Sergey Lukyanov

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SUMMARY OF QUALIFICATIONS

Over twelve years of experience in banking industry and financial advisory with focus on corporate finance, capital markets, investor relations, financial reporting. Track record of successfully completed projects on ECM/DCM/M&A and corporate finance for privately-owned Russian banks, multi-industry holding companies and mid-size businesses. Profound understanding of corporate finance and capital markets with in-depth knowledge of financial analysis techniques. Proven leadership and team building skills, coupled with developed communication skills.

PROFESSIONAL EXPERIENCE

Jul 2019 – until now

BM Intelligence (Europe) | Moscow | https://www.bmintelligence.eu
Corporate Finance Advisory and Capital Markets | Director

- M&A, raising and restructuring of debt/equity capital | Financial modelling, valuation (DCF, comparables), marketing materials | Negotiations with lenders and investors | Industry & company research
- Eurobond placements | Origination and execution | FI research | Regions covered: Russia & CIS

Aug 2013 – Jun 2019

CREDIT BANK OF MOSCOW (#2 privately owned bank in Russia) | Moscow | https://mkb.ru/en/
Head of Investor Relations

- Performed end-to-end execution of the Bank's ECM/DCM transactions: conducted initiation, structuring, financial modelling & valuation, 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
  - Conducted financial modelling, valuation of different assets of the Holdco | Prepared marketing materials | Prepared materials for and communicated with rating agencies
- Prepared day-to-day analytics: capital markets, banking sector, peer group valuation, other one-off analytics
- Created rating models from scratch, based on published methodology, for SWOT analysis
- Led on-going communications/targeting/networking: investors, analysts, banks, consultants
- Created 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 — Jul 2013

ALFA-BANK (#1 privately owned bank in Russia) | Moscow | www.alfabank.com
Financial Department | Corporate Finance Projects and Investor Relations | Project manager

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

Jun 2008 — Nov 2009

Credit Europe Bank Ltd. | Moscow | www.crediteurope.ru
Financial Reporting Department | Analyst

- Prepared and analyzed IFRS of the Bank and JVs of the Bank with global retailers (Auchan, Ikea)

Jan 2008 – May 2008

EY | Moscow | www.ey.com
Audit of financial institutions | Intern

EDUCATION

Finance University under the Government of the Russian Federation | Degree in Banking & Finance (2007)

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

CFA Program | Passed Level II, CFA Exam Level III Candidate (2020).

ADDITIONAL INFORMATION

Languages: Russian – native, English – fluent
PC skills: MS Office (Excel, Word, PowerPoint, Visio, Outlook), iOS, Bloomberg Terminal