

Dustin Graham Vice President

PROFESSIONAL SUMMARY

Mr. Graham is a Vice President at Areté Capital Partners where he is involved in both sponsor and fiduciary activities. With almost a decade of experience, he has worked in various investment and operational finance roles at many high-growth, privately held businesses. As a proven leader, Mr. Graham has a wide range of financial services experience, including interim management/CFO roles, business planning, cash management, solvency analysis, and many others. Mr. Graham relishes working with executive teams leveraging fundamentals that allow new ventures to grow into large, sustainable, and durable organizations over time.

Prior to joining Areté, Dustin was VP of Business Analytics and Corporate Development at Lumio, one of the largest US residential solar companies. While at Lumio, Dustin helped structure an all-leveraged acquisition roll-up of four regional solar companies. At the time of departure, he was leading the diligence of Lumio's fifth asset acquisition. Dustin also served as VP of Finance at Route, an eCommerce based InsurTech company. While at Route, the company grew from \$3M in revenue to over \$70M and valued at over \$1B. Dustin also worked as an associate at Ensign Peak Advisors and was part of its private equity group responsible for managing investments across early-stage venture through middle-market buyout. His principal areas of expertise included early-stage venture relationships and co-investments in enterprise software and digital communications.

Dustin also worked as Assistant Controller at Qualtrics until it was acquired by SAP for \$8B and prior to that as an auditor at EY.

Dustin is a Certified Public Accountant (inactive) and holds a Master of Accountancy and a Bachelor of Science degree from Brigham Young University. While at BYU, he was a member of the university's men's soccer team. He is currently finalizing a Master of Finance at the University of Utah. When not focused on driving transformational growth for organizations, Mr. Graham is husband to Jen and father to their five children, and a passionate Liverpool FC supporter.



PROFESSIONAL BIOGRAPHY

CAREER EXPERIENCE

ARETÉ HOLDINGS, LLC / THE ARETÉ GROUP

Senior Associate

New York, NY / Park City, UT

12/21 – Current

LUMIO

VP of Business Analytics/Corporate Development

Salt Lake City, UT

9/21 – 12/21

ROUTE

VP of Strategic Finance

Salt Lake City, UT

10/18 – 9/21

ENSIGN PEAK ADVISORS

Associate

Salt Lake City, UT

03/19 – 01/21

QUALTRICS

Assistant Controller

Salt Lake City, UT

05/16 – 03/19

EY

Assurance Staff

Salt Lake City, UT

01/2014 – 05/16

INVESTMENT EXPERIENCE

KLARNA (2021) – Participated in a \$1B growth round in Klarna, Europe's largest FinTech company an eCommerce payment solutions platform. Initial deal at \$30B pre-money valuation – SoftBank led growth equity investment in H2 2021 at \$46B pre-money valuation

PRIME TRUST (2021) – Participated in a \$20M Series A round led by Mercato Partners in Prime Trust, a blockchain-based infrastructure solution company.

NEXT INSURANCE (2021)– Participated in a \$250M Series E round in Next Insurance, an online-based insurance company for SMBs.

LUCID (2021)– Participated in a \$500M Secondary Market round led by Alkeon Capital and Tiger Global in Lucid, a cloud-based visual collaboration suite company.

EDUCATION/CERTIFICATIONS

BRIGHAM YOUNG UNIVERSITY, - UT
Bachelor of Science

2014

BRIGHAM YOUNG UNIVERSITY – Marriott School of Business - UT
Master of Accounting

2015

UNIVERSITY OF UTAH – David Eccles School of Business - UT
Master of Finance

2022

Certified Public Accountant – UT (active)

* References Available Upon Request *

