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| ZLATIN SARASTOV, PhD, MFin | | | Sofia, Bulgaria |
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| **ACADEMIC, LECTURING AND READING EXPERIENCE** | | | |
| 2011- | **University of National and World Economy, Sofia** | | |
|  | ***Assistant Professor in the Department of Finance within Faculty of Finance and Accounting (Part-time)***   * Lectured faculty’s courses in “Banking” (for BSc students), “Advanced Bank Management”, “Advanced Commercial and Investment Banking” and “Private Banking” for (MSc Students) delivered in Bulgarian. * Lectured faculty’s courses in “Banking” for BSc students delivered in English. * Conducted tutorials and exercising classes in Banking – all exemplified with adapted real-life case studies predominantly from own applied transaction execution assignments. * Organised conferences and other scientific events supported by the Department of Finance and played instrumental role in organising support and funding from the relevant professional or industry communities.   Took active part in the preparation of the course schedules, curriculums and lecture presentations and exercise materials for the Disciplines of “Bank Management” and “Commercial and Investment Banking” as well as PhD students’ courses in “Risk Management in Banking”.   * Regularly published results of research in national and regional journals in the areas of stochastic modelling, real options, applied Monte Carlo DCF Valuation methods and techniques, pricing of risky debt and bank modelling, valuation and stress-testing. All conducted research is motivated by real-life cases and problems and the devised theoretical or analytical constructs are deliberately aimed at actual practical application. * Collaborates closely with academics from the renowned Faculty of Mathematics and Informatics of Sofia University on research topics in the field of Financial Mathematics. * Works closely with University’s Statistical and Mathematical Departments on projects related to probabilistic, stochastic, statistical and other quantitative topics. * In the process of drafting and writing a textbook in “Advanced Methods in Mining Valuation” * In the process of completing a 3-years’ EU funded project “Stochastic modelling, valuation and stress-testing of Bulgarian banks” comprising of financial analysis of all Bulgarian banks spanning 2007-2018 period, detailed financial statements forecast, its reduction to main value drivers and their stochastic simulation. * Secured research funding and support from a number of high-profile financial institutions for research on applied credit risk models and going-concern stochastic modelling and valuation with focus on sources of uncertainty and risk profile aimed at devising sustainable funding structures. | | |
| 2014- | **University of Mining and Geology, SOFIA** | | |
|  | ***Visiting Assistant Professor in the Department of Economics and Management of Mining Industry***   * Lecturing courses on Corporate Finance and Valuation for Mining Engineering and Geology BSc students. * Lecturing courses on Project Development and Finance in Mining for the MSc students in Mining Economics and Management. | | |
| 2016-2018 | **UNIQA LIFE, SOFIA** | | |
|  | ***Visiting Lecturer and Trainer***   * Conducted training courses on life-assurance products with focus on appraisal of complex pay-offs. * Conducted training courses on foundations of investment analysis and valuation of debt, equity and derivatives. | | |
| 2015-2017 | **INTERNATIONAL BANKIN INSTITUTE, SOFIA** | | |
|  | * Lectured courses on Corporate Finance and Valuation for bank officers with focus on credit appraisal and credit risk. * Lecturing courses on Options, Futures and Other Derivatives. | | |
| 1995-1998 | **University of National and World Economy, Sofia** | | |
|  | ***Regular Assistant Professor in the Department of Finance***   * Lectured and tutored on the faculty’s courses in ” Banking” and “Investments Analysis and Valuation” * Developed a lecturing style that substantiates and exemplifies all theoretical build-ups with real life examples * Developed a case-bank of tools and documents to use in the applied knowledge and skill development process. * Performed junior research assignments for faculty members and faculty research projects. | | |
| **APPLIED EXPERIENCE** | | | |
| 2023- | **ELEEN MARINE JSC – Integrated Ship-owner and Manager** | | |
|  | ***Chief Financial Officer***   * Financial management, Reporting management and oversight, Planning, Financial structures design, negotiation and implementation, Liquidity management, Valuations, Appraisals and Modelling | | |
| 2019-2023 | **EURODAXX SA (CH) – Pan-European Fintech Advisory and Private Equity House** | | |
|  | ***Senior Partner in Charge of Transaction Execution Process and CFO***   * DCF and Relative Valuations of highly uncertain ventures with application of stochastic modelling and set of real options, mapping new fintech business models into standard corporate finance settings to assess sustainability and value creation. * Drafting business plans, information memoranda, offering prospectuses, investor presentations (pitch-decks), synopsises (teasers). * Devising and implementing corporate structures for raising equity and debt finance for a number of high-tech ventures. * Origination of transactions and client leads | | |
| 2018-2019 | **BLUESHARE.IO / INTERPROM MINING AG (CH) – European Base and Precious Metals Extraction** | | |
|  | **CFO and Coordinator of Global Public Security Token Offering on the Blockchain**  * Development of business plans, open-pit and under-ground mines forecasts working closely with geologists and mining engineers. * Devised stochastic value factor driven DCF financial models with application of real options in their combination * Identified and implemented optimal corporate structure for global fund raising applying the frontier distributed blockchain ledger and encryption technologies and smart contract systems. * Worked closely with legal and IT professionals to structure and create one of the first dividend paying security tokens that effectively serves the purpose of a negotiable share certificate. * Where necessary devised and incorporated all required IT, legal, design and system architecture components to meet all regulatory KYC/AML and investor protection requirements. * Played instrumental role in the drafting of the offering prospectus and prepared all the required marketing tools for the global offering such as investor presentations, synopses, white papers, light papers etc. * Negotiated terms and managed execution of the involved investment bankers, legal advisors, legal due-diligence providers, mining and geology D/D providers and tax advisors * Organised and controlled the overall reporting and financial audit process at group and entity levels. | | |
| 2014-2022 | **BENEFIN CAPITAL LTD (Bulgaria) – Regional Corp. Fin. Advisory and Private Equity House** | | |
|  | **Head, Corporate Finance and Advisory –Disposals, Project Finance, Private Placements, Debt Raising**  * Performed financial analysis, thorough DCF and Real Options modelling and valuation of a number of projects and transactions in Central and Eastern Europe; * Advised investors for privatisation transactions, actively discussed and negotiated valuation assumptions ran multiple scenarios and sensitivities; * Working with two former HSBC directors, advised a number of early stage companies on private equity funding, modelled, valued and prepared synopses and memoranda of the investment opportunities, developed and negotiated funding structures, terms and conditions. | | |
| 2007-2013 | **AMPHORA CAPITAL AD - Regional Corp. Fin. Advisory and Private Equity House** | | |
|  | **Partner, Corporate Finance and Advisory –Project Structuring &Finance, Corporate Finance, Private Equity**   * Structured private equity funds to finance early emerging market opportunities in South Eastern Europe * Structured projects and arranged finance for a number of high-return ventures, most of which saw their completion with high degree of success. * Engineered tax-efficient and risk-balanced funding structures including entry and exit options maintaining flexibility and simplicity of overall set-up   Advised on a number of high-growth acquisition and merger opportunities | | |
| 2005-2007 | **BULGARIA AIR AD – National Carrier of Bulgaria** | | |
|  | ***CEO & Accountable Manager, Member of the Board***   * Successfully implemented the prestigious IATA programme for operational safety thus bringing company to European standards of security and safety * Managed, devised and played instrumental role and successfully implemented programmes for maintaining market share of company in a period of opening skies, heavy competition and a number of new low cost entrants * Crisis-managed delay of leased aircraft deliveries in the busy summer of 2006 * Managed the whole process of sustaining company development including motivating staff in time of privatisation * Managed privatisation process effects on overall performance of company and managed to sustain high motivation * Initiated and managed to see the first positive effects of restructuring programmed aimed at streamlining and improving management practices and introduced mechanisms of sustaining and upholding integrity amongst different types of staff * Successfully introduced control systems and systems of checks and balances | | |
| 2003-2005 | **MONEYPORT LTD (UK) – Low cost money transfers provider** | | |
|  | ***Cofounder and CFO with responsibility for Business Development and Strategy***   * Started-up in a boot-strapping mode, developed, reached sustainability and exited successfully the undertaking * Conceptualised and developed the business model and all the processes and procedures in place * Co-ordinated the development and execution of all the legal instruments required for the business * Established relations with key banking and payment services providers * Developed, implemented and managed for growth the proprietary client-servicing FOREX platform * Achieved impressive growth, solid client base and sustainable state within three years from inception * Existed successfully the business through a private disposal. | | |
| 2000-2002 | **HSBC INVESTMENT BANK PLC (UK)** | | |
|  | **Senior Associate, Corporate Finance – Real Options, Valuations, Deal Executions**  * Applied Real Options modelling and valuations to a number of projects across Energy, Telecoms and Technology Industry Sectors; Acted as the investment bank’s main expert in Real Option valuations, and participated in the modelling stages of most projects with volatility-sensitive value; Provided guidance and advice on the applicability and rationale of applying Real Options Valuation, and helped spread this expertise around the bank; * Routinely performed company valuations and developed complex and detailed models including M&A, LBO/MBO, DCF, ran updates for models through transaction execution stages and during negotiation process, conducted realistic financial, strategic and market analyses as part of marketing and transaction execution, provided detailed and objective justification of assumptions, analysed and justified sources of value, actively communicated, discussed and negotiated assumptions with team members, clients and all relevant parties; * Took significant part in a number of high-profile transaction executions, played significant roles at all stages of the execution process, took active part in preparation of data-rooms, conduct of due diligence, instructed and worked with lawyers and auditors, helped prepare synopses and memoranda, ran financial models and communicated with all parties; * Regularly contributed to marketing efforts though generation of ideas and preparation of value added presentations, incorporating thorough sector and company analysis, routinely presented to clients; * Example transactions include advising a leading 3G player in their auctions throughout Europe, disposal of stake in a Chinese telecom equipment manufacturer, disposal of a non-core division of a UK telecom equipment manufacturer, cross-border M&A of a European technology company with a Far East counterpart. | | |
| 1994-1998 | **HARSEV CO KDA (Bulgaria) – Regional Boutique Investment Bank and Private Equity House** | | |
|  | **Transaction Manager**  * Lead and motivated a team of three junior analysts, to perform on a regular basis high-quality company and project valuations, investment and privatisation / buy-out proposals, negotiated with and advised institutional and private investors and helped successfully complete privatisations, arrange private equity, high-yield debt, bank loans, and project financing, and as a result significantly contributed to generate revenues in excess of $2m of advisory fees; * Reviewed and organised the preparation of thorough investment proposals and analysed propositions to Principal Finance Committee and advised companies in PE funded portfolio, negotiated with principal investors and founder shareholders, advised, monitored, helped structure businesses, internal controls and procedures, organised debt finance and provided fully integrated financial and strategic solutions and as a result helped achieve ROI in excess of 50% p.a. | | |
| **EDUCATION** | | | |
| 2013-2017 | **University of National and World Economy** | | |
|  | ***PhD Finance: Valuing investments under uncertainty through stochastic modelling and application of real options methodology*** | | |
| 1998-2000 | **London Business School** | | |
|  | ***MSc Finance. Submitted thesis on valuing risky investments as a set of real options.*** | | |
| 1990-1994 | **University of National and World Economy, Sofia, Bulgaria** | | |
|  | ***BSc Finance, BSc International Business*** | | |
| **SKILLS** | | | |
|  | Mathematics | Advanced calculus and analysis, Probability and stochastics, Statistics, Fractal theory | |
|  | Languages | Fluent English, Russian, native Bulgarian | |
|  | Computer | Productivity suites, Frontier Excel with VBA, Advanced Stata, Experienced Python and R-Lang | |
|  | Soft | Presenting, lecturing, negotiating, analytical, leadership | |