






# Puneet Maheshwari

Investor Relation | Corporate Strategy



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## Profile Summary

- A consummate Innovation & Transformation Specialist, offering over 14 years of experience in improving the organization’s financial functions to acknowledge previous touchpoints through Relationship Development New Concept Ideation, Change Management, & Diversity Inclusion
- Leading strategic game changer transformational functions entailing business excellence, operating model review, & establishment of Center of Excellence; championing these initiatives in collaboration with various teams/stakeholder
- **Thought leader** who has excelled in collaborating cross-functionally to introduce **agility** in corporate activities to effectuate effective decision-making
- A **doer**, Forward-focused individual, putting forth dynamic, result-focus, & data-backed
- Heading a range of mandates to influence & persuade the C-suites & top-most leadership for process transition, steering project plans, and delivering on mission-critical targets
- **Entrepreneurial blend** with a track record of setting up new departments, teams, & verticals for operational, financial & market readiness along with continuous improvement
- **Project Leader**, managing high-impact projects: Scope management, activity sequencing, effort & cost estimation, risk analysis to quality deliverables
- Specialist in **Capital Market**, Equity Research, Valuation Technique for fair valuation & recommendations
- Strengthening **investor’s relationship** by assisting them in making an informed decision regarding the company’s equity
- Steering credit analysis for risk adjustment to improve corporate **credit rating**

## Career Timeline



## Core Competencies

Corporate Strategy Management	Investors Relationship	Market Research
Client/Stakeholder Management	Business Finance & Project Management	Process Enhancement
New Concept Development	Strong Analytical & Logical reasoning	Cross-functional Coordination
Excellent communication	Financial Analysis & Forecasts	Team Player
Business Model Review	Equity & Capital Valuation	Strategic Roadmap Planning

## Education

- ICFAI University, Hyderabad, University of Allahabad
- Masters in Finance from University/Institute
- B.Com. from University/Institute

## Certifications

- Cleared Level 1 of the CFA Program (CFA Institute, USA)
- NSE-NCFM Certification in Capital and Derivatives Markets

## Notable Accomplishments

### With Shalby Ltd.

- Doubled the sell side coverage and brought ace investors in the shareholding of Shalby Ltd.
- Upgraded credit rating of Shalby Ltd with one notch upgrade to A+ (Stable) from A (Stable).
- Introduced sustainability practices and published first report under Environment, Social and Governance (ESG) framework.
- Effectively executed 50+ rating assignments with turnover ranging from USD 20mn to USD 1bn
- Co-authored a report on “FDI in Indian Insurance” and “OTC derivatives market- a new beginning”
- Guest speaker in various B school business forums on topics like financial market, analysis, and research and business strategy

## Entrepreneurial Venture

### Aug'19-May'21: Analytics Edge Consultants Pvt. Ltd., Ahmedabad

#### Key Result Areas:

- Provided financial rating advisory and management consultancy to SMEs
- Established Business Learning as a brand in Learning & Development industry through Gamification based business training programs
- Engaged in designing and delivered 40+ training program to management graduates and corporates under business learning & development solutions
- Bridging the gap between corporate demand and student's skills by conducting these training program aims to learn the participants about business planning & analysis, operational analysis & strategy, profitability analysis, cash flow management, financing and investment decision making and optimizing productivity

## Work Experience

### Shalby Ltd., Ahmedabad

May'21 - Present

#### Growth Path:

May'21-Dec'21: Sr. Manager / Jan'22: Assistant General Manager

#### Key Result Areas:

##### Investor Relations

- Developed sound understanding of the industry environment and company strategy & performance to comment externally.
- Built an investor targeting program to find potential new investors while supporting current investors.
- Establish and maintain relationships with analysts and investors and conduct regular meeting to address their queries
- Benchmarking investor relations practices and improvising the quality of investor communication
- Representing company in the conferences, arranging roadshows, creating presentations, earnings releases, and other communication materials
- Preparing management transcripts, call Tracks and Frequently Asked Questions with answers
- Managing investor relations portion of the company web site.
- Tracking industry, monitoring analyst reports and summarizing them for the senior management.
- End-to-end development of Sustainability Report and setting up the targets by monitoring, collation & reporting of data

##### Corporate Strategy (From Vice- Chairman and President's Office)

- Converging in asset acquisition of Implant business based in the USA (USD 11.45mn), and helped in various process to complete the transactions like financial & management due diligence, stock valuation & report, & so on
- Assisted in developing 5-year strategic playbook for Shalby Advanced Technologies, Inc (Implant business)
- Streamlined several process like banking, funding, management personnel and preparing strategic roadmap documents
- Identifying & evaluating various business opportunities domestic and international in hospital and medical devices space
- Co-coordinating & developing relationships with various SBU heads; preparing insightful reports as a part of monthly senior management meetings of India & US
- Preparing business projections and managing corporate credit rating of the organization
- Successfully launched Implant business website and created social media presence under digital marketing initiative
- Writing business and strategy articles to help PR team and Presenting management in industry bodies like FICCI, CII and etc.

### CARE Ratings Ltd., Ahmedabad as Deputy Manager (LME) Division

May'16 - Jul'19

#### Key result Areas:

- Assigning credit rating by undergoing rigorous credit risk analysis including company's financial performance annually and quarterly, liquidity analysis, examining debt covenants, business performance also peer benchmarking.
- Interaction with companies' management and visiting their manufacturing facilities to understand their business model, operations, and strategies.
- Ensuring strict adherence to timelines and maintaining a high quality of analysis.
- Handling assignments for companies of various sectors/industries like Natural Gas, Renewable energy, Real Estate, Ceramic

- tiles, Gems & Jewelry, Non-Banking Finance Companies (NBFC) & Micro Financial Institutions (MFIs)
- Keeping track of changes in the above sectors/industries and analyzing the impact of the same on clients
- Conducted various training program on credit risk and mentored junior analyst on various assignments

### CRISIL Ltd. (A Standard & Poor's Company), Mumbai as Sr. Research Analyst (BFSI)

May'11 - May'16

Client- Bank Of America Merrill Lynch (UK)

#### Result Areas:

- Role involved in Financial Modelling—profit and loss (P&L) forecasting, balance sheet & cash flow analysis and company valuation (Discounted Cash Flow and related valuation)
- Analyzing company's quarterly and annual earnings, writing short/flash notes and assisting in preparing earning release/notes
- Working on industry research reports including thematic reports/analysis based on the performance of the sector/companies.
- Attending company earning, investor and analyst calls
- Maintaining and enhancing databases to help understand the sectoral trends.
- Hands on experience with working on databases like Bloomberg, Data Stream, Reuters
- Onsite (London) experience to work more closely with client to have better understanding and relationship.
- Mentoring and managing a team of junior analysts

## Previous Experience

### Capgemini India Pvt. Ltd., Chennai as Associate Consultant (Credit Risk)

Nov'09 - May'11

Client- Standard Chartered (Asia-Pacific) and Société Générale (Europe)

#### Key Result Areas:

- Worked as functional consultant in the software designing and implementation
- Conducted feasibility study on client's requirements for gap analysis; implemented plans to improve the limitations
- Manged business-related issues of credit risk & collateral management teams for applications involved in MTM calculations against the collateral agreements for derivatives trades
- Presented the key functionalities of the product to the clients; training the end users and ensuring the timely completion of the project
- Performed periodical reporting to business head for development in capital market; maintained necessary reports

### Roulac India Investment Advisory Pvt. Ltd., Hyderabad as Research Analyst

Apr'08 - Nov'09

#### Key Result Areas:

- Identified worthy stocks for investment; by monitoring industry trends and following up with the Global and Indian stocks through intense screening methodology
- Developed monthly and quarterly industry specific reports covering various industrial verticals like Cement, Real Estate and Media & Entertainment
- Conducted a detailed analysis of Cement industries in the segmental, competitor and analysis & key growth drivers
- Performed detailed analysis of the stocks assigned with application of ratio analysis, debt & liquidity analysis (credit analysis)
- Monitoring portfolio performances based on various parameters: Treynor's ratio, Sharpe Ratio, Jensen's Alpha, P/E Ratio

## Technical Skills

- Tool / Utilities: MS office App Suites (Word, Excel & PPT)
- Financial Packages: Bloomberg, Datastream, Reuters

## Personal Details

**Languages:** English, Hindi, and Marwari

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