



# KATERINA GERUS

Expert in sustainable development, CSR and international charity, experienced financial adviser and coach

## CONTACTS

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## LANGUAGES

English (fluent)  
German (fluent)  
Russian (mother tongue)

## MARITAL STATUS

Married, one daughter

## DATE OF BIRTH

15<sup>th</sup> April 1978

- *10 years experience in international charity, endowment foundations management, CSR, social entrepreneurship and public activity.*
- *Creation and development of NGOs in Russia, Switzerland and Germany, large international projects management, efficient team building, positioning in the sector and expert community, financial planning and transparent financial reporting, fundraising, long-term relations building with donors, partners and board members.*
- *Moved to social sector after 7 years in investment banking.*

## EDUCATION AND QUALIFICATIONS

- 2020  
London Business School  
Sustainability Leadership and Corporate Responsibility
- 2020  
CFA, Fitch Learning  
ESG in Financing
- January 2020 – currently  
York St John University, UK &  
Robert Kennedy College, Switzerland  
MBA in Coaching, Mentoring and Leadership
- 2000 - 2001  
CASS Business School (former City University BS), London  
MSc in Banking and Finance (Certificate with distinction)  
Dissertation: "The effect of executive incentive compensation on the quality of acquisition decisions in the UK"
- 1995 - 2000  
State University of Management, Moscow  
BSc in World Economy (Certificate with distinction)  
Diploma project: "Analysis and forecast of the EURO state on the FOREX market"

# WORKING EXPERIENCE

## ESG Consulting, Moscow, Russia

Founder & CEO

01.08.2020 - currently

In 2020 ESG Consulting provided support to TRINFICO Group in application for ESG rating and development of the corporate social responsibility project.

TRINFICO Management Company is the first investment company to transform its business in accordance with the principles of sustainable development and received an ESG rating of B1 with the prospect of A2 next year.

The achievements:

- Integration of ESG factors into activity of TRINFICO Group
- Preparation of Sustainable Development Report for TRINFICO Management Company
- Assistance and support in application of TRINFICO MC for ESG rating
- Development of the development plan for the corporate social responsibility project

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## DOC Research Institute, Berlin, Germany

Chief Operations Officer

01.07.2016 – 31.08.2020

The achievements:

- Creation of an international group of NGOs and operational management of the global think tank
- Building an international team of over 50 experts and researchers, representing 12 nationalities and cultures
- Engagement of the key managers and wide network of remote researchers
- Management of financial operations and human resources
- Fundraising for the group
- Supervisory board assistance and donor relations

① *ESG Consulting agency was created in August 2020 and assists companies in integrating ESG agenda into businesses.*

🔗 [www.esg-consulting.ru](http://www.esg-consulting.ru)

① *TRINFICO Group was created in 1993 and is now one of the largest independent investment companies in Russia. Among its clients are non-governmental pension funds and insurance companies, private and corporate investors.*

🔗 [www.trinfico.com](http://www.trinfico.com)

① *The Dialogue of Civilizations Research Institute is an international think tank created in 2016 with the offices in Berlin, Vienna and Moscow. The Dialogue of Civilizations Research Institute is an independent platform for dialogue that brings together diverse perspectives from the developed and the developing worlds in a non-confrontational and constructive spirit.*

🔗 [www.doc-research.org](http://www.doc-research.org)

① *ISTOKI is an endowment foundation, created in 2013 in order to ensure financial stability of charitable organizations and programmers of Dr Vladimir Yakunin, including St Andrew Foundation.*

⑧ [www.istoki-foundation.org](http://www.istoki-foundation.org)

## Endowment Fund "ISTOKI", Moscow

Executive Director, St Andrew Foundation Board member  
March 2013 – February 2019

The achievements:

- Creation of the foundation, development of the transparent corporate governance and donor financial reporting system in accordance with the best Russian and western practices. In 2018 ISTOKI was the first endowment fund that issued the public report and received Forum Donor's diploma "Quality Standard"
- Building the professional team of 10 experts in the sector
- Developing the fundraising system, within 5 years fund accumulated more than 900 mln roubles and became the 6th largest endowment fund in Russia
- Developing the PR concept for ISTOKI brand that became well known in the charity sector of Russia
- Active participation in charity sector events in Russia and abroad
- In the framework of Sochi Forum organised the roundtable "Social investments – time to challenge the principles" with the leading experts of the sector representing RUSAL, Severstal, MTS, Gazprom and others
- Acting as a invited expert and speaker at the Educational Programme "Strategy of creation and development of endowment funds" at Skolkovo Business School in Moscow
- Commenting for the key sector media, including Kommersant, Vedomosti, Finam, Agency of social information, Philanthropy, Business and Society
- Organisation of the board meetings
- Organisation of the charity events and auctions with participation of the show-business leaders, including Leonid Yakubovich, Valdis Pelsh, Lyubov Kazarnovskaya, Gediminas Taranda, Tina Kuznetsova, others
- Regular combined reporting to the founder for all charitable and public activity

① *MISiS University Endowment Foundation is an endowment fund created in 2011 in order to ensure stable financing of the university.*

🔗 [www.endowment.misis.ru](http://www.endowment.misis.ru)

## National University of Science and Technology MISiS

Director of the Endowment Fund "MISiS",  
adviser to the rector  
20.04.2012 – 01.03.2013

The achievements:

- Setting up foundation's operations, preparing development strategy
- Arranging corporate governance procedures and board formation, team building
- Restoring Alumni Association
- Organization of events, promotion of the endowment and education of the university professors, students, alumni and corporate partners about the new concept of a university endowment
- Under Katerina's management MISiS's Endowment Fund became one of the participants and winners of the Potanin's Charitable Fund's program "Endowment funds: Growth Strategy"

① *"Our Future" fund of Vagit Alekperov was created in 2007 in order to support long-term socially important projects and programs realized based on the principles of social entrepreneurship.*

🔗 <http://www.nb-fund.ru/>

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## Asset Management Company "Business and Investments", "Our Future" fund of V. Alekperov

Social Entrepreneurship  
project manager  
02.09.2009 – 20.04.2012

The achievements:

- Creation of the Support Center in Astrakhan
- Concept development for scaling up the project to other regions of Russia
- Participation in the project of testing for social entrepreneurship skills
- Analysis and selection of social entrepreneurship companies' applications for "Our Future" grants

# MANAGEMENT OF INVESTMENT-BANKING PROJECTS

## **Management of real estate investment banking projects at “Renaissance Capital” investment bank, Kiev, Ukraine and Moscow, Russia**

Renaissance Capital investment bank was the leading investment bank in Russia in early 2000s.

As an associate of investment banking Group Katerina was responsible for management of the real estate international IPOs and private placements in Kiev (2007) and later in Moscow (2008) raising money on the international markets and reporting directly to the Head of Real Estate Group Jeppe de Bour.

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## **Commercial due diligence of private placements for international projects at KPMG, London**

KPMG, London is an international financial group with offices worldwide.

Katerina was working in the Commercial audit unit of Transactional analysis group based in London being responsible for projects in Europe, China and the USA. Her responsibilities included commercial analysis of companies, verification of sales and profit forecasts based on interview data from experts, clients and competitors of clients as well as other available information.

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## **Support and management of investment banking projects at URALSIB Investment group, Moscow**

As an associate and later vice president of Corporate Finance department of the bank Katerina was responsible for markets and companies' analysis, financial modelling and companies' valuation, preparation of information memoranda and documentation for private placement deals, business development and client relations development.