

Elina DAVYDOVA

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PROFESSIONAL EXPERIENCE

- 2016 **Lokeit - Social Discovery app based in Paris** **France**
Co-Founder
- Developed business plan, financial model and pitch deck to grow to 100K users in <1y
 - Fundraised \$100K for MVP and launch
 - Managed team of coders to create a viable product
 - Partnered up with 6 universities in Lille/Lyon for launch
- 2015 **Monk's Hill Ventures - VC fund (\$100m AUM) founded by Match.com co-founder with investments in SEA** **Singapore/Philippines**
Summer Associate
- Strategy and Analytics**
- Performed due diligence & strategy review of investment targets, incl. market sizing, business plan analysis, valuation
 - Developed a +30% MoM revenue growth strategy for one of the portfolio companies
- 2011 - 2014 **Digital Sky Technologies (DST) - International PE & VC fund (\$4bn AUM) with investments in Facebook, Twitter, Alibaba, Xiaomi** **Russia**
Legal Counsel
- Transaction Experience and Portfolio Management**
- Led due diligence and co-led investment management of the portfolio companies
 - Provided legal leadership for VC investments of up to \$7m in USA and China, incl. Y-Combinator with 400+ongoing start-ups with aggr. value of \$50m
- Selected Transactions**
- Zalando GmbH multiple rounds
 - Series B investment into Bytedance, Chinese news reader app
 - \$155m co-investment into Klarna
 - \$100m investment in Spotify
- Leadership & Business Development**
- Led tax and legal structuring of Hong Kong investment advisory company to the General Partner of a series of PE funds: company licensed by HK Securities and Futures Commission to engage in Type 1 and Type 4 regulated activities
 - Launched and managed cross-border compliance, tax & financial reporting system, incl. FATCA (Hong Kong, Russia, etc.)
- 2009 - 2011 **Dewey & LeBoeuf LLC - International law firm with HQ in NYC** **Russia**
Trainee promoted to Associate
- Prepared due diligence reports, legal research and memoranda for various corporate, M&A, tax, real estate and litigation issues, filed antimonopoly filings
 - Worked with various entities and clients: multinational corporations, large Russian banks, real-estate funds etc

EDUCATION

- 2015 **INSEAD MBA Class of December 2015** **Singapore / France**
- 2003 - 2008 **Moscow State Institute of International Relations (MGIMO University)** **Russia**
J.D. equivalent, International Private Law / Full Scholarship / GPA 4.5/5
- 2008 **Ludwig-Maximilians University, Munich** **Germany**
One semester exchange program

LANGUAGES Russian (Native), English (Fluent), German (Winner of state competitions), French (Basic),

OTHER EXPERIENCE

- 2009 **Anti-Crisis Settlement and Commodity Centre** (3 month project) **United Kingdom**
- Set up London office; Managed service providers; Legal advice; Market research; Daily management briefs
- 2009 - 2014 **Mosaic of Happiness**, Volunteer **Russia**
- Pro bono advising for the online charitable fundraising platform, organized events with \$10k+ fundraising

PERSONAL INTERESTS

- Art (Former Member of Young Fine Art Experts at the Pushkin State Museum of Fine Arts in Moscow)
- Avid opera fan
- Running (5K, 10K and half-marathons in 2014-2016), synchronized swimming, perfumery, sculpture