

Alexey Ovsyannikov

Executive Summary

Investment executive and venture builder with 15+ years of experience in venture investing, project finance, restructuring, M&A, investment banking and operational leadership. Advised and managed projects across AI, biotechnology, healthcare, renewable energy, industrial technology and enterprise software. Extensive experience in financial modelling, due diligence, fundraising, business transformation and scaling businesses across MENA and CIS.

Transaction consulting experience

Robosculptor (UAE)

Description: Robotic platform for non-invasive body procedures.

Role: Part-time CFO; investment structuring, financial modelling and fundraising support.

Module 21 (UAE)

Description: Indoor oxygen management technology.

Role: Fundraising advisory.

Gero AI (Singapore/USA)

Description: AI platform for drug discovery and aging research.

Role: Financial modelling and fundraising support.

Bipharm (USA)

Description: Biotech startup developing oncology therapies.

Role: Fundraising advisory.

Avare (UAE)

Description: Biotech startup focused on allergy treatment.

Role: Fundraising advisory, investment support and early-stage investor.

InkoTek Agro Alabuga (RU)

Description: Fertilizer manufacturing (~US\$15M revenue).

Role: Strategic advisory and potential business sale.

KinesteX (UAE)

Description: AI-powered motion analysis platform for fitness and rehabilitation.

Role: Early-stage investor.

MedGPT (RU)

Description: AI healthcare platform focused on clinical decision support and longitudinal patient analytics.

Role: Founder

First Venture – venture capital experience

- Supported 100+ early-stage companies with investment strategy and fundraising preparation.
- Structured investment cases for biotech, AI, energy and industrial technology companies.
- Developed Big Four-standard financial models, investment memorandums and investor materials.
- Provided strategic finance, business transformation and fundraising advisory.

Portfolio projects

Hemostadin (RU)

Description: Next-generation hemostatic product.

Role: Early-stage investor. Investment and operational management.

First Solar (RU)

Description: Solar energy development.

Role: Operational management.

Fishlist (RU)

Description: AI-powered wish list and customer engagement platform.

Role: Early-stage investor. Investment and operational management.

E-book (RU)

Description: Digital publishing platform for electronic books.

Role: Early-stage investor. Operational support.

Glazar (RU)

Description: An augmented reality platform that enables construction and industrial engineering teams to visualize BIM models directly on construction sites.

Role: Early-stage investor. Strategic advisory.

Fastflow (RU)

Description: Computer vision. Inventory measurements.

Role: Founder. Business development and commercialization

GeoTwin (RU)

Description: An augmented reality platform in mining (digital twins)

Role: Founder. Business development and commercialization

Banking experience | Industrial Projects (2011–2017)

Managed investment, restructuring and turnaround projects across industrial manufacturing and infrastructure sectors within Russia's state development bank. Led end-to-end evaluation, structuring and portfolio management of large-scale project finance transactions, distressed assets and strategic restructuring initiatives with total exposure exceeding US\$1 billion.

Key Responsibilities

- Led investment appraisal and commercial due diligence for large industrial projects.
- Structured project finance transactions and negotiated financing terms.
- Built and reviewed complex financial models for greenfield and brownfield investments.
- Conducted financial, operational and strategic analysis of borrowers and corporate groups.
- Designed restructuring solutions for distressed assets and non-performing loans.
- Prepared investment memorandums and credit materials for Credit Committee, Management Board and Supervisory Board approval.
- Developed turnaround strategies, refinancing structures and debt recovery plans.
- Monitored investment portfolio performance throughout the project lifecycle.
- Coordinated cross-functional teams including legal, technical, risk and restructuring specialists.

Selected Achievements

Project Finance

Structured financing for two industrial greenfield projects with a combined investment value exceeding RUB 10 billion.

Distressed Asset Restructuring

Designed and implemented restructuring solutions for distressed assets with total exposure exceeding US\$1 billion, including debt-to-equity conversions, shareholder agreements, option structures, cash sweep mechanisms, strategic investor attraction, and financial and technical due diligence.

Leadership

Managed multidisciplinary project teams responsible for investment analysis, portfolio monitoring, restructuring execution and bankruptcy support across multiple industrial assets.

Representative Transactions

- **Cement Plant – Kaluga Region:** Project monitoring, debt restructuring and strategic investor attraction.
- **Cement Plant – Leningrad Region:** Investment monitoring and loan restructuring.

- **Building Materials Complex – Voronezh Region:** Investment structuring, turnaround and participation in creditors' committee.
- **AAC Blocks Plant – Stavropol Region:** Debt restructuring, crisis management and debt-to-equity conversion.
- **AAC Plant – Novosibirsk Region:** Investment monitoring, restructuring and strategic investor search.

Core Capabilities Demonstrated Across Projects

- Investment analysis and due diligence
- Financial modelling and valuation
- Fundraising strategy and investor materials
- M&A and strategic advisory
- Business model design and commercialization
- Operational improvement and venture building
- Market entry strategy (MENA/CIS)
- Legal and transaction document review
- Evaluation of AI, biotech, medtech, energy and deep-tech investment opportunities