



U Aditya Kini

E-Mail: x26adityakiniu@iima.ac.in Mobile: +91 9654447616 LinkedIn: www.linkedin.com/in/-aditya-kini

Summary

Chartered Accountant and strategy professional with 5.5 years of experience across Big 4 Management Consulting and Audit. Advised ministries, major PSUs, and marquee private enterprises on corporate strategy, market entry, cost transformation, and regulatory policy across aviation, manufacturing, and infrastructure sectors. Combines rigorous financial and analytical expertise with a structured, data-driven approach to solve complex business challenges and drive measurable impact.

Professional Experience

Consultant – Customer, Strategy and Operations | KPMG India | Gurgaon

Sep'23-Jan'26

Strategy and Corporate Planning:

- Developed a **5-year corporate and commercialisation strategy** for a Middle East Air Navigation Service Provider; defined vision, strategic pillars, and a 2030 roadmap, benchmarked 6 global peers, and quantified **~15% revenue diversification**.
- Benchmarked** the Indian steel industry against **5 countries** on a **10-dimension framework**; insights shaped the **SAIL Chairman's whitepaper**, supporting advocacy for additional import protection and informing government policy discussions.
- Built a **5-year DCF business case** for a 1,000+ FTE Shared Service Centre consolidating Finance, HR, IT, and Admin for two merging firms (40,000+ staff); led diagnostics of 14 finance sub-functions to design the **target operating model**.

Market Entry and Feasibility:

- Built a **10-year feasibility model** for a major international airport's Board evaluating entry into ground handling; sized 250+ workforce and INR 660 Mn capex, benchmarked costs vs incumbents under AERA guidelines, projecting **INR 2.3 Bn NPV**.
- Led a **tourism development study** for a greenfield airport across 12+ state circuits and 150 Mn+ tourists; built demand sizing and geospatial mapping, and **framed a case encouraging government investment** in connectivity and transport access.
- Built **route development and partnership pitch decks** for a greenfield airport, sizing catchment, transfer-traffic, and **market-share potential**; pitched **20+ global airlines and airport operators** to secure long-term network commitments.

Cost Transformation and Operations:

- Led a **turnaround diagnostic** for an **INR 30 Bn integrated services firm**; built a Value Bridge across manpower, billing, and procurement, surfacing **INR 360 Mn+ EBITDA upside** in the Facilities Management and Food Catering verticals.
- Performed a **yield diagnostic** for a palm oil (RBD) refinery; analysed 6 months of daily plant data to isolate input variability (CoV >15%), identifying a 0.3-0.35 pp yield uplift from tighter process control, sized at **INR 170-200 Mn annually**.

Regulatory and Policy Advisory:

- Part of the core team that advised the **Airports Economic Regulatory Authority of India (AERA)** on **reforming airport tariff-setting methodology**; conducted global regulatory benchmarking and assessed depreciation norms, asset useful life, capitalisation policies, and normative OPEX benchmarks, and their **financial impact on tariff outcomes**.
- Structured the **Ministry of Civil Aviation's annual sectoral review** for the **Hon'ble Prime Minister** and NITI Aayog, framing PMO priorities and a 2047 roadmap for India as a global aviation hub under the Atmanirbhar Bharat vision.

Senior/Staff Accountant - Audit and Assurance | B S R & Co. LLP (KPMG India) | Gurgaon

Jul'20-Aug'23

Large-Scale and Listed-Entity Audits:

- Audited a **US-listed** professional services MNC (**US\$7 Bn market cap, US\$5 Bn revenue**) over 3 years, spanning limited reviews, **group reporting**, and **SOX/ICoFR control testing**, alongside **statutory and tax audits** of its 5 Indian subsidiaries.
- Conducted an independent **analytical review of revenue** for an **INR 80 Bn+ FMCG audit**; performed granular brand-level and monthly **revenue variance diagnostics** linking trends to pricing, competitor actions, seasonality, and advertising.

Mid-Size and Sector-Specific Audits:

- Carried out **statutory audit** of an **INR 500 Mn+ aerosol components MNC**; led product- and customer-level sales variance analysis, cut-off and invoice testing, and GST compliance reviews, with primary focus on revenue recognition accuracy.
- Delivered **end-to-end statutory audits** for a software services MNC and a warehousing enterprise.
- Conducted **inventory valuation** for 2 major automobile **OEMs** supplying to large vehicle manufacturers.
- Structured comprehensive audit documentation and plans compliant with **Ind AS, Indian Standards on Auditing (SAs)**, and **PCAOB requirements**, ensuring robust audit evidence, technical compliance, transparency, and quality assurance standards.

Education

Chartered Accountant (CA) (First attempt) – Institute of Chartered Accountants of India | India

Bachelor of Commerce (Honours) – Shaheed Bhagat Singh College, Delhi University | India

Accomplishments and Awards

- **3 KPMG Kudos Awards:** received three spot awards for high-quality delivery under tight deadlines at KPMG India.
- **KPMG Super Team Award:** recognised for on-schedule delivery of one of KPMG's largest audit engagements.
- Secured **3rd rank** for **presentation skills** in the Institute of Chartered Accountants of India's ICITSS-MCS batch NIRC.

License & Certifications

- LinkedIn Learning: Critical Thinking
- LinkedIn Learning: Decision-Making Strategies
- LinkedIn Learning: The Six Biases of Decision-Making
- LinkedIn Learning: Problem-Solving Techniques
- LinkedIn Learning: Solving Business Problems