



Samyak Shah

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Summary

CA and CFA Charterholder with 5+ years of experience in front-end investment banking at Deloitte. Advised on \$500Mn+ M&A and fundraising transactions in diverse sectors across India and South Asia. Skilled in business planning, market assessment, and financial modelling, as well as managing cross-functional C-suite stakeholders and driving complex strategic initiatives.

Professional Experience

Deloitte Touche Tohmatsu | Mumbai

Senior Associate – Investment Banking

Jun 2023 – Jan 2026

Associate – Investment Banking

Nov 2021 – May 2023

- Advised **20+ companies** on M&As and fund-raise (equity / debt) transactions across sectors including BFSI, FinTech, Healthcare, Infrastructure, and Impact investing with a **cumulative deal value of \$500 Mn+**
- Prepared proposals and pitchbooks for **50+** sell-side and fund-raise **opportunities** in India and South Asia for deal origination
- Handled **end-to-end deal execution in client-facing engagements**: marketing collateral creation, business planning, financial modelling, valuation analysis, investor negotiations, due diligence coordination, and transaction structuring
- Co-authored a **knowledge paper** on ‘Emerging trends in banking, insurance and asset management’ published by IMC Chamber of Commerce and Industry as part of Deloitte’s cross-functional team
- Select deal experience:
 - **Fund-raise advisory to India's Top 5 listed MFI (₹15,000 Cr+ AUM and ~₹1,000 Cr deal size):**
 - Built **business plan** and **financial model** for parent and 2 subsidiaries (MSME lender and housing financier) to derive valuation
 - Developed pitchbook proposing deal options based on shareholder dilution and IRR sensitivities, securing **mandate conversion**
 - Conducted industry research, peer benchmarking, and regulatory landscaping to deliver industry primer and company teaser
 - **Cross-border advisory for stake sale of a South Asian MFS player (\$50 Mn+ revenue and ~\$100 Mn deal size):**
 - **Coordinated cross-functional teams (10+ members)** across India and Bangladesh to prepare information memorandum
 - Sized Bangladesh MFS market from **ground up, in the absence of any industry report**, to substantiate growth thesis
 - Derived company valuation and football field analysis using DCF and comparables to support deal pricing and negotiations
 - **Sell-side advisory for Series B funding (~\$10 Mn) to an emerging FinTech SaaS company:**
 - Crafted **GTM strategy** for product-driven expansion and benchmarked valuation using trading and transaction multiples
 - Mapped investor universe and **spearheaded investor discussions** to advanced stages of term sheet negotiation and due diligence
 - Performed industry landscaping and company screening, originating the **team’s first FinTech mandate**

Deloitte Haskins & Sells | Mumbai

Audit Senior – Audit & Assurance

Apr 2020 – Sep 2021

- Conducted statutory audits, limited reviews, and tax audits of **6+ companies** in BFSI, Infrastructure, and Manufacturing sectors
- **Led a 3-member team** in auditing **12 SPVs** for a premier warehouse developer (**₹300 Cr+ revenue**); **drove stakeholder coordination** across India and Singapore, resulting in **6 additional SPV mandates** and winning **Live the Dot Award** at Deloitte
- Executed audits of a listed NBFC (**₹5,000 Cr+ AUM**) and a leading HFC (**₹11,000 Cr+ AUM**), performing substantive testing and analytical procedures validating complex loan books and debt instruments to ensure robust financial reporting

Education

- Chartered Accountant (CA) | Institute of Chartered Accountants of India (ICAI) Jun 2017 – Jul 2021
- Chartered Financial Analyst (CFA) Charterholder | CFA Institute Dec 2019 – Feb 2026
- Bachelor of Commerce (B. Com) | University of Mumbai Jun 2017 – Mar 2020

Accomplishments

- **First attempt pass-out** in all levels of CA and CFA examinations
- Earned **fast-track promotion** to Senior Associate at Deloitte (1.5 years)
- Received **Outstanding Contributor Award** at Deloitte in 2024 (1/80+ professionals) for exceptional performance
- Awarded **Best Presenter** at ICAI’s Advanced MCS course for presentation and communication skills
- Rewarded **Best Student** (1/700+ students) in all three years of graduation for all-round contributions

Extra-curricular

- Elected as **PGPX 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 events at Rapport 2019 (intra-college fest)
- Won **gold medals** in University of Mumbai’s Inter-College Chess Championships in 2017-18 and 2019-20