

# Sergey Lukyanov

Residence: Moscow (Russia) | tel: +7 (906) 031-95-02 | e-mail: [sergeilukyanov@gmail.com](mailto:sergeilukyanov@gmail.com)

## SUMMARY OF QUALIFICATIONS

Over ten years of experience in Russian banking sector with focus on capital markets, corporate finance, investor relations, financial reporting. Track record of successfully completed projects on ECM/DCM, corporate finance and rating advisory for privately-owned Russian banks and holding companies. Understanding of global financial markets and banking industry with in-depth knowledge of financial analysis techniques. Proven leadership and team building skills, coupled with developed communication skills.

## PROFESSIONAL EXPERIENCE

Sep 2019 – **BM Intelligence (Europe)** | Moscow | <https://www.bmintelligence.eu>  
until now Director | Debt Capital Markets

- DCM | origination and execution | Investor relations | Research | Regions covered: Russia & CIS
- Private wealth management | Pitching investment products/strategies to potential customers

Aug 2013 – **CREDIT BANK OF MOSCOW (#2 privately owned bank in Russia)** | Moscow | <https://mkb.ru/en/>  
Jun 2019 Head of Investor Relations

- Performed end-to-end execution of the Bank's ECM/DCM transactions: conducted initiation and structuring, prepared documentation and marketing materials, participated in roadshows, communicated with investors, banks, legal and financial consultants, rating agencies
  - ECM: LSE - IPO in 2014 (postp.) | MOEX - IPO in 2015, SPO in 2015, 2017 | Debut dividend payout in 2019
  - DCM: ISE - 144A/RegS Eurobonds in 2014, 2016, 2017, 2018, 2019 | Buybacks in 2017, 2018
- Supported M&A/ECM/DCM projects of the majority shareholder of the Bank – multi-industry holding company
  - Industries: banking and finance, construction and development, oil extraction, pharma
  - Prepared presentations and marketing documentation | Prepared materials for and communicated with rating agencies | Conducted financial analysis, prepared financial models of different assets of the Holdco
- Prepared day-to-day analytics: banking sector, peer group valuation, capital markets, other one-off analytics
- Created rating models from scratch for SWOT analysis
- Led on-going communications/targeting/networking: investors, analysts, banks, consultants
- Represented the Bank in 1x1 and group investor meetings, at investor conferences, non-deal roadshows
- Created from scratch and approved at the Supervisory Board the Bank's IR and DCM/ECM funding strategy
- Built IR team from scratch which was further recognized by MOEX as [#3 Best IR by a 2015 IPO company](#)
- Supervised IR team | Interacted directly with the Bank's CEO, CFO, CRO and A-level Executives of the Holdco

Nov 2009 – **ALFA-BANK (#1 privately owned bank in Russia)** | Moscow | [www.alfabank.com](http://www.alfabank.com)  
Jul 2013 Financial Department | Investor Relations and Corporate Structures | Project manager

- Led projects initiated by the Bank's CFO/Deputy CFO (corporate finance, capital management, recapitalization of RP and other): conducted structuring, analysis of potential risks, end-to-end execution of the projects
- Supported M&A projects run by the IB division, where the Bank acted as a provider of funding: analyzed financial models, funding structure, financial/tax/legal risks
- Drafted prospectus, investor presentations for DCM transactions: Eurobonds in 2010, 2011, 2012, 2013
- Maintained IR function: Interacted with rating agencies, investors and analysts | Prepared presentations for investors and shareholders, earnings announcements, updates for IR website

Jun 2008 – **Credit Europe Bank Ltd.** | Moscow | [www.crediteurope.ru](http://www.crediteurope.ru)  
Nov 2009 Financial Reporting Department | Analyst

- Prepared and analyzed IFRS of the Bank and JVs of the Bank with international retail chains (Auchan, Ikea)

Jan 2008 – **EY** | Moscow | [www.ey.com](http://www.ey.com)  
May 2008 Audit of financial institutions | Intern

## EDUCATION

**Finance University under the Government of the Russian Federation** | Degree in Banking & Finance (5 years)

**Fitch Learning. Public training courses** | Concepts of Credit Analysis (March 2018)

**CFA Program** | Passed Level II, CFA Exam Level III Candidate.

## ADDITIONAL INFORMATION

Languages: Russian – native, English – fluent

PC skills: MS Office (Excel, Word, PowerPoint, Visio, Outlook), iOS, Bloomberg Terminal