

Oliver Kosturanov

Working experience:

SEAF

(May 2009 - present)

Director General for Macedonia

Overseeing and managing the whole operation of SEAF Macedonia Fund including: reporting to the shareholders; participating as Board member in the Board of Directors' meetings of the portfolio companies; managing the investment staff; mapping-out exit routes.

**Small Investment Fund (SIF) and
Micro Investment Fund (MIF)**

(July 2007 - present)

Director General

Overseeing and managing the whole operation of the Small Investment Fund - SIF and Micro Investment Fund -MIF, including: reporting to the shareholders; participating as Board member in the Board of Directors' meetings of portfolio companies; recruiting and managing the investment staff, acting as a chief investment officer in deal structuring and negotiations.

SPMG LLC Skopje

(September 2004 - July 2007)

Managing Director

Overseeing the whole operation of the company; recruiting and managing the team of consultants of the company; developing implementation plans, provide expertise in response to client needs, and advise project teams; asses business opportunities and develop strategies to attract private equity capital; actively involved in negotiating M&A and LBO transactions; and in some cases turning around companies in crises.

SEAF Macedonia

(April 1999 - September 2004)

Senior Investment Officer

Generating and screening potential companies for investment purposes; performing financial, market and legal due diligence of the pipeline companies for placing an equity and/or quasi-equity investment by SEAF; structuring and negotiations deals; preparing investment documents; adding value to the portfolio companies; mapping-out exit routes. Accomplishments include analysis of over hundred companies, completed full due diligence of more than fifty companies, and involved in closing of fifteen investments.

**Macedonian Banking Operations Center
- MBOC**

(August 1997 – April 1999)

Senior Banking Advisor

As a member of the MBOC team, helps the domestic banks and saving houses to become more profitable, competitive and efficient private financial institutions. Assist the financial institutions by providing training and technical assistance focusing on a wide range of strategic, financial and operational areas. Preparing and conducting several seminars for local banks including the National Bank of the RM.

Assist the financial institutions by developing internal policies and procedures, management consulting and on the job training.

LHB Bank AG Frankfurt, Germany

(August 1995 - October 1995)

Loan Officer

On the job training in all credit administration sections: Credit analysis (including the framework for borrower assessment - five C's of credit:

character, capital, capacity, collateral and cash flow); credit investigation; credit files; workout debt recovery and loan review.

Teteks Bank AD Skopje (TTK Bank)

(July 1994 – August 1997)

Head of Treasury Department

Directs the management of cash funds for the bank; Specifies amounts of cash to be used for overnight investment; Investment of surplus cash in approved investment vehicles (auction of deposits; inter bank money market); Management of corporate deposit book; Negotiation of new corporate and inter-bank relationships; Examines and resolves any significant over and under differences from predicted balances; Ensures that actions and procedures comply with the laws that pertain to the National Bank of the RM.

Education:

Master of Business Administration, the University of Sheffield, UK. Graduated with distinction, 2001-2003, GPA 13.6 / max. 16

Authorized broker on the Stock Exchange/Diploma received: International Equity Markets, Securities Institute, London, UK, 1995- 1996

Bachelor Economist - BE, University of Ss. Cyril & Methodius Skopje, Macedonia, Faculty of Economics, 1987- 1994, GPA 8/ out of max. 10

Completed seven years courses for English Language. Center for Foreign Languages, Skopje, Macedonia 1977-1984

Computer skills:

Professional user of Microsoft Office and Corel family of products with advanced spreadsheet modelling.

Languages

English, Macedonian and Slavic languages spoken in the Balkans

Other activities:

President of the Board of Directors of Makedonski Telekom AD – Skopje and Chairperson of the Assembly of T-Mobile Macedonia AD Skopje (May 2010 – present)

Member of the National Council for Entrepreneurship and Innovations (August 2011 – present)

President of the Supervisory Board of the Macedonian Bank for Development Promotion – (September 2006 - present)

Visiting lecturer at the University of Sheffield, teaching Corporate finance at postgraduate (executive MBA) level (2004-2005)

Part time Investment Advisor of two private equity funds managed by SEAF: SEAF/Macedonia and SEAF South Balkan Fund (September 2004-May 2009);

Actively involved in drafting of the recent changes of the Law on Investment Funds.