



Samyak Shah

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Summary

CA and CFA Charterholder with 4+ years of investment banking experience advising 20+ companies on \$500Mn+ potential M&A and fund-raise transactions across India and South Asia. Adept at applying financial acumen and strategic thinking to business planning, cross-functional stakeholder collaboration and execution of complex transactions and strategic initiatives.

Professional Experience

Deloitte Touche Tohmatsu | Mumbai

Senior Associate (Jun '23 – Jan '26) | Associate (Nov '21 – May '23)

- Assisted 20+ companies in M&As and fund-raise (equity and debt) transactions across sectors including BFSI, FinTech, Healthcare, Infrastructure, and Impact investing, having a potential cumulative deal value of \$500 Mn+
- Prepared proposals for 50+ sell-side and fund-raise private market opportunities in India and South Asia
- Involved in end-to-end investment banking process: preparation of deal collaterals, financial modelling, valuation analysis, transaction structuring, investor outreach, due diligence coordination, investor negotiations, and transaction documentation
- Well-acquainted with financial databases like Capital IQ, Bloomberg, Pitchbook, Refinitiv, EMIS, Private Circle, Tracxn, etc.
- Part of a cross-functional team involved in preparing a knowledge paper on 'Emerging trends in banking, insurance & asset management' for one of India's leading industry associations in joint publication with Deloitte in 2024
- Select deal experience:
 - Fund-raise advisory to one of India's Top 5 listed MFIs with AUM of ₹15,000 Cr+ (potential deal size ~₹1,000 Cr):
 - Prepared pitchbook evaluating deal options backed by comprehensive financial analysis leading to conversion into mandate
 - Conducted industry research, peer benchmarking, and regulatory landscaping to prepare industry primer and company teaser
 - Built business plan and financial model for parent company and 2 subsidiaries (MSME lender and home financier); useful for justifying company valuation and deal pricing
 - Cross-border advisory for stake sale of a South Asian MFS provider with revenue of \$50 Mn+ (potential deal size ~\$100 Mn):
 - Prepared teaser and information memorandum covering company strategy, industry landscaping, and competitive analysis
 - Methodically estimated expected market sizing of MFS market in Bangladesh in absence of published industry report; useful for justifying market potential
 - Conducted valuation analysis using DCF and comparables; helpful in deal pricing and client negotiations
 - Coordinated with multiple stakeholders including corporate finance, due diligence and client teams (10+ members) in India and Bangladesh leading to timely delivery under stringent timelines
 - Sell-side advisory for Series B funding of ~\$10 Mn to an emerging FinTech SaaS company:
 - Performed industry landscaping and company screening leading to deal origination of team's first FinTech mandate
 - Prepared deal collaterals including teaser, information memorandum, and financial model; useful for pitching to PEs/VCs
 - Crafted company's GTM strategy and developed valuation benchmarking based on trading and transaction comparables
 - Conducted investor mapping and led investor discussions resulting in term sheet negotiations and start of due diligence phase

Education

- Chartered Accountant (CA) | Institute of Chartered Accountants of India (ICAI)
- Chartered Financial Analyst (CFA) Charterholder | CFA Institute
- Bachelor of Commerce (B. Com) | Mumbai University

Accomplishments and Awards

- Earned fast-track promotion to Senior Associate at Deloitte in 1.5 years (versus an average of 2 years)
- Awarded 'Outstanding Contributor Award' at Deloitte in 2024 (1/80+ professionals) for client commitment
- Awarded 'Best Presenter' at ICAI's Advanced MCS course for effective presentation and communication skills
- Awarded 'Best Student' (1/700+ students) in all three years of graduation for academic and extra-curricular contributions
- First attempt pass-out in all levels of CA and CFA examinations
- Perfect scorer in all six semesters across all years of graduation

Co/Extra-curricular

- Elected as PGPM Academic Affairs Secretary; part of IIM Ahmedabad's 62nd Student Affairs Council
- Event Head at Moneta 2018 (inter-college finance fest); conceptualized and conducted M&A event Synergies
- Student Council Member in final year of graduation; organized multiple sports events at Rapport 2019 (intra-college fest)
- Won gold medals in Mumbai University Inter-College Chess Championships in 2017-18 and 2019-20
- Reached semi-finals of Tata Power Energy Quiz 2012; appeared on ZeeQ's MI FOUR Quiz show in 2013