

MATEUSZ MARKIEWICZ

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Profile

Highlights

Manager with over 20 years international business experience in automotive, oil and gas and retail. Strong technical finance skills supplemented with strategic management and successful restructuring track record. Comfortable in public as well as private equity environments.

Education

1997-1999

FUQUA SCHOOL OF BUSINESS, Duke University, Durham, NC, USA

Master of Business Administration

Concentration in Finance. Teaching Assistant - Statistics. GMAT: top 2%

1992-1995

DEREE COLLEGE, The American College of Greece, Athens, Greece

Bachelor of Science in Business Administration

Honors student

1991-1992

UNIwersytet Warszawski, Warsaw, Poland

Student at the Faculty of Management. Transferred to Deree during 2nd year

Experience

05/17 – Present

AmRest, Wrocław, Poland. Largest independent restaurant operator in Central Eastern Europe. Over 1500 restaurants under management in 15 countries. Over 30 thousand employees. 2016 revenues 4.2 bn PLN; EBITDA 556 mln PLN

05/17 – Present

Finance Director, CE, Russia and Germany

- Responsible for financial management in markets representing over 70% of group revenue and EBITDA. Oversee staff of over 90 across 10 countries
- Partner to Brand Presidents running 1100 restaurant in 5 distinct concepts
- Support of M&A integration
- Review and upgrade of G&A cost performance management

2011 – 02/2017

RUCH S.A., Warsaw, Poland. Leading Polish small format retailer (3 thousand outlets) and second largest press distributor. Revenues: ~EUR 350 mln

02/13 – 02/17

Member of Management Board in charge of Finance

01/11 – 01/13

Finance Director / CFO, member of Executive Committee

- Responsible for the areas of Financial Reporting, Controlling, Treasury, Tax, Trade Finance, Insurance. Oversee staff of 100
- Over 60m PLN EBITDA improvement in 2016 vs 2010
- Repositioned Company's business model by exiting wholesale business and introducing high margin service offering to retail and logistics footprint – increased gross margin from 13,5% to 19%
- Over 46% operating cost reduction since 2011
- Consolidation of 14 regional financial accounting systems into one resulting in over 70% financial staff headcount reduction since 2010
- SAP and accounting shared service center implementation
- Six rounds of refinancing

2005 – 2010 **Polski Koncern Naftowy Orlen S.A.**, Płock, Poland. Largest Polish oil refining company with dominant market positions in Poland, Czech Republic and Lithuania. Revenues: ~EUR 27bn.

07/05 – 12/10

Treasurer

- Responsible for the areas of Financing, Financial Risk Management, Liquidity Management, Trade Finance, Insurance, Debt Collection, Bank Relationship Management and Rating Agency Relationships. Responsible for staff of 30
- Arranged and subsequently restructured 3bn EUR of multilateral credit facilities during 2009-2010 financial crisis without losing access to liquidity
- Implemented two crude oil reserves-based financing facilities enabling over \$600m reduction in net debt and covenants defense
- Prepared 2 Eurobond issues. Both projects were suspended by management post roadshow due to unfavorable market conditions
- Restructured financial risk management policy
- Implemented EUR 1,6bn acquisition financing for strategic acquisition of Mažeikiu Nafta (Lithuania). Biggest corporate credit facility in Poland at the time
- Restructured insurance coverage for PKN Orlen and key subsidiaries via captive insurance company established in Malta
- Supervisory Board member of: Rafineria Trzebinia (Chairman), Rafineria Jedlicze, Orlen Asphalt, Orlen Oil

1999 – 2005

General Motors, Treasurer's Office, New York, USA

4/04 – 6/05

Manager, Foreign Exchange and Commodities (New York)

- Responsible for valuation and hedging of global FX and commodities exposures
- Managed group of six derivatives traders and \$20 billion derivative portfolio

1/03 – 4/04

Manager, Capital Planning (New York)

- Responsible for GM's Structured Finance Activity. Executed \$2.3 bn in Synthetic Lease, Tax Lease and Receivables Securitization transactions

6/01 – 1/03

Manager, Project Olympia (Ruesselsheim, Germany)

- General Motors Europe Turnaround Plan. Controlling, strategic support and Board reporting of 17 Teams' performance against turnaround targets
- Focus on Dealer Network Restructuring, Aftersales, Customer Relationship, Residual Value Management, Structural and Material Cost Reduction Teams

8/00 – 6/01

Senior Financial Analyst, Business Development (New York)

- Finance representative on troubled supplier workout team. Performed distress analyses and developed workout strategies for suppliers
- Negotiated restructuring plans, settlement and accommodation agreements with suppliers' creditors to shield GM from supply disruption costs

7/99 – 8/00

Senior Financial Analyst, Worldwide Pension Funding & Analysis (New York)

- Conducted funding analyses for GM's US benefit plans. Responsible for year-end pension plan disclosure and capital planning activities.

Summer 1998

Textron Inc., London, UK

Summer Internship - Mergers & Acquisitions Analyst

- Financial analysis, valuation and mergers & acquisitions research

1995-1997

McCann Communications, Warsaw, Poland

Account Manager

- Developed and managed relationships with agency's largest clients

Additional Information

Fluent Polish, English, French, conversant Greek. Basic German. Lived in Poland, Belgium, Greece, Germany and USA.