

## **BUSINESS EXPERIENCE**

- Jun 2010 to Present**     **DARWIN GROUP, London, UK**  
**Turnaround Private Equity Firm with \$160 Million AUM**  
**Investment Associate**
- Completed acquisition / disposition of six holiday parks in UK worth a total value of ~\$59 million
  - Raised \$64 million of additional capital to acquire new holiday parks by presenting asset focused opportunities to potential investors
  - Generate and present investment opportunities in holiday parks sector in the UK to the investment committee after conducting strategy, financial as well as business due diligence
  - Develop business strategies for portfolio assets (holiday parks) and monitor progress by liaising with the operating company to ensure that stretch targets are achieved
  - Build corporate valuation model for Darwin Leisure Properties Fund in coordination with auditors to publish NAV on the Channel Island Stock Exchange
- Mar 2007 to Apr 2008**     **MERCURY PARTNERS LLC, Greenwich, CT, USA**  
**Real Estate Hedge Fund & Private Equity Firm with \$2.2 Billion AUM**  
**Associate**
- Primary coverage for real estate markets of India, Australia, Vietnam, Turkey and Russia as well as US healthcare, industrial and net lease real estate companies
  - Analyzed public and private investment opportunities by performing valuation analysis, and company, management and asset due diligence
  - Generated investment ideas that led to successful investments for the funds (over \$40 million of Private Equity and over \$50 million of Hedge Fund investments), including:
    - i. Invested \$5 million in a residential township development company in India
    - ii. Invested \$3 million in a portfolio of four 5-star hotels in Western India
    - iii. Invested over \$30 million in Indian publicly listed real estate and infrastructure companies such as DLF, Unitech, HDIL, Phoenix Mills, GMR, Mundra Port and SEZ, amongst others
  - Spearheaded the listing process of Peak Asia Properties Limited, the first private equity arm of the company, on AIM exchange, UK
  - Led meetings with investors to raise \$100 million for Paddington Properties Limited, the second private equity arm of the company
  - Built a corporate budgeting and investment forecasting model for Paddington Properties Limited in order to price shares for new investors
- Jun 2005 to Mar 2007**     **BANK OF AMERICA, New York, NY, USA**  
**Real Estate & Lodging Investment Banking**  
**Analyst**
- Advised Blackstone on its acquisition of Equity Office Properties Trust for \$39 billion – the then largest LBO and CMBS financed deal
  - Found a JV partner for Duke Realty's \$650 million industrial real estate portfolio
  - Provided fairness opinion for a merger of subsidiaries for a major private REIT
  - Placed over \$1.4 billion of capital market deals including Follow-on Equity, Convertible Preferred Equity, Senior Notes and Convertible Senior Notes offerings
  - Led the group's outsourcing initiative in India by training analysts and liaising between the US and India teams that led to improvement in quality of deliverables

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## **INTERNSHIPS AND PART TIME EXPERIENCE**

- Sep 2009 to Dec 2009**     **FORTUNE ASSET MANAGEMENT, London, UK**  
**Fund Advisory with \$5.5 Billion AUM**  
**Associate – Autumn Term**
- Generated and presented investment ideas to Investment Committee after conducting due diligence on fund managers and peer group reviews
  - Monitored and reported risk analytics on existing and new investments at both the portfolio and manager levels that led to more informed fund allocation decisions
  - Assisted Portfolio Managers in the investment process from idea generation to deal execution
- Jun 2009 to Aug 2009**     **CREDIT SUISSE, Hong Kong, Hong Kong**  
**Equity Research (Property Sector) and Business Management**  
**Summer Associate**
- Built models to analyze the impact of changing market dynamics on sector coverage to re-estimate earnings forecasts and target share price

- Led the effort to initiate monthly research reports on Chinese Investment Properties and property markets of the Top cities in Asia
- Conducted, analyzed and published both the developer and investor survey to understand the market view of Chinese Property sector; the report was published on July 20, 2009
- Generated current and projected capital requirement reports for the firm's Equity Derivatives desk using Basel II Accounting standards which led to better allocation of the firm's resources

**May 2004 to  
Mar 2005**

**BLACKROCK, INC., New York, NY, USA**  
**Portfolio Analytics Group and Pricing Team**  
**Summer Intern and Part-time Analyst**

- Reconciled performance reports of portfolio managers with the client guidelines to ensure compliance
- Generated risk reports for fixed income portfolios of large and mid-size corporate clients
- Reviewed risk reports for exceptions generated on running risk analytics
- Assisted in setting up "Aladdin" account – BlackRock enterprise investment management system that provides front, middle and back office functionality – for PNC Bank

**Nov 2003 to  
May 2004**

**MERRILL LYNCH, New York, NY, USA**  
**Private Client Group**  
**Fall and Spring Semester Intern**

- Reviewed portfolios of individual and small corporate investors to ensure that actual asset / sector allocation matches with client's ideal asset / sector allocations
- Helped in tracking the progress of Beyond Banking effort which is a drive by the firm to attract regular banking business from its trading clients
- Created presentations and assisted the sales manager in pitching to financial planners

**Jun 2003 to  
Oct 2003**

**WADDELL & REED FINANCIAL, Morristown, NJ, USA**  
**Financial Planning Group**  
**Summer Intern**

- Helped in financial planning of individual clients
- Supported financial planners in conducting seminars at various institutions
- Organized weekly training sessions for financial planners

**Feb 2003 to  
May 2003**

**PRUDENTIAL FINANCIAL, Short Hills, NJ, USA**  
**Investment Management Group**  
**Spring Semester Intern**

- Helped in tracking mutual fund portfolios for institutions and individuals
- Led the effort for designing and launching a quarterly newsletter for investors
- Directly supported a financial advisor in preparing weekly stock reports for various clients

**Aug 2001 to  
May 2002**

**RAJEEV SHAH & CO, Mumbai, India**  
**Chartered Accountants**  
**Associate, Income Tax Division**

- Computed basic tax calculations and helped senior staff in reducing client's tax liabilities
- Performed tax audits to ensure compliance with requirements of the CBDT (Indian IRS)
- Conducted research and prepared cases for clients, resulting in successful representation in appeals court

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**EDUCATION**

**2008 - 2010**

**London Business School**  
MBA with Finance Concentration

**2002 – 2005**

**Rutgers University, New Brunswick, USA**  
Bachelor of Arts in Economics, Minor in Math  
Transferred from Narsee Monjee College in Mumbai; Ranked 33<sup>rd</sup> out of 40,000+ students in HSC

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**ADDITIONAL INFORMATION**

- London Business School Clubs: Real Estate (Executive Board), India (Treasurer), Investment Management, Private Equity, Rugby, Pratham (every child in school drive)
- Rutgers University Clubs: Little Investment Bankers of Rutgers (LIBOR), Cricket, India
- NM College Clubs and Inter-college Sports: Computer Society, Cricket, Football, Water-polo
- Diploma in Software Engineering from the National Institute of Information Technology
- Interests: Cricket, Guitar, Adventure Sports, Football and Travelling

**LANGUAGES**

Fluent English, Native Hindi, Native Gujarati, Basic Spanish

**NATIONALITY**

American / Indian