

MICHEL PIVOT

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Born September 18th, 1984 in Talence (France) – French nationality – EP holder (G3218209M)
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PROFILE

Eurasian Private Equity Senior Associate with entrepreneurial experience and mindset

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|---|-------------------------|
| → Private Equity (Singapore) | Current position |
| <ul style="list-style-type: none">• Senior Associate for Unity Group (PE firm)• Closed a \$18million deal in the construction services industry | |
| → Corporate development and fundraising for a start-up (Singapore) | 2 years |
| <ul style="list-style-type: none">• Participation to the Series C funding round• Fully involved in the sale to Lazada (Alibaba Group) | |
| → Entrepreneur – Restructuring of a distressed company under LBO (France) | 2 years |
| <ul style="list-style-type: none">• Advised a private Chinese investor who bought a distressed retail company under LBO• Member of the Investment Committee of the private investor• Member of the Management Committee of the company bought | |
| → Transactions and M&A (France) | 6 years |
| <ul style="list-style-type: none">• Manager Transaction Advisory Services at Ernst&Young and Red2Green (boutique)• Financial modelling, valuation, due diligence for over 30 deals | |

WORKING EXPERIENCE (10 years experience)

PRIVATE EQUITY SENIOR ASSOCIATE (since 2017) – **UNITY GROUP**, Singapore

Main tasks

- Perform valuation, return analysis and financial modelling for investment opportunities in childcare and construction sectors;
- Prepare and present Investment Memorandum for review by the Investment Committee;
- Participation to deal negotiation and structuring.

Results

- Closed a \$18million deal in the construction services industry.

SENIOR FINANCIAL ANALYST (2015-2016) – **REDMART**, Singapore

Main tasks

- Ad hoc analysis for the Management (new projects and expansion in South East Asia);
- Build-up of the Business Plan 2016-2018;
- Set-up a new reporting and a cash forecast model.

Results

- Built the FP&A function and deal closed with Lazada (Alibaba Group) which bought RedMart after a 4-month due diligence.

INDEPENDENT CONSULTANT CORPORATE FINANCE (2013-2014) – **France**

- Entrepreneur advising the main shareholder of a French company under LBO (turnover: €80million, 162 stores)
- Turnover of the company I built: €144k, net result on the period: €94k

Main tasks as member of the Management Committee and member of the Investment Committee

- Analyse investment opportunities and responsible for the deal process (external growth operations);
- Strategic analysis and financial modelling of the new business plan of the company;
- Build and present the business plan for a partnership with the best European rugby team;

Assessments, financial statements and references available upon request

- Participate in the building of a new commercial strategy and presentation to the banking pool with the CEO;
- Identify levers of restructuring, calculate financial impacts and determine action plans.

Main tasks as advisor

- Create ad hoc analysis and decision-making tools for the CEO/shareholder;
- Assist the CFO in Working Capital improvement, Cash Management and negotiations with the banking pool;
- Responsible for the implementation of a reporting, a budgeting process and a cash forecast model;
- Quarterly presentation to the Management and the banking pool of reporting, budget and cash forecasts.

Results

- Recovery of a positive net result: +€0,7million;
- Success in negotiations with the banking pool: renewal of short-term financing lines (€24millions);
- Building on the tools implemented, creation of a financial controller position with training of the recruit.

MANAGER (2012) – RED2GREEN, Paris, France

Main tasks

- Manage Transaction missions and Financial modelling missions;
- Manage Restructuring missions: assist the Management in producing a diagnosis on the origin of difficulties, helping them to identify levers of restructuring, calculating and forecasting financial impacts;

Results

- Successfully shared responsibility of direct exchanges with top Management, shareholders, banking pools, investors.

SENIOR TRANSACTION ADVISORY SERVICES (2009-2011) - ERNST & YOUNG, Paris, France

Main tasks

- Buy-side due diligences and vendor due diligences in English & French;
- Financial modelling (valuation, business plans, cash forecasts and projections of balance sheets);
- Advisory and assistance to bankrupt or distressed companies - financial turnaround diagnoses;
- Manage teams (between 2 and 4 people) and lead Excel training.

Significant missions

- Lead a complex project for a distressed conglomerate of 84 companies: advisory and meetings with representatives of Ministry of Finance, top Management, lawyers, bankers, investors;
- Create a financial valuation model in support of a transaction (mass-market retailing company, turnover: €600m);
- Missions in various business sectors (including retail, FMCG, luxury, cosmetics, services, tourism, oil & gas, industry) and in international environments (Scotland, Gabon, Angola, Reunion Island, Guyana).

Results

- Highest ranking level (5/5 – objectives over exceeded).

JUNIOR FINANCIAL AUDITOR (2007-2009) - ERNST & YOUNG, Paris, France

Main tasks

- Audit assignments for MNCs (Total, LVMH, Lagardère), big groups (Cegelec, Andros, Lenôtre) and SMEs.

Results

- I successfully achieved my tasks and was charged of 3 assignments acting as senior while I was junior.

PERSONAL PROJECT

FINANCIAL ADVISORY FOR START-UPS

Assistance to the building of business plans

- ➔ The e-commerce start-up I helped in an entrepreneurship competition (CJE awards) won the 1st prize (10 000€)

Assessments, financial statements and references available upon request

EDUCATION

MASTER'S DEGREE IN FINANCE (2004-2007)

KEDGE BUSINESS SCHOOL, Bordeaux, France

Top French school of Business and Management (AACSB, AMBA, EQUIS accredited); Major: Finance.

TWO YEARS SELECTIVE PREPARATORY CLASSES (2002-2004)

Intensive classes to prepare for the competitive exams to enter the "Grandes Ecoles" (Major: maths & economics).

BACCALAUREAT DIPLOMA (2001-2002)

French "baccalauréat" majoring in science with first class honours (equivalent to A-level).

SKILLS AND INTERESTS

Languages (written&spoken)

- French (native speaker)
- English (fluent): reports often written in English
- Spanish (intermediate)
- Vietnamese (basic)

Computer

- Outstanding skills in Microsoft Excel
- Excellent skills in Word, PowerPoint

Interests

- Music: Piano (Conservatory of Piano of Bordeaux), drums
- Sport: rugby, football

Assessments, financial statements and references available upon request