



# Rishav Das

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## Summary

CFA Charterholder, financial advisor and business development professional with 6.5 years of experience across Restructuring, Investment Banking, and Energy industry. Proven expertise in areas of Insolvency & Bankruptcy, M&A, and large scale EPC projects across 7 different industries. Adept in managing cross functional teams and driving projects to completion.

## Professional Experience

**Senior Associate | EY India (Debt & Special Situations) | Mumbai**

**Associate | EY India (Debt & Special Situations) | Mumbai**

- Spearheaded the **resolution** of an **INR 1,200 Cr debt**-laden auto firm by running a sell-side investor outreach program, engaging with strategic and financial investors, and running a competitive bid, resulting in a strategic **sale** at **INR 138 Cr**.
- Led the **turnaround** of an **INR 5,600 Cr debt**-laden low-cost carrier by preparing a lender-aligned Information Memorandum, stress-case **financial model**, and phased revival roadmap, resulting in approval of an **interim funding** of INR 450 Cr.
- Optimized **treasury** operations for an Indian airline under insolvency by identifying payment inefficiencies and **restructuring cash flows**, enabling INR 104 Cr of corporate insolvency costs being reimbursed by lenders.
- Led **tariff** and financial **modeling** for ~\$1.2bn utility assets within a \$5.0bn integrated energy project for a Middle Eastern client, enabling commercially viable pricing and **investment approval**.
- Strengthened project bankability for an Energy Producer by structuring long-term Utilities Sale, Power Purchase, and Gas Supply Agreements, and shaping negotiation strategy through formulation of commercially viable principles.

**Business Analyst - M&A | Citigroup (Investment Banking Division) | Mumbai**

- Led precedent **transaction analysis** across \$1.0bn+ in M&A deal structures, assessing **valuation trends**, deal feasibility, and close timelines to benchmark deal terms and support strategic decision-making.
- Led detailed analysis of **M&A deal premiums** relative to pre-rumour pricing and integrated findings into **Comparable Transactions** analysis to refine valuation assessments and benchmark deal premiums across various M&A structures.
- Authored Citi's M&A market summary with insights on **deal trends** and macroeconomic drivers, featured by CNBC, Reuters, Euromoney, and Financial Times, enhancing **client engagement** and firm visibility.
- Published daily intel newsletter based on publicly available situations for potential M&A deals exceeding \$500bn in EV.

**Executive - Business Development | Larsen & Toubro Energy | Mumbai**

**Graduate Engineer Trainee | Larsen & Toubro Energy | Mumbai**

- Led end-to-end **structuring** and negotiation of two INR 350 Cr asset management **contracts** with a leading Indian O&G firm by defining scope feasibility, designing risk allocation frameworks, and finalizing **pricing** and commercial terms.
- **Developed** and delivered cost-plus pricing models and comprehensive **NPV/IRR** evaluations for integrated EPC and O&M projects, aligning multi-stakeholder inputs and securing executive sign-off for competitive bids.
- Led the development of the first integrated **cash flow model** and sensitivity analysis incorporating proportionally allocated risk scores, which became the standard framework for evaluating and **bidding** for subsequent projects.

## Education

**Bachelor of Engineering (Chemical Engineering) - Jadavpur University | India**

**CFA Charterholder - Chartered Financial Analyst Institute | USA**

## Accomplishments

- Fast Track Promotion - Promoted to Senior Associate within 8 months of joining EY India, Mumbai office.
- Led L&T Energy's first-ever bid for an integrated Asset Management project for Cairn Oil & Gas.

## Certifications

- Financial Modeling & Valuation Analyst (FMVA), Corporate Finance Institute, Vancouver, BC, Canada
- Python Programming, Indian School of Ethical Hacking, India

## Extra-Curriculars

- Vertical Head for PEVC/BFSI and selected member (19/157) of the Placement Committee of IIMA MBA - PGPM 2025-26 batch
- Selected for two consecutive years from Howrah District of West Bengal to play in the 83rd and 84th West Bengal State Table Tennis Championships, 2017-18 and 2018-19, organized by the Bengal Table Tennis Association