

## AJIT VIJAY JOSHI

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### PROFESSIONAL EXPERIENCE

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*Extensive experience in private and public securities (equities & debt), real estate and financial advisory*

#### INTEGRATED CAPITAL PJSC

Abu Dhabi, UAE

##### Associate Director

08/14 – Present

- Investment analysis, recommendation and monitoring for a \$500m++ investment portfolio comprising of equities, fixed income and private equity investments.
- Establishment of UAE's first activist investment fund; strategic due diligence to identify undervalued targets and strategies to achieve the targeted turnaround.
- Led various transaction advisory mandates at Integrated Capital, including Etihad and its Equity Partners \$500mn bond
- Implemented portfolio alpha generation strategies such as:
  - Fixed income portfolio yield enhancement via structured products such as CLN, TRS etc., under ISDA framework
- Acquisition of a UAE brokerage firm, post-acquisition integration and long term business strategy planning
- Due diligence and ongoing investment management of Eastern European real estate development projects

#### BANK MUSCAT

Muscat, Oman

##### Manager - Investment Banking

10/12 – 08/14

Managed and executed oil & gas, petchem, contracting and hospitality advisory transactions in excess of US\$ 4.0 billion

- Financial advisory and fund raising of US\$ 625mn for a GCC petrochemicals company
- Financial advisory and fund raising of US\$ 300mn for a leading GCC oil & gas hospitality services company
- Financial advisory and refinancing of US\$ 290mn senior note for a GCC oilfield services company
- Extensive transaction due diligence, including analysis of financial statements and thorough sector/industry review
- Preparation of financial models, info memo, due diligence presentations, term sheets and marketing documents
- Preparation of advisory proposals and presentations to client and prospective client board / C-level executives

##### Manager - Equity Research - (Sectors Coverage: Cement, Contract Services, Shipping, Power)

05/10 – 10/12

Managed sector coverage & equity sales for GCC Cement, Contract Services, Power, and other industrials

- Performed fundamental valuation and due diligence of industry sectors and individual stocks under coverage
- Initiated & maintained research coverage & thematic reports. Built & maintained financial valuation models.
- Performed Equity Sales activity to manage client relationship with asset managers and institutional investors

#### DELOITTE CONSULTING

Hyderabad, India & Belgrade, Serbia

##### Assistant Manager – Consulting

06/07 – 06/08

- Led and delivered 13000+ man-hours (Total: 80000+) business process re-engineering project for US Steel Corp

#### ORACLE CORPORATION

Hyderabad, India

##### IT Senior Consultant

01/04 – 06/07

- Worked as a Senior Consultant with Oracle Corporation eBusiness Suite product development team

### EDUCATION

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#### COLUMBIA BUSINESS SCHOOL (VALUE INVESTING PROGRAM)

New York, USA (06/14)

- Executive education program with a focus on Ben Graham's approach to value investing and capital allocation

#### INDIAN INSTITUTE OF MANAGEMENT LUCKNOW (MBA)

Lucknow, India (06/08 - 03/10)

- Ranked amongst Top 20 selected to IIM Lucknow on the basis of Common Admission Test (CAT), 2007
- Activities: Campus Recruitment Coordinator, Awarded "IIML Lion Award" for outstanding contribution to batch of 2010

#### NIRMA INSTITUTE OF TECHNOLOGY (B.E. / COMPUTER ENGINEERING)

Ahmedabad, India (10/98 – 06/02)

- Activities: Founder & Treasurer – Association of Computer Engineering Students of Nirma Institute

#### ST. XAVIER'S SCHOOL

Gujarat, India

- Physics-Chemistry-Biology-Math (PCBM) Rank: 13 / Overall Rank: 17 out of 25000+ students

### HONORS / EXTRACURRICULAR ACTIVITIES

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- Quizzing – Semi-Finalist – Zonal Tata Crucible Quiz Championship 2009, Lucknow, India (2009)
- Computer Programming – National Winner, National Programming Contest, IIT Kanpur, India (2000)
- Interests: Adventure Sports, Travelling, Cultures, Astronomy, Technology/Computing; Active Quoran