### Kirill Pupynin

# kirill.pupynin@gmail.com +79165296693

### **EDUCATION**

2021 (expected) Chartered Financial Analyst (CFA) - level 2 candidate

2019-2021 New Economic School, Masters in Finance

2003-2008 State University of Management, economy: specialist

#### **BUSINESS EXPERIENCE**

### July 2015 - present Sberbank Capital, Moscow, Russia

Senior analyst, Distressed investments

- Research of potential acquisition opportunities through market analysis and interactions with business stakeholders
- Coordination and support of due diligence process
- Preparation and review of financial models and deliverable documents (business plans, information memorandums, etc.)
- Deal structuring and involvement into preparation of SPA, SHA and SSA documents
- Operational management of portfolio companies (review of financial results, budgeting, analysis of strategic and operational initiatives)

## Selected assignments:

Financial corporate restructuring of the major salmon producer in Murmansk region, land of fish
in Russia (buy-side financial due diligence, identification of major risks that could influence
financial performance and value of the target, preparation of complex financial model of the
target development)

## Dec 2013 - June 2015 EY (Ernst&Young), Moscow, Russia

Senior Associate/Senior consultant, Deal advisory, M&A

- Preparation of complex financial models including valuations of companies (DCF analysis, trading and transaction comparables)
- Preparation of presentation materials including deal-related presentations (teasers, information memoranda, management presentations) and pitch books
- Management of main processes in ongoing transactions, including coordination of due diligence, and activities of the target's management and other advisors (accounting, legal)
- Industry and company research to develop in-depth knowledge of the subject
- Drafting of process documentation including deal timelines, NDAs, term sheets, process letters, etc.

### Selected assignments:

- Buy-side advisory to the internet service provider on acquisition of 100% stake in mobile operator in CIS
- Raising finance from PE fund for the mining company with resource deposits in Russia and Armenia

# May 2012 - Nov 2013 CTC MEDIA (former NASDAQ listed), Moscow, Russia

Senior analyst, M&A and strategy department

### Selected assignments:

Acquisition of online video content provider Caramba TV

### May 2011 - Apr 2012 KPMG, Moscow, Russia

Executive, Corporate Finance Department (Business Valuation Group)

### Sept 2008 - Apr 2011 PwC, Moscow, Russia

Consultant, Audit and Assurance

#### ADDITIONAL INFORMATION

Knowledge of Bloomberg, Capital IQ