

Sambhav Upadhyay

(408)-658-4958 | u.sambhav@gmail.com | New York, NY

WORK EXPERIENCE

Berenberg Capital Markets (Joh. Berenberg, Gossler & Co. KG)

New York, NY

Capital Markets Analyst

October 2022 – December 2022

- Invited to join a competitive rotational analyst program at a global investment bank with training in New York and London
- Collaborated with senior executives to discuss valuation methodologies including company comparables and DCF valuation
- Provided innovative insights and investment ideas related to the global investing landscape and recent M&A and IPO deals

Moriah Consulting

Austin, TX

Investment Banking Analyst

February 2021 – February 2022

- Advised clients in the energy and technology industries on M&A activities for private companies in the lower middle market
- Worked full time as a first-year analyst to maintain client relationships, build financial models, and perform due diligence
- Executed deal negotiations for hotel company Lord & Morris on its acquisitions of New York City hotel property for \$20 million

Selected Deal Experience:

- Acquisition of Real Estate Property for \$1 million: Real estate acquisition for In-House private equity portfolio (Closed July 2021)
 - Worked extensively to build a detailed LBO model incorporating renovation cost projections including flooring, walls, exterior, debt service, and projected sale price for ten real estate properties in Missouri
 - Researched financial implications of renovation costs by modeling pro forma financials and projected profit
- Sale of Extreme Shale Performance for \$4 million: Sell-side financial advisor of oil and gas manufacturing company (Pending)
 - Collaborated with senior management to build a DCF model for distressed oil and gas company with projected revenue growth rates, estimated COGS, and estimated EBITDA margin to project future interest coverage ratio
 - Performed financial analysis of leveraged buyouts, pro-forma merger consequences, discounted cash flows and strategic alternative and presented findings to senior management and client company CEO

Restructur Advisors

Austin, TX

Restructuring Associate

June 2021 – August 2021

- Worked full time as a restructuring associate to perform document creation and financial modeling for corporate clients
- Advised MJardin Group through a restructuring and the Companies' Creditors Arrangement Act (CCAA) bankruptcy process
- Assisted clients in optimizing operations and organizational structure which improved long term business outlook

Selected Deal Experience:

- Distressed Sale of MJardin Group, Inc. (MJARF/MJAR.CN): Sell-side financial advisor to MJardin Group (Announced)
 - Collaborated with PwC to provide DIP (Debtor in Possession) Financing and presented post re-org capital structure
 - Recommended cash distributions and equity investments and maximized return on invested capital through debt restructuring and sales of existing assets

EDUCATION

The University of Texas at Austin

Austin, TX

McCombs School of Business

B.B.A. Finance

May 2022

- **Additional Coursework/Certifications:** Harvard Business School Case Studies; MIT Real Estate Investing on Open Courseware; BCG Pricing, IBM AI, and Private Equity & VC on Coursera; Securities Industry Essentials (SIE) by FINRA
- **Leadership Roles & Extracurricular:** JP Morgan Investment Banking Virtual Experience through Forage; Goldman Sachs Investment Banking Workshop; BP Energy Trading Competition 1st Place, Real Estate Case Competition 1st Place

ADDITIONAL

- Working Proficiency in FactSet, Bloomberg Terminal; Proficiency in Python/AI and C++(<http://www.github.com/sambhavu>)
- Native in Hindi, Working Proficiency in Spanish; NBA, Art History, avid tennis player, traveling
- Eligible to work in the U.S. with no restrictions