

Mohit Rastogi

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B. Tech, MBA from IIM with 9 year post MBA work experience in
Corporate strategy, Investor relations, Business analysis & Fixed Income analysis

EDUCATION

Year	Degree	Stream	Institute
2013	PGDM (MBA full time)	Finance & Strategy	Indian Institute of Management (IIM Kashipur)
2010	B. Tech	Mechanical Engineering	H.B.T.I. Kanpur
2005	12 th	Science	K.C.M. Public School
2003	10 th	Science	K.C.M. Public School

ACADEMIC ACHIEVEMENTS

- Achieved **99.52 overall percentile in CAT 2010** (out of 2,04,000 aspirants)
Among **top 0.5%** candidates in Verbal Ability and **top 0.6 %** in Quantitative Ability section in CAT 2010
- Top 20 out of 450 students in B. Tech first year eligible for branch change. Selected for branch change from biochemical to mechanical engineering in 2007

PROJECTS / COURSES / CERTIFICATIONS

- Financial Risk Management FRM Level 1 cleared with highest quartile in Nov'21**
- Chartered Financial Analyst CFA Level 1 cleared in April'22**
- Financial Market Analysis by IMF | November 2020
- NISM certified research analyst – Dec 21
- DMRC Reliance - Airport Metro Express: Problem identification and possible revival strategies
Guide: Prof. V. Ranganathan, IIM Bangalore | Oct '12 – Dec '12
- Inflation measurement issues in India
Guide: Prof. Sanjay Singh IIM Lucknow | Oct '11- Dec '11

RESEARCH

- Multi factor macroeconomic model to set capital market expectation**
Guide: Prof. K.N. Badhani, IIM Kashipur | Oct '12 – Feb '13
Explained cross sectional variations of stock returns using Inflation, IIP, Exchange rate, Term structure of interest rate and market index data

WORK EXPERIENCE**9 year post MBA**

Poonawalla Fincorp Ltd	Team Lead – IR (GM)	Jan'22 – Present
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Aditya Birla Finance Ltd	Team Lead – IR	July '19 - Jan'22
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Key responsibilities

- Reporting to CFO | Driving projects and initiatives coming under ambit of CFO office**
- Improved financial reporting through sharper communication & deeper analysis: Introduction of PPOP metric, Normalized NIM, DuPont analysis, Leverage & Liquidity impact on NIM in Chairman PPT, Board PPT
- Benchmarking 360-degree view of business e.g., Financials, RoE tree, Asset quality, collection efficiency, Business models & their shifts through **competitive intelligence** and analyst query resolution
- Preparing investor presentation, board & strategic decks | Business P&L planning for short & long term
- Conceptualized definition, computation, and methodology of Asset quality metrics viz collection efficiency
- Awarded Young Achiever of the Year - FY21 | Awarded highest performance rating during FY21**

Key responsibilities

- Preparing investor presentation, answering business queries of investors and analysts, preparing strategy decks, creating shareholding dashboard, and managing IR section of Edelweiss website
- **Conducting hypothesis-based research** to support IR strategy and improve communication quality
- Supporting fund raise activities; **part of team responsible for successful QIP of 1,500 cr in Nov '17**

Key responsibilities

- Preparing financial presentation & analysis for investor meetings, rating agency reports & Board meetings | Favorably influencing investor perception about organization through appropriate messaging and liaison with analysts/investors and assisting them in financial modelling
- Special financial and business-related studies and work with other departments in preparing analysis
- Assist senior leadership in decision making, conceptualizing, and preparing decks
- Supporting new business growth with financial projections, budgeting, and annual operating plan

Key projects and achievements

- **Successful completion of Rs 6,057 crore IPO of ICICI Prudential; first life insurance IPO of India**
Responsible for drafting the business section of RHP, finalizing due diligence with BRLMs and lawyers, conducting investor roadshows and explaining financials, business operations, strategy to the investors' community
- **Key member of the team responsible for Rs 1,950 cr stake sale between ICICI bank, Premji invest and Temasek**
- ICICI Prudential 2014 annual report won ICAI gold medal for 'Excellence in financial reporting'

- Coordinated with NTPC, Bihar state electricity board customers and 5 vendors to expedite delivery of foundation materials to 2*160 MW Power Plant Project site at Kanti, Bihar

POSITION OF RESPONSIBILITY

IIM Kashipur	<ul style="list-style-type: none"> • Designed and created content for IIM Kashipur placement brochure, HR summit, Finance conclave and college website • Founding member 'Quiz Club IIM Kashipur'; ideated and incorporated guidelines for this initiative, charted design and initial model for the club • Sports and Cultural committee member of IIM Kashipur; organized TT competition and cultural festivals
HBTI Kanpur	<ul style="list-style-type: none"> • Founding Editor of HBTI annual students' Magazine 'ZOOM' • Spearheaded the initiative to organize the first technical festival of Mechanical department in HBTI, Mecharnival 2008 • Organizer of Ensparc, HBTI's annual cultural festival

EXTRA CURRICULAR ACHIEVEMENTS

- Finalist of Edelweiss Idol 2018- An intra group talent search competition
- Finalist of 'SARGAM' singing competition in THOMSO – IIT Roorkee inter college national cultural festival in 2008
- 1st prize in solo song and group song category in TAAL-2007, an intra college cultural festival
- 1st prize in solo song and group song category in inter school competitions held at KCM Public school