

## ARUN KUMAR

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An accomplished investment and strategy professional with over 13 years of experience in emerging markets (US, India, Middle East, Africa and Latin America) coupled with Wall Street exposure across industries.

### PROFESSIONAL EXPERIENCE

#### PE Firm, New York

9/2016 – Present

##### Investment Advisory

- Currently working on buy-side & capital raising transactions in the chemicals, metal, agriculture, fund of funds, fin-tech, power industries etc.
- Preparing detailed financial models including merger and acquisition models and leveraged buyout models.
- Valuing entities using discounted cash flow, comparable analysis, precedent transactions and other various valuation methodologies.
- Creating various investment memorandums presenting opportunities to potential investor and clients.

##### Selected transactions include:

*Buy-side M&A for US\$50mn acquisition of US based NASDAQ listed technology company by a private Chinese consortium (Closed)*

- Built financial models projecting company's income statement, cash flow statement, and balance sheet as well as depreciation and working capital schedules.
- Conducted valuation analyses, including analyzing comparable companies, precedent transactions and building discounted cash flow models: analysis resulted in valuation between US\$39mn - \$42mn.

*US\$3.5B targeted LBO global consumer branded food company (In process)*

- Attended meetings with potential investors to complete the consortium to acquire target.
- Conducted research on industry, competitors, expected synergies, and historical prices per ton.
- Updated price growth assumptions within LBO model.
- Base case returns analysis yielded 21.4% IRR based on 12x EBITDA purchase multiple.

#### Frontline Development Partner, Dubai

7/2012 – 8/2016

##### Assistant Vice President (Investment & Strategy)

- Leading the project advisory and M&A services across infrastructure and agriculture in Sub-Saharan Africa with a team of 5 members and direct reporting to the CEO and Chairman.

##### Selected transactions include:

*Debt syndication for sugar project in Tanzania (US\$350mn) and an Airport project (>US\$500mn).*

- Built the full scale the projects financial model and present the proposals to regional and global financial investors.
- Arranged the initial debt of over 50%.

*Equity and Debt funding for US\$50mn, real estate investment opportunities in Mozambique*

- Built the financial model under multiple capital structures, sensitivity analysis to show the impact of scenarios.
- Executed infrastructure advisory projects for Governments of Ivory Coast, Tanzania, Mozambique and Rwanda.
- Received international recognition on advising the World Economic Forum for the Program for Infrastructure Development in Africa projects over US\$1,500mn.

#### Tata Capital Ltd, Mumbai - India

9/2010 – 6/2012

##### Assistant Vice President (Corporate Finance – Infrastructure Business)

- Lead a team of 3 managers for infrastructure projects funding including the origination, credit and risk assessment, disbursement and portfolio management. Sector includes power generation, port, road, real estate and logistics.

##### Selected transactions include:

*Quasi equity projects funding of over US\$ 50mn and debt disbursement of over US\$ 110mn (Close)*

- Built the independent projects financial model and integrated to the holding companies under multiple capital structures, running sensitivity analysis to show the impact of various macroeconomic conditions.
- Presented the proposals to the credit committee and board members.
- Facilitated net interest margins of over 6% across all completed transactions and championed the sanctioning of deals greater than US\$300M.

**Shree Cement Ltd, Delhi – India**

1/2010 - 9/2010

Deputy General Manager (Strategy &amp; Buy-side Investment)

- Responsible to build the corporate investment strategy and drive the investment process from buy side in local infrastructure.

*Acquisition of power project worth US\$ 600mn and US\$ 500mn of road project in India.*

- Prepared detailed financial models using discounted cash flow, and including the comparable analyses.
- Lead due diligence process of the projects through independent experts and presented the final proposals to board.

**Reliance Power Ltd, Mumbai – India**

10/2006 – 1/2010

Manager – Planning, Strategy and Business Development

- Responsible to prepare the business strategy, its execution and conduct the projects commercial and financial due diligence on the targeted infrastructure investment opportunities in public private partnership (PPP) and others.

*Selected transactions include:**Equity raise of US\$ 2,900mn through IPO for power business*

- Built the financial models for the IPO pitch including DCF, precedent transactions and comparable valuation.
- Prepared materials for equity offering and investors presentations, confidential selling memorandums, and internal presentations.

*Built projects portfolio of over US\$ 12,000mn (26,000 MW): revenue generation from zero to over US\$ 1,100mn.*

- Prepared the project competitive bidding financial models across conventional and renewable sector (wind, hydro & solar) including airport, road, port, freeway sea link and real estate.
- Conducted financial analysis using DCF, precedent transactions and comparable companies analyses.
- Performed in-depth industry trends, competition, & potential strategic partners.

**LifeScan: Johnson & Johnson Medical (India), Mumbai – India**

5/2004 - 9/2006

Manager – Business Development

- Spearheaded 6 members team and transformed an underperforming sales territory into one of the most successful in India, with improved channel management, customer service and brand recognition facilitating annual sales growth of >50%.
- Recognized with rapid promotion to Territory Manager and awards as the 2005 Best Debutante, 2006 National Super Sales Achiever and membership of the Fastest Runner Club.

**PRIOR POSITION:** Early career experience gained as Sales Associate with Reliance Communication 2002-2004.**EDUCATION AND PROFESSIONAL DEVELOPMENT**

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Bachelor of Engineering (Electrical) - Maharishi Dayanad University, India – 1996-2000

MBA - DAV Institute of Management, India, 2000 - 2002

*Post Graduate Certificate in Business Management - XLRI, Jamshedpur, India, 2007**New York University, USA - Private Equity & Institutional Real Estate Finance 2016***CONTRIBUTED TO PUBLICATION ON AFRICAN INFRASTRUCTURE DEVELOPMENT;**

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- Project Overview Accelerating Infrastructure Development in Africa; Jun2015
- African Strategic Infrastructure Initiative (ASII) Managing Transnational Infrastructure Programmes in Africa
- Industry Partnership Meeting for Infrastructure & Urban Development Industries - ASII - May 2014:
- Strategic Infrastructure and Real Estate in Dubai
- ASII - A Principled Approach to Infrastructure Project Preparation Facilities

**INTERESTS:**

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Investing, reading on Emerging Markets, Infrastructure Finance, Strategy, Business Models etc.