

VAISHALI PARKAR KUMAR

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Tel: +91 9820454757

Mumbai (India)

A highly self-motivated and goal-oriented professional keeping an open frame of mind to learn constantly and deliver. I am returning from an extended maternity leave and are actively seeking a new challenge

PROFESSIONAL CAREER

HIGHLIGHTS

- **MMS(Major – Finance), B.Com with over seven years work experience in the areas of Institutional Equity Research, Industry Research, Expertise in Automobile, Agro chemical, Midcap & Smallcap companies, Complex and Comprehensive Financial Modelling / Analysis and Valuation and Relationship management skills**
- Worked as **Research Analyst** with Bank of Baroda's Capital market arm (**BOB Capital Markets Ltd.**) covering in-depth Indian emerging industries (**Auto and Agrochemical**) and **Midcap & Smallcap companies**.
- **Competent in Identifying investments/emerging themes** in Auto space; make portfolio recommendations and summarising Investment thesis to Investment managers
- Possess good relationship with **MDs, CEO and CFOs** of corporate; gained **in-depth knowledge of sector dynamics** through extensive management interaction and numerous facility visits
- Expert in developing **detail financial/ relative valuation** and project management activities
- **Liaison with the Investment Banking teams** on IPO/PE mandates
- **Developing research ideas** into products and **writing investment analysis reports** for Funds (Earnings, Initiation, Sector Report)
- **Effective presentation skills** with abilities to coordinate within cross-functional teams

AREAS OF EXPOSURE

Industry Analysis, Equity Research & Valuation, Investor Relation, Asset Management, Asset Allocation, Fundamental Research, Financial Modelling, Private Equity, Investment Banking, Advisory

Financial Analysis

- Performing analytical review of financial operations of the process; interpreting financial data for determining past financial performance and projecting the financials
- Conducting fundamental research, constructing valuation models and preparing research notes
- Devised revenue models and analyzed news, events, and quarterly updates.

Industry, Equity Research & Risk Reward analysis

- Market analysis to assess prevalent financial & economic environment, identify business risks
- Assessing financial & economic environment to ascertain the most profitable investments suitable for sale / buy; performing analytical review of investment guidelines provided by the investors' along with the financial operations of the company.

Business and Investor Relationship Management

- Interfacing with Investors for understanding their requirements & suggesting the most viable solutions
- Building and maintaining healthy business relations with Investors and corporate

Investment Advisory

- Analysing processes, conducting benchmarking study / trend analysis and using various business tools to assist the critical decision making process.
- Conducting project feasibility studies and preparing reports to assess the financial viability of new projects, predictable cash flow & growth opportunities.

SKILLS & APTITUDE

Quantitative Analysis, Strong analytical skills and ability to grasp issues faster; Effective interpersonal skills, critical thinking, active listening

A team player with strong leadership skills; Desire to learn/managing projects independently and grow with the organization

ADDITIONAL INFORMATION

Languages: English (Fluent), Hindi (Fluent), Marathi (Fluent)
Interests: Singing, Travelling

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WORK EXPERIENCE (TOTAL +7 YEARS)

<u>BOB Capital Markets Ltd</u>	(since December 2014 till Present)	Equity Research Analyst; Auto, Agrochemical Mid Cap & Small Cap
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Responsibilities

- Understanding the various facets of different industry
- Writing coverage initiation/Results Preview and Reviews for institutional investors
- Keeping updates and analysis of the investment to the CEOs/Fund managers/Buy-side Analyst and working with fund managers for their queries
- Interacting with senior management of the Auto, Agri and companies under coverage
- Perform detailed Financial Statement Analysis to fundamentally understand the companies and build complex Financial Valuation Models based on DCF and Relative Valuation methods.
- Involved with Investment Banking team for secondary fund raising activities (pitched for QIP of Insecticides India, Salzer Electronics)
- Published initiating coverage reports on 14 companies 1) TVS Motors, 2) Insecticides India, 3) Kaveri Seed, 4) Dhanuka Agritech, 5) PI Industries, 6) Rallis India, 7) EPC Industrie 8) Nitin Fire Protection Industries, 9) Salzer Electronics, 10) Kalyani Steel 11) Arcotech Ltd, 12) Zen Technologies, 13) Hester Biosciences 14) Goodluck Steel and Tube Ltd.; soft coverage Companies: 1) Bajaj Auto, 2) Hero MotoCorp, 3) Maruti Suzuki, 4) Tata Motors, 5) Ashok Leyland, 6) M&M
- Assisted Bank of Baroda MD's office in credit appraisal exercise for many companies in Agriculture space.
- Prepared reports for Bank of Baroda on various sectors like power generation sector, state electricity board
- Analysed Road and Steel portfolio of Bank of Baroda and prepared a detailed report with recommendations on the same
- Co-Heading the research department and guiding on financial modelling, building projections and report writing.
- Writing a view about the global and domestic market in the daily morning note.
- Some of the Roadshows/ Conference call arranged for the companies like Salzer Electronics, Zen Technologies, Arcotech Ltd, Hester Biosciences

On field experience & Learning's

- Interacted with farmers for understanding the agrochemical dynamics in farm and importance of drip irrigation
- Interacted with Gujarat and Maharashtra Irrigation department official to understand the subsidy dynamics in Irrigation sector
- Helped in doing primary research in footwear industry and contraceptive industry
- Had visited two wheelers dealers to understand the trend and the industry for two wheelers
- Had visited different toll collection points to understand the toll collection infrastructure and current situation of toll collection companies for Bank of Baroda

Achievements

- Ranked 12th in Asia Money for Technology Hardware & Equipment; 2015
- Ranked 40th in Asia Money for Software, Internet & Services; 2015
- Ranked 48th in Asia Money for Best Small Cap Analyst; 2015
- Received Global recognition from buy side funds through Thomson Reuters and Factset France
- Received incoming calls from renowned institutes like **Mirae Asset Global Investments, KOREA, Mandala Capital Mauritius, Nalanda Capital Singapore**

<u>SBICAP Securities Ltd</u>	(since April 2010 till September 2012)	Equity Research Associate; Auto – India
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Responsibilities

- Understanding the various facets of the Auto industry with India focus including the regulatory environment
- Writing coverage initiation/Results Preview and Reviews for institutional investors
- Keeping updates and analysis of the investment to the Fund managers/Buy-side Analyst and handling their request.
- Interacting with the senior management of Automobile companies
- Perform detailed Financial Statement Analysis to fundamentally understand the companies and build complex Financial Valuation Models based on DCF and Relative Valuation methods.
- Involved with Investment Banking team for fund raising activities (Innoventive Industries Ltd)
- Published reports with initiation on Mahindra & Mahindra, Ashok Leyland, TVS Motors, Bajaj Auto, Hero MotoCorp Soft coverage companies: Tata Motors, Maruti Suzuki

On field experience & Learning's

- Surveyed Two-wheeler dealers across Mumbai in May 2010 and May 2012

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Mumbai (India)

Modern shares and Stock Brokers Ltd. (Since June 2007)

Equity Research –Oil &Gas/Auto- India

Responsibilities

- Discussing research ideas with the Senior analyst, developing ideas in products and writing reports
- Perform independent research and analysis of existing and prospective investments and de-mystify them in crisp reports (Coverage initiation)
- Participate in the investment research meetings and present investment conclusion
- Interacting with the management of companies to gain thorough understanding of industry dynamics, technological and operational aspects.
- Companies under coverage (non-rated):
Oil &Gas: IOCL, BPCL, HPCL
Automobile: Maruti Suzuki, M&M, Tata Motors, Ashok Leyland, Hero Honda, Bajaj Auto, TVS Motors

EDUCATION

- 2007 MMS (Finance), Class I- Jankidevi Bajaj Institute of Management Studies, SNDT University, Mumbai, India
2003 Bachelor of Commerce, Class I- K.M.College of Commerce, Mumbai, India
2000 HSC, K.M.College of Commerce, Mumbai, India
1998 SSC, Sopara English School, Nallasopara, Thane, India

ACHIEVEMENTS & EXTRA CURRICULAR ACTIVITIES

- Holding NISM's 'Research Analyst certification'
- Managing Funds of PARKAR ASSOCIATES

REFERENCES

- 1) Purvesh Shelatkar (Head of Equity- BOB Capital)
- 2) Sanjeev Patkar (FM- SBI MF)