



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, FP&A, controller, liquidity management, 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 startup to over \$70M in revenue 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.

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

Dustin is a Certified Public Accountant 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. When not focused on driving transformational growth for organizations, Mr. Graham is husband to Jen and father to their six children, and a passionate Liverpool FC supporter.



PROFESSIONAL BIOGRAPHY

CAREER EXPERIENCE

ARETÉ CAPITAL PARTNERS <i>VICE PRESIDENT</i>	New York, NY / Park City, UT 12/21 – Current
CAMOFIRE/BLACKOVIS (portco) <i>INTERIM CFO/CONTROLLER</i>	Salt Lake City, UT 2022 – 2024
LUMIO <i>VP of BUSINESS ANALYTICS / CORPORATE DEVELOPMENT</i>	Lehi, UT 2021
ROUTE <i>VP of FINANCE</i>	Lehi, UT 2018 – 2021
ENSIGN PEAK ADVISORS <i>ASSOCIATE</i>	Salt Lake City, UT 2018 – 2020
QUALTRICS <i>FINANCE</i>	Provo, UT 2015 – 2018
ERNST & YOUNG <i>ASSURANCE STAFF</i>	Salt Lake City, UT 2014 – 2015

INVESTMENT EXPERIENCE

KLARNA – Participated in a \$1B growth round in Klarna, Europe’s largest FinTech company and 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 – Participated in a \$20M Series A round led by Mercato Partners in Prime Trust, a blockchain-based infrastructure solution company.

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

LUCID – 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 – *Provo, UT*

Bachelor of Science

BRIGHAM YOUNG UNIVERSITY, MARRIOTT SCHOOL OF BUSINESS – *Provo, UT*

Master of Accounting

UNIVERSITY OF UTAH, DAVID ECCLES SCHOOL OF BUSINESS – *Salt Lake City, UT*

Master of Finance

Certified Public Accountant - UT

* References Available Upon Request *

