

Brite Jackson

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To whosoever it may concern

This is to certify that Saumitra Panchal was employed with Letrim Intelligence Services Private Limited formerly known as Merit Software Services (P) Ltd from 14/11/2017 to 03/06/2019 as Research Analyst, with a workload of 45 hours per week.

Saumitra was part of the research team that catered to a leading retail research and advisory business based in the UK. In his capacity as a Research Analyst Saumitra's duties and responsibilities were as follows:

- Responsible for the execution and maintenance of financial data of retailers, working with a team of analysts based in the UK, US, and Germany.
- Updated and maintained the client's back-end retail database, which held 20 years of data for more than 2,000 retailers across more than 160 markets.
- Managed updates of global retailer data, featuring financial, strategic, marketing, forecasting & performance-related data using secondary research.
- Researched retailer's financial results and used them to create models which then predicted retail KPIs including sales, same-store growth, and store openings, among others.
- Extensively used Excel, VBA and Macros to build financial models.
- Liaised with clients on a daily basis.

In my individual capacity, I can personally attest to Saumitra's good performance and work ethic during his tenure with Letrim. Saumitra consistently exhibited a high level of dedication, accountability, and ownership in his role as a Research Analyst. He took on his tasks with utmost professionalism and consistently delivered the desired results. Saumitra's commitment towards his work made him a valuable asset to our team.

Brite Jackson

Sr. Manager, Business Solutions and Transition

A handwritten signature in black ink, appearing to read 'P. Jackson', with a horizontal line drawn underneath the name.