Richard A. Golden

Priv.: Gusshausstrasse 17 / Apt. 4
A-1040 Vienna
Austria
Tel. +43 (1) 5050650
Mobile: +43 (664) 8888 8810
Email: goldenra@yahoo.com

PROFILE

A bi-lingual (English/German) Senior Banker and Board Member, with an extensive track record both in banking and Board memberships. As M&A banker originated and executed a multitude of corporate finance transactions for clients ranging from multi-nationals, sovereigns, large state owned enterprises, to mid-caps and private equity investors in both eastern and western Europe, US and Japan, building and recruiting the requisite teams to support this business; as Board Member, oversaw the finances of the leading International School in Vienna (Vienna International School, "VIS") with Euro 30m in revenues and 1400 students..

KEY ACHIEVEMENTS

- Built a profitable, cohesive, and sustainable, Industrial Sector coverage business within the M&A team of Raiffeisen Bank International AG ("RBI"). The Industrials Team covers the Chemicals, Building Materials, Metals & Mining, Capital Goods, Pulp, Paper and Packaging and Logistics sectors. Since assuming this responsibility in March 2008, have been responsible for mandates from, Borealis, Klöckner & Co, Huhtamaki, FCC, CH Robinson, Veralia, Panasonic, RHI, Metsalito, Stora Enso, VKR Group, the Russian engineering group - EM Alliance, the Polish State Treasury, the Privatization Agency of Kosovo, and numerous mid-caps in CEE, SEE, and CIS.
- As Board Member and Treasurer of VIS (as of Sep 2014) initiated bench marking, cash flow reporting, restructuring of fee schedule, and extension of Learning Support program. Moreover, played a principal role in negotiations with the Republic of Austria, the Vienna based UN Organizations, and the School, in putting in place a new contract covering both the facilities and the Education support, when after expiry of the old contract, the School's Going Concern status was put to question.
- Shifted Commerzbank's M&A business in CEE (including Russia and Turkey) from primarily targeting privatizations to focus on mandates from the private sector. Clients ranged from major local players such as Tatneft, RAO UES, Pyaterochka (Alfa Group) and Uzbektelecom to international ones such as Eon-edis, Abertis-Retevision, and First Data, to German and local mid caps. Furthermore, advised Commerzbank itself on the valuation of the equity portfolio of one of its principal holdings in the region, and the potential acquisition of a Romanian bank.
- Headed PwC Warsaw's Corporate Finance team, which closed transactions for Telia, NCC, and Vin & Sprit, and was mandated to advise on the financial restructuring of Daewoo Motor Poland under my leadership.
- Built CAIB Financial Advisers S.A., Warsaw to be one of the leading Corporate Finance operations in Poland. The team closed 20 transactions in 48 months with a value in excess of USD 1 Billion, and fees in excess of USD 8 Million. Major clients included the Polish State Treasury, various National Investment Funds, and international players such as South African Breweries (SAB), Mondi Ltd., Frantschach, Meyer Melnhoff, Wiener Städtische, CBR(now part of Heidelberger Cement), and LHOIST. During this period over 30 transactions were originated.
- In two years with CAIB AG, Vienna (the former Creditanstalt Investment Bank AG) closed eight transactions primarily targeting Hungary, including mandates from Siemens, SAB, GTE, and Rauch Fruchtsäfte.
- Built up Bankers Trust's Hungarian operations and acquired privatisation mandates which generated in excess of USD 2.5 million in fees; key transactions were MKM (Hungarian Cable Works), sell side of Hungarovin (the leading Hungarian sparkling wine producer that was sold to Henkell & Söhnlein), advising Columbian Chemicals on the establishment of a green-field production facility through a joint venture basis with TVK, the leading Hungarian petro-chemical producer. Negotiated and closed Bankers Trust's buy out of the shares of its Hungarian (Commercial & Credit Bank Rt.) joint venture partner.
- Whilst with Bankers Trust in London and Frankfurt, originated, executed, and closed major transactions which generated USD 10 million in fee revenue. This included mandates with Siemens, Néstle, Eckes,Sandoz, ranging from structured Mergers and Acquisitions to Emerging Markets Debt Swaps to Euro bond Issuance.
- For Paine Webber, London structured and syndicated privately placed debt and equity for private equity funds, including venture and restructuring funds.
- With Continental Illinois, Frankfurt marketed credit products (loans and lease related financing), foreign exchange, capital markets services as well as letters of credit and cash management services. Increased the profitability of the loan portfolio by 35%.

CAREER HISTORY

March 2008 to date	Executive Director, Raiffeisen Bank International AG (M&A business previously in Raiffeisen Centrobank was merged into RBI in 2014) Responsible for building a sector coverage team covering Industrials Sector (Chemicals, Building Materials, Metals & Mining, Capital Goods, Pulp, Paper and Packaging logistics, and waste management /recycling).
2002 to Feb 2008	Executive Director / Head of M&A, Central and Eastern Europe, Commerzbank Corporates and Markets. Developed and co-ordinated the cross border business in the region, in co-operation with teams in Warsaw, Prague, and Moscow. Established arrangements with local corporate finance boutiques in Romania and Turkey to provide coverage in those countries.
2000 - 2001	Director of PricewaterhouseCoopers Sp. z.o.o., Warsaw. Head of the M&A team within Corporate Finance and Recovery Services that had responsibility for private equity and debt placements, and real estate financing. The team particularly focused on the following industries: 1) technology, media and telecom; 2) consumer industrial goods including Pharma; and 3) financial services.
1992 - 1999	CA IB
1994 - 1999	Managing Director and Board Member of CA-IB Financial Advisers, Warsaw. Head of all Polish corporate finance activities including M&A advisory, privatisation, private placement and project finance
1996 – 1999	CA IB appointed Management Board Member of CETI Managers Ltd, the general partner of Central European Telecom Investments LP (CETI), a fund investing in Central European Telecom related companies.
1992 – 1994	Director of CA~IB AG, Vienna. Responsible for execution of corporate finance transactions in particular strategic M&A transactions targeting Hungary
1987 – 1992	General Manager of Bankers Trust Rt., Budapest. Set up operations of the Bank’s joint venture (originally called Magyar Trust Rt.) and spearheaded overall business development in Hungary, and handled divorce from the local partner. Vice President, London and Frankfurt Headed the Client Management Team covering German and Swiss corporate markets, with direct responsibility for multinationals in both markets
1985 – 1987	Associate of Paine Webber International Capital Inc, London. Structured and marketed private placements, and private equity funds
1979 – 1985	Second Vice President in Continental Illinois National Bank, Frankfurt. Headed the marketing group covering American and European subsidiaries, and German mid-caps

EDUCATION

1977 – 1979	**COLUMBIA UNIVERSITY, New York** Masters of International Affairs Majors: International Finance and Banking - Western European Studies Honours: International Affairs Scholarship - International Fellows Programme Intern: American Embassy, Bonn
1974 – 1977	**LAFAYETTE COLLEGE, Pennsylvania** Bachelor of Arts Honours: Graduated in top 10% of class, Magna Cum Laude