

**Dustin Graham**  
**Senior Associate**

**PROFESSIONAL SUMMARY**

Mr. Graham is a Senior Associate of The Arété Group and has served in various investing and operational finance roles for many high-growth, privately-held businesses. Most recently, Mr. Graham was VP of Business Analytics and Head of Corporate Development at Lumio, one of the largest US residential solar companies. While at Lumio, he 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. Prior to Lumio, Mr. Graham was VP of Strategic Finance and Operations at Route, a high-growth eCommerce-based InsurTech company. Mr. Graham joined Route as its first finance employee to oversee both finance and accounting, as well as fundraising and strategic finance initiatives, including long-range financial modeling, corporate and insurance structure, and strategic partnerships. While at Route, the company grew from \$3M in revenue to over \$70M and was recently valued at over \$1B. 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 Lumio and Route, Mr. Graham worked as an associate at Ensign Peak Advisors (EPA), an investment management firm that manages the multi-billion-dollar endowment for the Church of Jesus Christ of Latter-day Saints. Mr. Graham was part of its private equity group responsible for managing its private equity investment portfolio across early-stage ventures through a middle-market buyout. While at EPA, he led the investment process in EPA's largest private LP deal, accounting for over 2.5% of the total PE portfolio. His main areas of expertise included early-stage venture relationships and co-investments in the enterprise software and digital communications space.

Mr. Graham earned a Master of Accountancy from Brigham Young University, Marriott School of Business. He is concurrently finalizing a Master of Finance at the University of Utah, David Eccles School of Business. Previously, Mr. Graham earned a Bachelor of Science degree from Brigham Young University. While at BYU, Mr. Graham was a member of the university's men's soccer team.

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

<b>BRIGHAM YOUNG UNIVERSITY, - UT</b> <i>Bachelor of Science</i>	2014
<b>BRIGHAM YOUNG UNIVERSITY – Marriott School of Business - UT</b> <i>Master of Accounting</i>	2015
<b>UNIVERSITY OF UTAH – David Eccles School of Business - UT</b> <i>Master of Finance</i>	2022
<i>Certified Public Accountant – UT (active)</i>	

\* References Available Upon Request \*

