



# 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.

## 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 paused pending market conditions.
- Sourcing proprietary deal pipeline across fintech, robotics and IT ventures (\$2–10M ticket sizes) in UAE, US and EU markets.
- 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 quarterly 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, infrastructure and DeFi; advised **30+ founders** on fundraising architecture (SAFT/equity/token), investor materials and capital-raising strategy.
- Managed **\$2M+ in client growth and partnerships budgets** across paid acquisition, partnerships and community-building campaigns with full P&L ownership.
- Facilitated LP introductions for funding rounds and liquidity provisions; prepared investor-grade materials for institutional and family-office allocators.

### Senior Manager, Growth & Business Development

Sep 2021 – Sep 2023

*Yellow Network & Yellow Capital* · Trading Infrastructure & Market-Making

- Led financial infrastructure strategy and deal flow for the investment and market-making arm; provided advisory on financing for early- and late-stage companies in the digital-asset space.
- Developed internal practices for deal flow evaluation and pipeline management; scaled retail investor community from 5k to **120k+ active participants**. Managed team of 5 plus external agencies; owned **\$200k+ annual growth and partnerships budget** with full P&L accountability.

### Fintech Product Due Diligence, Development & Scaling

2017 – 2022

*Rock-West & Tempo (Global Payments & Fintech) · Hexn.io (Asset Management) · Bazylev Capital (Boutique Hedge Fund)*

- **Rock-West / Tempo:** Led product strategy and investor relations for a global payments and fintech product group; facilitated LP network growth across institutional and HNW channels.
- **Hexn.io:** Drove LP network expansion and asset management strategy for a digital-asset investment platform; scaled user base to **5,000+ active accounts**.
- **Bazylev Capital:** Managed LP relationships and investor communications for a boutique hedge fund serving UHNW clients; supported portfolio reporting, capital retention and allocation tracking.

## 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-based new wealth, CIS and European family offices (\$15–500M AUM) — seeking liquid strategies, digital assets and selective venture exposure.
- **Private investors (30+ HNWIs):** Across CIS, Europe and the Gulf region — predominantly interested in low-drawdown 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

<b>MSc, Economics-Cybernetics</b> <i>National Technical University of Ukraine — Kyiv Polytechnic Institute</i>	2020 – 2021
<b>BSc, Financial Programming</b> <i>National Technical University of Ukraine — Kyiv Polytechnic Institute</i> Additional: Intro to DeFi (University of Nicosia) · LVL80 Digital Marketing Program	2016 – 2020

## 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