

DMITRY PERFILIEV

PROFESSIONAL EXPERIENCE

Fort Ross Ventures, VC fund 2019 – Present
Senior Investment Advisor

Originating new investment opportunities and leading whole investment process, including valuation and negotiation of deal terms. Managing portfolio companies, including monitoring of companies' performance, evaluation of BoD materials and preparation of Fund's position for BoD resolutions. Sample projects:

- Investments into technological companies in Enterprise Tech and Cybersecurity industries
- Revision of portfolio companies' strategy and assistance in business development

Bain & Company, management consulting 2014 – 2018
Senior Consultant

Led client teams in value-creation projects with focus on M&A, strategy development and commercial excellence. Prepared materials for board of directors and management committees. Guided clients in implementation of developed solutions providing analysis, valuation and project management expertise. Sample projects:

- Development of corporate strategy for technical service company in CIS
- Airline company turnaround (reached breakeven from ~ USD 100 M loss)
- Integration planning and preparation to Day 1 in a merger of FMCG companies in CIS

JSC LUKOIL, oil & gas company 2011 – 2014
Business Development Manager

Originated ideas and led whole investment process for M&A deals across different international jurisdictions. Managed deal valuation, approval on investment committee and submission of bidding offers. Negotiated deal terms with potential partners and coordinated internal project teams and external consultants. Sample projects:

- USD 2 billion acquisition of oil producing company in Russia
- Establishment of JV with Asian company for acquisition of an oil exploration license in the Middle East
- Organized roadshow and pitched potential buyers for acquisition of oil company in the Middle East

LUKOIL Overseas, oil & gas company 2007 – 2011
Chief Analyst

Delivered analysis of economic attractiveness and optimization options for more than 40 M&A deals in oil & gas industry across different jurisdictions, with DCF models construction, including:

- Submission of more than 10 binding offers in CIS and Middle Eastern countries
- Acquisition of one of the biggest oil field in Iraq (West Qurna II) and oil producing and transportation company in CIS

EDUCATION

Chartered Financial Analyst® (CFA), CFA Institute (2010 – 2014)

Master of Arts in Economics, New Economic School, Moscow (Jul 2007)

Bachelor of Science in Mathematical Economics, Novosibirsk State University (Jun 2005)

OTHER

- Interests include football, sailing, mountaineering and skiing