

Gorbachev Sergey

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Date of birth: 26 September 1978

Citizenship: Russia



EDUCATION

- **11/2022-ongoing** “Digital Product Management” specialization, UVA Darden School of Business, University of Virginia, Charlottesville, Virginia, USA (distant education)
- **2020** Saint Petersburg International Banking University, bankruptcy trustee, diploma AK №0367, register number 11/034559
- **2017- ongoing:** HOCK International, CMA
- **2002 – 2005:** Saint-Petersburg State University of Engineering and Economics, post-graduate course, majoring in "Economics, organization and management of enterprises"
- **2000 - 2002:** Saint-Petersburg State University of Engineering and Economics, faculty "Management", M.Sc.
- **1994 – 1999:** Saint-Petersburg State University of Means of Transportation, faculty “Civil and Industrial Construction”, B.Sc.

PROFESSIONAL EXPERIENCE

- **01/2004 – ongoing: Freelance specialist in business planning, financial modelling, investments evaluation, deputy team lead of CBP/CDP/PIP/FOPIP development**

EBRD and infrastructural projects:

- Subcontractor of “Vodokanal-Finance”, LLC, Saint Petersburg. Tasks: feasibility study, finance analysis and modelling, PIP development for Murmansk Oblast Water Improvement Feasibility Study EBRD Ref. 27646, 02/2010-03/2010

- Consultant of “Resoursosberezenie” GK, LLC, St. Petersburg. Tasks: team lead of CDP/CBP/LTIP development, financial modelling and tariffs planning for State Long Term Target Program For Management Of Solid Household And Industrial Waste In St.Petersburg, 01/2012-06/2012
- Contractor of “Legal Studio”, LLC, Saint Petersburg. Tasks: feasibility study, financial modelling and tariffs planning for Project Of Reconstruction of Sewer Treatment Facilities In Kommunar, Saint Petersburg Region, 10/2013-02/2014
- Employee of “OMK Group”, LLC, Republic of Karelia, Tasks: team lead for CDP/CBP/PIP/LTIP, financial modelling and tariffs planning for Target Program For Management Of Solid Household And Industrial Waste In Republic of Karelia. 06/2015-12/2015
- Consultant of “FGUP Lenoblvodokanal”, Luga, Saint Petersburg Region. Tasks: deputy team lead of feasibility study, CBP, CDP, PIP, FOPIP, financial modelling for Luga Vodokanal 11/2015-09/2016

Some of the other projects:

- “Piedra Los Mártires” S.L, Castilla y León province, Spain, Tasks: Team lead for Financial due diligence, CBP, PIP, FOPIP measures before M&A deal of acquisition of cheese factory. -02/2021-06/2021
- “Rig Medical”, LLC, St. Petersburg. Team lead for feasibility study, CBP for project for the construction of a distribution center for medical supplies in Kyrgyzstan (Bishkek) 02/2017-05/2017.
- Team lead for preparation works for reconstruction projects implementation of St. Petersburg Hospitals - State Hospital “Pokrovskiy” (project of construction and operation for outpatient department, gynecology department, surgery department), St. Petersburg Children State Hospital of St. Olga (children infection departments’), St.Peterburg psychiatric hospital #3, 2015;
- “GlavStroyComplex” JSC, St. Petersburg – team lead CBP and feasibility study for M&A deal during the implementation of the strategy of vertical integration and acquisition of Concrete SIP Panels Plant DSK-5, evaluation of the financial result, 10/2013-01/2014;
- “RealKom Portal” LLC, St. Petersburg – team lead for CDP/CBP/PIP/FOPIP/Feasibility study of investment project of recreational and leisure center for teenagers (10 000 visitors people, 170 hectares), 05/2012-01/2013.
- “Samson-Med” LLC, St. Petersburg – team lead CBP/FOPIP/LTIP and financial scenarios modelling of investment project of construction a poultry factory with the capacity of 50 000 tons of meat per year, 05/2012-08/2012.
- “Resoursosberezenie” GK, St. Petersburg – team lead creating business model for project of construction of solid wastes recycling plants, support of the project financing in Vnesheconombank, 09/2011-08/2012.
- “BiG” LLC, St. Petersburg – developing business model of expanding the network of plants producing construction materials “Dyurisol”, cooperaton with RZS Fund, 08/2011-06/2012.
- “INSEI” LLC, St. Petersburg – creating business plan of investment project of establishing and development of railway car repairing factory on the territory of Tatarstan, 08/2011-09/2011.
- “UK Penoplex” JSC - attracting financing, debt restructuring in the amount of 4,5 billion RUR, creditors – “RosNANO”, “Gazprombank”, marketing analysis for strategy of the Group, express analysis of operations efficiency, 04/2011-08/2011;
- “Diomar” NPO, Leningradskaya obl. – feasibility study for construction of the 2nd stage and analysis of the most efficient utilization of the existing capacity of the plant assets for production of electrolytic manganese, 10/2010-03/2011.
- UK “PBL Holding” LLC, St. Petersburg, Narva-Yesu, Estonia – concept development for the most efficient utilization of assets, creating business idea and business plan development for aqua-park construction (Noorus), 07/2010-03/2011.

- “Metalloproduction” LLC, St. Petersburg - business-planning, attraction of financing in the amount of 270 million RUR in VTB Group, 10/2010-02/2011.
- “Neon” LLC, St. Petersburg – developing of business plan and marketing strategy for launching a new pharmaceutical factory in Russia, support of the project financing in Vnesheconombank, VTB, Sberbank. 09/2010-05/2011, 05/2012-09/2012.
- “Mariinskiy spirtzavod” LLC, Rostov-on-Don - business-planning, financial due diligence, investment controlling and budgeting systems implementation, 10/2009-05/2010.
- “Baltinvestbank” LLC, St. Petersburg – defining perspective of the most efficient use of toxic assets, developing complex model for the assets utilization, 03/2010-06/2010.
- «Grand Prestige» LLC, St. Petersburg – business plan and financial due diligence M&A of business of refrigerated warehouse, 02/2010-05/2010.
- “Aksioma” Group of companies, St. Petersburg – developing concept of the most efficient use of the land plot in Velikiy Novgorod, 11/2009-05/2010.
- PBL Holding, LLC, St. Petersburg – preparing M&A transaction for some of the holding assets, business valuation, financial due diligence, 05/2010-11/2010.

• **01/2017 – ongoing: Seed stage cryptocurrency fintech startups developer**

Incrypto.trade, paycrypto.money, pipsar.bot, St. Petersburg, Moscow, Tashkent. Co-founder, Product Manager, Quantitative Researcher. Development of cryptocurrency algorithmic trading methodology on neutral strategies, product management, tasks formulation for product owner, User Journey Map development, trading strategies testing, BPMN modeling.

• **08/2019 – 03/2021: Deputy Chief Financial Officer of “Investment. Engineering. Construction.”, JSC**

Field of activity – development and construction of hydrotechnical structures.

Financial planning and management of the financial and economic service of the holding (12 legal entities). Organization of work of financial controlling department. Cash flow management. Management of the financial service of the enterprise during the period of bankruptcy. Minimization of personal risks of shareholders. Development and implementation of a budgeting system for managing contractors.

• **06/2015 – 05/2017: Chief Financial Officer of “OMK” Group**

Field of activity – medical services, construction, land development, public-private sector partnership

Participation in development of the company’s strategic plan and responsible for the financial part; financial management, financial control of all operational and investment processes of the holding (5 legal entities); financial reporting to shareholders and investors; budgeting, forecasting and controlling; financial performance evaluation; cash flow management and communication with banks and leasing companies; raising finance for the Group operations; supervising accounting and HRM; advising on tax issues; internal audit; investment projects evaluation and follow-up, developing business-plans; developing KPI system; financial analysis of the Company’s activities and working out proposals to improve their efficiency; financial risks management; legal support of the Company’s restructuring processes; negotiations at the level of top management of companies and banks.

• **03/2009 – 09/2017: General Director of “SG Consulting” LLC**

Search for new clients that require financing of their investment projects, providing financing options, selection banks and investors, business-plans development, market analysis, risk assessment, financing modelling of the businesses, developing strategic financial plans (to support management decisions of the owners), analysis and estimation of enterprises’ financial state (including analysis of IFRS statements), business plans development, preparations of documents according to the requirements of investors and banks to be presented at the Credit Committees and to obtain financing; M&A deals;

supporting clients in banks (functions of external financial director); market strategies development and monitoring; markets and stakeholders analysis.

• **04/2007 – 09/2008: Chief Financial Officer of “Arte Domini” LLC**

Establishing finance management system, financial planning, investment planning and description of investment business processes, defining funding alternatives, investors selection, business-planning, risks evaluation and management.

• **09/2003 – 06/2007: Senior Lecturer in Saint-Petersburg State Financial University of Engineering and Economics**

Department of finance and banking

Conducting lectures and workshop sessions on management, strategic management, strategic planning, economics of enterprises, cash management for students of 3-5 years of study.

• **10/2003 – 02/2005: Senior specialist in Credit Department of “CitiInvest Bank” JSC**

Negotiations of with clients (including potential clients), analysis and monitoring of clients' financial state, business valuation, recommendations on funding and financial mechanisms of borrowers, controlling clients' payments, defining methods of complex analysis of borrowers – developing credit regulations, provisions calculations; management of the department; front-office of the department.

• **06/2001 – 04/2003: Investment company “Sberbank-Capital” (subsidiary of Sberbank)**

01/2003 – 10/2003: Deputy project manager

Responsible for organization of work with customers, document preparation for bank loans, working out recommendations on improving enterprise's financial creditability, analysis and development of investment projects and business-plans, supervision work of the “bank-investment company-customer” chain.

03/2002 – 12/2002: Financial analyst

Analysis and estimation of enterprises' financial state, analysis and development of investment projects, working out financial part of business-plans, business valuation, elaboration of financial schemes (including leasing projects) and estimation of credit risk limits.

PROFESSIONAL SKILLS

- Managing financial, controlling and investment activities in production/distribution/development company; establishing accounting and controlling systems; cash management; financial analysis, controlling, budgeting and forecasting;
- Financial strategy and business-plans development; financial modeling, scenarios and sensitivity analysis, ERP systems modelling and development with BPMN2.0 notation;
- Corporate Business Planning/Corporate Development Planning team leader;
- Investment evaluation, development of investment projects, business planning, project management and controlling in real estate, production and trade companies;
- Project development and presentation for attraction of funding, M&A, consulting on investment structuring, creating term-sheets; risk evaluation, investment controlling;
- Analysis of financial state and performance, evaluation of creditworthiness, business valuation, property valuation;
- Big data analysis, quantitative research, cohort analysis experience;
- Knowledge of RAS and IFRS, financial reporting, advising on tax issues;
- Bankruptcy financial and legal advisor experience.
- Personnel management;
- Good soft skills proficiency (highly sensitive person and empath personality traits);
- Ability to work with big audience, including lecturing;
- Complex knowledge on enterprises economics, finance and reporting;

- Computer network technologies knowledge, Windows and Linux workstations/servers administration; VBA, SQL, Python, C#, Assembler programming languages knowledge
- Forex and cryptocurrency trading/algotrading experience;
- Knowledge of industrial and civil construction and technologies of water treatment and water purification.

FOREIGN LANGUAGES

Advanced English

Basic German

PERSONAL CHARACTERISTIC

Objective-oriented, responsible and decent, initiative, decisive, hard-working and purposeful, good communication skills and ability to work in a team, creative approach to the tasks.

Thank you for your attention