

## Sergey Smirnov

### Personal Information

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- Date of birth: 28 August 1984
- Nationality: Russian

### Education

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- 2016 – 2017: MOEX IR Academy, certificate
- October 2012 – March 2013: Kaplan International College (Cambridge, England)  
Intensive English Course, certificate
- 2007 – 2010: Finance University under the Government of the Russian Federation  
Finance and Credit / Financial Management – Economist  
Specialist's Degree (equivalent to Master's Degree), GPA = 5.0, diploma with Honours
- 2002 – 2007: Kovrov State Technological Academy  
Computer Aided Design Systems / Analysis and Synthesis of Design Solutions – Engineer  
Specialist's Degree (equivalent to Master's Degree), GPA > 4.6, diploma

### Work Experience

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- October 2013 – present: PJSC Acron ([www.acron.ru](http://www.acron.ru))  
Senior Analyst, Investor Relations  
Delivering Acron's investment story to investment community, interaction with investors and analysts, attending conferences, site visits, compiling presentations and writing press-releases, mineral fertiliser industry research, analysis of Russian and global fertiliser producers, writing research reports, analysis of investment projects, building financial models, strategy development for subsidiary companies
- March – August 2012: UFS Investment Company  
Investment Analyst, Private Equity Fund UFS Gold  
Investment analysis of gold mining projects, building financial models, conducting gold industry research, writing reports
- March – December 2011: Ankorinvest | GL Asset Management AG  
Equity Analyst  
Buy-side research of the Russian stock market, stock picking, writing research reports and daily comments, interaction with portfolio managers and sales
- November 2010 – March 2011: Grant Thornton Valuation Advisory Services ([www.gtrus.com](http://www.gtrus.com))  
Assistant, Business Appraisal Department  
Financial statements analysis, writing macroeconomic and industry reports, assistance in building financial models
- August 2007 – May 2010: MotoLand ([www.motoland-russia.ru](http://www.motoland-russia.ru))  
International Operations Manager  
Placing orders and supporting import operations, optimization of the company's business processes
- July – August 2009: Bank of Moscow ([www.bm.ru](http://www.bm.ru))  
Intern, Research Department  
Assistance to equity and fixed income analysts in conducting market research and building financial models

## Skills and Knowledge

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- Financial statements analysis (IFRS, RAS)
- Financial modelling and business valuation (DCF, multiples)
- Analysis of the global economy, industries, companies and commodities
- Analysis of the US stock market
- Language: English – advanced, Russian – native
- Microsoft Office, Bloomberg

## Personal Qualities

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- Analytical mind, sense of purpose, responsibility, ability to see the big picture and pay attention to detail, commitment to developing professional skills