

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

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

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 33rd out of 40,000+ students in HSC

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