



# ANASTASIA LUKACH

INVESTMENT & CAPITAL STRATEGY

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Capital-focused operator with 10+ years across venture, digital assets and alternative investments. Executed **\$60M+ in secondary market transactions** with entry-to-exit returns of up to **2–3x**. Built a **\$350M+ tokenization pipeline** and raised **\$1.1M in institutional and angel capital**. Maintained relationships with **20+ family offices** and **30+ private investors** across EMEA & APAC, complemented by a **1,000+ investor network** built through prior platforms. Strong intermediary connectivity with M&A counsel, capital connectors, accelerators and VC funds across EU, MENA and US. Professional public speaker and co-host of a **200+ weekly investor community** in Dubai.

## CORE COMPETENCIES

Family Office & LP Coverage	Capital Formation & Fundraising	Deal Sourcing & Due Diligence
Investment Memo & IC Process	Portfolio Construction & Monitoring	Tokenization & Digital Securities
Cross-Border Structuring (EU/MENA)	Sell-Side M&A Advisory	Deal Flow Systems & Reporting

## PROFESSIONAL EXPERIENCE

### Partner – Ironcore Partners

Sep 2025 – Present

Corporate Finance & Investment Advisory · Dubai

- Co-founded boutique advisory firm with Mark Pui (venture investor) focused on sell-side M&A, capital solutions and fund advisory for digital-economy and technology companies.
- Conducted sell-side advisory for two digital-economy companies (combined ~\$350–400M EV): valuation analysis, buyer mapping and outreach; mandates in progress.
- Sourcing proprietary deal pipeline across fintech, robotics and IT ventures (**\$2–100M tickets**) in UAE, US and EU.
- Designing an **AI-powered deal flow intelligence system** for automated sourcing, screening and insight generation – accelerating transaction evaluation and buyer/LP matching.
- Advising family offices on allocation strategy, operational structuring and manager selection; expanding LP network across EMEA & APAC.

### Chief Executive Officer

Jun 2024 – Aug 2025

Marsbase – Secondary Markets & Tokenization Platform

- Led capital strategy, revenue operations and product for a secondary-markets platform facilitating OTC transactions in pre-listing securities, SAFTs and tokenized assets.
- Executed **\$60M+ in secondary market transaction volume** across 70+ deals; managed positions at entry valuations of **\$1–1.5B** with exits at **\$2–3B**, delivering **2–3x returns** to counterparties within 60-day holding periods.
- Raised **\$1.1M** from angel investors and institutional backers (WebWise Capital, YAY Network, NovaCyber, Fractal).
- Built and launched tokenization platform + white-label solution enabling issuers to raise capital via tokenized equity and revenue instruments with integrated secondary trading; generated **\$350M+ deal pipeline**.
- Launched collateralized lending product (equity/SAFT-backed); processed \$600K in loan requests; made strategic decision to wind down after assessing asset-base economics.
- Built internal capital operating system: deal evaluation models, counterparty CRM, pricing frameworks and investor reporting.

Previously CBDO (Feb – Jun 2024)

### Founder & Managing Partner – 99blocks

2023 – 2024

Venture Builder, Growth Strategy & Capital Advisory

- Reviewed **130+ companies** across fintech, asset management and technology; advised **30+ founders** on fundraising architecture, investor materials and capital-raising strategy.
- Managed **\$2M+ in growth and partnerships budgets** with full P&L ownership. Facilitated LP introductions and prepared investor-grade materials for institutional and FO allocators.

### Senior Manager, Investor Relations & Business Development

Sep 2021 – Sep 2023

Yellow Network & Yellow Capital · Trading Infrastructure & Investment Platform

- Built the investor relations infrastructure: pitch decks, partner presentations, and outreach materials that supported the company's **\$10M raise**.
- Pitched directly to institutional investors sourced through events and personal network; managed follow-ups and investor communications.
- Sourced investment opportunities for Yellow Capital's portfolio — identifying and evaluating early-stage projects for the deal pipeline.
- Attended **20+ industry events** as part of active capital-raising and deal-sourcing strategy.
- Scaled investor community from 5K to **120K+ active participants** through marketing, PR, and brand positioning.
- Managed team of 5 + external agencies; owned **\$200K+ annual budget** with full P&L accountability.

## Business Development, Investor Relations & Fund Operations

2017 – 2022

Rock-West & Tempo (Cross-Border Payments & Asset Management) · Hexn.io (Liquid Trading Platform) · Bazylev Capital (Boutique Hedge Fund) · iSpace News (Financial Media)

- **Rock-West / Tempo:** GTM, partnerships, investor acquisition for a payments and asset management group.
- **Hexn.io:** Investor profiling, segmentation, presentation design for a liquid trading platform; scaled to **5,000+ accounts**.
- **Bazylev Capital:** Fund operations for a boutique hedge fund (~10 LPs) — portfolio reporting, performance tracking, investor updates. Led Traders Academy; graduates went on to launch own funds.
- **iSpace News:** Financial markets analysis and editorial — event-driven macro research.

## SELECTED TRANSACTIONS

Transaction	Type	Valuation / Size	Role
Cross-chain interoperability protocol	Secondary (pre-listing SAFT)	\$1.2B entry → \$3B+ exit	Origination & execution
Layer-2 execution platform	Secondary (pre-listing SAFT)	\$1B entry → \$2B+ exit	Origination & execution
Digital-economy data platform	Sell-side M&A advisory	~\$300M+ EV	Valuation & buyer outreach
SE Asian digital exchange	Sell-side M&A advisory	~\$50–80M EV	Valuation & buyer outreach
Tokenization + white-label platform	Product launch / capital pipeline	\$350M+ pipeline	CEO — product & business dev.

## LP & INVESTOR NETWORK

- **Family offices (20+):** Gulf, Asian and European family offices (\$15–500M AUM) — seeking liquid strategies, digital assets and selective venture exposure.
- **Private investors (30+ HNWIs):** Gulf, Asia, Europe and CIS — liquid strategies and private equity co-investments.
- **Investor network (1,000+):** Built through prior platforms (Marsbase, 99blocks) — private investors, capital connectors and intermediaries with active deal interest.
- **Intermediaries:** M&A counsel, capital connectors, accelerators and VC funds across EU, US and APAC.

## EDUCATION

### MSc, Economics-Cybernetics

2020 – 2021

National Technical University of Ukraine — Kyiv Polytechnic Institute

### BSc, Financial Programming

2016 – 2020

National Technical University of Ukraine — Kyiv Polytechnic Institute

Additional: LVL80 Digital Marketing Program

## SELECTED HIGHLIGHTS

- **In alternative investments since 2014** — spanning venture, hedge funds, OTC secondary markets, market-making and tokenization.
- **Co-host, Tech Tuesday (Dubai)** — weekly event with 200+ tech, investor and government attendees. Regular speaker on tokenization, capital formation strategy and operational excellence at industry events across EMEA.
- **Host, Venture Protocol Podcast** — interviewing principals from venture funds, family offices, PE firms and M&A advisory on investment strategy and operational excellence.

## ADDITIONAL INFORMATION

**Languages:** English (fluent), Ukrainian (native), Russian (native)

**Mobility:** Based in Dubai — flexible for London, Switzerland, Singapore, Hong Kong; open to regular travel for LP coverage and conferences