

# Elena Arkhangel'skaya

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Driven and energetic debt capital markets (DCM) investment banker with over 10 years of experience  
Project leader in origination and structuring of new debt, providing advice around funding strategies  
Manager of senior client relationships in Central & Eastern Europe, Russia, CIS

## Professional experience

**Deutsche Bank AG (London)** *January 2011 to present*  
*Vice President of CEE, Russia & CIS Eurobond Origination*

- Key responsibilities include identifying, pursuing, and executing DCM and related transactions for corporates and financial institutions in Central & Eastern Europe, Russia, CIS
- Reporting directly to Head of EMEA Origination with personal performance metrics including fee generation and league tables. Managing junior team members
- Worked on over 50 deals in the region, covering public Eurobonds (including green bonds), liability management projects (such as tender offers, consent solicitations, open market buybacks), mortgage bonds, hybrids and private placements (Schuldschein), non-deal investor meetings
- Notable recent CEE deals include:
  - Globalworth EUR 400 million first green Eurobond & EUR 225 million Tender Offer
  - Three consecutive NEPI Rockcastle Eurobonds, including debut green EUR 500 million bond
  - Multiple EUR, USD and CHF senior and hybrid bonds for CPI Property Group
  - CEZ EUR 700 million Eurobond
- Notable recent Russia & CIS deals include:
  - Tengizchevroil USD 1.25 billion two-tranche offering
  - Multiple Metinvest Eurobonds, including complex USD 2.27 billion refinancing trade that won *Emerging EMEA Bond of 2018* award by IFR magazine
  - Seven Eurobonds for Gazprom in EUR, CHF and GBP
  - Kazakhstan Railways CHF transaction
  - Naftogaz debut EUR & USD two-tranche Eurobond
- Internal exposure to lending process, ESG structuring and capital solutions, FX and hedging. Regular interaction with legal and control functions (compliance, AML, Sustainability)

**Deutsche Bank AG (Moscow)** *November 2009 to December 2010*  
*Analyst in Institutional Clients Sales*

**Goldman Sachs (Moscow)** *Summer of 2008*  
*Intern in Fixed Income, Currencies and Commodities*

## Key Skills

- Relationship establishing and management - CFO and Head of Funding / Treasury level
- Revenue generation - up to EUR 10 million annually
- Bond transaction leadership, knowledge of DCM technicals
- Understanding of financial markets

## Highlights

- Personal integrity
- Proactivity and project commitment
- Resistance to stress

## Education

Graduate School of Management of St. Petersburg State University, 2004 - 2009  
*BA in Management, major in Financial Management*

- GPA: 4.3 out of 5
- Based on academic achievements, selected as an exchange student for Schulich School of Business of York University (Toronto, Canada) in 2008

## Languages

- Russian - mother tongue
- English - full working proficiency
- Basics of French, German, Latin

## Computer Skills

- MS Office
- Bloomberg, Dealogic

## Hobbies

- Aerial acrobatics
- Skiing
- Future studies