

Venko Kisov
+359 898 64 11 14
Vkisov95@gmail.com

Education

London School of Economics & Political Science
Coventry University

MSc in Accounting & Finance 2019-2020
BA in Financial Economics 2014-2018

Work Experience

MBL, Real Estate & Renewables Advisory

Associate Advisory Services and Valuations

Currently - *Head of Advisory Services & Valuations*

May 2018 – Sep 2019 & February 2022 – July 2023

Present

- Major clients – Baupost Group, SBTech, UniCredit Bulbank, UCTAM, Bravo Property Fund (REIT), Piraeus Bank, Postbank, DSK Bank, Mall Plovdiv Plaza, Mall Rousse, Tek Experts, Sunotec, DSK Bank, M Car, Electrohold, Kronos-Biotop and others.
- Revalued collaterals in the 2019 AQR of the Bulgarian banking system conducted and supervised by the ECB.
- Provided opinion of value reports for financing, acquisition, tax, and financial reporting needs of public and private property owners with a combined value of more than €3 billion.
- Advised private companies on raising/allocating capital on development projects and structuring land plot acquisitions.
- Conducted feasibility and cost segregation studies, transaction due diligence, and investment consulting for properties with a total value of more than €3 billion.
- Published numerous property market research papers and created the first housing affordability index for Bulgaria.
- Technical due diligence, valuation, and confirmation of equity commitments for photovoltaic power plants with an installed capacity of more than 500 MW.
- Supervised the loan monitoring and loan drawdowns for developments financed with more than €200 million in 2023.
- Commercial due diligence, financial modeling, creation of pitch decks on several transactions with potential value of more than €300 million.

A.T. Kearney, Management Consulting

Associated Consultant – Transport services

February 2022

- Participated in strategy transformation engagement of a major European airport.
- Participated in workshops with C-level executives in setting financial goals and KPIs.
- Conducted numerous interviews with mid-level management

Ernst & Young, Strategy and Transactions

Consultant

November 2021 – January 2022

- Participated in commercial and financial due diligence of an IT startup (sell-side transaction support).
- Participated in valuation and valuation review engagements of public and private real estate investment funds with a combined value of more than €300 million.
- Provided opinion of value reports for 8 startups that are part of the portfolio of a venture capital fund investing in the EMEA region.
- Conducted market research on renewable energy projects and venture capital funds in Bulgaria.
- Supervised and trained junior team members in valuation.

Deloitte, Audit & Assurance

Senior Analyst

September 2020 – August 2021

Consultant

September 2021 – November 2021

- **Financial Services Engagements** - Participated in statutory audits of major Bulgarian financial institutions and companies – DSK Bank, Expressbank, Bulgarian Development Bank, Borica and ProfiCredit;

- **Commercial engagements** - Participated in statutory and group audits of commercial companies – Aurubis Bulgaria, Yazaki, Procter & Gamble, Toyota, Pentax Medical, DS Smith, and Sephora.
- Conducted impairment tests on inventories and property plant and equipment.
- Independently recalculated portfolios of securities and other derivatives.
- Reviewed large corporate clients, SMEs, and individual credit files, and recalculated loan repayment schedules.
- In charge of Borica Assurance engagement and Procter & Gamble Statutory Audit.

Karoll Financial Group, Investment Management

Summer Training

Jun 2017 – Aug 2017

- Analyzed companies using peer analysis, transaction comps, discounted cash flow modeling, and sensitivity analysis.
- Provided with an overview of the following topics: portfolio management, investment banking, venture capital, capital markets, wealth management, and assurance.
- Conducted research on the European life insurance market.

UG Market, Asset Management and Brokerage

Summer Intern, Civil contract – 2 months

May 2017 – Jun 2017

- Involved in screening, monitoring, and updating databases with key metrics of public companies.
- Accepted and executed customers' security transactions.
- Participated in Annual General Meetings to represent the mutual funds of UG Market.
- Provided company valuation reports using different valuation methodologies.

KPMG, Audit

Technical Assistant Audit

Nov 2016 – Apr 2017

- Performed various types of audit procedures such as a test of details, substantive analytical procedure, test of operating effectiveness, cut-off tests, impairment tests, financial statement casting, and on-site inventory counts.
- Participated in statutory financial statement audits and audits of group reporting packages in accordance with IFRS and Bulgarian GAAP of companies in the Retail, Manufacturing, Utility, and Energy sectors.
- Obtained external confirmation for outstanding closing balances.

ADDITIONAL INFORMATION

- **Freelance work:** Feasibility study for high-end residential development in central Africa, advised US based start-up on the acquisition of properties in the US (9-months), worked with a global financial platform on publishing personal finance articles (ongoing), other small engagements.
- **Computer Skills:** Microsoft Office, Bloomberg Terminal, Thomson Reuters Terminal, SPSS, Gretl, Argus ValCap, Argus Developer, Tableau, Power BI; PVSyst.
- **Certificates:** Certified Real Estate Appraiser, Certified Machinery & Equipment Appraiser.
- **Languages:** Bulgarian (native); English (fluent); French and Russian (intermediate).