

First name

Surname

E-mail Date of Birth

Middle name

Phone number

Alternative phone



Pavel Valerievich Kartsev +7 (903) 7958211 +7 (910) 5324402 <u>Paul.Kartsev@gmail.com</u> 08.08.1979



Manager in consulting sphere. Professional valuer. PhD in Economics. Acting in valuation since 1996. Certified Russian valuer. Member of RICS.

Good economics and financial education and background since 1996. Excellent knowledge of real estate market. Has experience of working both in International and Russian consulting companies.

Latest employment was in one the Russian Top-10 audit and consulting companies (Business Systems Development, a partner of the Crowe Horwath International) at the position Head of Business Valuations within the Valuation Department. During this experience promote the company service in several largest banks, managed significant projects in business valuations (Insol Holding, MTZ Rubin), assets valuations for IFRS reporting purposes (Russian Carbon, Vladivostok International Airport) and real-estate valuations (Horus Capital, Vivaldi Plaza).

Prior to RBS worked in Moscow office of the leading international real-estate consultant - Jones Lang LaSalle. As a part of Jones Lang LaSalle valuation team took part as a project manager and leading valuer in portfolio valuations for AFI Development, Open Investments (OPIN), RosEuroDevelopment, Meinl European Lands, Karusel and X5 Retail Group, Itera, Ukrsibbank BNP Paribas etc. for such purposes as IPO, private placements, Ioan securities, purchases and acquisitions, reporting according to IFRS.

Earlier worked on the position of Deputy Director in the regional consulting company in Tver where managed the projects in business valuations, industrial property complexes. Worked with such clients as Tver Carriage Works and its subsidiaries, Tverpeat, Tver House-Building Plant, Alsico Group, Miko-Bank, Sberbank, Uralsib, VTB, state governmental and regional authorities and institutions. Apart from the valuation projects Pavel managed projects in financial expertise of tariffs for municipal services, business-planning and investment analysis advisory services, took part in audit for some of the clients.

Work2010-2011Business Systems DevelopmentMoscowExperience(ZAO AKG RBS), Crowe Horwath Intenational

Head of Business Valuation

- Business development in valuation sphere.
- People management within the department.
- Development of the company methodology in business, IFRS and real-estate valuations
- Management of the key projects.
- Coordination and team work with appraisers in the branches of the company.

2006-2009

Jones Lang LaSalle

Moscow

Senior Consultant\Consultant

- Project management and leading projects in portfolio valuations of such Clients as:
 - OPIN (Open Investments) regular valuation for IFRS reporting, SPO, CLN bonds issuing;
 - AFI Development (Stroyincom-K) valuation for IPO & regular IFRS valuations;
 - X5 Retail Group / Karusel valuation of the development sites portfolio for sale/ acquisition within the deal between the companies;







Tver

- Meinl European Lands Ltd. (Atrium Real Estate Group) valuation of the development asses portfolio;
- RosEuroDevelopment valuation for IFRS purposes, finance and mortgage purposes;
- Ukrsibbank BNP Paribas valuation for internal purposes and IFRS reporting;
 - ITERA Real Estate, SUN Group pre-IPO valuation, IFRS reporting.
- Valuations of the investment properties, development sites and lands for STT Group, RussianLand, Ferro-Stroy, Terra, Penta Investments, RGI International, Park Development, Elgrad, Oniks, Rosno/Alliance, Swedish Ministry of Foreign Affairs, ALSTOM Power, Aljba-Alliance Bank, Forum Properties etc.
- Management of the team of 3-10 consultants, people management, coaching and mentoring,
- Developing the internal methodology and reports of the Valuation department, creating the supporting informational basis.

2003-2008

Tver State University

Senior Lecturer

- Reading lectures in discipline "Bases of property valuation" for students of "Accounting and Auditing", "Finance Management" and "National Economics" specialties.
- Creating and developing the methodical basis for studying discipline "Bases of property valuation" including lectures, practical case-studies, tests, and exams programs.

1996-2006	
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Regional Expert & Analytical Centre Tver "Perspectiva", LLC

Deputy Director\Senior Appraiser\Appraiser\Assistant of Appraiser

- Leading the projects in business valuations and valuations of high complexity properties
 - Valuations of business and complexes of assets for such clients as Tver Carriage Works JSC, Nelidovo Plastics Plant JSC, Tverpeat JSC, Alsico Group, Tver City Bank JSC, Miko-Bank LLC
 - Inventory and valuation of the replacement costs of telecommunication equipment and systems of Tver Division of Centretelecom JSC
 - Valuations of commercial real-estate in Tver region for various purposes including sales and acquisitions, mortgage and loan security, privatization.
 - Rental valuations of the federal and regional state properties
 - Valuations of the lands including agricultural, sites for commercial development, sites for industrial construction.
- Management of the projects in financial advisory sphere
- Management of the projects in financial expertise of municipal services tariffs.
- Creation and development of the internal company's valuation methodology including calculations models and reports templates
- Creation and support of the informational basis for company's activity including IT-systems databases, literature.
- Management of relations with some key clients including some governmental institutions and banks
- Marketing activity including preparation documentation for tenders, participations in specialized ratings, advertising.
- Administrative support of the company activity including creation of internal HR policies and documentations

Education and	2008	State Academy of Investments and Innovations	Moscow	
Degrees		(GASIS)		
5	Doctorate Degree in Economics			
	 Doctorate degree u 	upholded		

- Speciality «Economics and Management in National economy»
- PhD thesis in «Restructuring of the industrial enterprises property complexes»

2001-2004

Tver State University

Tver

Post-Graduate

Post-graduate program



Economics and Management in National economy Spociality

+7-495

 Speciality «Econor 	mics and management in National economy»	**ABE		
2003-2004	Moscow Institute of Economics, Statistics and Information (MIESI)	Moscow		
Manager				
 Presidential program of Management Staff Retraining Specialization «Anti-crisis management» 				
2000-2001	Academy of Finance in Government of RF (Institute of Professional Valuations)	Moscow		
 Valuer Professional retraining program in valuation Specialization «Valuation of Business» Degree work in "Qualitative and quantitative analysis of risk in business valuations" 				
1998	Academy of Finance in Government of RF (Institute of Professional Valuations)	Moscow		
ValuerInitial trainings in valuation of business, real estate and equipment				
1996-2001	Tver State University	Tver		
 Higher education in Economics (5 years) Speciality in Accounting, Analysis and Audit Degree work in "Accounting, analysis and auditing of the cost of inputs in industrial production" 				
 Member of the Roy Full member of Ru Russian legislation Professional liabilit Languages Capal Russian - native English – good bus Driver's License Driver license, cate Hobbies Reading, fine arts, Travelling, cars 	yal Institution of the Charted Surveyors (MRICS, №1193920) Issian Society of Appraisers (MRSA, №10H-04268), certified v n. y of the valuer secured by "AlfaStrakhovanie" Insurance Comp bility siness level (negotiations, correspondence, writing reports) egory A,B (since 1997) music	Ŭ		
	2003-2004 Manager Presidential progra Specialization «An Degree work in "R 2000-2001 Valuer Professional retrai Specialization «Va Degree work in "Q 1998 Valuer Initial trainings in v 1996-2001 Economist Higher education i Speciality in Accou Degree work in "An Professional Ass Member of the Ro Full member of Ru Russian legislatior Professional liabilit Languages Capal Russian - native English – good bus Driver 's License Driver license, cate Hobbies Reading, fine arts, Travelling, cars	Information (MIESI) Manager Presidential program of Management Staff Retraining Specialization «Anti-crisis management» Degree work in "Restructuring assent of industry enterprises" 2000-2001 Academy of Finance in Government of RF (Institute of Professional Valuations) Valuer Professional retraining program in valuation Specialization «Valuation of Business» Degree work in "Qualitative and quantitative analysis of risk in business valuation Specialization «Valuation of Business» Degree work in "Qualitative and quantitative analysis of risk in business valuation Specialization avaluation of Business» Degree work in "Qualitative and quantitative analysis of risk in business valuation (Institute of Professional Valuations) Valuer Initial trainings in valuation of business, real estate and equipment Infigher education in Economics (5 years) Speciality in Accounting, Analysis and Audit Degree work in "Accounting, analysis and auditing of the cost of inputs in industr Professional Associations Member of the Royal Institution of the Charted Surveyors (MRICS, Ne1193920) Full member of Russian Society of Appraisers (MRSA, Ne10H-04268), certified valuasian legislation. Professional liability of the valuer secured by "AlfaStrakhovanie" Insurance Com Languages Capability Russian - native Russian - native Driver's License Driver icense, category A,B (since 1997) Hobbies Reading, fine arts, music		

- Professional development in valuation and financial advisory sphereEntrepreneurs' and managerial development in the consulting and investment business