

## CURRICULUM VITAE

### IONUT MIRCEA COSTEA

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#### SUMMARY

My career as a decision factor within the Ministry of Finance of Romania offered first hand experience and knowledge of the transition period (1997- 2000) involving negotiations and follow ups of the stand-by agreements with IMF and World Bank, loan agreements from EBRD, EIB and other IFI's, restructuring programmes in all sectors of the Romanian economy, monitoring and evaluating the impact of these measures on the respective economy sectors.

Later on, as an Alternate EBRD Director I was involved in drafting the country strategies and contribute to the actions of the Institution aimed at fostering transition to open market-oriented economies which provided a good understanding of the challenges and achievements of the operation countries in their efforts to develop effective market economies.

I continued my professional engagements by approaching the Romanian banking sector and holding President & CEO positions allowing me to use my abilities in building and motivating strong management teams able to fulfill specific objectives set up by the shareholders.

As President & CEO of Raiffeisen Bank for Housing S.A. – the first Romanian bank for savings/loans for housing purposes I was responsible for launching a whole new banking concept on the national banking market. I personally supervised the recruiting of the management and execution teams in order to ensure their adequacy to the ambitious goals of positioning the new bank, encouraging them to develop new skills and selling techniques able to support reaching of the business targets. I took up the challenge of drafting the business strategy as per the demanding conditions of a start up operation combined with the profitability objectives set by the shareholders and reached them every year.

My position as President & CEO of EximBank Romania offered me a new perspective on the challenges of strategic thinking for banking sector as I was responsible for consolidating the position of EximBank on the Romanian market.

#### EDUCATION

Ph.D. in Economics - Academy of Economic Studies, Bucharest, Romania, December 1998

"Financial Management Programme" organized by Research Institute of United Nations – Geneva, November 1998

"Programme for assistance of Democracy in Eastern Europe" - USAID/USA, July 1997

"Capital Markets Programme" organized by Merrill Lynch, New York, November 1997

Post - graduate studies - Academy of Economic Studies, Bucharest, Romania - "Management, banking and commercial techniques " 1990-1991

Brasov University Romania, 1980-1984, Diploma in Engineering

#### OTHER PROFESSIONAL ACTIVITIES

Vice Chairman of "Interministerial Committee for Guarantees and Credits for Foreign Trade" 2009 – 2012

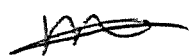
Member of "Romgaz Board of Directors" March 2008 – March 2009

Member of "Transelectrica Board of Directors" December 2008 – March 2009

President of "Association of Romanian Housing Banks" May 2007 – March 2009



2



President of "Interministerial Committee for Guarantees and Credits for Foreign Trade" 1997-2000  
President of "Restructuring Committee of Agricola Bank" 1998 - 1999  
Member of " Restructuring Committee of Bancorex" 1998 - 1999  
Alternate Governor - International Monetary Fund 1997 - 2000  
Vice Governor for Romania - "Black Sea Trade and Development Bank" 1997 - 2000  
Participated at the World Association of the Debt Management Offices - Geneve, Switzerland - Romania was chosen member in the Managing Committee  
**Awards - Best assets profitability and most efficient employees Award – Top Bankers Gala** organized by Piata Financiara - July 2011  
**Best banking strategy Award** - "Financial Leaders' Hall of Fame "Gala organized by Business Arena Magazine, 2011  
**Best banking product Award - Top Bankers Gala** organized by Piata Financiara - December 2011  
**The most dynamic bank in post – crisis period, Bank of the year 2011 Award** - awarded to EximBank for the registered business activity dynamics and for supporting the Romanian economy –  
**People of the year 2011 Gala**, organized by Nine O'Clock Newspaper

#### **PUBLICATIONS**

"Romanian - American inter-connections" - Ionut Mircea COSTEA Economica - Publishing House – 2000

Articles and interviews in newspapers and economic magazines, TV interviews

#### **PROFESSIONAL EXPERIENCE**

##### **President & CEO EximBank - March 2009 – October 2012**

- Executive position in charge with direct management of the Bank
- Responsibilities in setting the strategic business directions
- Responsibilities in reaching the budgetary targets
- Restructuring of the operational workflows aiming at increasing business activity efficiency
- Improving perception of the Bank for the target audiences in the country and abroad

Main achievements:

- growth of the total exposure of the bank towards its clients (financing, guarantees, insurance) by more than four times in three and a half years.
- clients' portfolio significantly changed shifting from state entities that reduced their percentage constantly (from 44% at the end of 2008 to almost 20% in 2011 to mainly SME's and large companies (80% equally distributed)
- sovereign guarantees engagements increased 11 times and EximBank has reported a cumulated gross profit of approx 80 mil EUR between 2008 -2011.

##### **President of the Board of Directors, Emporiki Bank Romania, member of Credit Agricole Group - October 2008 – March 2009**

- Non-executive position in charge with supervising the management of the Bank
- Responsibilities in approval of the strategic business decisions
- Supervising implementation of the measures related to strategy implementation
- Responsibilities in monitoring and reaching the budgetary targets


##### **President & CEO Raiffeisen Bank for Housing - December 2003 – October 2008**

- Launched on the Romanian banking market the first bank specialized in housing financing and made very active promotion of the saving – loans concept;
  - Managing directly the following departments: Legal, Human Resources, Logistics, Public Relations and Communication, General Secretary, Risk Management, Security and Business Development;
- Since 2004 the bank has managed to report:

- yearly double of bank assets;



3



- total contracted amount of the saving contracts has exceeded 600 millions EUR;
- annual growth of over 100% of deposits;
- sales force of more than 4000 active collaborators to whom 125 employees within the Head Office are added;
- opening of 4 representative offices in Iasi, Cluj, Sibiu and Timisoara and more than 30 regional offices around the country.

**Alternate Director - European Bank for Reconstruction and Development – London, Constituency for Ukraine/Romania/Georgia/Moldova/Armenia December 2000 – December 2003**

- Establishing policies and making decisions concerning loans, guarantees, equity investments, borrowing by the bank, the provision of technical assistance and other operations;
- Policy and Strategy: reviewing annually the bank's strategy in each country of operations;
- Analysing and approving the annual budget.
- Attended meetings of the three committees stipulated in the Rules of Procedures of the Board of Directors whose main purpose was to review specific policy issue and Bank practices and, as appropriate report their findings and recommendations to the Board: Audit Committee, Budget and Administrative Affairs Committee, Financial and Operations Policies Committee.

**Chairman of the Interministerial Committee for Financing, Guarantees and Insurance - EximBank - 1997-2000**

- Responsible for approving the financing, guarantees and insurance projects on the state name and account in the Interministerial Committee for Financing, Guarantees and Insurance

**Deputy General Secretary - Ministry of Finance of Romania, Coordinator of Public Debt Department, Relations with International Financial Institutions Department, Treasury Department, State Assets Department, General Department of Accounting January 1999-December 2000**

- Coordinated the public debt management of Romania;
- Coordinated the negotiations with foreign investment banks for the selection of the lead-managers for the Euro bond issues of the Ministry of Finance;
- Coordinated the preparation of the launch of the Eurobond issues on the international capital markets: prepared the comparative bond offering analysis, selected the legal advisor, worked together with the legal advisor in drafting the offering circular and the legal documents related to this transaction;
- Representative of the Ministry of Finance in the negotiations of the financial programme and the macro-economic financial targets with the International Monetary Fund and the World Bank;
- Representative of the Ministry of Finance in the restructuring committees of the banking sector: worked together with World Bank team in the due diligence process of Bancorex and Agricola Bank, developed the strategy of bank restructuring, implemented the restructuring plan;
- Coordinated the relationships with the rating agencies (Fitch IBCA, Standard & Poors, Japan Credit Rating);
- Coordinated and proposed the draft of the Public Debt Law approved in 2000;
- Coordinated the Treasury Department –analysis and forecast of the cash and treasury management.

**State Secretary - Ministry of Finance of Romania, Coordinator of Public Debt and the Relations with International Financial Institutions Department December 1996 - December 1998**

- Coordinated the relationships with the IFIs (European Bank for Reconstruction and Development, European Investment Bank, Council of Europe Development Bank, World Bank, International Monetary Fund, Japan Bank for International Cooperation);
- Coordinated the first bond issue of the Ministry of Finance on the international capital markets in 1997: involved in the specific activities related to the deutsche mark bond issue, participated to the road show and conducted discussions with investors;

- Involved in negotiations with IFI's (International Monetary Fund, World Bank, European Union);
- Coordinated the negotiations for the debt recovery of foreign countries towards Romanian Government.

**Counselor – Ministry of Finance of Romania, Department of Public Debt - 1992-1996**

- Involved in analysis of the external public debt ;
- Involved in negotiations of the loan agreements;
- Prepared reports to the management of the Ministry of Finance regarding the loans guaranteed by the state.

**Economist – Leskell, Sweden, 1991-1992**

**Engineer – Carpati Building Company, Bucharest, 1986-1991**

**Engineer – Heiiade Enterprise, Bucharest, 1984-1986**

**FOREIGN LANGUAGES:** English – very good, French – very good, Swedish – intermediate level