

**DREAM TEAM**

**UNITED PARCEL SERVICE (UPS)**



Ivan Shatskih

**Ivan Shatskih** has been appointed General Director of *United Parcel Service (UPS)* in Russia and the CIS. Previously he held the position of General Director of UPS Russia.

Ivan Shatskih was born in 1960. He graduated from MADi institute as an engineer-economist. His first experience in express delivery business was in 1989 as he joined "Soyuzvneshttrans" foreign trade association. Shatskih was responsible for managing transit flows from Moscow to other cities and republics of the USSR as well for establishing express delivery units in transportation companies in Russia, Ukraine and Byelorussia regions.

In 1991 Shatskih was offered a position of Operations Manager in United Parcel Service (UPS). During first years of UPS in the Russian market he was also responsible for operation of customs department and business development. In 1992 he was promoted to position of Financial manager, and in 2000 he became General Director of UPS (RUS).

Under his management UPS became the leading express delivery company in the Russian market. Annual volume growth has reached more than 40% during last two years.

Now Ivan Shatskih is responsible for UPS business both in Russia and the CIS. His major task will be maintaining company's growth in Russia and expanding operations in the CIS countries.

«We do not want to limit ourselves only to express delivery business though it is our major activity», said Shatskih. «By reinvesting part of income into adjacent business sectors, our company aims itself not only to become the largest logistics company, but also to build a global structure able to offer any transportation solution from packaging and transportation to warehousing, customs brokerage and securing financial flows of customers. We will become a universal global operator in 5-7 years».

**LUKOIL**

Newly appointed **Vladimir Rakitsky**, former Head of LUKOIL-Neftokhim Burgas, will succeed Vice President Vladislav Bazhenov as Head of the Main Department for Oil Refining and Petrochemicals due to his retirement from February 2003.

Vladimir Rakitsky was born in 1953 in Ufa. Mr. Rakitsky graduated from Ufa Oil and Chemistry Institute in 1976, held various assignments in Bashneftkhimzavody PO. Candidate of Technical Sciences. Honored Oilman of the Republic of Bashkiriya. He was Executive Director of LUKOIL-Neftokhim-Burgas since 1999.

Igor Kuzmin (born in 1965) has been appointed Executive Director of LUKOIL-Neftokhim-Burgas. Prior to this Mr. Kuzmin held the post of First Deputy of General Director of OOO LUKOIL-Permnefteorgsintez.

LUKOIL Vice President Vagit Sharifov has been appointed Head of the Main Department of Internal Audit created in 2002. Prior to this appointment, Vagit Sharifov was Head of the Main Department of Oil Product Distribution.

From January 15, 2003, Vera Zhuravleva has been appointed Head of the Main Department of Distribution Operations (transformed from the Main Department of Oil Product Distribution) of OAO LUKOIL.

Vera Zhuravleva was born in 1955 in Sarapul (the Republic of Udmurtia). Mrs. Zhuravleva graduated from Perm Polytechnic Institute in 1979. From 1979 she worked in Permnefteorgsintez PO, from 1992 she held managerial assignments for LUKOIL entities in Perm. From 2002

**ERNST & YOUNG**



Lucineia Donnelly

*Ernst & Young* is pleased to announce that **Lucineia Donnelly** has joined our CIS practice as an audit partner in the Moscow office's financial services group. Lucineia will work on a combination of domestic banks and multinational clients in the financial services industry and will play an important role in quality control processes. The CIS firm and its clients will benefit from her experience in banking and public accounting in developing economies.

Ms. Donnelly is a US partner but has worked the past five years in South America, first in Brazil, and most recently in Chile.

She started her career in public accounting in the United States in 1984 and then joined Ernst & Young in Fresno, California in 1985. In 1991, she joined a West Coast regional banking holding company as a Senior Vice President - Controller and later Executive Vice President in charge of Operations and mergers and acquisitions, due diligence and post-merger integration. When an opportunity arose in 1997, she returned to the firm and was seconded to Rio de Janeiro. She was promoted to partner in 1999. In 2000, she was transferred to Santiago, Chile. Her international experience includes serving both domestic and multinational clients, due diligence projects, US GAAP and IAS implementation, SEC reporting for foreign private issuers and cross-border transactions, among others.

Lucineia graduated from Rowan University with a BS in Business Administration in 1983, she is a CPA and a member of the AICPA. She graduated from California State University with an MBA in 1997.

**TROIKA DIALOG  
NAMES HEAD OF SALES**

January 2002 - *Troika Dialog* is pleased to announce the appointment of **Gerrit Heyns** as its new Head of Sales. Mr. Heyns brings a wealth of expertise and experience to the Troika capital markets group, having been involved in the equity and investment banking business in Asia for the past 16 years. Mr. Heyns said, "This is a very exciting time for Russian capital markets. And while these markets still face significant developmental issues, in many ways, they are further along than the Asian markets were when they started to grow exponentially. Its very exciting indeed."

Mr. Heyns helped to establish the equity business for Kleinwort Benson in Asia as its first Head of Equity Sales in Hong Kong. He later joined Lehman Brothers to establish and manage an Institutional Equity Sales team as its Head of Sales and went on from there to be Head of Sales for JP Morgan Securities. He began in the equity broking business in Bangkok as a salesman and then Head of Sales with Crosby Securities, which later became SocGen Securities Asia.

He has managed the distribution of equity and equity derivative products from Asia to institutional investors throughout the world and has participated in several large IPO's, and equity placements in Asia from India across to Korea.

"Gerrit has built and lead institutional sales desks for bulge bracket firms during the formative and the explosive growth years of the Asian equity markets. His insights and experience will be useful, not only for us at Troika, but also and more importantly for our clients", added Jacques Der Megredichien, Head of Capital Markets at Troika.

Mr. Heyns has also been actively involved in private equity and venture capital in Asia as a Director for Devonshire Capital, a boutique investment bank. He served as a Director and Interim CFO for a listed Devonshire portfolio company in Thailand. He was also CEO for a software development business with offices in six countries and 76 employees.

Mr. Heyns holds a Master of Philosophy in Finance from Glasgow University and a Bachelor of Science in Finance from Louisiana State University.

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**CLASSIFIEDS**

**LESSONS**

UNESCO-PA at the college of the Russian Ministry of Foreign Affairs offers English language courses of all levels with Cutting Edge series textbooks. College's outlet is located near metro station Tulsakaya. Small groups and individual lessons at affordable prices. Call Nadezhda Yuryevna on weekdays from noon to 5 p.m. at 237-4104

**BUSINESS SERVICES**

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