



# Rajat Gupta

BCom(H), LLB, CA, Cert(Val)

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## Resume Snapshot:

- Chartered Accountant with ~8 years of experience in **Investor relations, M&A, Equity Research, Valuation, Consulting, and development of new financial products** and **3+ years** of internship experience in **financial reporting and analysis**.
- Possess **formative and progressive experience** to a company's earnings process from **Financial Reporting to researching Equities to Investor Relations**.
- **Specialties:** Investor Relations, Valuation, M&A, Report writing, Strategy & Consulting, Financial research & modeling.

## Professional Qualifications:

- ✂ Qualified as **Chartered Accountant** from the '*Institute of Chartered Accountants of India*'. (Nov'10)
- ✂ Completed '**Certificate Course on Valuation**' from the '*Institute of Chartered Accountants of India*'. (May'13) ...(1<sup>st</sup> Attempt)

## Industry Experience:

Jubilant FoodWorks Ltd.	Manager – Investor Relations*	Jun 05, 2018 – Present
Practiced application of IR tools to maximize JFL's market value; generated robust evaluation metrics for the leadership. <b>Key work done:</b>		
<b>Investor Relations</b>	<ul style="list-style-type: none"> <li>➤ Participated in <b>Investor and Analyst interactions/Conferences/Meets</b> highlighting key value drivers of the company (~4 investors/week).</li> <li>➤ <b>Planned maximum impact interactions</b> optimizing investor access to the top management. <b>Positive impact</b> was witnessed in holding% of the investors met.</li> <li>➤ <b>Framed relationships with Sell side analysts</b> acting as primary point of contact; <b>increased analyst coverage by ~10%</b>.</li> <li>➤ <b>Tracked Food Services sector, researching JFL and peers</b>, benchmarking JFL on business/financial parameters.</li> <li>➤ <b>Drove quarterly earnings release for JFL</b> assorting street expectations &amp; strategizing apropos communiqué.</li> <li>➤ <b>Prepared/Edited Earnings Call script - Opening remarks for Management</b> highlighting key themes and business updates for the quarter.</li> <li>➤ <b>Started</b> practice of having a comprehensive yet <b>concise document on expected questions</b> and indicative responses for Earnings Call; covered - News reports, Analyst notes, Meeting QnA, Transcripts etc.</li> </ul>	
<b>M&amp;A</b>	<ul style="list-style-type: none"> <li>➤ <b>Valued potential targets (New Brands/Markets) by building detailed financial models</b> from scratch and summarized findings for <b>presentation to the Board</b>.</li> </ul>	
<b>Strategy and Consulting</b>	<ul style="list-style-type: none"> <li>➤ <b>Initiated several analysis for the leadership</b> including Peer benchmarking, Market sizing and share, FSI players results summary, Street estimates, Post results analysis, Quarterly interactions summary etc.</li> <li>➤ <b>Prepared varied presentations</b> for conferences and meetings with Investors, Domino's international, beverage partner, directors, vendors and for different business initiatives.</li> <li>➤ <b>Liaised with external graphics design agency</b> for completely revamping Company's IR release.</li> </ul>	

\* Received **Gold Award** for **outstanding contribution in the growth projects** and going the extra mile to support the leadership team.

HCL Technologies Ltd.	Associate Manager – Investor Relations	Oct 01, 2014 – Jun 01, 2018
Practiced application of IR tools to maximize HCLT's market value; generated robust evaluation metrics for the leadership; created and reviewed commercial construct of the deals. <b>Key work done:</b>		
<b>Investor Relations</b>	<ul style="list-style-type: none"> <li>➤ <b>Drove quarterly earnings release for HCL</b> assorting street expectations &amp; strategizing apropos communiqué to better connect with the street.</li> <li>➤ <b>Participated in Investor and Analyst interactions/Conferences/Meets</b> assisting senior management in positioning HCL as an attractive investment (~7 investors/week).</li> <li>➤ <b>Tracked Global IT sector, researching HCL and peers</b>, benchmarking HCL on business/financial parameters.</li> <li>➤ <b>Generated management reports on market &amp; business dynamics</b> capturing stock updates, shareholding pattern, market movements, industry trends, and economic undulations.</li> </ul>	
<b>Strategy &amp; Consulting</b>	<ul style="list-style-type: none"> <li>➤ <b>Bonus Issue:</b> Performed a detailed scrip issue analysis advising the Board on Bonus issue; HCLT announced issuance of bonus shares as on Jan 30, 2015.</li> <li>➤ <b>Target Investors:</b> Recommended potential investors for HCL, in each region. Document was used as a guidepost in planning investor interactions in different Geographies.</li> <li>➤ <b>IR Budget:</b> Prepared first activity budget planning the efforts for the next quarter.</li> <li>➤ <b>Quasi-Automated routine MIS reports</b> increasing accuracy and <b>saving &gt;50% of the usual time</b>.</li> <li>➤ <b>Reinitiated IR-Times after ~1 year and expanded it</b> to include new business and financial parameters.</li> <li>➤ <b>Database exposure:</b> Bloomberg, S&amp;P CapIQ</li> </ul>	
<b>Pricing &amp; Deal Evaluation*</b>	<ul style="list-style-type: none"> <li>➤ Developed deal cost models and <b>assessed the financial and commercial viability</b> of the deals.</li> <li>➤ <b>Reviewed contract from commercial perspective</b>.</li> </ul>	

\* Awarded as '**Sales Hero - Best Cross Sell Deal**' for role as Finance Spoc (Pricing Specialist) for a high potential cross sell deal win with one of the clients

Drewry Maritime Equity Research		Sr. Equity Analyst	Nov 15, 2011 – Sep 30, 2014
Covered equity research for global container shipping equities (sector: transportation). Also worked upon intervening business segments (Ports, sector: infrastructure; Others, Transport conglomerates). <b>Key work done:</b>			
Equity Research*	<ul style="list-style-type: none"> <li>➤ <b>Wrote in-depth equity research reports - Initiating coverage<sup>#</sup>.</b> Prepared <b>detailed valuation models from scratch. Identified revenue/cost drivers, led the team</b> on segment wise revenue projections, elaborate cost forecasting, and quarterly modeling.</li> <li>➤ <b>Arrived at stock ratings</b> after estimating 12-month target price <b>through valuation multiples like P/B.</b> Also, adept at <b>DCF, NAV, SOTP</b> and other valuation methodologies. <b>Advocated use of regression models &amp; other statistical techniques</b> to predict target prices and general price movements.</li> <li>➤ <b>Interacted with companies covered, In-house experts and investing community.</b></li> <li>➤ Database exposure: Bloomberg, Clarksons, Alphaliner and Drewry Internal databases.</li> </ul>		
Key Consultancy / Advisory Assignments	<p><b>Container Market Study:</b> Financial member to an industry advisory team constituted to help client in better assessing new post-18,000 teu ship leasing market. Planned and executed research analyzing key players, identifying leasing opportunities and <b>recommending business strategy</b>; completed financial part ahead of time (<b>saving &gt;20% of the allotted time</b>).</p> <p><b>Investee Analysis:</b> Prepared analysis report on a leading global carrier for a Ship investment management company detailing assessment of carrier's competitiveness, SWOT analysis and Short assessment of the global container shipping market.</p> <p><b>Counterparty credit risk assessment:</b> Team member to Counterparty credit risk assessment, for an MNC Bank acting as transaction advisor to an investor willing to invest in a ship leasing company.</p>		
New Product Development	<ul style="list-style-type: none"> <li>➤ <b>Designed Drewry sectoral indices</b> including free float - <b>market cap</b> based and <b>total return</b> Indices. Regularly maintained indices, added/replaced its constituents and <b>made appropriate divisor adjustments.</b></li> <li>➤ Was one of the <b>key constituents in development of 'Valuation matrix' product</b>, a monthly sector specific earnings guide covering all companies.</li> <li>➤ <b>Developed automated fleet valuation model</b> that estimated replacement cost for the entire fleet in a single run (Depreciable replacement cost method).</li> <li>➤ <b>Team member to development of DMER database</b>, identifying input-output requirements, standardizing financial statements, mapping data sources, flows and interrelationships, and interacting with developers.</li> </ul>		

<sup>#</sup> Find me on Bloomberg to read my research.

\* Received a **Letter of Recommendation from Mr. David Wilson, Head of Equity Research, Drewry Maritime Equity Research.**

Apprenticeship:	
Gupta Mann & Associates	Articled Assistant
Aug 01, 2006 – July 31, 2009	
Handled varied practices at 'Gupta Mann & Associates', a diversified professional services firm with four practicing partners.	
Accounts	Prepared complete set of accounts accompanied by detailed notes. Softwares: Tally, Busy, Oracle, others
Taxation	Handled all sorts of tax compliances including preparation and filing of ITRs.
Audit	Tax and Statutory Audits for SMEs like Educational Trusts, NGOs, Manufacturing, and Trading Concerns.
Finance	Prepared models and projections for CMA statements for SMEs like Educational Trusts, Manufacturing Cos.

Academics:				
Course / Study	Name of Institution	Board/University	Year of passing	Score
C.A. (Final) <sup>1</sup>	The Institute of Chartered Accountants of India	The Institute of Chartered Accountants of India	Nov 2010	52.25% [69% in Cost-Mgt, 66% in A/Cs, 63% in Finance]
B.Com (H) <sup>2</sup>	SGTB Khalsa College	Delhi University	2007	72.88% [Distinction in 3 <sup>rd</sup> year]
12th <sup>3,4,5</sup>	SABGSV Ludlow Castle-I	CBSE	2004	86.40% [98% in Maths, 96% in A/Cs]
10th <sup>6</sup>	St. Joseph's Academy	CBSE	2002	85.80% [97% in Maths]

Awards & Distinctions:
<ol style="list-style-type: none"> <li>1. K.V.Chandramouli Memorial Prize for the <b>best paper on Mathematics (ICAI)</b> across ICAI chapters in India and <b>Globe.</b></li> <li>2. <b>Distinction in B.com (h) Final Year</b> from S.G.T.B Khalsa College, North Campus, Delhi University.</li> <li>3. Certificate for <b>Participation in 'International Child Education Summit'</b> chaired by <b>Former President Dr. A.P.J. Abdul Kalam.</b></li> <li>4. Appreciation Certificate for holding <b>1st position</b> in school (<b>XII Commerce</b>).</li> <li>5. Appreciation Certificate for obtaining highest marks in Mathematics (98), Business Studies (82) (XII Commerce).</li> <li>6. Best team award in <b>English debate (X Standard).</b></li> </ol>

Other Qualifications:
<ul style="list-style-type: none"> <li>➤ <b>Bachelors in Law</b> from 'Faculty of Law, Delhi University'.</li> <li>➤ Completed <b>General Management and Communication Skills</b> and <b>Information Technology Training Program</b> from ICAI.</li> <li>➤ Basic Knowledge of <b>SQL, DBMS and VBA.</b></li> </ul>

Date:

Place: Delhi

(Rajat Gupta)