



Zhizhin & Partners

About us

Zhizhin & Partners provide professional investment origination and advisory services in Russia and other Russian-speaking countries.

Our main clients are multinationals and financial institutions. We closely cooperate with investors and industry consolidators looking for potential M&A/investment opportunities.

We assist in development of an investment thesis, definition of a target universe, building contacts between investors and target companies, and arrangement of transactions between them.

Our origination process includes negotiation of potential transaction terms and framing of in-principle agreement between transaction participants in the form of nonbinding letters of intent and term sheets.

Our Services

We actively collaborate with investors searching for potential M&A/investment targets. Our buy-side clients are multinational businesses and financial institutions as well as Russian industrial businesses and sector consolidators. We additionally represent Russian companies in sells-side processes.

We provide the following advisory services to our clients:

- ✓ Building business contacts with the aim of completing investment transactions in Russia and other Russian-speaking regions,
- ✓ Buy-side M&A,
- ✓ Asset sale or merger,
- ✓ Equity and/or debt fundraising.

Key completed projects

Chemicals



Acquisition of the stake in NIIPAV

Exclusive financial adviser of Zirax

August 2017

Canned food



Acquisition of the stake in Vitaland

Exclusive financial adviser of Skatert-Samobranka

June 2015

Oilfield chemicals



Acquisition of the stake in Polyex

Exclusive financial adviser of Zirax

February 2015

Canned food



Merger of canned goods producers PomidorProm and Lutik

Exclusive financial adviser of PomidorProm

October 2014

Private equity

One Equity Partners

THE PRIVATE INVESTMENT ARM OF JPMORGAN CHASE & CO.

Investment target origination

Financial adviser of One Equity Partners, a private investment arm of JPMorgan Chase & Co

2012 - 2014

Soft drinks



Investment target origination

Exclusive financial adviser of Aqualife

2013

Cable Industry



Sale of the stake in Azov Cable Company to Interros

Exclusive financial adviser of the seller

October 2012

Mining Industry



Acquisition of a salt mining asset in CIS

Exclusive financial adviser of the buyer – Russalt Ltd

January 2012

The Company was founded early in 2012, but its core team members work together since 2007.

Key completed projects in food retail

Food retail



Sale of a number of stores in Ekaterinburg to Lenta

Exclusive financial adviser of the seller

May 2017

Food retail



Sale of a number of Pchelka food retail chain stores

Exclusive financial adviser of the seller

April 2017

Food retail



Sale of Assorti food retail chain

Exclusive financial adviser of the seller

February 2016

Food retail



Sale of Makarovskiy food retail chain

Exclusive financial adviser of the seller

November 2015

Food retail



Sale of Kvartal-Tula food retail chain

Exclusive financial adviser of the seller

August 2014

Food retail



Sale of 100% equity interest in Yarmarka food retail chain

Exclusive financial adviser of the seller

August 2012

Food retail



Sale of 100% equity interest in Narodny food retail chain

Exclusive financial adviser of the seller

June 2011^{*}

** This project was completed by the team while working for another company, prior to the foundation of Zhizhin & Partners.*

For Retailers

Retailers are our top top-priority customers.

Our company has got the **exclusive investment banking expertise** in Russian retail sector.

Collaboration with retail chains is our most important strategic priority.

✓ Our team members started to do business in Russian retail sector in 2007 - more than **10 years** ago.

During these years much has been done to establish a mutual understanding with industry consolidators as well as with potential M&A target companies.

✓ We made contact with more than **250 retail chains**, of which more than 50 continued the dialogue.

✓ Since June 2011 our company has **closed seven transactions** in food retail.

In addition to closed deals, we did a large number of unfinished projects, what brought us a really deep understanding of the sector and very rich experience.

We continue to work closely with the sector consolidators. Also, we keep on searching for retail assets ready to be sold to consolidators on reasonable terms.



Alexander Zhizhin

Founder and Managing Partner.

Alexander has more than 19 years of experience in investment banking, corporate management, business restructuring and turnaround projects. He has substantial expertise across several sectors, including retail, distribution, food production and industrial equipment manufacturing.

Before establishing Zhizhin & Partners, Alexander served as a Managing Director in major Russian investment banks IFC Metropol and FC Otkrytie, focusing on providing financing and M&A advisory services to mid-cap public and private companies.

Earlier in his career, Alexander worked as a CEO at Alexandra & Sofia (food manufacturer), COO at Alion Distribution Company (IT distributor), CEO at Bisthoff-Trade (food manufacturer), Director for Commerce at Torgovaya Ploshchad Holding (construction materials).

Alexander graduated Moscow State Institute for International Relations (MGIMO University).



Mikhail Skalkin

Mikhail is a professional in the area of M&A transaction origination. With more than 9 years in investment banking, has a deep knowledge of such industries as retail, food production, industrial equipment manufacturing.

Before joining Zhizhin & Partners, Mikhail served as a Vice President of Corporate Finance department in IFC Metropol, worked in the financial consulting company AGA Management and FC Otkritie, where he personally contacted more than 1,000 companies.

Mikhail graduated Moscow Banking Institute.



Sergey Dubovik

Sergey is a seasoned professional with substantial experience in M&A transactions, management consulting, valuation, and strategic advisory services in the areas of capital raising and sell-side transactions. He specializes in oil and gas industry, as well as real estate development and retail.

Prior to joining Zhizhin & Partners, Sergey was a Partner at financial consulting company AGA Management. Earlier, he worked for KPMG at its branches in Russia, Bahrain, and Saudi Arabia. At the beginning of his career, Sergey worked as an Executive Director of Strategic Analysis and Planning Department of AFK Sistema, where he managed the development of large integrated land assets in the Moscow region. Before that he worked on multiple real estate M&A deals in the Company of Regional Development and Investments.

Sergey graduated Moscow Institute of Physics and Technology (MIPT University) and holds Chartered Global Management Accountant (CGMA) designation.



Gregory Leschenko

With more than 20 years of experience in the areas of venture capital, investment banking and financial management, Gregory developed his expertise in structuring and implementing multiple transactions with an aggregate value in excess of \$2 billion.

In 2009, Gregory established Investment Banking Group at TriGlobal Strategic Ventures (TGSV), a New York-based international business consulting company. Prior to joining TGSV, Gregory worked in New York as a Managing Director at Newbridge Securities Corporation, and as Senior Vice President, Investment Banking at Rodman & Renshaw and Maxim Group. Before that, Gregory worked as Vice President of Finance at Improv Technologies, an enterprise software start-up, where he managed venture capital financing process and operations. Gregory started his career working at First Albany Enterprise Funding, a venture capital fund focused on technology companies.

Gregory received his undergraduate degree from Tula State University in Russia and an MBA degree from the College of St. Rose in Albany, New York.



Andrey Pchelintsev

Andrey has extensive business relations in food processing and distribution, retail, transport and logistics.

For more than 15 years Andrew was in sales management & business development. He worked for Timebook, Airtrans, AvtoGruzServis, Glavproduct, Factoria, Kukhnya Bez Granits, Alexandra and Sofia. He made a career from Mars sales manager to Chairman of the Board of Directors of companies Airtrans and Timebook.

Andrey holds an Executive MBA diploma from Moscow Institute of International Business Classic Business School.



Sergey Fomenkov

Sergey has more than 29 years of successful experience in managing large Russian trading and production companies employing more than 45 000 people.

Earlier in his career, Sergei held several senior management positions in well-known Russian companies, was CEO of international taxi service start-up project "GetTaxi", was CEO of food internet-hypermarket "Utkonos", was CEO of retail project "TS-Retail", which brought together AFK "Sistema" products: "MTS", "Intourist", MBRD, "Comstar" and others. Sergey also served as vice president of mobile phone retailer "Euroset" for a long time, was the chairman of the Board of Directors of GC "Medmarket" (online store of health products), was head of adaptation and management systems building projects during the entry of SPAR food chain into the Russian market, was a top manager in the "Technosila" retail chain and GC "Regent".



Maxim Murie

Maxim is the expert in oilservice and oilfield chemicals. Maxim also works in food processing sector and with various B2B companies.

Before joining Zhizhin & Partners, Maxim worked more than 5 years in large banks and financial groups such as General Electric Money Bank, UniCredit Bank, Alfa Capital.

Maxim graduated Moscow State University of Economics, Statistics and Informatics (MESI).



Kate Zhilkina

Kate is our expert in retail. She has more than 5 years of successful experience in M&A deal origination and execution. Kate maintains business contacts with more than 200 retail chains in Russia.

She's also got expertise in building materials sector & medical products.

Kate graduated Lomonosov Moscow State University (MSU), Faculty of Economics.

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