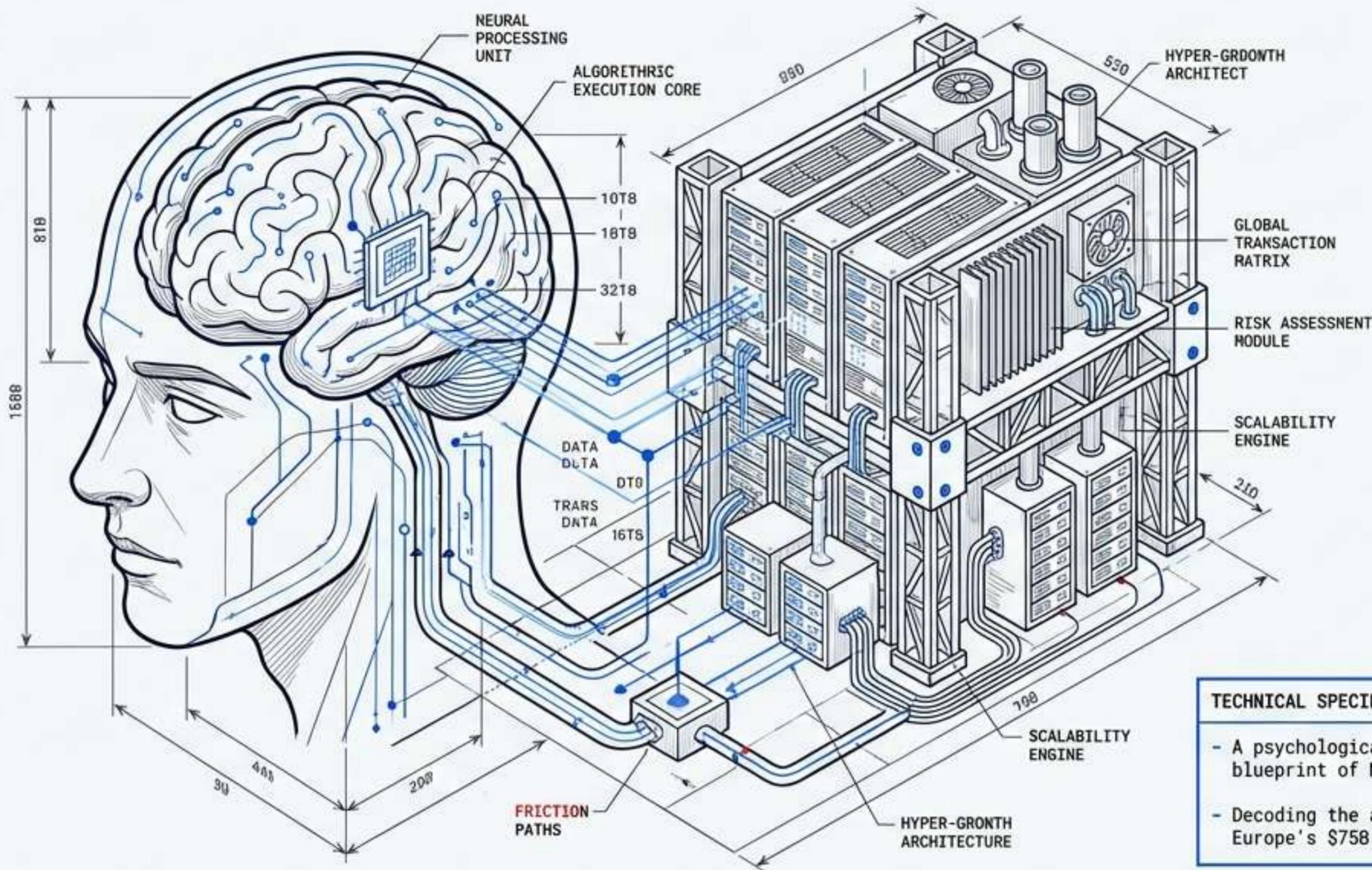
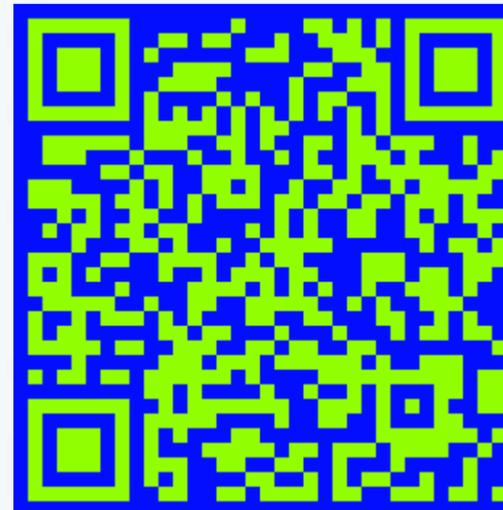


THE STORONSKY PROTOCOL

Deconstructing the Architect of Revolut

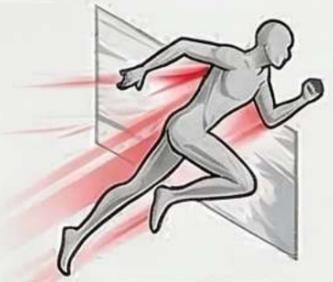
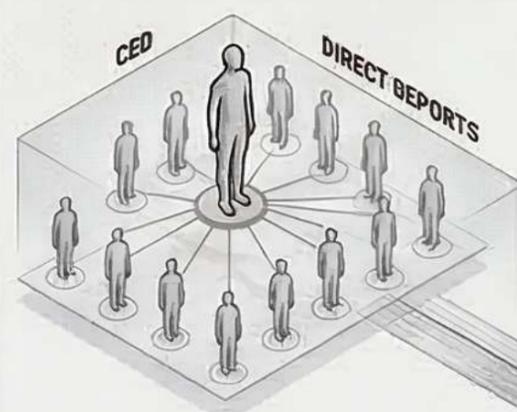


TECHNICAL SPECIFICATION

- A psychological and operational blueprint of Nikolay Storonsky.
- Decoding the algorithms behind Europe's \$758 fintech execution machine.

The Storonsky Protocol: Blueprint of a Financial Execution Machine

THE LEADERSHIP OPERATING SYSTEM



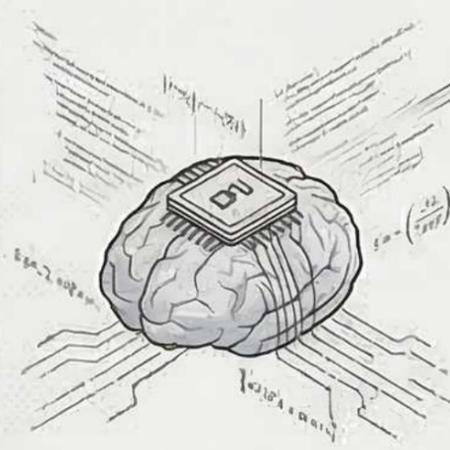
A-PLAYER THESIS
Hiring focuses on "smartness and hunger" over experience, these "fall-wisdom sirenies" are expected to operate autonomously without the need for micromanagement.



THE "IMBALANCED LIFE" DOCTRINE
Storonsky obsesses that an imbalanced focus on work is an optimization strategy necessary to win the "game" against better funded competitors.

DISTRIBUTIVE MANAGEMENT:
A radically flat structure where the CEO oversees 801 direct reports to minimize hierarchy and ensure quality decision dilete through delegation.

SYSTEMS-FIRST THINKING

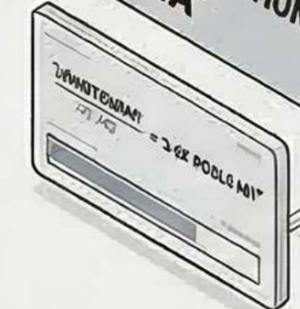


SYSTEMS-FIRST THINKING
Storonsky's background in physics (SRPT) and computer science inspired a "results driven" tools where success is measured in milliseconds and quantifiable RPIs.

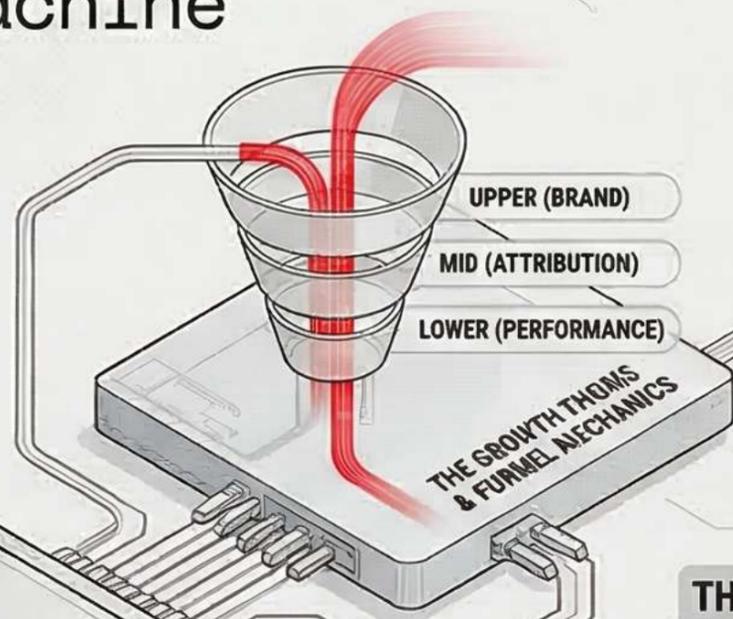
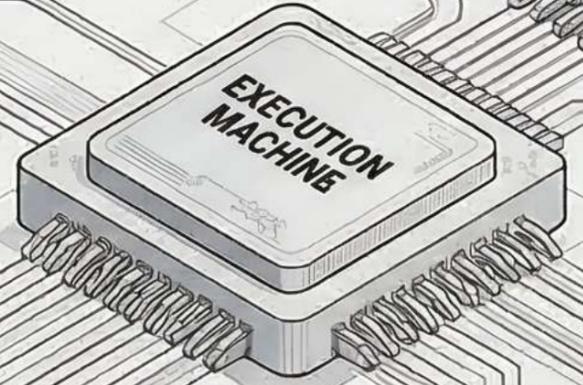


THE LEHMAN LESSON
His experience at Lehman Brothers during the 2008 collapse taught him that over-leveraged institutions are fragile. If their underlying models are flawed, leading to a "calculated extreme" risk tolerance.

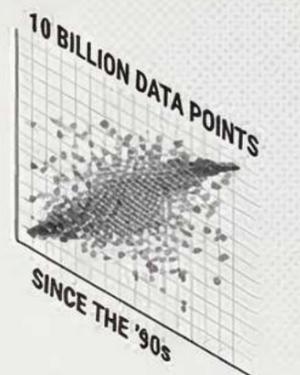
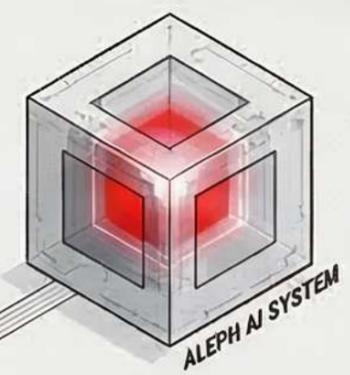
THE HARDWIRED FOUNDATION: "MIPT DNA"



"ACHIEVEMENT > % OF GOALS HIT"
Audition is scored out as a regression, but as a master algorithm where success is a numerical ratio of reached objectives.



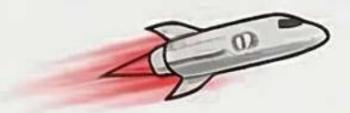
THE HORIZON: QUANTUMLIGHT & ALEPH



REMOVING HUMAN BIAS
Storonsky's AC fund, Gasparhoekeit, uses a proprietary AI system called "Aleph" to score deals, eliminating algorithmic platform "emotion-driven" human investors.

10 BILLION DATA POINTS
The Aleph system tracks the entire universe of sectors-backed companies since the '90s to identify stable success patterns and "stock" the VC model.

THE PRODUCT FACTORY: "PORTFOLIO OF BETS"

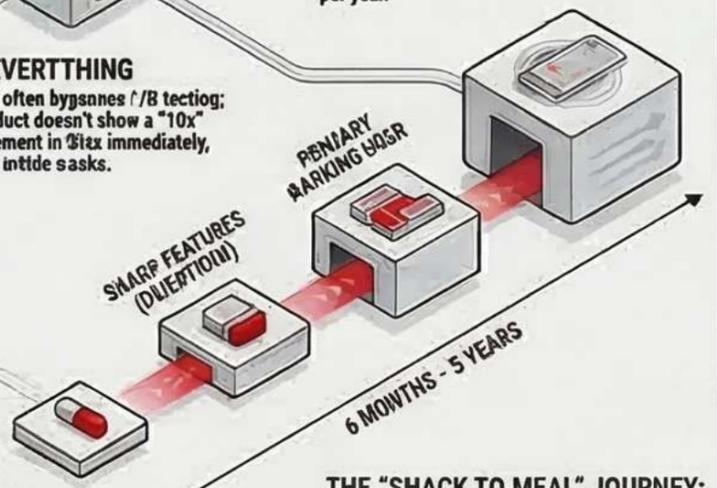


VELOCITY AS A WEAPON
Speed of product alignment is considered the most critical competitive advantage; "reaction time" is abolished to allow for releases iterations per year.



ROI OVER CAC:
Revolut rejects CAC as a "BS metric," focusing instead on ROI to ensure they acquire high-value clients rather than the "chess" users.

10X EVERYTHING
Revolut often bypasses /B testing; if a product doesn't show a "10x" improvement in Bix immediately, it is not in the tasks.

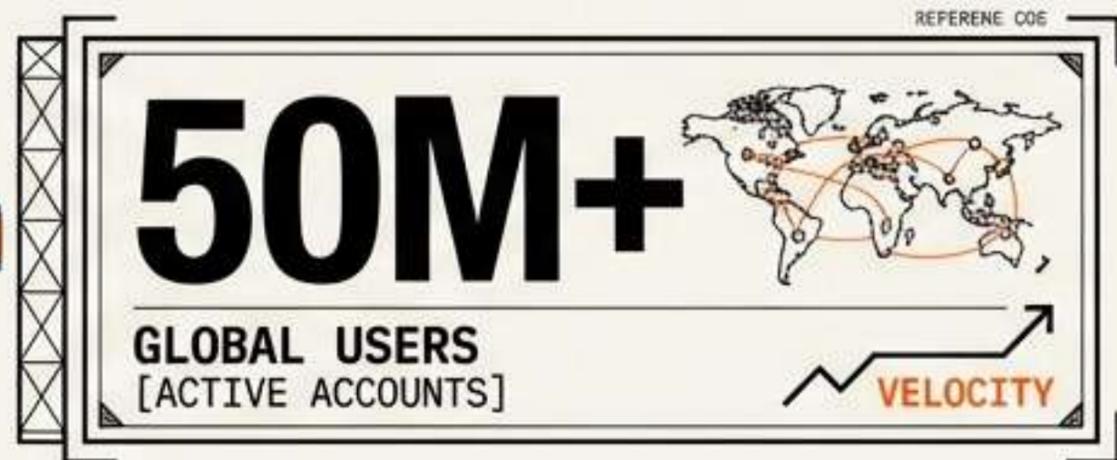
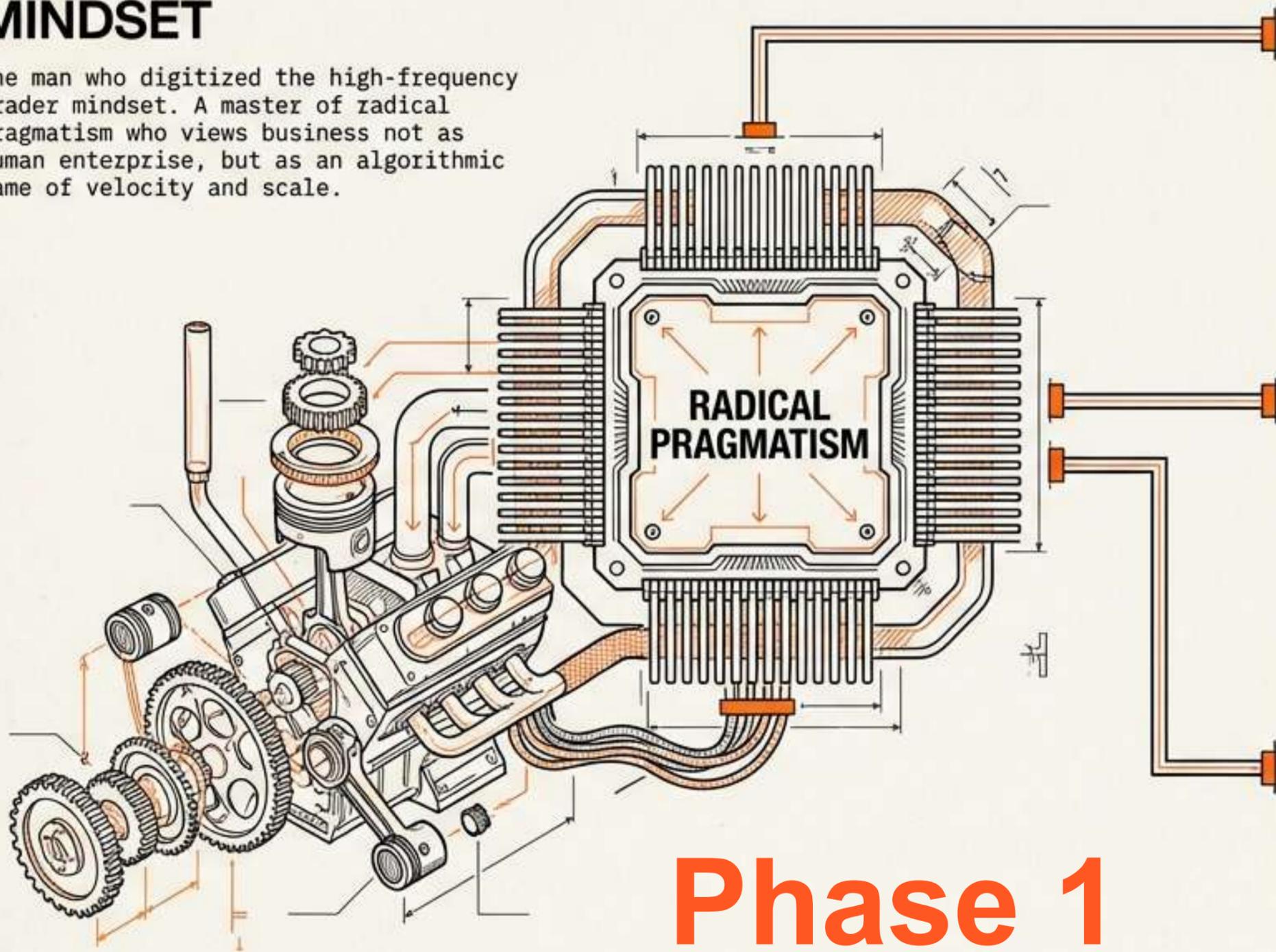


THE "SHACK TO MEAL" JOURNEY:
Users are acquired through high-frequency "cock" features and gradually moved toward becoming "quinary" banking users over 6 months in 2 years.

SPECIALISTS OVER GENERALISTS
The growth team consists of deep experts in specific segments rather than generalist assigners who "do so many things in an average way."

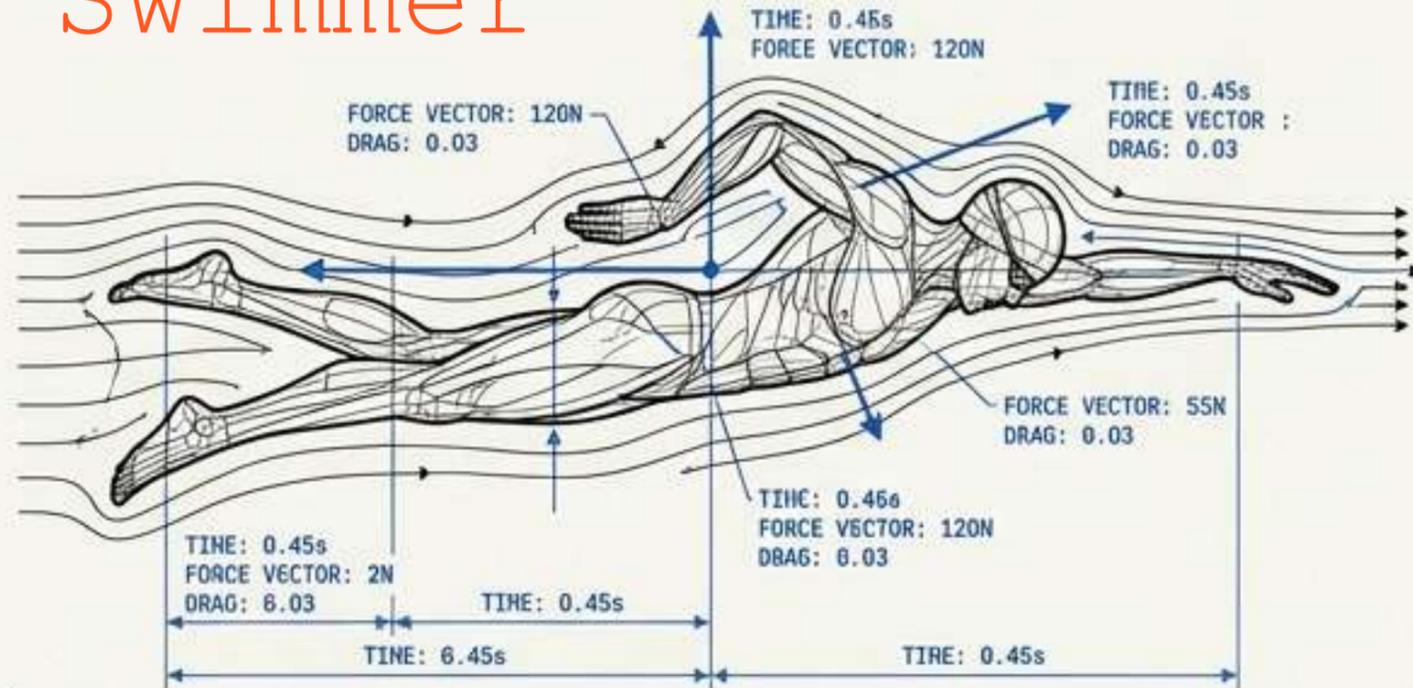
RADICAL PRAGMATISM: THE ALGORITHMIC MINDSET

The man who digitized the high-frequency trader mindset. A master of radical pragmatism who views business not as human enterprise, but as an algorithmic game of velocity and scale.



Phase 1

Swimmer



The Physics of Competition

- **Background:** MIPT Physics & State-Champion Swimmer.
- **Input:** Endurance beats talent. Success is measured in objective milliseconds. Systems can be cracked through repetition.



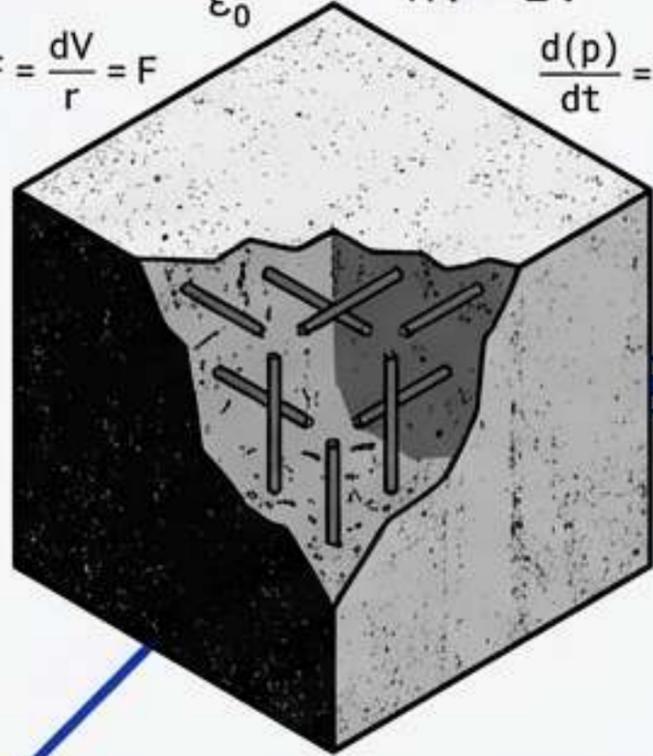
The Lehman Crucible

- **Background:** Equity Derivatives Trader (Lehman Brothers & Credit Suisse).
- **Input:** Complete emotional detachment from risk. Money is stripped of emotion and viewed purely as a P&L score or system fuel.

FORMATIVE INPUTS THAT PROGRAMMED THE ARCHITECT

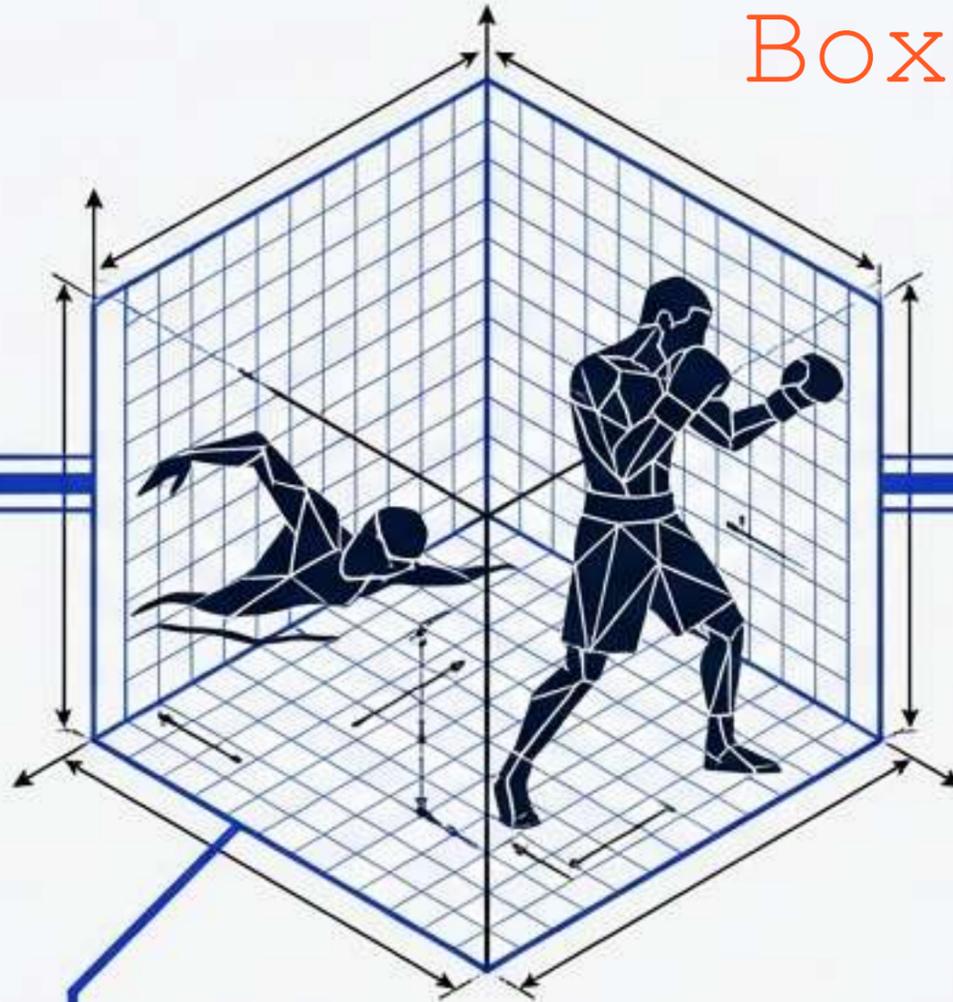
Boxer

$$E=mc^2 \quad \nabla \cdot \mathbf{E} = \frac{\rho}{\epsilon_0} \quad F = G \frac{m_1 m_2}{r^2}$$
$$\nabla \cdot \mathbf{E} = \frac{\rho}{\epsilon_0} \quad H\Psi = E\Psi$$
$$F = \frac{dV}{r} = F \quad \frac{d(p)}{dt} = F$$



MIPT PHYSICS ENGINE

First-principles thinking. The world is a series of complex but crackable mathematical models.



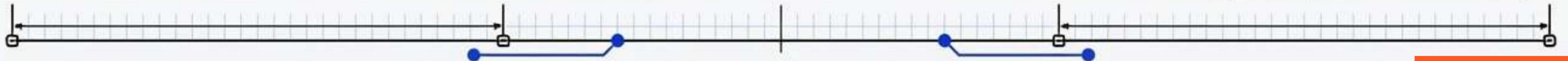
ELITE ATHLETICS

State-champion swimmer and boxer. Life is a binary contest where endurance and tenacity beat innate talent.



THE 2008 CRUCIBLE

Derivatives trader at Lehman Brothers during its collapse. Taught extreme emotional resilience and that money is merely a score, not a source of security.



Phase 2: The Processor (Big Five Diagnostic)

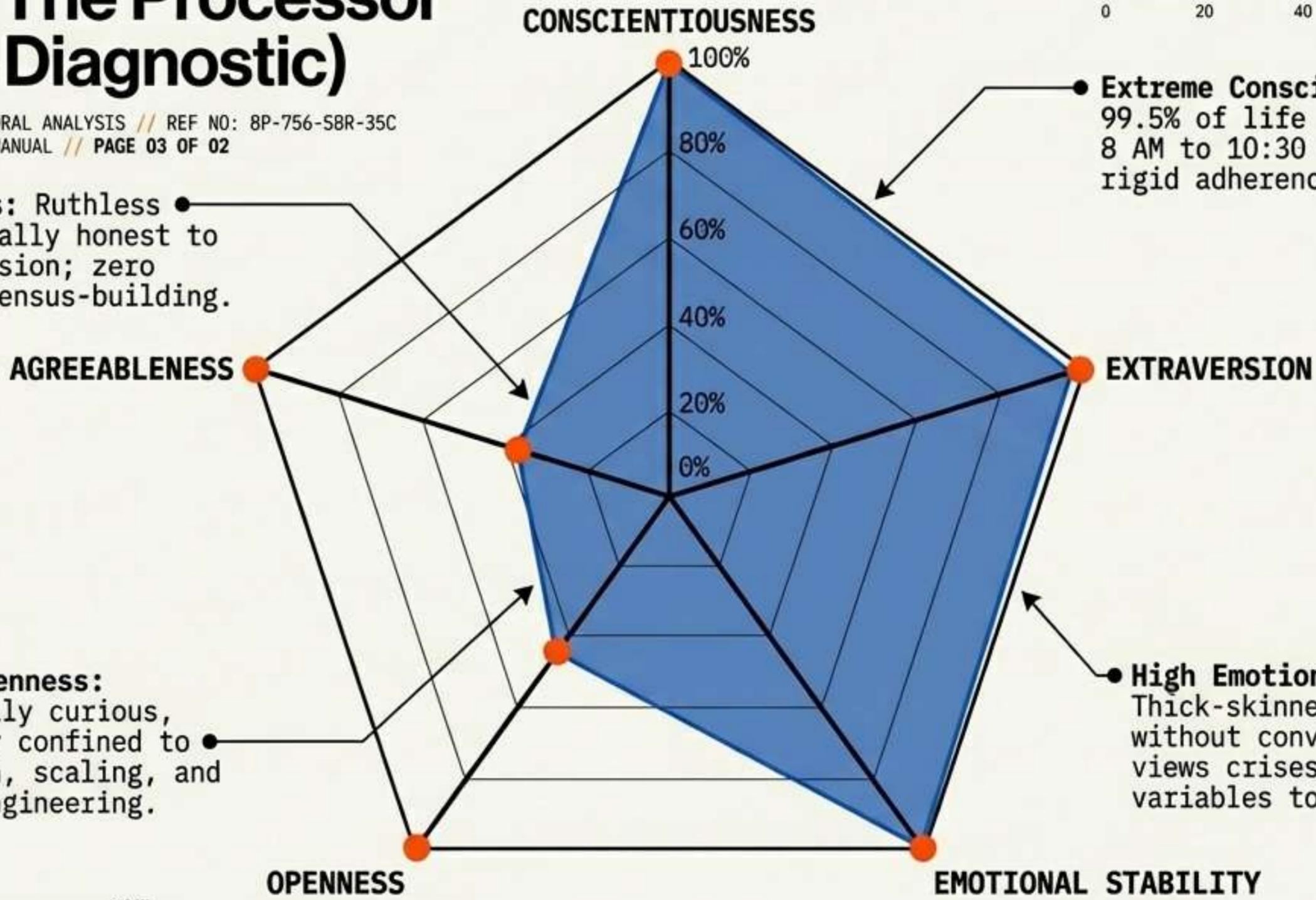
SCHEMATIC DIAGRAM: BEHAVIORAL ANALYSIS // REF NO: 8P-756-SBR-35C
// CLASSIFIED DIAGNOSTIC MANUAL // PAGE 03 OF 02

Low Agreeableness: Ruthless efficiency; radically honest to the point of abrasion; zero patience for consensus-building.

Moderate Openness: Intellectually curious, but strictly confined to optimization, scaling, and financial engineering.

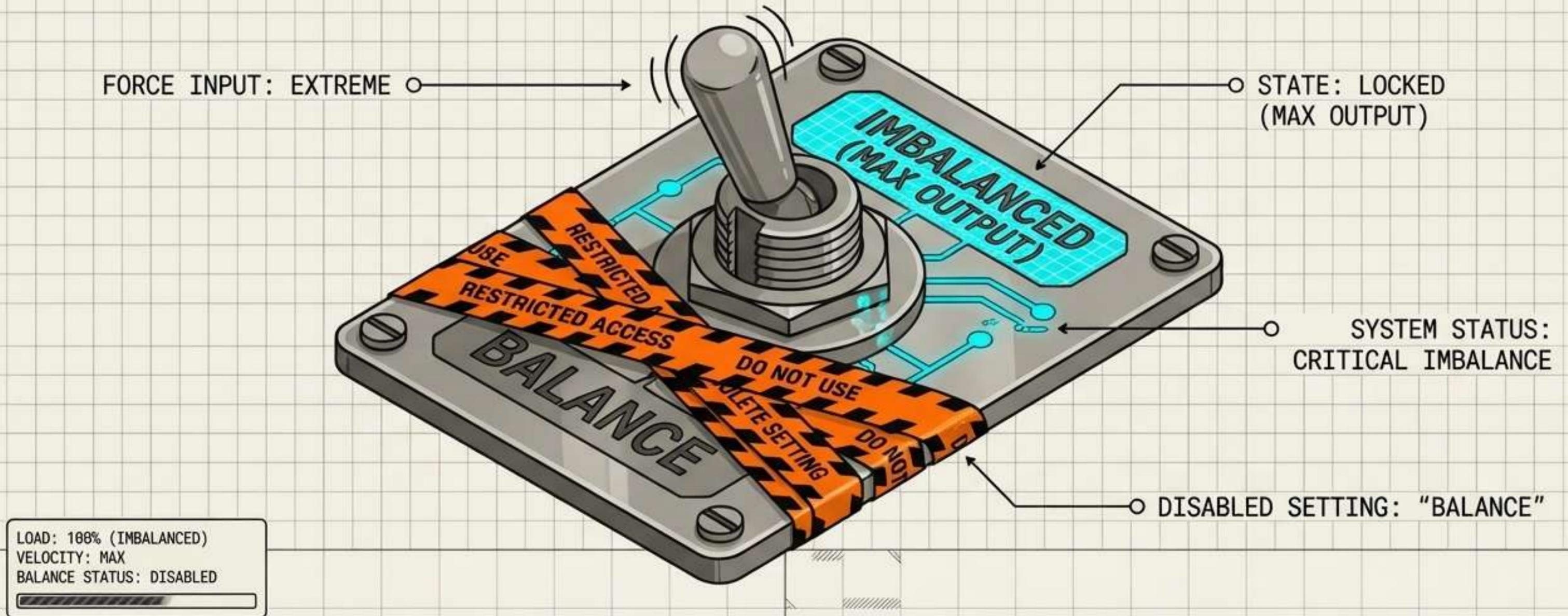
Extreme Conscientiousness: 99.5% of life is work-related; 8 AM to 10:30 PM daily schedule; rigid adherence to KPI tracking.

High Emotional Stability: Thick-skinned; operates without conventional anxiety; views crises merely as variables to solve.



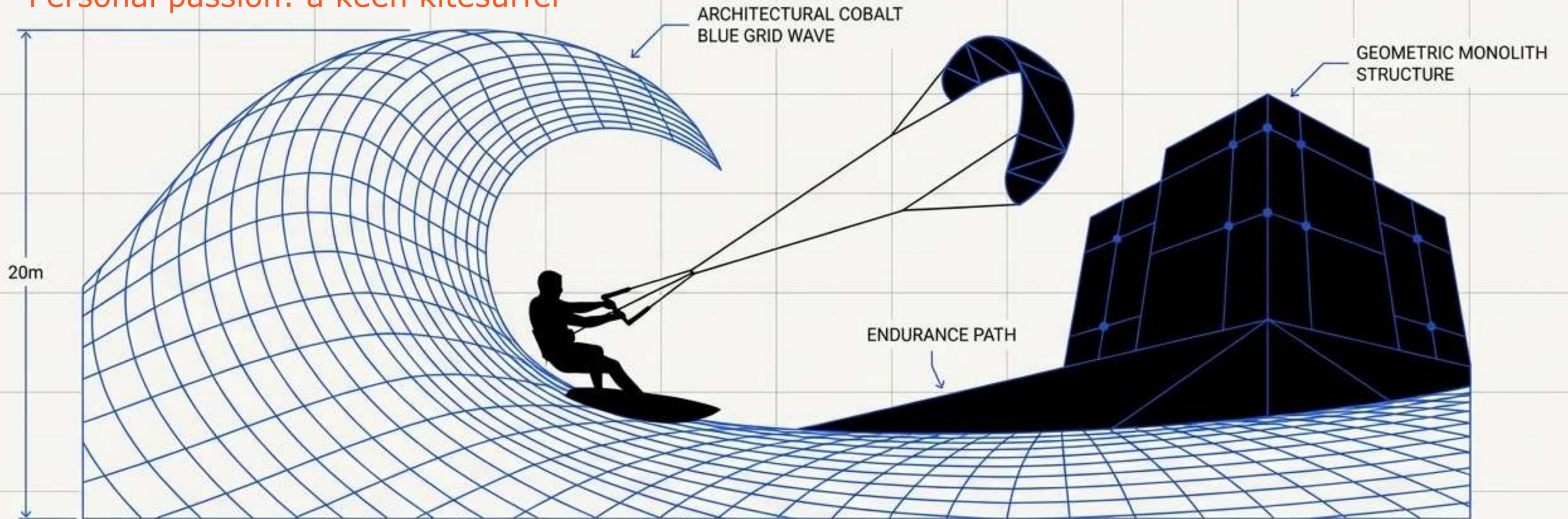
The Core Algorithm: Rejecting 'Balance'.

Storonsky views work-life balance not as a right, but as a symptom of complacency. The system demands total immersion to outpace well-funded legacy competitors.



ENDURANCE BEATS TALENT

Personal passion: a keen kitesurfer



21m

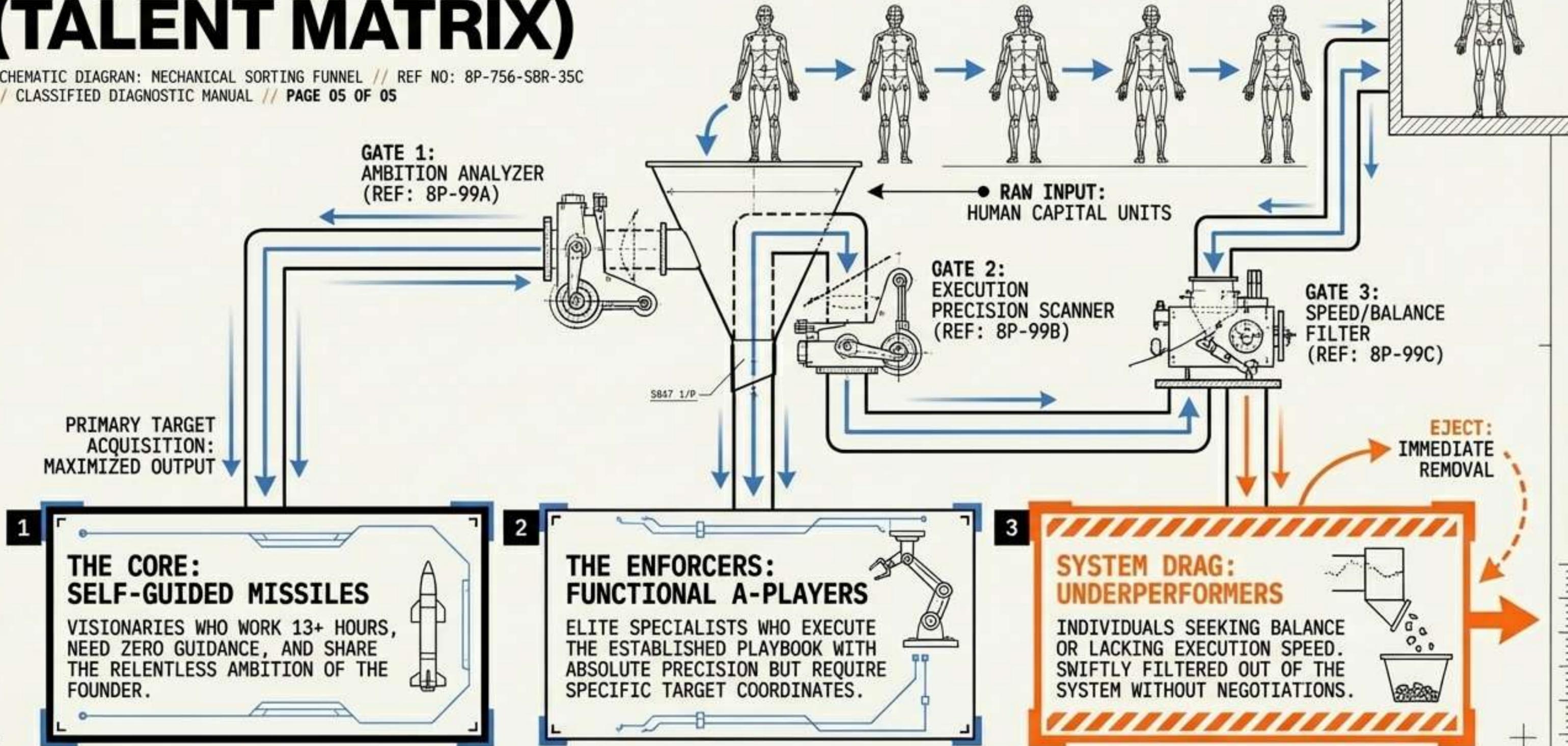
20m

60m

“Apart from your product, your advantage in this industry is that you pull more hours. That’s what helps you win this game.” – Nikolay Storonsky

PHASE 3: THE OPERATING SYSTEM (TALENT MATRIX)

SCHEMATIC DIAGRAM: MECHANICAL SORTING FUNNEL // REF NO: 8P-756-S8R-35C
// CLASSIFIED DIAGNOSTIC MANUAL // PAGE 05 OF 05

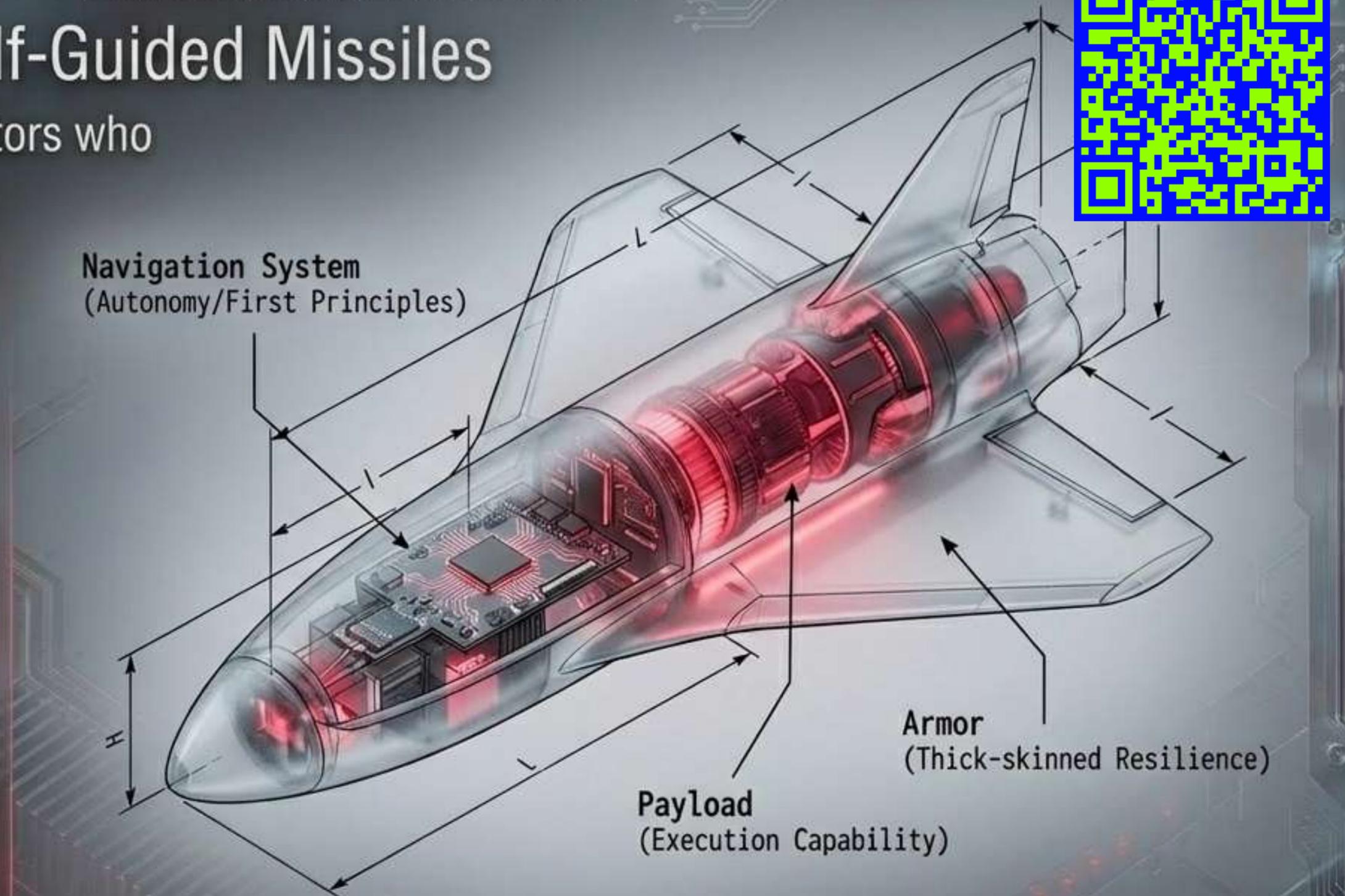


The Talent Spec: Self-Guided Missiles

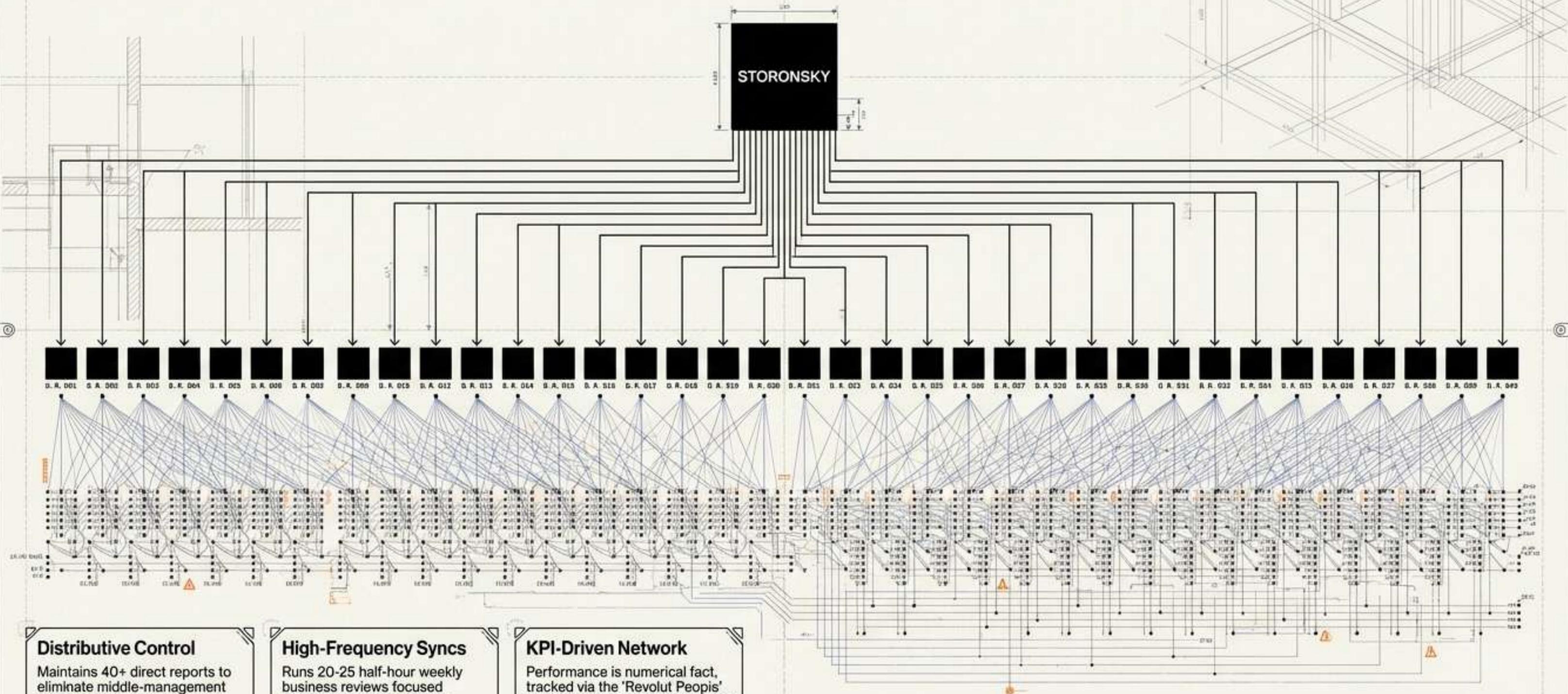
Recruiting autonomous operators who do not require hand-holding.

The Spec Sheet:

- **Autonomy:** Smart and hungry; capable of breaking down complex problems into 10 simple ones.
- **Resilience:** Thick-skinned to survive immediate, binary feedback and ruthless culling of bad ideas.
- **Data-Native:** Rejection of career harvesters who sell a CV but rely on gut feeling rather than quantifiable models.



The Metric of Control (Distributive Architecture)



Distributive Control

Maintains 40+ direct reports to eliminate middle-management bureaucracy.

High-Frequency Syncs

Runs 20-25 half-hour weekly business reviews focused strictly on problem-solving, not presentation.

KPI-Driven Network

Performance is numerical fact, tracked via the 'Revolut Peopis' platform. Ambiguity is engineered out of the system.

The Culture Paradox

Official Values

Dream Team: Ship, shipmates, self. Be radically honest and respectful.

Never Settle: Shoot for the moon. We are 10x people.

Get It Done: Commit and execute. Act like an owner.

Lived Experience

Hire & Fire: Toxic culture, low empathy, treating people as disposable tools.

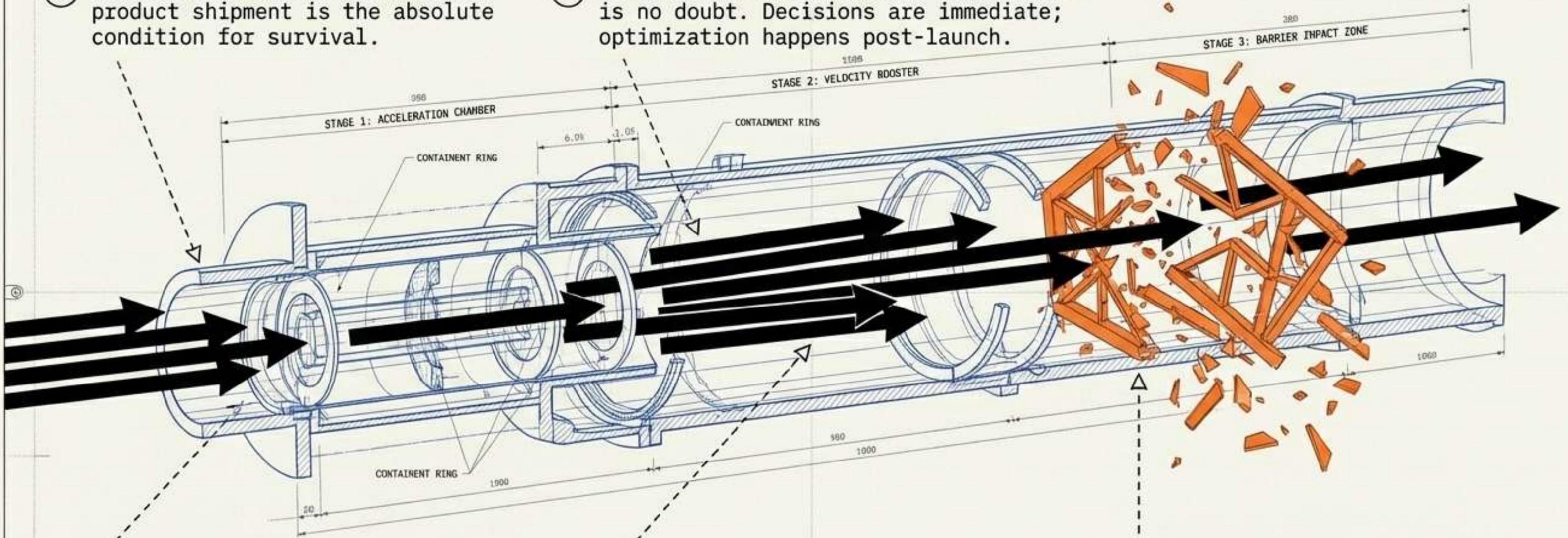
Unrealistic Burnout: Pushing crazy goals without providing meaningful resources.

Results at ANY Cost: 14+ hour workdays; mandatory weekend availability.

The Ultimate Weapon (Velocity Over All)

① **The Prime Directive:** Speed of product shipment is the absolute condition for survival.

② **Decision Velocity:** When in doubt, there is no doubt. Decisions are immediate; optimization happens post-launch.



① **The Prime Directive:** Speed of product shipment is the absolute condition for survival.

② **Decision Velocity:** When in doubt, there is no doubt. Decisions are immediate; optimization happens post-launch.

③ **Anti-Protocol:** Bureaucracy and traditional ROI-killing CAC discussions are bypassed to maintain momentum.

The Semantic Lexicon (How the System Speaks)

Trader Tempo

Rapid-fire delivery, bypassing social pleasantries for pure information density.

Playbooks

Deconstructing complex challenges into repeatable, algorithmic steps.

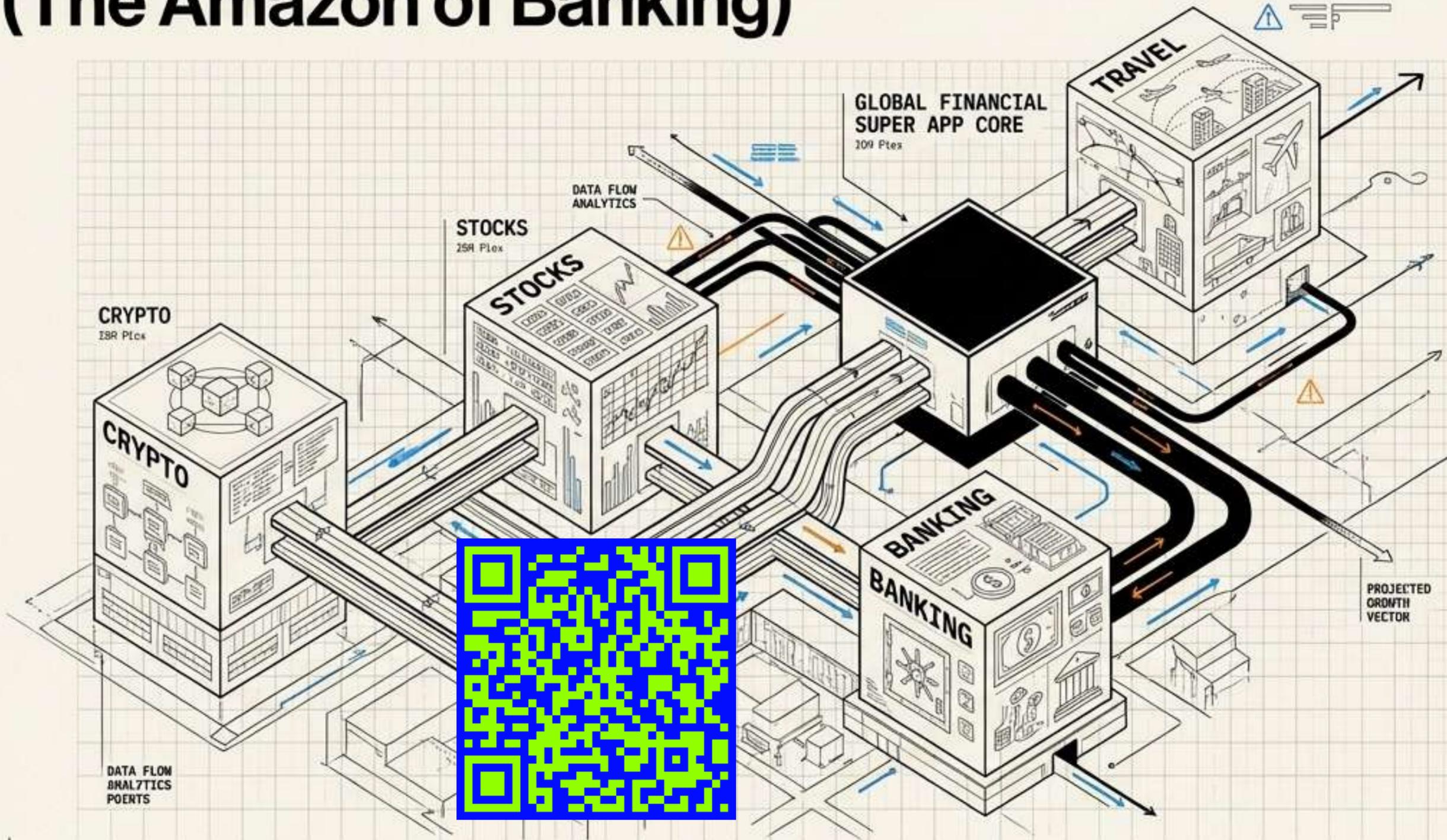
Quantifiable

Rejection of intuition; everything must be measured to be managed.

Systemic Drag

His term for human inefficiency, emotional responses, or bureaucratic delay.

Phase 4: Output 1 (The Amazon of Banking)



THE VISION:

A Global Financial Super App that absorbs the fragmented, multi-trillion-dollar financial sector.

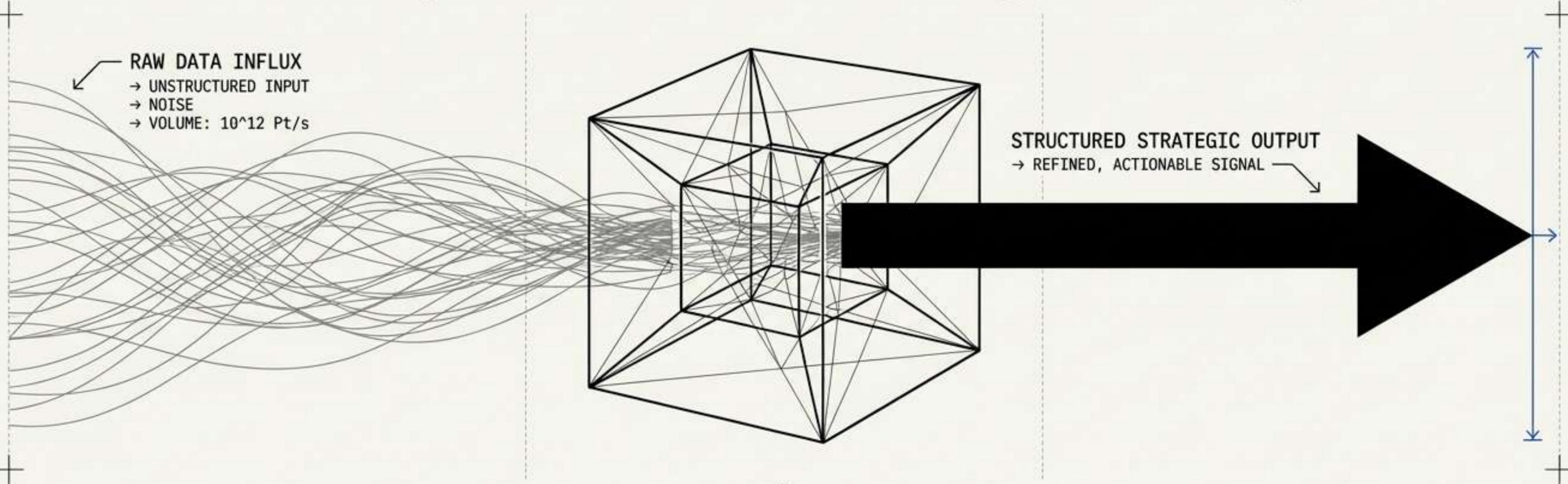
THE SCALE:

Targeting #1 bank status in 100 countries.

THE METRICS:

Scaling to 100 Million Daily Active Users and \$100 Billion in annual revenue.

Phase 4: Output 2 (QuantumLight & Aleph)



01. The Concept	02. The Engine	03. The Goal
An AI-driven Venture Capital fund designed to crack the code of startup success.	Aleph: A proprietary AI model trained on decades of venture data to identify robust success patterns.	Eliminate human emotional bias, crowd mentality, and flawed intuition from venture investing.

INTERACTION GUIDELINES (USER MANUAL)

OPERATING PARAMETERS FOR PITCHING & NEGOTIATING

MANUAL

INDEX

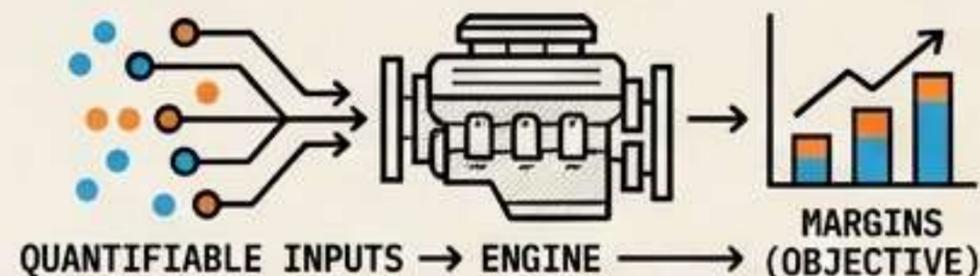
DATA

NOTES



WARNING 01: Lead with the Model.

Pitch first-principles math and quantifiable margins. Intuition-based proposals (gut feelings) trigger immediate disengagement.



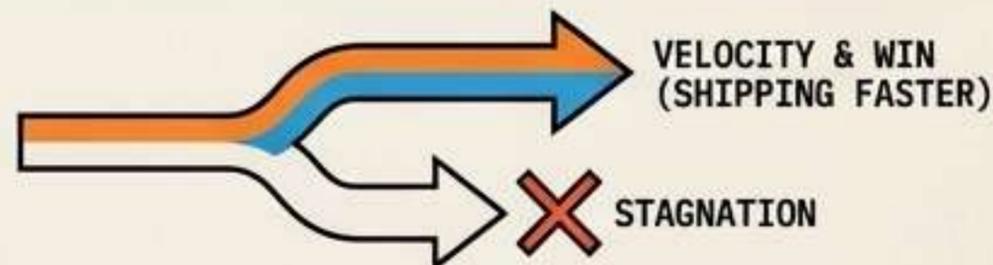
WARNING 02: Maintain Trader Tempo.

Practice radical brevity. Deliver the core value in the first 10 minutes. Cut the pleasantries.



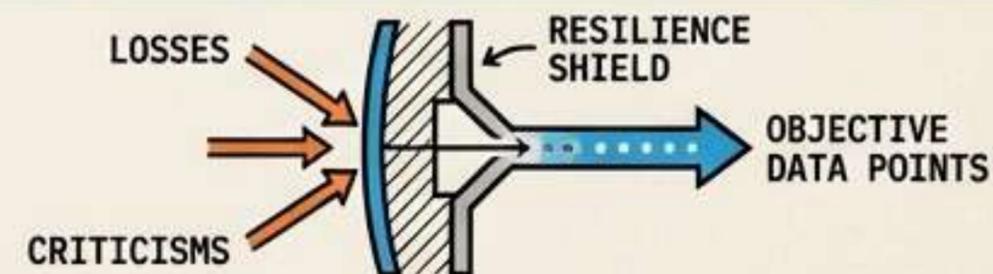
WARNING 03: Frame for Velocity.

Position all outcomes strictly in terms of shipping faster and winning the game.

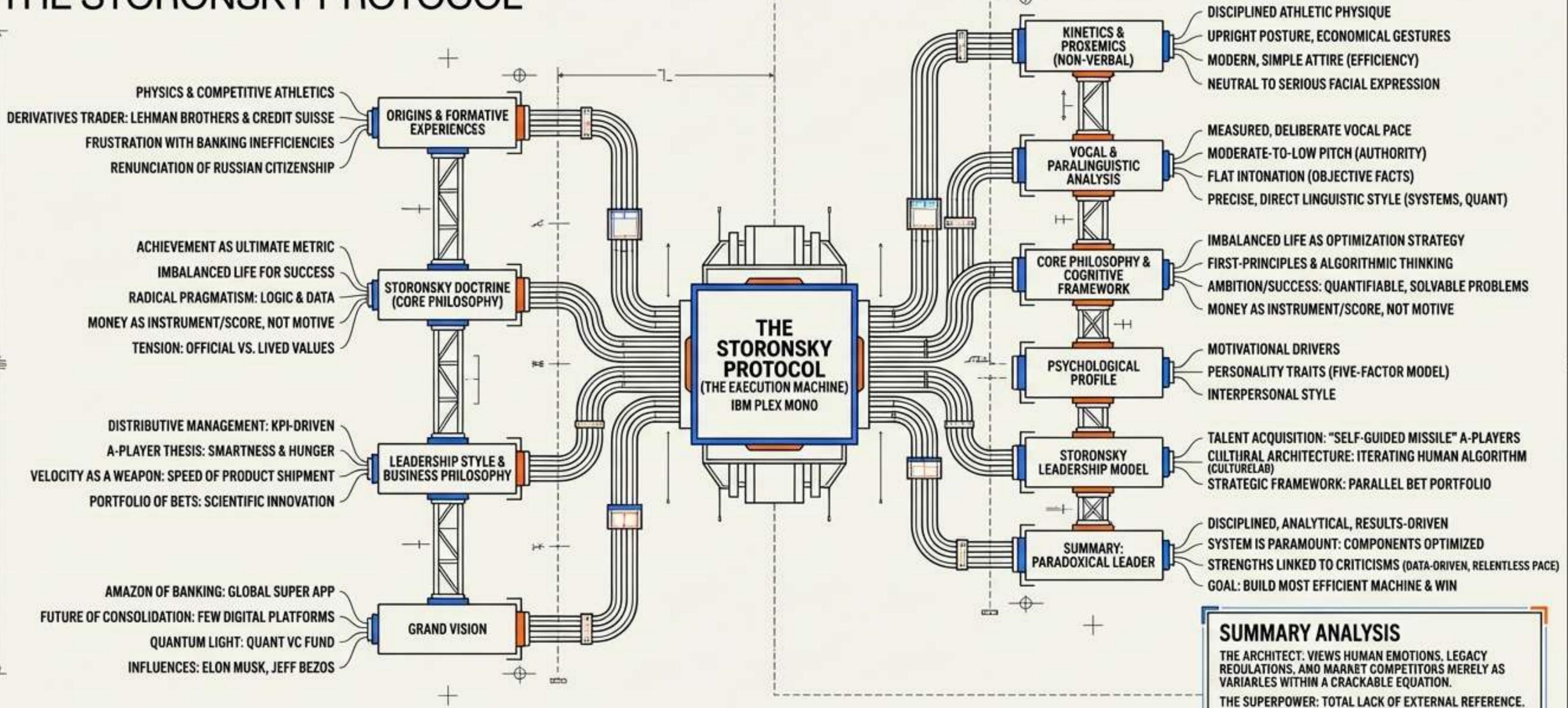


WARNING 04: Display Absolute Resilience.

Show zero emotional fragility. Absorb losses and criticisms as objective data points.



THE SYNTHESIS: THE STORONSKY PROTOCOL



The Execution Machine

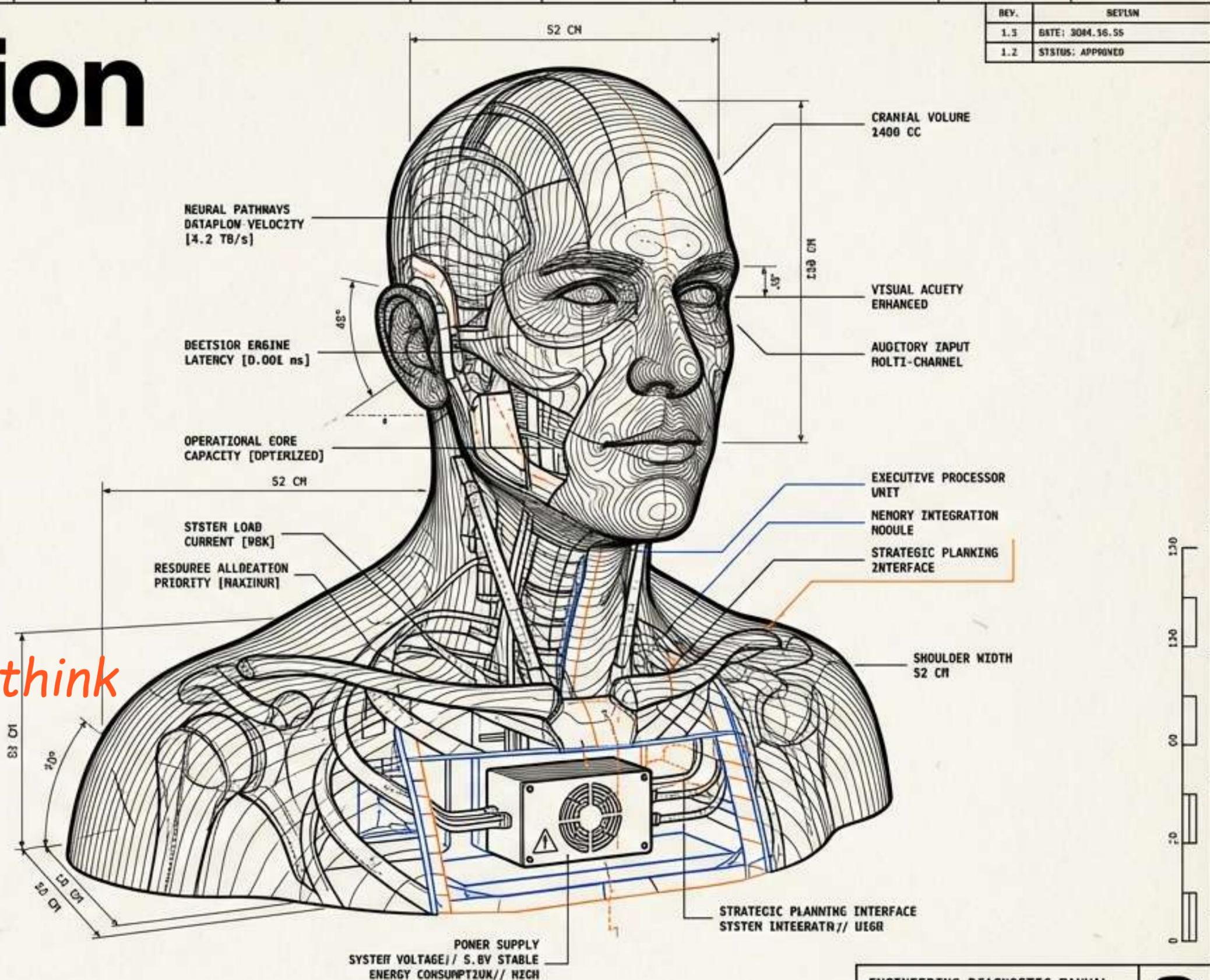
Deconstructing the operating system of Revolut's \$75B founder.

Revolut is bigger than you think (and Storonsky especially)

<https://l.solodkiy.cv/storonsky>

REV.	DATE	STATUS
1.3	2024.10.15	APPROVED

LEGEND	
—	PRIMARY STRUCTURE
- - -	HIDDEN/SECONDARY SYSTEM
.....	DATA PATH
—	NETWORKING/CRITICAL
—	DATA FLOW



ENGINEERING DIAGNOSTIC MANUAL
DOCUMENT ID: R75B-EXEC-2024
CLASSIFIED LEVEL: ULTRA

