finance, Minority shareholder.</b> Corporate finance: bonds issuing, syndicated loans, trade finance and pre-export financing, structured financing, reconciliation and loans re-structuring. Total limits of facilities in European banks – USD 350M; Russian and Ukrainian banks – USD 400M. Committed projects with more than 20 financial institutions: Sberbank, Petrokommerts, Alfabank, Deutsche Bank, BNP Paribas, BCV, BCGE, ING, Societe General, BCP, ABN-Amro, Garantibank, Credit Europe, Raiffeizen, Credit Suisse, UBS, CIB (Egypt).</p> <p>Core responsibility – financing of domestic and international commodities trading (agri and petroleum products).</p> <p>Preparation and participation in IPO project: responsible for preparation of Prospectus and other documents; participation in pilot fishing and road-show; relations with investors, investment banks, auditors, legal and financial advisors. Creation and mathematic modeling of company’s financial strategy. Head of international trading office. Administrative and financial management of Group’s trading subdivision. Cooperation with lawyers, insurance, surveyors, freight companies. PR-management: company’s public image support in cooperation with local and foreign media.</p> <p>Heading of international accounting division, active participation in consolidated reporting and auditing with ‘big four’.</p> <p>Participation in the private placement of affiliated web-project anywaynyday.com. Proceeds – USD 10M on very early stage.</p>
	<i>Within the period 1999-2006 took following positions in Group’s subsidiaries:</i>
2006 - 2010	<p><b>Board Member</b> in numerous Group’s subsidiaries.</p> <p><b>CEO</b> Valars SA. International grain trading company (used to live and work in Lausanne, Switzerland).</p>
2003 - 2006	<p><b>CFO</b> Silverstone SA (Lausanne, Switzerland). The company took no. 1 position in grain export from Russia and Ukraine within the period 2004 – 2006.</p>

2000 - 2003	<b>Chairman of Management Board</b> «Kaznachey» bank (nowadays – bank «Renaissance Credit»). Head of captive bank owned by the Group. Bank acquisition, structure and strategy formation, resale to third party investor. Bank key strategy – trade and pre-export finance of international commodities trading: agri, petroleum products, metals.
1999 - 2000	<b>CFO</b> of Moscow representative office of Overstar Trading Ltd. International grain trading company.
<i>Worked before:</i>	
<b>1996 - 1999</b>	ROSNO Insurance Company (Moscow). Project manager for regional development.
<b>1995 - 1996</b>	Menatep Bank (Moscow). Head of regional business department. Deputy Chairman of Board in PLC “Tambovnefteproduct”, Chairman of the Board in “Kurgan” bank.
<b>1992 - 1995</b>	“Neftyanoy capital” bank (Moscow). Vice-president (Deputy Chairman of Management Board) responsible for legal dept, economic planning, international clearing and correspondent relations.
<b>1991 - 1992</b>	Commercial bank for business cooperation (Moscow). Head of Legal Department.
<b>Education and Qualification:</b>	
1975 - 1985	School № 8, Taganrog, Russia. Graduated with honors.
1985 - 1990	Moscow State University, Law Faculty, Graduated with honors as a Lawyer.
1994 – 1995	Financial Academy under the Government of RF. Supplementary professional education “Banking”.
2000	Russian Foreign Trade Academy. Supplementary professional education “Finance”.

## SKILLS AND ACHIEVEMENTS

- I always achieve intended targets.
- Long-term experience in various business activities, especially in financial management and international commodities trading.
- Deep knowledge of international trading and financing theory and practice. Expertise in trade and pre-export financing as a banker and as a customer. Participated in creating of ‘new style’ trade finance club deals adjusted to changing conditions of world commodities trading.
- Practical skills in documentary business (letters of credit, guarantees, collateral management, BPO), Incoterms, special trading and arbitration rules GAFTA, FOSFA, principles of international court practice, chartering rules and practice, documentary flow and real business activity of port facilities and warehouses.
- Numerous useful and friendly contacts in Russian, Ukrainian and European banks, financial institutes, insurance and trading companies.
- Practical knowledge of local and international accounting standards. Heading the accounting divisions in Russia and abroad.
- Practical knowledge of Russian, Ukrainian, Swiss and Cyprus civil legislation. Creating, heading and liquidating companies in mentioned countries.
- Creating of mathematical models of company’s financial strategy. Heading business-analysis department.
- Personally participated in preparation and providing of IPO, bonds issues, syndicated facilities, structured financing, venture financing and private placement, several restructuring projects.

- Founded, headed and (somewhere) liquidated companies in Russia, Switzerland, Ukraine, Cyprus, Poland, Baltic countries, China.
- Fluent English. Permanent negotiations and presentations in English. Reading of French professional documents.
- Fan of skiing, billiards, play guitar, read a lot.

**Marital status:** married, two sons, daughter.