

Katherine Smith

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PRIVATE EQUITY EXECUTIVE LEADER

Orchestrating International Buyouts and Securing Growth Capital for Global Telecommunication and Communication Investments

Founder of an international private equity investment partnership focused on operationally intensive telecommunications, media, and technology services opportunities. Pursuing large-scale emerging market opportunities worldwide to apply extensive experience of investing in, developing, and exiting from businesses in mainstream markets in the US, Russia, Europe, and the Middle East. Possess a precise combination of investment instinct, traditional private equity skills, execution track record, and top level business contacts worldwide.

- **Partner-Level Private Equity Experience**
 - **Three Successful Exits &**
 - **Two Foreign Office Launches**
 - **Public & Private Company Board Expertise**
 - **Operationally Focused Investor**
 - **Extensive Deal Sourcing & Construction**
 - **High-Performance Team Building**
 - **Mergers, Acquisitions & Debt Restructuring**
 - **Fluent in Arabic, French, and Russian**
 - **US Government Financing Relationships**
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ROYAL PINNACLE CAPITAL, New York, NY

2007 – Present

Global private equity partnership focused on investments in telecommunications, media, and technology sectors in emerging markets.

Founder, Managing Partner

- Built core team of four partners, developed investment holding and management company structures, established fund administration processes, and opened the Moscow satellite office.
- Source, execute and manage a portfolio of seven growth investments in target sectors in EMEA.
- Serve as Chairman of the Board of Directors of firm's main investment, **Galaxy Networks**, a leading Moscow broadband Internet service provider with over 400,000 customer home subscribers.
 - Execute a comprehensive restructuring resulting in an eight-fold increase in cash flow after two quarters.
 - Restructure and refinance outstanding debt obligations securing a \$28 million loan facility from a U.S. Treasury affiliate to fund the Galaxy Networks' service provider strategy.
 - Complete acquisitions of two competitors and fully integrate their operations into the firm.
- Lead firm's growth investment in **Manony Communications**, a leading Middle Eastern cable TV broadcaster, which operates eight mainstream entertainment channels.
 - Incorporate investment as part of a proprietary strategy to roll up EMEA broadcasters that operate channels licensed from Global Fortune 500 firms into a diversified multi-channel business.
 - Expand into the Middle East by acquiring and launching a Saudi children's television channel.

MOSKUS CAPITAL, Moscow, Russia / New York, NY

2004 – 2007

US private equity firm with \$2 billion of capital under management, a division of Nova Group, managed by the notable Peter Meklesburg.

Partner, Head of Moscow Office

- Established the Moscow office, investment holding, company structures, and the 27-person team.
- Served as President/CFO of the group's media/telecoms consolidation vehicle, **Nova Group Enterprises**.
- Executed \$42 million investment in NASDAQ-listed **Petersburg Cablecom** (Moscow's largest cable TV operator) and served as a Member of Board of Directors and Chairman of its operating subsidiary.
 - Installed a new management team, capitalized an aggressive growth plan, and oversaw execution that resulted in four-fold network expansion, launch of triple-play, expansion of content, and attainment of profitability.
- Participated in the \$735 million acquisition of 31% of **RuskCom** (Russian state's telecom holding) from Ford Capital and the \$146 million LBO of **Aspire Networks** from US Telecom.
- Originated and led a \$354 million cash and stock merger creating **Kitoda**, the largest cable TV operator in Moscow. Realized an **exit of 108% IRR by entering into the merger**.
- Served as an **Independent Director** and **Member of the Audit Committee** until Firm was taken private through a negotiated tender offer following the merger.

AMERICAVON CAPITAL, London, UK**2001 – 2003**

US-based private equity firm with \$20 billion of capital under management, investing primarily in buyout and recapitalization opportunities in upper middle-market companies in Europe and North America.

Senior Associate - Western European Telecoms & Business Services Buyout Team

- Sourced and executed firm's **\$100 million LBO of Paybourg**, a Luxembourg provider of operator billing services.
 - Arranged \$50 million in financing for the buyout from Deutsche Bank, Bank of Scotland, and Allianz.
 - Assembled the strongest team in the sector from IMF Billing Structures, the leading competitor.
 - Led financial restructuring of Paybourg corporate structure post-buyout.
 - Americanvon **realized a 115% IRR upon exit from Paybourg** into another private equity firm in 2005.
- Participated in development of \$950 million LBO of SpainTel (joint venture between Telecom Spain and Network Systems) and the \$72 million equity investment in Ataltel (Italian broadband communications service provider).
- Sourced Americavon's investment in **Oxycom International** (Swiss-based provider of network planning and OSS optimization services for IP and cellular networks).
- Facilitated relationships between portfolio companies and corporate backers, including Intel and NTT DoCoMo.

EXPLORAGOLD INTERNATIONAL, London, UK**1997 – 2001**

Leading financial services firm with a market capitalization of \$70.4 billion and a presence in every major financial market worldwide.

Associate/Analyst - Investment Banking

- Executed all major types of M&A and financing transactions in chemicals, transportation, telecommunications, and travel management sectors worldwide, including:
 - \$36 billion acquisition of UK cellular operator **RedCell Communications** by Veditorsan NV.
 - \$3 billion merger between polypropylene producers Pintell (Regal Swiss Shell), Bergor (BASF), and Telenac (Pintell/Bergor joint venture) to form **Pinngor**, a global leader in polypropylene production.
 - \$2.8 billion leveraged partial disposition by **High Chemical Industries (HCI)** of selected petrochemicals businesses to **Rogsmann Chemicals** and associated \$900 million high-yield bond offerings.
 - \$600 million follow-on equity offerings by **Bangalore Air**, India's largest low-fare airline.
 - M&A advisory work with Alitalia, Infineon, Knightsbridge Tankers, Logica, Permira, Philips and Thomas Cook.
 - Participated in the 1999 IPO of **Exploragold International, Inc.**

TERING BROTHERS, Investment Banking Analyst, London, UK**1994 – 1997****HAMILTON & ROGERS, Researcher / Legal Assistant**, New York, NY**1991 – 1994****FORD BUSINESS SCHOOL**, New York, NY

Expected completion 2012

Candidate for Master of Business Administration (Executive MBA Program)

AARON BURR COLLEGE, Carter, NY

1995

Bachelor of Arts with Honors in Philosophy

L'INSTITUT D'ÉTUDES POLITIQUES DE PARIS (SCIENCES-PO), Paris, France

1994

European Studies Semester

RUSSIAN STATE INSTITUTE OF INTERNATIONAL RELATIONS (MGIMO), Moscow, Russia

1991

School of International Economic Relations – Concentration: Global Investing

LANGUAGES: Fluent in English, Russian, French and Arabic