

# Manjul Verma

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## PROFESSIONAL SUMMARY

Valuation professional with 7+ years' experience managing \$1B+ tangible asset portfolios (plant, machinery, equipment, and real estate) across global markets. Expert in cost, market, and income-based valuation approaches, with deep IFRS and US GAAP expertise. Proven ability to lead cross-functional teams, drive process improvements, and deliver actionable insights to auditors, investors, and senior management with accuracy and efficiency. Recognized for innovation, high-impact communication, and accelerating project delivery with high accuracy and consistency levels.

## KEY PROJECT HIGHLIGHTS

- Led valuation of \$250M industrial assets across 10 countries, guiding a cross-border acquisition and ensuring accurate deal structuring.
- Directed insurance valuation of \$400M+ plant and equipment across 16 Middle Eastern sites, mitigating client risk exposure and optimizing coverage.
- Built automated data model in Power Query to process 100K+ asset records, improving accuracy and scalability of large-scale valuation projects.
- Reduced analysis time by 20% by integrating AI-enabled research tools to source industry benchmarks and verified pricing data, accelerating client-ready insights.

## CORE COMPETENCIES

- Tangible Asset Valuation (Plant, Machinery, Equipment, Real Estate)
- Valuation Methodologies: Cost Approach, Market Approach, DCF for income producing tangible assets (Renewable / Non-Renewable energy producing units, Real Estate)
- Purchase Price Allocation (PPA) & Impairment Testing
- Liquidation Valuation, Replacement Cost for insurance purpose, Cost of disposal
- Audit Support & Financial Reporting (IFRS, IND-AS, US GAAP)
- Industry research, Local Indices sourcing
- Fixed Asset Management & Capital Budgeting
- Technical Due Diligence & Deal Advisory Support
- Team Leadership & Project Management
- Advanced Financial Modelling (Excel, Power Query, PowerBI, Alteryx)
- Strategic business writing & structured presentation using ThinkCell
- Autocad, Solid Works, SAP (PM & MM module), Microsoft office

## **PROFESSIONAL EXPERIENCE**

### **Deputy Manager – Tangible Asset Valuation**

*Deloitte FA-ICC, Gurugram / Jan 2023 – Present*

- Led valuation of \$500M+ tangible assets across Canada, Germany, and the Middle East for financial reporting, M&A, and insurance mandates.
- Directed team of 3 analysts, introducing standardized templates that cut valuation turnaround time by 15%.
- Partnered with Big 4 auditors to resolve complex valuation queries, achieving zero major audit adjustments over 3 consecutive years.
- Oversaw impairment reviews and PPA analyses for cross-border acquisitions, ensuring compliance with IFRS 13 and local GAAP standards.
- Developed industry-specific valuation databases (replacement cost, market value) using Google research and Deloitte AI tools with source cross-referencing.
- Boosted analysis speed by 30%, enabling more agile go-to-market strategies through enhanced data accessibility.

### **Assistant Manager – Tangible Assets Valuation**

*Ernst & Young – Global Delivery Services, Noida / Oct 2021 – Dec 2022*

- Managed valuation of \$500M+ assets (machinery, plants, and real estate) across USA, Japan, and Middle East, applying cost and market-based methods to assess deal integrity and reputational risks.
- Designed valuation dashboards tracking metrics, trends, and asset lifecycles across geographies, enabling macro risk profiling and strategic market comparisons.
- Supported deal advisory due diligence, uncovering \$25M in under-reported asset values and strengthening client negotiation positions.

### **Assistant Manager – Tangible Assets Valuation**

*RBSA Valuation Advisors LLP, Ahemdabad / Jul 2018 – Oct 2021*

- Performed technical and financial valuation of heavy equipment, infrastructure, and real estate, developing cost- and market-based models to support statutory reporting.
- Collaborated with engineering and operations teams to collect technical data and conduct insurance asset valuations, reducing annual premium outflows by 8%.

### **Product Application Manager – Waste Water Treatment Plant**

*Fairfield and Powerdrive Technology Pvt. Ltd., Ahemdabad / Jul 2016 – Apr 2018*

### **Maintenance Engineer – Cement Plant**

*UltraTech Cement Ltd., Nimach / Aug 2010 – Aug 2014*

## **EDUCATION**

Master's in Engineering (2016, BITS Pilani)

Bachelor's in Engineering (2010, Maharana Pratap University of Agriculture and Technology)

## **CERTIFICATIONS**

Lean Six Sigma – Green Belt (2016, KPMG)