

Andrei Pogonaru

Born 13th August 1984

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Career Summary

Central European Financial Services S.A. – Private Equity Management 2006- present

Partner

- Member of the investment committees of CEFS Fund I and CEFS Fund II
- 65m EUR invested. Net average IRR 10.3% p.a.
- Structured and raised both funds. Involved in investment selection, investor relations, investee company management and exits.
- Currently raising a third regional 70m EUR fund as managing partner, focused on the circular economy and energy efficiency.

Professional Imo Partners S.A. – Developer/Investee Company 2013-2019

Project Lead as owner's representative on behalf of CEFS Fund I and other investors

- Led the development of the Veranda shopping mall in Bucharest, with 93 stores, a hypermarket and a cinema (total of 35000 square meters leasable area).
- Assembled and led the team that relocated a plastics factory, decontaminated the land, negotiated and signed lease agreements, supervised permitting and construction. Set up the mall management company.
- Structured and negotiated debt (40m EUR) and equity financing
- Currently 96% occupied. 7.9m EUR annual T/O.

GoodBee Services S.A. – Mobile Banking

Dec 2006- Oct 2007

Founder and member of the board

- Set-up a mobile banking services provider.
- Sold company to BCR.

Central European Energy Services S.R.L. – Energy Projects

2010- 2013

Founding Partner

- Developed, and sold a 9 MW solar power plant, the largest PV plant in Romania (May 2013).

Non-executive Boards and Advisory Roles

Transelectrica S.A. – Romanian National Grid

Jan 2013- Jan 2015

Member of the Supervisory board

- Member of the audit and financial committees.
- 94% increase in EBITDA over the two years
- Initiated company's first bond issue, led the creation of a treasury department

Salrom S.A. – Salt Mining

Non-executive member of the Board of Administrators

- Coordinated management restructuring.
- Company increased operating margin by 12% YOY during tenure.

Jul 2012- Jan 2013

Government of Romania

Non-political advisor to the Ministry of the Economy

- Advisor for foreign investment projects.
- Consultant in resource sector privatisations (gas and petrochemical sectors).

Jun 2013- Nov 2013

Education Summary

Cambridge University

Mathematics BA

2002-2006

Trinity College

Mathematics MA

Elected as International Student Representative in the Cambridge University Student's Union.

Winchester College

5 A levels, Step Exams

2000-2002

Languages Skills

Romanian (Native)

English (Fluent)

Mandarin (Basic)

French (Fluent)

German (Good)

Charitable activities and awards

Member of the board of "Hospice of Hope"- Palliative care- 8 years.

Member of the board of United Way Romania- 6 years.

Member of the board of Ashoka Romania- 2 years.

Member of the "Young Presidents' Organization" (Romanian Chapter)- 9 years.

Fellow of the "Aspen Institute" in Romania- 12 years.

2015- Forbes Romania 30 under 30 award.