

Goga Melikidze

30 Bakhtioni St., Tbilisi 0194, Georgia. • Cell: +995 599 412 070 • goga.melikidze@gmail.com • Skype: Goga.Melikidze

PROFESSIONAL EXPERIENCE

JSC GALT & TAGGART

Tbilisi, Georgia

Head of Brokerage

30/10/2015 - present

- Responsible for developing brokerage business (prime brokerage, discount/online brokerage and advisory brokerage) at the international level with an asset under administration in the amount of US\$ 425 mln
- Day-to-day managing front office, middle office, back office and investment products unit. Actively working with Prop Trading desk and Market Making desk
- Responsible for forming and developing asset management unit (before it is established as a separate department):
 - Managing private pension scheme with an AUM of GEL 10 mln+
 - Managing individually constructed portfolios for UHNW individuals with a total AUM of US\$ 20 mln+
- Actively involved in new asset management and brokerage ERP implementation process – Microsoft Dynamics AX
- Managing institutional and retail sales channels while being involved in Investment products origination and distribution management;
- Closely working with Bank of Georgia (BoG) Wealth Management department and BoG SOLO banking department
- Actively involved in primary ECM/DCM transactions. Key primary market transactions include:
 - Public placement of a GEL 50 mln 3-year NBG Ref rate +310bps corporate bonds of JSC Evex Hospitals (Nov '19);
 - Public placement of a US\$ 35 mln 3-year 7.5% corporate bonds of JSC m2 Real Estate (Oct '19);
 - Public placement of a US\$ 30 mln 3-year 7.5% corporate bonds of JSC m2 Commercial Assets (Dec '18);
 - Public placement of a US\$ 300 mln 5-year 6.125% corporate bonds of JSC Georgian Capital (Mar '18);
 - Private placement of a GEL 90 mln 5-year NBG Ref rate+350bps corporate bonds of JSC EVEX (Jul '17);
 - Public placement of a GEL 500 mln 3-year 11% corporate bonds of JSC Bank of Georgia (Jun '17);
 - Public placement of a US\$ 350 mln 7-year 6% corporate bonds of JSC BGEO Group (Jul '16);
 - IPO of the Georgian Healthcare Group (GHG) on the London Stock Exchange on the main market (Nov. '15);

JSC LIBERTY CAPITAL

Tbilisi, Georgia

Chief Executive Officer

30/11/2012 - 30/10/2015

- Overseeing Liberty Capital (investment holding), Smartex (VC asset manager), Liberty Securities (licensed securities broker) and eCapital (online marketplace) M&A activities, financial management, investor relations and effective integration of the portfolio companies;
- Spearheaded M&A transactions include: acquiring controlling equity stakes in alltickets.ge Ltd, JSC Place2B, Lunchmenu Ltd, The.ge Ltd (and merging it with JSC Swoop.ge), Taxi24 Ltd, Place.ge Ltd, Lit.ge Ltd, JSC Swoop, Freeshop.ge Ltd, eMoney Ltd, MoneyMovers Ltd and MyPhone Ltd, as well as took leading role in acquiring minority equity stakes in Coinbase LLC (USA), TransferWise LLC (UK), Podarkov LLC (Convertible Loan) (Ukraine) and Saving Global LLC (now Raisin) (Germany);
- Controlling and monitoring financial and operational performance including IFRS reporting, capital structuring, working capital management, CAPEX management, etc.;
- Actively involved in commercial development of the portfolio companies and regional expansion strategies;

SP ADVISORS Ltd

Tbilisi, Georgia

Country Managing Director

15/10/2011 - 30/11/2012

- Responsible for running local office in Georgia. Spearheaded transactions include:
 - Business diagnostics and sell-side advisory for equity capital raising for Prime Concrete Ltd, the third largest concrete producer in Georgia (Georgia '12);
 - Valuation of one of the leading micro finance organization in Georgia, B.I.G Ltd for strategic trade sale (Georgia '12);
 - Valuation and investment analysis of the SolConEnergy Ltd, the first concentrated photovoltaic (CPV) technology venture in Georgia (Georgia '12);
 - Evaluation of the major textile companies in Georgia under the Textile Industry Appraisal Study report. Prepared detail investment analysis in Georgian textile industry (Georgia '12);
 - Valuation of 11 state-owned properties in Georgia intended for privatization for strategic real estate investors. Total valuation exceeded GEL 250 mln (Georgia '11);

JSC GEORGIAN ENERGY DEVELOPMENT FUND

Tbilisi, Georgia

Investment Advisor (part-time)

02/02/2011 - 15/07/2011

- Structuring the Georgian Energy Development Fund (GEDF) according to the requirements of the Ministry of Energy of Georgia;
- Managing investor relations unit;
- Evaluation and analysis of the GEDF greenfield hydro power plant investment projects;
- Participated in non-deal road show in the Middle East (Kuwait, Qatar, Abu Dhabi, and Dubai);

MARINE RESOURCES EXPLORATION INTERNATIONAL B.V.

Tbilisi, Georgia

Country Managing Director

30/04/2010 - 15/10/2011

- Responsible for administering Georgian branch on a day-to-day operational level and reporting to the head-office in Bucharest, Romania;
- Liaise between Marine Resources Exploration International B.V. and regulatory bodies - Ministry of Energy of Georgia, Agency of Natural Resources of Georgia, Georgian Oil and Gas Corporation;
- Actively involved in execution of all the conditions and covenants set forth in the license and in the Production Sharing Agreement;

JSC GALT & TAGGART

Managing Director, Investment Banking

Tbilisi, Georgia; Kyiv, Ukraine

25/05/2009 - 30/04/2010

- Responsible for running the Georgian office with a primary focus on corporate finance and Debt Capital Market. Led and participated in M&A transactions in Georgia and in Ukraine in the following sectors: FMCG, transportation & logistics, basic manufacturing and agricultural. Completed transactions include:
 - Private placement of a GEL 25 mln debut 2-year 13.5% corporate bond of JSC Georgian Railway (Georgia '09);
 - Valuations of the largest hypermarket in Georgia, Goodwill Ltd related to LBO transaction (Georgia '09);
 - Debt capital raising of GEL 7 mln for the newly launched supermarket chain Gmart Ltd (now part of the Goodwill Ltd) (Georgia '09);
 - US\$ 12.9 mln sale of a 17.2% of the share capital of Sintal Agriculture via private placement on the Frankfurt Stock Exchange (Ukraine '09);

GOVERNMENT OF GEORGIA

Senior Economic Advisor to Prime Minister of Georgia

Tbilisi, Georgia

20/12/2007 - 25/05/2009

- Responsible for extensive macroeconomic analysis, Government of Georgia's (GoG) investor relations unit, privatisation processes, interaction with the credit rating agencies and international financial institutions. Participated privatisations and transactions include:
 - Valuation of the 84.5% of the share capital of Gudauri Ltd (ski resort operator in Georgia) intended for privatization for strategic investors (Georgia '09);
 - Valuations of the 282 MW Oni Cascade hydro power plant bounded for privatisation (Georgia '09);
 - US\$65 mln sale of a 49% of the share capital of Poti Sea Port to RAK Investment Authority (Georgia '08);
 - Issuance of a US\$500 mln debut 5-year 7.5% RegS Eurobond (Georgia '08);
 - US\$80 mln sale of a 51% of the share capital of Poti Sea Port (the largest port in Georgia) to RAK Investment Authority (Georgia '08);
 - Participated in obtaining US\$4.5 bln of donor funding commitment, 35% of GDP '08 (Georgia '08);

JSC GALT & TAGGART

Senior Associate, Investment Banking

Tbilisi, Georgia

02/09/2005 - 20/12/2007

- Participated in number of M&A and capital markets transactions. Primary focus on Georgia with some experience across CIS region. Participated transactions include: IPO of the Caucasus Energy and Infrastructure fund (CEI) on the Georgian Stock Exchange (GSE), IPO of Teliani Valley on the GSE, IPO of the Galt & Taggart Capital on the GSE, IPO of the United Telecom of Georgia on the GSE, Block Sale of the United Telecom of Georgia, SPO of the Galt & Taggart Capital, Private Placement of 15% one-year ProCredit Bank zero coupon bonds;

BCI INSURANCE COMPANY Ltd (Now INSURANCE COMPANY ALDAGI)

Pension Fund Investment Analyst

Tbilisi, Georgia

15/08/2004 - 02/09/2005

- Actively involved in investment policy formation of the BCI pension fund, later renamed into Aldgai Pension Fund;
- Conducted extensive buy-side analysis on 40 different Blue Chip stocks, as per pension fund asset allocation strategy, intended for Investment Committee;
- Preparing Pension Fund daily NAV calculation and monthly performance evaluation reports/fact sheet;

INSTRUCTOR EXPERIENCE

Caucasus School of Business (CSB), Caucasus University (CU)

Lecturer on Bachelor of Business Administration program, Concentration: Finance

Tbilisi, Georgia

02/09/2008 - 25/05/2012

- Advanced Corporate Finance class for 4th grade finance students (*Corporate Financial Management by Glen Arnold*);
- Essentials of Investments class for 4th grade finance students (*Essentials of Investments by Zvi Bodie, Alex Kane, Alan J. Marcus*);
- Investment Banking class for 4th grade finance students (*Valuation, Leveraged Buyouts, and Mergers & Acquisitions by Joshua Rosenbaum, Joshua Pearl*);

EDUCATION

London Business School

Executive Education Program: **Mergers and Acquisitions; Strategic Investment Management;**

London, UK

June 2015; March 2017

Harvard Business School

Executive Education Program: **Private Equity and Venture Capital (PEVC);**

Boston, MA, USA

May 2015

Chartered Financial Analyst (CFA) Institute

level I passed in June 2007, level II passed in June 2009

Caucasus School of Business (CSB), Caucasus University (CU)

Bachelor of Business Administration, Concentration: **Finance & Economics**

Tbilisi, Georgia

2001- 2005

RELATED SKILLS

- Georgian (native), proficient in English and Russian;
- Expert business and financial modeling skills (full courses passed in "Breaking Into Wall Street" and "Wall Street Prep." In 2010-'11);

INTERESTS

- Swimming, Winter sports - competitive snowboarder;
- Viniculture, various cuisines, retro-style automobiles;
- Music, philosophy, history, traveling;