

SERGEI KOLTOVICH



EXPERIENCE

Horizon BizJet Ltd.

Co-founder / company's director

Moscow, Russia / Dublin, Ireland

March 2015 - present

- Advising aviation industry strategic investor to enter Russian market and set up a new airline operation
- Start up of a new Russian cargo airline E-Cargo (first commercial flight July 2018)
- Advising St. Petersburg Pulkovo airport on long term strategic development, including new key airline customer acquisitions
- Developed strategic vision of long term development for Pulkovo airport management and shareholders to significantly increase air traffic at Pulkovo by 2025
- Brought Wizz Air to Pulkovo airport (LED) starting new routes from Budapest (BUD) and London Luton (LTN) airports to St. Petersburg
- Brought Pobeda Airlines to Magnitogorsk airport (MQF) to start new route Sochi (AER) to MQF
- Airline advisory, including M&A, aircraft financing and other transactions
- Advisory to Zenit Bank, largest creditor of VIM Avia airlines, to recover outstanding debts
- Aircraft portfolio trading and sell off

Norilsk Nickel Group

Project Director (restructuring Group's aviation assets)

Moscow, Russia

July 2014 - July 2016

- Responsibilities included advising the senior management of Norilsk Nickel on restructuring its aviation assets such as two regional airlines (Nordavia and Nordstar), helicopter business in Siberia and Norilsk airport.
- Completed sale of Nordavia regional airlines to an appropriate strategic aviation industry player (Transaction fully executed in May 2016).
- Developed restructuring plan and new strategy for Nordstar airlines.

Vitol Aviation (Vitol Group)

Business Development Director (Russia and CIS)

Moscow, Russia / London, UK

December 2012 - July 2014

- Key responsibilities included developing Russian and CIS market penetration strategy for Vitol Aviation.
- Brought new customers such as Aeroflot - Russian Airlines, Transaero, Volga-Dnepr Group, Ukraine International Airlines, AirBaltic etc. to supply jet fuel on Vitol Aviation's global network.
- Introduced a new strategic partnership with Rosneft Aero to join Vitol Aviation's global fuel supply network with Rosneft Aero's Russian and CIS network.
- Proposed major asset investment plan for Vitol to invest in Moscow Aviation Hub fuel supply infrastructure worth over 100 mln. USD (stopped by geopolitical development between Russia and Ukraine in spring 2014).
- Jet fuel trading and exporting

TNK-BP Group (vertically integrated oil company)

Managing Director of TNK Avia (Jet Fuel Division)

Moscow, Russia

February 2011 – Fall 2012

- Responsible for day-to-day activities and strategic development of TNK Avia, TNK-BP's jet fuel business with annual sales of over 1.5 billion USD and EBITDA over 100 million USD.
- Key responsibilities also included:
 - formulation of TNK Avia's strategy and its alignment with the global strategy of TNK-BP,
 - restructuring organizational scheme, creation of key account sales and marketing system,
 - putting together a new sales, marketing and asset management team,
 - development of long term strategic relations and jet fuel supply contracts with key airlines such as Aeroflot, S7 Group, Transaero, Volga-Dnepr Cargo, VIM Avia, AviaNova, etc.

- Designed and implemented strategic partnership agreement with AirBP, world's largest jet fuel supplier, to create a major jet fuel supply alliance to offer fueling services to Russian airlines abroad and international airlines within Russia.
- Designed and implemented strategic partnership agreement with TZK Aerofuels, Russia's largest independent operator of jet fueling stations, to create a major alliance in Russia to serve airlines across Russia.
- Within 1,5 years grew annual EBITDA of TNK-BP's jet fuel business from 108 to over 250 million USD.

JETALLIANCE HOLDING AG

Moscow, Russia / Vienna, Austria

Project Director/Board member

September 2008 – February 2011

- Led efforts of one of Europe's largest private / business jet operators and service providers to enter the Russian market through acquisition of a local AOC (Aircraft Operating Certificate) company.
- Prepared grounds for the selection of the candidate companies for potential acquisition with final choice to set up Joint Venture with Aeroflot Russian Airlines.
- Assisted the shareholders of JetAlliance to formulate JetAlliance strategy on the Russian market, at the time the largest private / business jet market for JetAlliance services.
- Participated in negotiating and securing 500+ million USD finance facility from Merrill Lynch / bank of America to finance deliveries of new Cessna private jets to Russian / CIS / Eastern European clients
- Designed organizational and operational structure for the acquisition, management, servicing of private / corporate jets by the Russian subsidiary of Jetalliance Holding AG.
- Lobbied for signature of Russia - Austria Agreement to operate Austria registered business jets in Russia
- Participated in developing key-account management system staffed with Russian speaking managers responsible for managing private aircraft of all Russian clients.
- Upon creation of Jetalliance Vostok, JV with Aeroflot, became a member of Directors' Board of the company

AIR UNION

Moscow, Russia

First Deputy CEO

March 2008 – September 2008

- Joined this falling apart and virtually bankrupt airline (3rd largest in Russia at the time) in the attempt to save it from imminent bankruptcy.
- With responsibilities over commercial and operations divisions prepared aggressive anti-crisis plan for AirUnion's shareholders and formulated AirUnion's recovery strategy.
- Actively worked on restructuring of AirUnion's heavy debts.
- Led AirUnion's efforts to join global StarAlliance.
- In the midst of sharply rising fuel prices and world financial crisis AirUnion stopped operations in Aug. 2008.

AEROFLOT – RUSSIAN AIRLINES

Moscow, Russia

Head of Fleet Planning and Aircraft Procurement Dept.

November 2001 – March 2008

- Managed development and implementation of Aeroflot's aircraft fleet strategy, which resulted in Aeroflot's possessing currently one of the youngest aircraft fleets in the world.
- Prepared, negotiated, and implemented numerous aircraft acquisition / fleet procurement and aircraft finance transactions worth over 12 billion USD with committed new aircraft delivery plan spanning through 2020.
- Led the development and implementation of Aeroflot's complete aircraft fleet restructuring program.
- Concluded together with a small team of Aeroflot key managers major transaction (at the time one of largest transactions) with Airbus, General Electric/GECAS, Snecma/CFMI, including a major swap of assets worth over 2.5 billion USD (Air Finance Journal 2004 Deal of the Year - Editor's award).
- Constantly worked with Government of the Russian Federation, Aeroflot's Board of Directors, representatives of other governments to secure support and approvals for Aeroflot's fleet development projects.
- Worked to arrange financing for new aircraft deliveries (with involvement of US ExIm / European Credit Agencies, major banks such as Deutsche, Citi, BNP Paribas, DVB, etc. and major lessors such as GECAS, AerCap, CIT), including PDP financing and SLB transactions.
- Created and managed team of 15 professionals responsible for aircraft fleet planning and procurement
- Participated in Aeroflot's M&A projects and represented Aeroflot on Boards of Directors in subsidiary companies Aeroflot-Nord, Aeroflot-Don (regional airlines) and Aeroflot-Plus (private jet charter flights).
- Actively participated in Aeroflot's project to join SkyTeam Alliance.

Fleet Planning Advisor to the CEO

May – November 2001

- Developed for the first time in Aeroflot's practice a clear, continuous and open business process of structuring and procuring aircraft fleet for Aeroflot – Russian Airlines.
- Introduced the notion of aircraft procurement as a clear-cut procedure that should include tenders, issuing Requests for Proposals to all interested parties, securing proper corporate and government approvals.
- Conducted an extensive research on fleet planning and aircraft procurement practices in other major world's airlines to collect best practice applicable to Aeroflot.
- Created department fully responsible for fleet planning and aircraft procurement function within the airline.

AIRBUS

Moscow, Russia / Toulouse, France

Marketing / Senior Marketing Manager

1998 – 2001

- Conducted marketing and sales support activities for Airbus sales directors working with major CIS airlines such as Aeroflot, Transaero, Air Ukraine, Belavia, Azerbaijan Airways, Air Kazakstan, Sibir, KrasAir, etc.
- Conducted financial and marketing feasibility studies for operating and financial lease projects to promote Airbus aircraft in the CIS market.
- Conducted for the first time in Airbus practice a major Russian aviation market study and forecast to provide analytical basis for Airbus senior management strategic planning in the CIS region.

EDUCATION:

MOSCOW SCHOOL OF MANAGEMENT SKOLKOVO

Executive MBA

Moscow, Russia

2012

GEORGETOWN UNIVERSITY

Research and Fellowship Studies in Economics (Doctoral Program)

Washington DC, USA

1996-1997

BAYLOR UNIVERSITY

Bachelor of Business Administration

MAGNA CUM LAUDE honors degree

Texas, USA

1996

PERSONAL:

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