

NATALIA KOLUPAEVA, MBA

Moscow, Russia | + 7 903 784 4076 | n.kolupaeva@chicagobooth.edu

SUMMARY

IB, VC, Strategy. Investment professional with 15 years of extensive experience in Equity Research and Analysis of Strategy and Financial Performance of companies across Retail, eCommerce, Agro and Pharma. Skilled in Financial Analysis, Strategy, Valuation, Corporate Finance. Ranked as the most quoted Retail Analyst in leading business media. Humble leader with strong analytical, decision-making and problem-solving skills combined with high degree of motivation and initiative. Executive MBA from the University of Chicago Booth School of Business (2018), Chicago Booth Executive Education Program: Technology Strategy (August 2018), Level III Candidate in the CFA program.

EXPERIENCE

CHICAGO BOOTH ANGELS NETWORK OF RUSSIA (CAN Russia)

Moscow, Russia
2018–to date

Managing Partner, Investment Director

- Leading deal origination, due diligence and closing, IR and syndicates, organization of pitch events, mentorship, and global expansion.

RAIFFEISENBANK (RAIFFEISEN BANK INTERNATIONAL AG)

Moscow, Russia
2012–2018

Senior Vice President - Sell-Side Equity Research. Russia's FMCG and Retail Industry

- Initiated investment coverage of Russia's FMCG and Retail industry for Raiffeisenbank as a head analyst; ranked as the most quoted FMCG and Retail analyst in Russia's leading business media; participated as a speaker in industry conferences
- Established strong relationship with C-level executives across different industries in Russia
- Generated buy/sell recommendations (5 public companies under regular coverage, evaluation of 20+ private companies); marketed investment ideas to more than 50 institutional clients in CEE; prepared industry strategy presentations for large corporate clients; originated and managed companies' NDRs and conferences for Raiffeisenbank in Russia and across Europe
- Analysed companies' financial performance, development strategies, collaborated with ECM, DCM, Syndication Desk - evaluated numerous M&A opportunities and multiple capital structures and scenario analyses for debt restructuring deals (~RUB100bn debt portfolio), built financial models for prospective IPOs (including, Detskiy Mir, Obuv Rossii, Metro Cash and Carry, EFKO and Azbuka Vkusa)
- Supervised junior analyst team

CFA ASSOCIATION RUSIA (non-profit organization)

Moscow, Russia
2015–2018

Board Member - Head of Media Relations Committee (volunteer)

Developed communication between the CFA Association Russia and media, promoted CFA Institute's image in business news media

KIT FINANCE (Russian Railways' TKB Capital)

Moscow, Russia
2008–2012

Senior Analyst - Sell-Side Equity Research. Russia's FMCG and Retail Industry

- Initiated investment coverage of Russia's FMCG and Retail industry for KIT Finance as a head analyst; generated buy/sell recommendations; created marketing materials to promote investment ideas to Russian and CEE institutional clients (best stock picks were Magnit and Wimm-Bill-Dann); prepared industry strategy presentations and company pitches for IB; participated as a speaker in industry conferences in Russia
- Analysed companies' financials, development strategies, evaluated M&A opportunities, IPOs; supervised, mentored junior analyst team

TKB BNP PARIBAS INVESTMENT PARTNERS (AUM \$8bn)

Moscow, Russia
2007–2008

Portfolio Analyst - Buy-Side Equity Research. Russia's FMCG and Retail, Power Utilities Industry

- Initiated investment coverage of FMCG and Retail industry for the newly settled investment fund (~AUM\$1bn), and Power Utilities for the existing fund (~AUM\$1bn)
- Conducted operational, financial and industry analysis on selected investment targets, built financial models, presented 10 investment ideas to the portfolio managers at the investment committees

RYE, MAN & GOR SECURITIES

Moscow, Russia
2005–2007

Analyst - Sell-Side Equity Research: Russia's Power Utilities, Construction and Development

- Launched industry analysis and investment coverage of a wide range of Russia's sectors, including Construction & Development, Infrastructure, Pharma
- Analysed extensive changes in the industry landscape and business strategies, built financial models for power utilities industry during the restructuring of the state owned monopoly RAO UES resulted in a spin-off of more than 100 new companies in electricity generation, distribution and sales segments

ENERGOTRUSTCOM TRUST MANAGEMENT COMPANY

Moscow, Russia
2003–2005

Back-Office Operation Specialist

Created databases and tools for the client reporting. Obtained 2 professional certificates, promoted to Deputy CEO for Securities Accounting.

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, London, Hong Kong
2016-2018

Master of Business Administration: concentration in Valuation, Corporate Finance, VC/PE, Strategy, Marketing with Big Data. Founded start-up project: Careberry (Semi-Finalist in the Global New Venture Challenge). Active member of the Alumni communities: Entrepreneurship & VC, Chicago Angels Networks.

MOSCOW STATE UNIVERSITY OF ECONOMICS, STATISTICS AND COMPUTER SCIENCE (MESI)

Moscow, Russia
2000–2005

Diploma with High Honors, Economist-Mathematician