

**Wojciech Napiórkowski**



**July 2011 – Abris Capital Partners – advisory and deal sourcing**

- Transaction origination with the EUR20-80m EV which concentrates mostly on entrepreneurs and smaller local advisors,
  - o Key sectors: Healthcare, financial services, fresh food and agriculture, business outsourcing.



**2007-2011 – Director Bridgepoint Capital**

Main Responsibilities:

- Managing all aspects of investment processes including deal sourcing (creation of advisor's network in Poland, Romania and Czech Republic), management selection and motivation, due diligence supervision, deal financing and structuring,
- Acquisition of CTL Logistics – largest private equity deal in Poland,
- Active Board role in both management
- Strong sectorial experience in financial services, cable & telecoms, retail and healthcare



**2004-2007 – Director in Advent International – Global Private Equity Group**

Main responsibilities:

- deal sourcing and transaction execution
  - Kamax/Keystone – LBO of train buffer manufacturer (generated return 4x money)
  - Ultimo – secondary buy out of the largest debt collection and debt purchase company in Poland
- Developing portfolio companies with hands-on approach

**1999- 2004 Investment Manager at Emerging Ventures Limited (US based private equity group managing 250 million USD)**

Main projects

- Cable TV Multimedia 2<sup>nd</sup> largest in Poland
- Telenet (former PTO Poland Telecom Operators) – Telecom Company
- Agros S.A.
- Polimex-Cekop S.A.

**1997 – Arthur Andersen "Domański, Szubielska i Wspólnicy" as lawyer.**

Main duties include: Mergers and Acquisitions, Convertible Bonds Issues, Private and Public Placements, Managerial Stock Options, Due Diligence, Derivatives.

**1997-95 – Brokerage House "Elimar S.A"**

**Education**

2003 – I passed **Charter Financial Analyst CFA level II** – enrolled for the final level III exam

1998 - 2000 **Master of Business and Administration (MBA)** by London Business School and Warsaw Business School of Technology

1993-97 **Law Faculty** at Warsaw University finished with  
the Certificate of Distinction – ( Master Thesis – Convertible Bonds)

**Languages**

**English** - fluent in writing and speaking

**Russian**- good in speaking and writing

**Polish** - native

**Interests and Activities**

Family, books, photography, distant travels, group sports, skiing, windsurfing, tennis .