

WOJCIECH GEBICKI

PERSONAL INFORMATION

Nationality: Polish/ English
Languages: Polish (native)
English (fluent)
French (fluent)
German (working knowledge)
Russian (working knowledge)
Ukrainian (working knowledge)
Slovak (working knowledge)

EDUCATION

INSEAD, FONTAINEBLEAU

MBA

WARSAW SCHOOL OF ECONOMICS

Master of Science, International Trade Faculty

UNIVERSITÉ LIBRE DE BRUXELLES

Studies in Economics

BUSINESS EXPERIENCE

WYCLIFFE MANAGEMENT, LONDON, WARSAW, NEW YORK, AFRICA (In 2005 merged with MANAGEMENT & CONSULTING GROUP)

09/2002 – present

(Poland-based corporate identity of a cross-border advisory company offering the services of high-calibre multi-cultural professionals with operational, banking and financial experience in both small organizations and multinational corporations. Business lines include: structured finance, corporate & financial restructuring and fund management.)

Founder & Managing Partner

Sample projects:

- On behalf of the US distributor was personally in charge of structuring and implementing a ground-breaking \$400+ million production and export finance program for the Polish M28 Skytruck and M18 aircraft

- under the F-16 Offset Program;
- Regional Airport in Southern Poland (business model development, financing, implementation);
- Raised a €250 million public-private partnership (PPP) fund for municipal infrastructure - the Polish-European Fund for Co-investment;
- Identification and due-diligence of potential acquisition targets in personal finance sector in certain countries of the former Soviet Union on behalf of an Anglo-American equity investor.
- Interim Chief Executive of Elektrownia Patnow II, a €500 million power plant under construction;
- Supervised several bank debt restructuring transactions negotiated and executed by WM teams;
- General Manager and largest individual shareholder of Polorbis Holidays Ltd., a London-based travel agent purchased directly from Orbis S.A., Poland's national hotel and travel agency operator.
- Partner in a chain of SCUBA dive shops in Zanzibar, East Africa
- Equity Partner in several commercial ventures

01/2002 – 08/2002

Independent Project Manager, London/Warsaw/Paris

Responsibilities:

- Negotiated and concluded a EUR 2.5 billion multi-stage syndicated loan facility to finance the acquisition by Kulczyk Holding S.A., acting in conjunction with France Telecom, of a 51% stake in Telekomunikacja Polska S.A., Poland's national telecom operator.

10/1999 – 01/2002

AUTOSTRADA WIELKOPOLSKA S.A. LONDON, WARSAW, POZNAN

Vice-President of Management Board, Chief Financial Officer

Responsibilities:

- Personally negotiated and concluded a ground-breaking EUR 930 million 37-year financing package for the first full BOT Project in Poland - the A2 Toll Motorway, for which AW S.A. was the exclusive privately-owned concessionaire. The A2 Project was structured with a high level of Government commitments, as well as participation of the European Investment Bank and a syndicate of international

commercial banks. In January 2001 this transaction was awarded the 2000 Infrastructure Deal of the Year prize by the Project Finance International magazine.

Specific tasks included:

- Conducted all negotiations relating to the project's financing package (equity, quasi-equity, stand-by commitments), domestic bond issue, suppliers' credit, commercial bank loans, international bond issue (discontinued), EBRD and EIB loans, performance guarantees, etc.);
- Supervised the creation of different traffic scenarios as inputs to the financial model;
- Re-designed the financial model and created sensitivity scenarios required to test various financing alternatives; negotiated the best, downside and banking case assumptions to the financial model, from which the detailed terms of the final loan, equity and guarantee packages were derived;
- Designed the long- and short- term hedging strategies for interest rate and currency risks;
- Led the process of re-negotiating the Concession Agreement with the Motorways Agency, GDDP as well as the Transport and Finance Ministers, in order to make it compatible with international project finance standards and specific requirements of global capital markets;
- Negotiated the financial terms of the Construction Agreement and OEM Contract with AW S.A.'s subcontractors; actively participated in follow-up and annexing process.

11/1998 – 11/1999

CREDIT LYONNAIS BANK POLSKA S.A., WARSAW
- ONE-YEAR SECONDMENT

Vice-President of Management Board, CL Bank Polska S.A.

- In charge of all client operations: Commercial Banking, Customer Service Department (i.e. middle office), Corporate Finance Department, Capital Markets and M&A Departments, including full responsibility for the operations of the domestic branch network.

10/1997 – 10/1999

CREDIT LYONNAIS, UK HEAD OFFICE, LONDON

Director, Head of Corporate Advisory for Central & Eastern Europe

- Responsible for co-ordination between the local branch

network and centralized investment banking product areas in the process of marketing and execution of complex financing and advisory transactions. Pre-Origination's product focus was centred around corporate finance function and includes, besides corporate banking, public and private equity, M&A, fixed income and debt issuance, structured and project finance, trade finance, as well as commodity-linked and financial derivative instruments.

02/1996 – 10/1997

WEST MERCHANT BANK, MEMBER OF WESTLB GROUP, LONDON

Manager, Investment Banking Division

- Initiated and executed cross-border capital markets and corporate finance business including international privatizations, capital raising and origination, and mergers & acquisitions. Market focus was on Central European region, and, in particular, Poland, Czech Republic/Slovakia, Ukraine, Romania and former East Germany.

04/1991 – 02/1996

EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT, LONDON

Principal Banker, Banking Department

- Project Leader with full P&L and logistical responsibility for equity, debt and quasi-equity investments of total value of \$180 million;
- Together with several other Project Leaders managed a large number of project finance transactions in the private sector in Eastern Europe (investment size ranged from \$16 million to \$100 million);
- Specific responsibility for liaison with Polish capital markets.

1989 - 1991

NATIONAL BANK OF POLAND, FOREIGN EXCHANGE TREASURY DEPARTMENT, WARSAW

Combined posts of Chief FX Economist and Head of Research and Asset Management Division

1988 - 1989

IMPEXMETAL CORPORATION, WARSAW

(Metals trader - \$1.5 billion turnover)

Sales Executive in Copper Department

- Responsible for transacting sales on the LME and to big-ticket German accounts.

1987 - 1988

CLARKSON GORDON CHARTERED
ACCOUNTANTS CANADA, TORONTO

Staff Accountant

Responsibilities:

- Audit and Consulting Teams, Toronto and Kitchener offices.

Mr. Wojciech Gebicki has agreed that Russell Reynolds Associates possess and process his personal data for the needs of the recruitment process conducted for Atlantia S.p.A.

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