



# ANASTASIA LUKACH

VENTURE & ALTERNATIVE INVESTMENTS

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Venture professional with 10+ years originating proprietary deal flow across AI, robotics, fintech and emerging technology. Reviewed **500+ inbound opportunities** and conducted due diligence on **100+** ventures (pre-seed through Series A). Executed **\$60M+ in secondary transactions** with **2-3x entry-to-exit returns**. Developed sourcing relationships with **10+ accelerators and incubators** (500+ portfolio companies) and built a **1,000+ investor network** spanning 20+ family offices and 30+ HNWIs. Service-operator background provides deep understanding of what customers pay for — a direct edge in evaluating product-market fit and unit economics. Professional public speaker and co-host of a **200+ weekly investor community** in Dubai.

## CORE COMPETENCIES

Proprietary Deal Origination	Venture Due Diligence (Pre-Seed-A)	Thesis Development & Mapping
Founder Advisory & Portfolio Support	Investment Memo & IC Preparation	LP Relations & Capital Formation
Fundraising Architecture (SAFT/Equity)	Accelerator & Incubator Networks	AI-Driven Deal Intelligence Systems

## PROFESSIONAL EXPERIENCE

### Partner — Ironcore Partners

Sep 2025 – Present

*Investment Advisory & Corporate Finance · Dubai*

- Co-founded boutique advisory firm with Mark Pui (venture investor); providing deal flow for direct investments, capital solutions and strategic advisory to family offices and technology companies.
- Originating and conducting due diligence on proprietary deal pipeline across **fintech, robotics, automation, software, healthcare, defence and consumer services** (\$2–100M ticket sizes) in UAE, US and EU.
- Providing structured deal flow to multiple family offices for direct investments — spanning tech, financial infrastructure and real-economy sectors at various stages.
- Designing an **AI-powered deal flow intelligence system** for automated sourcing, screening and deeper insight generation — combining proprietary data, market signals and structured analysis to accelerate venture evaluation.
- Building local advisor network for due diligence and deal structuring; advising FOs on venture portfolio construction and manager selection.
- Conducted strategic advisory for two digital-economy companies (combined **~\$350–400M EV**) on M&A and growth capital options; mandates in progress.

### Chief Executive Officer

Jun 2024 – Aug 2025

*Marsbase — Secondary Markets & Structured Finance Platform*

- Sourced, evaluated and executed **70+ secondary transactions** in pre-listing venture positions (SAFTs, equity, tokenized assets); built proprietary evaluation framework covering valuation, vesting, liquidity and counterparty risk.
- Generated **\$60M+ in transaction volume**; managed positions at entry valuations of **\$1–1.5B** with exits at **\$2–3B**, delivering **2–3x returns** within 60-day holding periods.
- Developed relationships with **10+ accelerators and incubators** with combined portfolios of **500+ startups**; received curated deal flow and co-facilitated fundraising for their top graduates.
- Raised **\$1.1M** from angel investors and institutional backers (WebWise Capital, YAY Network, NovaCyber, Fractal); led full fundraising process from outreach through close.
- Built tokenization platform + white-label solution for venture-backed issuers; generated **\$350M+ deal pipeline** across equity, revenue-share and structured instruments.
- Launched collateralized lending product (equity/SAFT-backed); made strategic decision to wind down after evaluating unit economics — demonstrating portfolio discipline.

*Previously CBDO (Feb – Jun 2024)*

### Founder & Managing Partner — 99blocks

2023 – 2024

*Deal Flow Agency, Venture Builder & Capital Advisory*

- Deal-flow agency for venture funds: reviewed **130+ opportunities** across fintech, technology and digital infrastructure; advanced top deals to VC partners.
- DD on **30+ shortlisted companies** (market sizing, unit economics, cap table, competitive positioning); prepared investment memos for partner-level review.
- Advised **30+ founders** on fundraising architecture, investor materials and GTM; managed **\$2M+ in growth budgets** with full P&L ownership.

### Senior Manager, Investor Relations & Business Development

Sep 2021 – Sep 2023

*Yellow Network & Yellow Capital · Trading Infrastructure & Investment Platform*

- Built investor relations infrastructure — pitch decks, partner presentations, outreach materials — supporting the company's **\$10M raise**. Pitched directly to institutional investors; managed follow-ups and communications.
- Sourced deals for Yellow Capital's portfolio; attended **20+ industry events** for capital-raising and deal sourcing.
- Scaled investor community from 5K to **120K+ participants**; managed team of 5 + agencies; **\$200K+ budget**, full P&L.

## 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)

- **Rock-West / Tempo:** Go-to-market and partnership strategies for a payments and asset management group; retail investor acquisition and stakeholder communications.
- **Hexn.io:** Investor profiling, segmentation, and investment presentation design for a liquid trading platform; scaled investor base 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:** Markets analysis and editorial — event-driven research and macro analysis of equity market impacts.

## DEAL FLOW & SOURCING NETWORK

- **Accelerators & incubators (10+):** 500+ startups globally; curated deal flow across AI, robotics, fintech and deep tech.
- **Stage:** Pre-seed through Series A across tech-native and real-economy sectors (healthcare, defence, consumer, automation).
- **Geographic reach:** 40+ countries; networks with incubators, accelerators and innovation programmes across Europe, Asia, MENA and US.

## LP & INVESTOR NETWORK

- **Family offices (20+):** Gulf, Asian and European FOs (\$15–500M AUM) — liquid strategies, tech and venture exposure.
- **Private investors (30+ HNWIs):** Gulf, Asia, Europe and CIS — liquid strategies and PE co-investments.
- **Broader network (1,000+):** Capital connectors, intermediaries and institutional contacts with active deal interest across EMEA, APAC and US.

## SELECTED TRANSACTIONS

Transaction	Type	Valuation / Size	Role
Cross-chain interoperability protocol	Secondary (pre-listing SAFT)	\$1.2B entry → \$3B+ exit	Sourcing, DD & execution
Layer-2 execution platform	Secondary (pre-listing SAFT)	\$1B entry → \$2B+ exit	Sourcing, DD & 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.

## 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: Intro to DeFi (University of Nicosia) · LVL80 Digital Marketing Program

## SELECTED HIGHLIGHTS

- **In alternative investments since 2014** — spanning venture, hedge funds, secondary markets, structured finance and technology.
- **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