



To Whom It May Concern:

This is to state that I have known **Ajay kumar Naik R** for past months, working as an Investment Banking Analyst on the Finlatics Investment Banking Experience Program. FincruX is recognised as a 'Start - Up' by Department of Industry & Internal Trade (DPIIT), Ministry of Commerce & Industry, Government of India. It is one of start - ups selected for the prestigious incubation program at Atal Incubation Centre - NMIMS, supported by the Atal Innovation Mission, under the aegis of NITI Aayog, Government of India

I was supervising **Ajay kumar Naik R** for the Finlatics Investment Banking Experience Program. I found **Ajay kumar Naik R** to be very diligent and hardworking Investment Banking Analyst. **Ajay kumar Naik R** has deep interests in private equity and has a unique way of looking at PE caselets. The Investment Banking Analyst role was aimed at presenting project reports on Founder Profiling, Convertible Note based Investing, Customer Lifetime Value & Customer Acquisition Cost based Modelling, Setting up of a Private Equity Fund, and Analysing Exit Strategies of PE Funds. Case analysis conducted by **Ajay kumar Naik R** on the project reports showcase understanding of market conditions and ability to map potential of start-up ideas.

Ajay kumar Naik R is an able analyst & learner and has huge interests in the Private Equity & Venture Capital domain.

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