

Tigran Ter-Martirosyan

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SUMMARY

Tigran Ter-Martirosyan is a director in the Singapore office of BRG and has 11 years of experience in financial consulting, focusing on valuation of businesses, shares and damages in international arbitration and litigation. Tigran has valued assets in the Asia-Pacific, EMEA, Russia & CIS, North and South America regions.

Mr. Ter-Martirosyan has been appointed as an expert witness and advisor, including by arbitral tribunals, and has been involved in arbitration matters under LCIA, HKIAC, ICC, SCAI and UNCITRAL rules, and litigation in Singapore, Hong Kong, UK, Australia, Bermuda, Cayman Islands, and Isle of Man. His experience also includes valuations for the purposes of mediation, expert determination, mergers and acquisitions, financial reporting, restructuring, fairness opinions, management incentive schemes, and tax.

Mr. Ter-Martirosyan has performed valuations and damages assessments in sectors including financial services, metals and mining, telecommunications, aviation, oil and gas, semiconductors, manufacturing, agriculture, private equity, chemicals, consumer markets, healthcare, professional services, retail, and leisure and hospitality.

EDUCATION

Moscow Engineering Physics Institute
Specialist Diploma, Finance, 2010
Specialist Diploma, Applied Mathematics and Informatics, 2009

PRESENT EMPLOYMENT

May 2018 to current: Director, Berkeley Research Group, London and Singapore

PREVIOUS POSITIONS

May 2016 to Mar 2018: Vice President, Duff & Phelps, London
Jan 2012 to May 2016: Director, FTI Consulting, London
Oct 2010 to Jan 2012: Transaction Services Executive, KPMG, Moscow
Aug 2009 to Oct 2010: Audit Consultant, PwC, Moscow
Mar 2008 to Jul 2009: Consultant, Lukoil Oil Company, Moscow

PROFESSIONAL AFFILIATIONS

Fellow, Association of Chartered Certified Accountants (UK)
Various international arbitration groups, including YSIAC, HKIAC45, LCIA YIAG, ICC YAF, ASA40, Russian and CIS Arbitration Network, Russian Arbitration Association and others

LANGUAGES

English (fluent)
Russian (native)
Korean (basic)

SPEAKING ENGAGEMENTS

- *“Dispute resolution along the Belt and Road: What are the options?”*, THAC International ADR webinar series, August 2020.
- Workshop for PetroVietnam on the role of expert witnesses in international arbitration, webinar, June/July 2020.
- *“How to make arbitration time and cost effective?”*, Bishkek Arbitration Days, webinar, June 2020.
- *“What could go wrong with M&A? Valuation and dispute resolution considerations”*, webinar, May 2020.
- *“Factual & Expert Witnesses”*, CIArb course on introduction to international commercial arbitration, Hanoi, January 2020.
- *“Show Me the Money! Selected Issues of Assessing the Quantum in International Arbitration”*, BIAMC Expert Summit, Jakarta, November 2019.
- *“The “Civil War” in the “Common Law” World of Arbitration?”*, seminar as part of the Russian Law Week, London, November 2018.
- *“Protecting business in Russia and the CIS during turbulent times”*, RusFor seminar, London, November 2018.
- *“Expert Evidence: the Art of Effective Cross-Examination”*, masterclass at the Eastern European Dispute Resolution Forum, September 2018.
- *“How to Effectively Use Evidence in International Arbitration Proceedings”*, Young ICCA skills training workshop, Moscow, December 2017.
- *“Show Me the Money: How is company control understood and valued in Russia / CIS shareholder disputes?”*, Russian and CIS Arbitration Network seminar, London, February 2016.

PUBLICATIONS

- Damages Considerations in Central Asian Investment Arbitrations, Kluwer Arbitration Blog, 6 May 2019.
- Party or Tribunal-Appointed Experts – the Prague Rules Perspective, ABA Eurasia/Russia Committee Newsletter, April-September 2018.