Elena Graf-Burgstaller

Vienna, Austria

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SUMMARY EXECUTIVE:

- 20 years experience in real estate sector, banking and finance
- Long-term experience as interface among Finance, Legal, Asset
 Management, Property Management, Transaction Management and
 Project Management, Banks, etc.
- B2B Corporate Clients Responsibility in Austria and abroad
 (CEE)
- Real Estate Know-How: all Asset Classes of Commercial Real
 Estate incl. offices, shopping centers, strip malls, hotels and logistics in CEE und residential real estate in Austria
- Extensive experience in cross boarder interface positions
 between the headquarters in Vienna and the subsidiaries in
 CEE
- Experience as expatriate in different countries such as RO, UA

- Usage of 7 languages in the everyday business: German, English,
 Russian, Bulgarian, Czech, French, Polish
- Lecturer on Real Estate

WORK EXPERIENCE

2019-2020

PWC Austria/ Vienna

M&A and Value Creation

- Setup of M&A and Value Creation
- Transaction Management

2016-2019

IMMOFINANZ AG/Vienna

Senior Manager M&A and Debt Capital Markets

- Operational responsibility for the portfolio financing of the brands "Myhive"(Offices) und "Vivo" (Shopping Centers) in CEE
- Ultimate responsibility for the Due Diligence process
- Ultimate responsibility for the legal negotiations and signing of the whole legal documentation in all countries
- Interface between the headquarters in Vienna and the subsidiaries in CEE (Country Manager, Asset Manager, Property Manager, Project Manager, Legal), insurance companies, international banks and valuers
- Leader of Real Estate Finance Projects in CEE

2010-2016

ÖSTERREICHISCHE VOLKSBANKEN AG

Corporate Finance - medium enterprises, competence center for Real Estate

- Operational responsibility for corporate and real estate financings
- Syndication Loans with the Volksbanks
- Competence center for Real Estate financings for the department and all Volksbanks

2005 - 2010

INVESTKREDIT BANK AG/ Vienna

Real Estate Finance

- Responsibility for international investors and developers from
 CEE with focus on RU, UA, RO, CZ, SK
- Acquisition, Letter of Intent, Credit Contract, Conditions
 Precedent Check, disbursement and further loan supervision
 of real estate financings of up to € 120 mln.
- Operational support during the opening of the bank subsidiaries in Eastern Europe
- Since 1.9.2008 responsible for the establishment of a syndication desk
- Responsible for all syndication loans of the division (with EBRD, IFC, Goldman Sachs, Deutsche Bank, VTB, etc.);

2002 - 2005

ERSTE BANK DER ÖSTERREICHISCHEN SPARKASSEN/

Vienna

Project Finance

- International hotel finance focused on RU, CZ, FR, A, UA
- Acquisition, Letter of Intent, negotiations with risk management, clients and lawyers during the credit contract preparation, preparation of the annual reports
 Group Financial Controlling
- Due Diligence of the intended purchase of the Bulgarian
 DSK Bank by Erste Bank
- Responsible for the reporting concerning the subsidiary bank
 Slovenska Sporitelna
- Preparation of monthly and quarterly reports for the members of the board
- Establishment of the management control reporting of Slovenska Sporitelna

2001 - 2002

ecetra CENTRAL EUROPEAN E-FINANCE AG/ Vienna
Finance Department

Implementation of online share trading

1997 - 1999

WIENERBERGER ZIEGELINDUSTRIE AG/ Vienna

Finance Department/Controlling

EDUCATION	Е	DΙ	JC	А٦	ГΙΟ	۱
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1994 - 2001 Vienna University of Economics and Business Administration /

International Business

Studies Special Subject:

Management and Financial Controlling (Prof. Eschenbach)

EXPERIENCE ABROAD

	2015	Heritage	School	Devon,	PA/USA
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2008 INVESTKREDIT Bank AG Kiev/Ukraine

Opening of the representative office

2006 INVESTKREDIT Bank AG Bucharest/Rumania

Opening of the representative office

1997 - 1998 University Lomonossov Moscow/Russia

1996 Kew Gardens Language Center London/GB

Till 1994 German and English High school in Sofia/Bulgaria

Further Knowledge

Bulgarian as mother language level)

English (business fluent) Russian (business fluent)

French (basic knowledge) Czech (basic knowledge)

Polish (basic knowledge)

MS Office (Word, Excel, Power Point, Access)

diverse loan recording programs - FAN, Arctis, Kreditmanager etc.

Real Estate Asset and Leasing Management

Other Interests

Member of the Women Executive Real Estate Association "Salon Real"