

Konstantine Sulamanidze

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Profile

C-suite professional with over 15 years of leadership experience in commercial Banking/Insurance/Leasing and Financial Sector Supervisory Agencies operating in Georgia.

Enthusiastic for education, with a PhD degree in banking risk management and MBA degree from Hult international Business School (USA & UK).

Native speaker of Georgian with fluency in English and Russian.

Relevant Knowledge, Skills, and Training

Leadership • Corporate sales • Retail sales • Financial analysis • Business Start-up • Strategic Planning • Business Development • Business Digitalization

KEY ACHIEVEMENTS

- As an insurance sector regulator, in a partnership with World Bank have implemented regulatory framework in accordance to worldwide accepted standards.
- Within the scope of PPP (public private partnership) have introduced several types of compulsory insurance products in Georgia which enhanced the market by 15%.
- Success record of opening financial organizations from the scratch (bank, Insurance, leasing business)
- Success record of managing Due Diligence process and attracting international investments in Georgia
- Success record of developing and launching new loan products including: Student loans and Micro Loans

Education

Master of Business Administration (MBA)

July 2015

HULT INTERNATIONAL BUSINESS SCHOOL (www.hult.edu) — Boston, USA/London, UK

The world's #54th best MBA business school according to Economist

PhD in Finance with Focus on Banking

June 2012

GEORGIAN TECHNICAL UNIVERSITY—Tbilisi, Georgia

Master of Economics

June 2005

GEORGIAN TECHNICAL UNIVERSITY — Tbilisi, Georgia

Bachelor of Economics

June 2002

GEORGIAN TECHNICAL UNIVERSITY — Tbilisi, Georgia

Professional Experience

HUALING INSURANCE —Tbilisi, Georgia

02/2019 – current

CEO

Insurance company – New start-up of Basis Bank hualing group.

BHL LEASING —Tbilisi, Georgia

01/2019 – current

CEO

Leasing company – New start-up of Basis Bank hualing group.

- BASIS BANK** —Tbilisi, Georgia 05/2018 – current
Consultant of the Executive board
Subsidiary of Chinese Hualing group, currently 5th biggest commercial bank in Georgia.
- Consulting and leading the development of bank's daughter companies
- GEORGIAN CREDIT** —Tbilisi, Georgia 07/2018 – current
Second biggest Microfinance organization in Georgia
- Independent member of the Supervisory Board
- INSURANCE STATE SUPERVISION SERVICE OF GEORGIA** —Tbilisi, Georgia 12/2016 – May 2018
Regulatory Institution of Insurance and private pension funds operating Georgia
- CEO / Head of the Agency** (2017 – May 2018).
- In partnership with WORL BANK have developed and Implemented mandatory Solvency Standard requirements for Insurance companies operating in Georgia
 - In partnership with WORL BANK have developed and Implemented the concept of consumer protection management and supervision issues within the Insurance sector in Georgia.
 - In partnership with WORL BANK have introduced several types of compulsory insurance products, which enhanced the insurance culture in the country and increased insurance market by 15%.
- PROGRESS BANK**—Tbilisi, Georgia 2008 – 2014
Commercial bank, employing up to 70 people.
- CEO** (2009 –2014). Determined the bank's strategy and objectives. Managed and mentored employees, encouraged team work and healthy competition among the staff.
- Increased bank's lending portfolio by 200% within a year.
 - Was the first in the country to introduce an Asset management service through international partner AM Company.
 - Developed the bank from the scratch, increased bank's market value and managed the Due Diligence process for potential buyers.
- Chief Operations Officer** (2008 – 2009). Successfully managed the pre-opening operations of the bank and led it to completion within the targeted scope, deadline and budget.
- Successfully managed the project to set-up and open a new bank within 7 months from the scratch. This was a hybrid (multistage) project consisting of several sub-projects, including: Formation of Bank's development strategy, staff recruitment, daily operational process creation and implementation and others...
- SOCIETE GENERALE GROUP MEMBER – BANK REPUBLIC** —Tbilisi, Georgia 2005 – 2008
Georgian subsidiary of multinational bank, Societe Generale, with over 800 employees.
- Project Manager** (2007– 2008). Organized and managed projects of high importance
- Successfully led the project of post-merger integration of Bank Republic into the Societe Generale Group. This project consisted of 15 sub-projects, including: HR cultural alignment, financial reporting, risk management, credit screening standards, etc ...
 - Successfully managed the project leading to optimization of bank's lending business processes. As a result, reduced the number of people involved in the loan servicing process by 15%, and decreased the time needed to issue retail loans by 67%.
- Head of Corporate Banking Division** (2006 – 2007). Responsible for developing business relations with SME and large corporate organizations covering: Energy, Infrastructure and other sectors. Supervised 16 employees and a portfolio of USD 250 Mio.

- Increased productivity and profitability of the existing corporate clients in favor of the bank by 10%.
- Raised the number of corporate clients served by the bank by 15%.

Crediting Director (May 2006 – Sept 2006). Responsible for developing crediting activities of the bank, including lending and letter of credits.

- Originated micro-lending product, which within a year had become 5% (amounting to US\$20M) of the overall lending portfolio of the bank.
- Introduced student loan product, which was the first on the Georgian market. The product was focused on financing students' education both in Georgian and in international universities.
- Introduced the "Energy credits" - focused on financing companies remodeling leading to the reduction of energy consumption in their factories.

Deputy Crediting Director (2005 – 2006). Was the chairman of "credit committee" in the bank. Developed a lending policy, procedures and guidelines (loan origination, application screening, approval, disbursement, collection, monitoring). Managed problematic loans recovery process.

Head of Credit Administration Department (April 2005 – Oct 2005). Regularly prepared and presented reports concerning the bank's credit activities to: C suit management; donor organizations like EBRD and KFW; Central Bank.

VTB BAK GEORGIA — Tbilisi, Georgia

2002 – 2005

Georgian subsidiary of Russian bank, VTB BANK, with over 500 employees.

Branch Manager (2004 – 2005). Through VTB bank have invested EBRD's funds in micro businesses, created loan portfolio of \$3.5 M in 4 months with an average annual interest rate of 32% and with an average loan amount of \$3K

Head of Credit Unit, Central Branch (2003 – 2004). Lead the team in charge of financial analyses and studies of SME loan applications.

Micro-lending Unit Administrator, EBRD/VTB Bank Georgia Joint Project (2002 – 2003). Administered and reported micro lending activities to the management and to EBRD.

Additional Activities:

- Since 2016 I am a visiting Lecturer at Black Sea International University and deliver classes in Financial Management and Banking Management to MBA students
- Periodically provide seminars to middle level professionals in Macroeconomic trends in Georgia