

CA Shaun Pais, CFA – All levels cleared

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Experience

- **NMDC Group | M&A Analyst | Abu Dhabi, UAE | 11/2024 – Present**

- Coordinated cross-functional internal teams (finance, legal, operations) and managed external advisors (Tier 1 investment banks, Big4 auditors, legal and business consultants) throughout complex, cross-border M&A transactions in the EPC sector.
- Participated in negotiations with counterparties to structure deals and agree on key commercial terms, focusing on risk mitigation and value creation for NMDC.
- Contributed to the structuring and financial analysis of M&A transactions by conducting detailed reviews of target company financial statements, building valuation models, and identifying key value drivers and potential risks.
- Oversaw and managed the due diligence process, ensuring timely delivery, comprehensive risk assessment, and effective collaboration between all internal and external stakeholders.
- Reviewed and analyzed transaction documentation (NBOs, SPAs, SHAs, etc.) in collaboration with legal and finance teams to ensure alignment with NMDC's strategic objectives and compliance standards.
- Prepared high-impact presentations and detailed reports for top management and the board of directors, including deal overviews, competitor benchmarking, and M&A market trend analysis.

- **Crisil Limited | Research Analyst | Mumbai, Maharashtra | 05/2023 – 10/2024**

- Conducted valuation of client portfolios such as loans, equities, NCDs, CCPS, OCPS, etc. for financial reporting, bankruptcy code and other purposes
- Valuation of portfolios of Alternative Investment funds (CAT – I and CAT – II)
- Assessing expected credit loss for recovery estimation for default portfolios
- Building and reviewing financial models as per business and industry dynamics
- Creating reports conveying the various rationale and detailing about assumptions, using various valuation techniques such as Discounted Cash Flow (DCF), Comparable Companies Method and Precedent Transaction Method.
- Supporting business development and strategy teams by preparing product brochures, explain methodology and approaching clients
- Responsible for client co-ordination along with keeping good understanding of client requirement, portfolio and methodology
- Developing new products in valuation space for financial reporting, and SEBI requirements.

- **Axience Consulting Private Limited | Financial Market Analyst | Mumbai, Maharashtra | 09/2022 – 04/2023**

- Advised LSE-listed company's renewable energy (Hydro) and logistics subsidiaries in India on sell-side transactions, including updating valuation models and preparing monthly MIS reports.
- Created equity research report for a Saudi Arabian Family office in relation to a company in the electric mobility industry, showcasing research skills and ability to prepare a comprehensive pitch
- Collaborated on a simplified LBO model for Swiss pharmaceutical healthcare company.
- Thoroughly audited a 12-month forecasted budget for a car rental company in Saudi Arabia
- Developed an option pricing model for Tadawul Stock Exchange's single stock options
- Prepared a portfolio performance pitch deck for a Saudi Arabian VC firm, showcasing my expertise in creating effective presentations.

- **Pais Auto Private Limited | Consultant | Mumbai, Maharashtra | 02/2021 – 03/2022**

- Conducted data analysis for vehicle kilometer averages, identifying vulnerable parts and popular vehicle models.
- Made presentations to attract new clients and update existing ones.
- Developed solutions to tackle problems in different departments of the business.
- Drafted legal contract agreements for new client engagements.
- Managed car and bus arrangements for corporate events across India

- **JVJ & Co (Sister concern of Bhuta Shah & Co) | Articled Assistant | Mumbai, Maharashtra | 02/2017 – 04/2020**

- Provided financial modeling and valuation services to logistics and nutrition companies based on estimated fund requirements of \$3m and Rs 5cr respectively
- Prepared credit monitoring arrangements for a super distributor seeking working capital of Rs 2 cr
- Assisted in a business plan to drive organic growth for a start-up and expand distribution network in 7 cities in India and the Middle East
- Prepared monthly MIS reports for a global chemical company's Indian subsidiary and start-ups in mobile accessories and nutrition sectors.
- Maintained accounting and inventory records.
- Prepared financial statements, including Profit and Loss, Balance Sheet, statement of changes in equity, Cash flow statements, and notes to accounts as per IND AS.
- Drafted various legal agreements including partnership, sale and purchase, business transfer, supply and distribution, rent, trust, and trademark assignment agreements

Education

Name of the Institute	Qualification	Year of completion
CFA Institute	CFA – All levels cleared	2023
Institute of Chartered Accountants of India	Chartered Accountant	2022
University of Mumbai	BCom	2017

Skills & Hobbies

- Financial Modelling, Valuation, Bloomberg Terminal, S&P Capital IQ Pro, LSEG Workspace, Traxcn, Tally ERP, Pitchbook, Tableau, Merger Markets
- I'm a very avid reader (attaching my Goodreads for reference - <https://www.goodreads.com/user/show/176722992-shaun-pais>) and a person who loves to travel.