

Curriculum vitae Adrian Tohanean

Professional objective Acquiring an expertise on financial management and leverage it into a reliable business partner and business challenger role within the Group' executive management team, supporting long-lasting business improvements in performance and organizational health.

Work experience

Career level **Middle management**

Work experience **21 years**

Management experience Yes

Job **Deputy Group CFO & Business Unit Supply & Trading CFO**

Period 2017-03 <> present as Deputy Group CFO | 2019-07 <> present as BU Supply & Trading CFO

Name of the employer **KMG Rompetrol**, Head Quarter, Bucharest

Department Business Unit Finance

Job description

- Coordination and implementation alongside Group CFO and the executive management team of the Group of strategic and tactical business plans, embedding organic and sustainable OPEX optimization programs;
- Monitoring the long-term implementation of the business plan to make sure the Group's strategic objectives are met;
- Secretary of the KMGI Finance & Investment Committee, ensuring a transparent and focused approach in front of KMGI Board of Directors of all finance affairs;
- Improvement of the key financial processes' governance according to best practices;
- Coordination of Business Units level CFOs to support a cohesive execution of Group level strategic processes, projects and specific business improvements measures;
- Participation in key decisions as a member of the executive management team;
- Continuous monitoring of the business environment with a view to identify solutions for performance improvement and corrections according to the specific situations;

Business impact:

Achievements

- Active involvement alongside Group CFO in KMGI alignment to Industry best practices through new dedicated Finance Committee leading to an improvement of the quality and lead time of the decision process of finance matters at the Group Board of Directors level, optimized Management Accounting policy, new Investments Prioritization & Post-Investment policy, new Business Assurance process;
- Improvements delivered in key finance processes during past years to better and timely support business decisions through an optimized planning process and optimized and streamlined recurrent performance review process;
- Active role in Corporate Business Intelligence (BI) project implementation stages;
- Effective coordination of OPEX optimization initiatives across the Group.

Management experience Yes

Job **Planning & Performance Management Director, KMG I Group**

Period 2011-07 <> 2017-03

Name of the employer **KMG Rompetrol**, Head Quarter, Bucharest

Department Group Planning and Performance Management

Job description

- Develop, consolidate, and implement Group 5 years business plan, aligned with major KMG I strategic goals
- Supply to top management team analysis and performance evaluations, recommend operational effectiveness improvements
- Coordinate monthly performance reviews at Group level
- Manage Group cross departmental alignment on all major group projects linked with Group Planning & Control area
- Manage Group key financial performance (KPI) indicators system implementation and monitoring

Achievements Business impact:

- Change of the set-up of planning & controlling team into a shared services one, offering direct link in between entities and BU & Group levels
- Start implementing new planning & controlling initiatives, to ensure more quality, speed and adequate details in the overall service offered to top management & VP levels, especially in budgeting & reporting area, via a flexible integrated planning model & budget execution reports at actionable details level; most important of them:
 - New flash reports on profit & loss and key business drivers' analysis, to timely better support top management decisions
 - Master database project for all historical and targets references, as single Group reference point on business drivers for all Group companies
 - Year-end monthly forecast process implementation, with submitted for approval action plans for year-end internal targets fulfilment, including sensitivities analysis with focus on actionable drivers
 - Start implementing an integrated Group planning model based on key drivers, as flexible budgeting tool, using simplified assumptions, for Group side flexible and close to real-time planning simulations
 - Active budgetary control process & reports, to ensure adequate budgeted expenses control
 - Re-shape of monthly Group and entity level performance reviews formats and contents, with focus on actionable drivers and action plans follow-ups and proposals
- Lead and back-up clear responsibilities set on all Group planning and controlling processes
- Important contributor to critical Group level projects: Business Intelligence, Analytical Center, annual impairment tests

Job **Planning & Performance Management Director, BU Retail**

Period 2008-01 <> 2011-07

Name of the employer **KMG Rompetrol**, Head Quarter, Bucharest

Department BU Retail Planning and Performance Management

- Job description
- Coordinating budgeting & controlling processes, Business Intelligence project
 - Coordinating performance analysis processes at BU & entity level
 - Creating reporting methods for evaluating strategic & operational objectives fulfilment for all BU Retail entities
 - Adjustments and improvements proposals of business processes across the BU

Achievements

- Business impact:
- **Designing of first in-depth post investment review** of entire own Romanian gas stations network, including dedicated **each gas station profitability piloting model** for instant appraisal on investment return from dedicated station's business drivers' sensitivities.
 - **Successfully implementing** major reporting **automations** within main Romanian entity (Retail gas station's executive dashboards, Oracle AR OLAP cube, in store Coverage cube, Oracle GL Financial cube, Sales force dashboard, HR headcounts cube, Credit Control report, COGS cube to facilitate enhanced day-to-day financial appraisal of commercial transactions).
 - **Segmentation of profitability reports** for own Romanian gas stations by geographic areas, by sales intervals, leading to the decision of closing the least profitable points of sales and concentrating management focus towards the high profitability potential sites.
 - **Financial profitability valuations** and negotiation scenarios – Romanian Express type sites valuation, major partnerships commercial terms profitability impact analysis and sensitivities with direct impact on Group profitability.
- Controlling function impact:
- **Introducing expenses variance analysis** procedure in KMG I Group and **analysis tool**, to easily understand expenses gaps from referenced targets, by expense types/budget centers, and decide on corrective/savings initiatives at the appropriate accountable level.
 - **Implementing activity-based costing system** for profitability appraisals of business segments, in an incipient stage, for more accurate profitability analysis.
 - **Standardization** of the reporting package across the Retail entities; reporting literacy enhanced with in-house training sessions for all PPM retail entities (variance analysis, channel profitability, ABC cost allocation).
 - **Zero attrition rate** inside PPM BU Retail and Retail entities PPM controlling teams.

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| Job Period | Budgeting & Reporting Manager at Bu Retail level 2007-07 <> 2007-12 |
| Name of the employer | Rompetrol Downstream, Head Quarter, Bucharest |
| Department | Planning and Performance Management |
| Job description | <ul style="list-style-type: none"> • Supervising the data collection process for Rompetrol Retail entities in accordance with Group deadlines. • Supervising and providing help to BU entities in developing the annual and long-term business plans in accordance with Group deadlines and requirements • Following up the major performance indicators established for each business. Following up of the actual versus budget on P&L, CAPEX, cash plan, staff costs and headcount, working capital within business unit and performing variance analysis on the collected data. |
| Achievements | <ul style="list-style-type: none"> • Introducing to the BU and implementing a detailed variance analysis model, covering all revenues and expenses drivers, used in KPI monitoring and KPI status management meetings. • Creating the Retail operational & P&L planning model including all critical business drivers, with what-if scenarios capabilities for real-time decision making. • Creating the first standard investment appraisal template for gas stations. • Introducing a new reporting package to successfully monitor key business drivers: Monthly-Plan execution report within Downstream Romania, including variance analysis mapped to monitored drivers, both on Month-to-Date/Month-to-Go; Channels profitability model; Staff cost dedicated report. |
| Job Period | Financial Analyst 2007-03 <> 2007-07 |
| Name of the employer | Rompetrol SA, Head Quarter, Bucharest |
| Department | Planning & Performance Management department |
| Job description | <ul style="list-style-type: none"> • Analyzing variances against the entities forecasts and plans. • Creating Feasibility studies for ongoing business opportunities (Franchises royalties' schemes renegotiations, Express network profitability scenarios). • Support for implementing new management reporting IT solutions (Retail OLAP cubes). |
| Job Period | Management accounting controller 2006-01 <> 2007-02 |
| Name of the employer | Michelin Romania SA |
| Department | Commercial – Trucks Business Unit & IT departments |
| Job description | <ul style="list-style-type: none"> • Measuring economic impact of pricing policy, discounts, credit conditions and costs. • Scenarios analysis on commercial actions. |
| Achievements | <ul style="list-style-type: none"> • Successfully lead first financial business planning within just implemented Cognos planning tool, at the trucks business unit level. |
| Job Period | Management accounting controller 2004-01 <> 2005-12 |
| Name of the employer | Michelin Romania SA |
| Department | Logistics and Shared Services departments |
| Job description | <ul style="list-style-type: none"> • Preparing annual budget for Logistics and Shared services departments • Realization of recurrent reporting package within tight deadlines • Investments projects execution follow-up |
| Achievements | <ul style="list-style-type: none"> • Introducing management reporting based on accounting intra-company service departments cross-invoicing (class 9 accounts of the general chart of accounts), to clearly reflect both the full budget centers costs and the direct controllable, accountable cost perimeter of budget owners. • Set-up of a recurrent process of management reviews on logistics performance indicators, followed by corrective action plans. |

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| Job | Financial and Forecast Controller for Commercial – Tourisms & Light truck Business Unit – departments |
| Period | 2002-12 <> 2003-12 |
| Name of the employer | Michelin Romania SA |
| Department | Commercial department |
| Job description | <ul style="list-style-type: none"> • Tires inventories need calculations regarding forecasted sales, advance or pending orders. • Management of tires inventory levels to create the premises for sales objectives fulfilment. |
| Job | Technical support within CRM (Customer Relationship Management) |
| Period | 2002-06 <> 2002-12 |
| Name of the employer | SOFTWIN S.A, Bucharest |
| Department | Outsourced Shared Services Department |
| Training | |
| Period | 2002-08 <> 2002-12 |
| Institution | Michelin Romania S.A., Head Quarter, Bucharest |
| Additional information | Intern within commercial department – Financial controller function |
| Achievements | <ul style="list-style-type: none"> • Develop the first day-to-day enhanced sales performance follow-up report, by sub-segments and product lines • Renew the sales force bonuses calculation scheme, aiming for profitability increase and increased market share in the higher profitability tires segments |
| Period | 2002-06 <> 2002-07 |
| Institution | BRD - Groupe Société Générale, Unirea Group, Bucharest |
| Additional information | Intern - Clients Counselling Department – business segment clients |
| Period | 2001-07 <> 2001-08 |
| Institution | Carrefour Romania - Hiproma S.A., Bucharest |
| Additional information | Intern for Fresh Products department (Manager responsibilities) |
| Education | |
| Period | Present |
| Institution | ACCA |
| Major | Accounting |
| Progress | F1 to F5 |
| Period | 2001 <> 2003 |
| Institution | French –Romanian Management Institute (Branch of Institut Universitaire Professionnel de Management, Clermont-Ferrand, France) |
| Major | Diplôme de Maîtrise, Titre d'ingénieur-maître – business management major |
| Period | 1999 <> 2003 |
| Institution | Academy of Economic Studies – Bucharest- Economic studies in foreign Languages (SELS), French department |
| Major | License Diploma – business administration major |
| Period | 1995 <> 1999 |
| Institution | National College „Dr. Ioan Mesota”, BRASOV Certificate of Bacalaureate (june1999) |
| Computer Literacy | Proficiency MS Office (Word, Excel, PowerPoint, Visio), SharePoint |
| Foreign Languages | English - Advanced; French - Advanced; |
| Driving license | Yes |