

PIERCE KIRBY

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Vienna (11-17)

Executive Director, Global Head of Oil and Gas Investment Banking

www.rbi.com

Raiffeisen is an Austrian full service banking group headquartered in Vienna. Founded in 1927. It is the largest foreign bank in Russia and is among the top 5 banks in 15 countries. Raiffeisen's profits are 1.8bn Euros on 138bn Euros of Assets. It has over 50,000 employees servicing 16m customers.

Responsibilities

- Executive Managing Director responsible to the BoD for the bank's Global Energy Investment Banking platform. The core geographical focus: Russia, CIS, CEE, China, Europe and Africa. Mr. Kirby also managed the Bank's partnership with Lazard Bank for cross-border M&A and Capital Market transactions in North American energy markets.
- Main product focus: cross-border M&A and capital raising.
- Designed financial strategies for entities and large energy projects serving clients at both the C-level and the BoD.
- Designed broader Business Development strategies for large public energy company clients (IOCs) and large state owned oil companies (NOCs).
- Directing and deploying Bank resources, to conduct global energy market analysis for each energy sub-sector and product mix. Analysis included how the future hydrocarbon markets will be affected by photovoltaic, wind, hydrogen, G2N, electric, in addition to comparing the less-developed countries. Internal quantitative studies on BRICs market demand to G-8 economic forecasts.
- Project Managed and Chaired deal teams composed of various stakeholders for cross-border investment banking transactions in 15 countries.
- Managed and Developed internal investment banking training programs including energy company quantitative valuation techniques, comparative energy cost-benefit analysis, and financial modeling.

Selected Transactions

- Acquired Lukoil's mid-stream fuel assets located in Ukraine (254 petrol stations and distribution centers) for a European Private Equity firm. Transaction size: 354mUSD
- Advised Turkish Conglomerate in gas investment strategy for Israel's offshore gas fields and gas liquefaction plants and designed fund raising strategy for the energy sector.
- Advised the senior executive level of Gazpromneft (Russia's second largest state oil company) for Eastern European state asset acquisitions in Croatia, Bulgaria, Serbia, Turkey, Israel, and Albania.
- Advised 3rd largest Chinese Energy company on a complex roll-up acquisition in Eastern Europe. The largest on-shore European oil and gas asset by reserves.
- Advised the shareholders and CEO on the sale of a Canadian Public oil and gas company to a NYSE listed US Independent oil company.
- Capital Raise for government licensing for Black Sea hydrocarbon of off-shore blocks.
- Managed European based high net worth individual's energy investments and divestitures.

Alternative Fuels Inc.

New York, NY (09 – 11)

Founder & CEO

- Founded a start-up to provide a carbon-neutral alternative bio-fuel for the aircraft and trucking sectors.
- Managed all Business Development and Funding strategies.
- Fully analyzed US/Global fuel markets for aircraft, cars and trucks and worked with DoE programs and NREL to create subsidies to incentivise US private investment in developing alternative fuels.
- Researched and tested bio-fuel sources: algae, animal based, biomass, plant seeds such as Camelina.
- Produced bio-fuel in Newark NJ, using the tested sources. Production methods focused on the transesterification batching catalyzed by calcium carbonates and methanol. Tested new fuels in Volkswagen TDI engines
- Raised private funding and assisted Innovation Fuels Inc., in structuring Venture Capital and capital raising for further plant equipment, engineering and feedstock testing.
- Commercialized plant by sourcing feedstock from Manhattan restaurants and sold biodiesel to consolidators with DoE assistance subsidies. Produced a gallon of biofuel for \$1.30. Not competitive with the shale boom supply.



Syracuse, NY (09-11)

Financial Advisor

www.e2ematerials.com

- Company IP: 16 patents (shared with Cornell University) for new inventions to produce wood from a mixture of cellulosic grass fibers and soy protein resin. Environmentally neutral, sustainable regenerative feed-stock sourcing for most wood products.
- Markets to compete with all furniture, composite building material, materials in vehicles and packaging where weight and low cost molding
- Advised on Round A & B venture capital and public sources of funding. Originated and executed capital raising strategies that included writing offering material, financial models, Private Placement Memorandums and Offering Memorandums.
- Identified and marketed directly to Ultra High Networth Individuals (both MFOs and SFOs) in both the US and non-US regions.



Danville, CA (09-11)

www.pacificenergydevelopment.com

Financial Advisor

- Designed and Developed start-up funding strategy for an energy company. Advised the largest shareholder and founder.
- Developed and executed the quantitative methodology for unconventional shale based hydrocarbon valuations used in the private placement share offerings.
- Assisted in creating future capital expenditure and operating budgets for the exploration, drilling and production of shale oil and gas located in the Niobrara shale formations in the DJ basin, Colorado.
- Assisted in the documentation and offering material for the NASDAQ listing via a reverse merger.
- Assisted in identifying both US and non-US investors for the placement agent of the common stock.
- Marketed directly to Ultra High Net worth Individual family offices in the US.



Denver, CO. (09 – 11)

www.tellurianinc.com

Financial Advisor

- Created independent deal team to assess and value an acquisitions of operated mineral leases in the Niobrara shale basin in Colorado and Wyoming.
- Conducted valuations on Eagleford shale operated acreage in Texas.
- Advised A round private placement of 15mUSD.
- Managed due diligence and valuations of Evans Shoals 5TCF gas field.



BNP PARIBAS

Paris (07-09)

Senior Financial Advisor

www.bnpparibas-am.com/en/about-us/

BNPP is the second largest bank in Europe, headquartered in Paris with \$2.2 Trillion under management.

- Financial Advisor to BNP Private Equity investment group. Created internal deal team and related external entities focused on the market consolidation of private energy assets in the Russian Federation that were under the legal state regulatory ceiling for reserves and production.
- Created the corporate structure and capital sourcing to acquire 26 hydrocarbon assets from a 500mUSD funding provided by BNP/Russian entities.
- Restructured the assets ownership structures and jurisdictional holding companies in non-Russian tax jurisdictions.
- Conducted western company audits and valuations for pre-IPO London Stock Exchange financing from private capital.
- Created and managed internal financial specialist teams for public listings such as legal, accounting, auditing, 'bankable' technical studies, financial pro-forma cashflows, balance sheets and financial statements.
- Re-classified hydrocarbon reserves from Russian to regulatory western criteria.
- Converted Russian accounting standards to GAAP and IFRS accounting standards.
- Acquired Russian Drilling and Geophysical companies sold to US NYSE listed company.



Tambeyneftegaz

Moscow (04-07)

Chief Financial Officer

www.gazprom.com

Russian Gas company 3rd largest by reserves in Russia (2P Audited reserves of 56tcf of gas/480mbbls of gas condensate that accounted for 9% of Russian gas reserves). Company acquired by Gazprom for 235mUSD on a 2.7bnUSD valuation.

- Managed all aspects of financing, budgeting and operating a large Russian oil and gas company.
- Overseeing regulatory and financial reporting to the Russian governmental bodies
- Creating and managing budgeting for FEED studies, Feasibility Studies, and supportive environmental and climate studies (in the harsh arctic region) and sourcing funding from the stakeholders for such studies.
- Developed and financed working models for double-hulled LNG tankers with Kvaerner to deliver LNG to US gasification plants. Commissioned and financed environmental and ice flow studies regarding northern Siberian shipping routes to access North American and Asian gas markets .
- Commissioned CERA (*Cambridge Energy Research Associates* now *IHS Energy*) Russian/Europe/Global gas market studies that included forecasting industrial gas co-gen demands in China, India and Russia and the future of stranded gas for FLNG extraction technologies.
- Structuring the funding and capital raising via developing strategic partnerships with large IOCs. Prepared all company valuations, virtual data rooms, and marketing. Lead negotiations with Total S.A. and ENI S.p.A for the sale of 25% of the company.
- Structured off-take capital raising from two of Europe's largest oil trading firms.
- Management financial statements, balance sheets and all pro-forma financial forecasting.



RUSSIA'S LEADING INDEPENDENT
NATURAL GAS PRODUCER

Frankfort/Moscow/London (97-02)

www.novatek.ru/en

Financial Director

Novatek is currently the largest private gas company in the Russian Federation and ranked 3rd Globally for proven gas reserves. The company is currently at a 34bnUSD market capitalization and listed on both Russian and London exchanges.

Responsibilities

- Executed and managed the acquisition team that rolled-up the three largest independent gas assets in Russia that formed Novatek; Tarkosaleneftgaz, Khancheskaya and Yushno-Russky gas field (26TCF). Currently largest independent gas company in Russia. (mkt cap: 37bnUSD Q1'17).
- Oversaw all internal financial valuations, modeling, domestic market forecasting for gas, oil and products, lead due diligence and assisted in local negotiations in Siberia.
- Managed IFRS accounting conversions and management consolidation.
- Managed sale process of 25% of the holding company to western investors in a Private Placement.

UniCredit is one of the largest European banking groups in 17 countries with 8500 branches and 147,000 employees. Currently there are 859 billion EUROS of assets under management.

Managing Director, Head of Energy and Natural Resources Investment Banking

Responsibilities

- Controlled all aspects of IB in the Natural Resource sector for the 3rd largest Russian investment bank (largest IPO/Sales & Trading in Russia).
- Developed all M&A, IPO, debt and private equity products for energy company clients (Russian state, non-state and Western companies)
- Responsible for producing financial statements, balance sheets and sale projections.
- Directly managed all relationships with C-level executives of Russian oil and gas, mining and investment funds.
- Created and originated cross-border M&A business for main clients (Lukoil, BasEl, Texaco, ConocoPhillips, Shell, ITERA and RusAl in addition to mid-sized London listed companies)
- Created western compliance structures between sales & Trading and IB/M&A divisions. Implemented IFRS auditing functions, and FSA/SEC compliant policy guidelines to apply to a Russian financial institution.

Proteus Financial Advisory

Almaty, Kazakhstan (94-95)

Senior Associate & VP

Responsibilities

- Financial advisory work for western-based oil and gas, mining and resource companies for investment in the Former Soviet Union.
- Assisted in valuing former Soviet assets in western markets using western financial methodologies.
- Worked with new Kazakh government to assess and evaluate the agricultural, oil and gas, and mining sectors.
- Arranged the first loan to the Country of Kazakhstan and the first Uranium sector loan for 60mUSD from Deutsche Bank.
- Advised on the first IPO of a former Soviet asset on the London Stock Exchange, called Bakyrchik Gold. The 14th largest gold mine by reserves.
- Advised shareholders as a management consultant and successful in cutting production costs by 70% by directly sourcing feedstocks. Directly sourced and negotiated and structured barter/payments from across the board in Siberia, Russia; Nitric Acid, Lyme, Timber and Coal. Developed direct relationships with the suppliers.
- Managed shipments of fissile material from Kazakhstan to the United Kingdom for production of Uranium Hexafluoride.
- Lead assessment of MinAtom's Russian assets. Uranium U308 production in Chita Oblast and HEU to LEU transfers.
- Advised the new Kazakh government on country-wide evaluations on the Agriculture, Mining and Oil and Gas Sectors. Assessed Soviet energy infrastructure in Mangestau, Atyrau, Aktubinsk regions.
- Bought several oil and gas production assets throughout Kazakhstan on behalf of western companies.



Texaco Inc.

Kiev, Ukraine (92-94)

Business Development Manager

Responsibilities

- Country-wide evaluation of all oil and gas fields in Ukraine.
- Evaluation of Ukraine's power sector and pipeline infrastructure.
- Evaluation of up-stream and refining sectors.
- Responsible for negotiations with the Ukrainian government at all levels, including the Presidential office.
- Assessed off-shore Black Sea exploration blocks in the Crimea.

Military

Multiple Locations, TX (91-92)

United States Air Force

Honorable Discharge. Pararescue. Air Force Special Operations Command. Clearance: Secret. Expired.

Alex Brown & Sons

Boston, MA (89-90)

Analyst

Training program as a financial analyst for Wall Street's oldest investment bank. Founded in 1800. Acquired by Deutsche Bank.

Personal

Single. 52 years old. One Daughter.

Hobbies

Athletics (sprint triathlons, skiing, diving) Amateur Radio, Competitive Pistol Shooting, Classic Opera & Film Noir