## Raghav Pillay (0274/53)

Sports



WORK EXPERIENCE J.P. Morgan Services India, Mumbai, New York Junior Analyst June'13 – April '15 Roles and Worked as an investment banking analyst with the Corporate Finance Advisory team of New York Responsibility Responsible for creation of end-to-end pitch books and model impact of corporate finance initiatives Leverage Worked on a project to pitch idea of leverage recapitalization as a deterrent to activist investors recapitalization of Recommended debt funded buyback to optimize capital structure and maximize shareholders returns US capital goods Built model to calculate cost of capital and dilution/accretion of EPS due to debt funded buybacks manufacturer Built model to forecast impact on enterprise value and credit rating due to debt funded buybacks Worked on a pitch recommending client to raise capital using tracking stock instead of spin-offs Tracking stock for Performed **SOTP** valuation to demonstrate parent trading at a discount to valuation of subsidiaries Chinese Recommended raising capital against subsidiary that would trade higher multiple compared to parent conglomerate Created model to demonstrate accretion of EPS on buybacks funded by tracking stock proceeds Pitched US corporations to reincorporate in low tax countries by acquiring a foreign company **Corporate Inversion** Created model to compute tax synergies from inversion using NPV analysis and DCF Model of US corporations Quantified total tax synergies from intercompany debt and tax-free repatriation of offshore cash with trapped cash Worked on potential inversion transaction involving a US company and a target based out of Ireland PART-TIME WORK EXPERIENCE 10 Months RPG Data Source Manager June '15 – March '16 Led a team of 40+ members to execute data processing projects for Indian and offshore clients Responsibilities Renegotiate deadlines with clients in case of capacity crunch; Improve efficiency through automation Created a list of potential clients and scheduled appointments through email marketing and cold calls Initiatives Increased revenue by Rs. 12 Lac+ by acquiring two clients; Established contact with 6 new clients **ACADEMIC QUALIFICATIONS** Degree/Examination Board/University %/CGPA Year 2015 CFA level II **CFA** Institute Cleared 2013 B.E. Civil 70.42% SPCE, Mumbai University Vasant Vihar Junior College, Thane 2009 Class XII, Maharashtra State Board 85.17% 2007 Class X, Maharashtra State Board Vasant Vihar High School, Thane 82.15% ACADEMIC DISTINCTIONS AND CO-CURRICULAR ACHIEVEMENTS AIR 1676 out of 2 Lac+ candidates in the Maharashtra CET Exam; Scored 98/100 in Maths (2009) Competitive exams & Secured rank 1 out of 60+ in first year of engineering; 97/100 Mechanics; 92/100 Mathematics (2010) Academic distinctions Received calls from 3 of the top 6 IIMs: IIM C, IIM L, IIM K and converted all 3 (2016) Scored 99.53% ile in CAT 2015; VA:99.57% ile; Among top 840 out of 1.79 Lac students in CAT2015 Financial Engineering and Risk Management certificate course from Columbia University (2014) Certificate course Priced derivatives like forwards, futures, options and swaps; Studied Greeks and delta hedging briefly **CFA Level II** Scored 70%+ in 6/10 subjects; Fixed Income, Corporate Fin, Financial Reporting Analysis (2015) SELECT PROJECTS AND PAPERS Whitepaper on Risk Corporate finance strategies for a strong U.S. Dollar environment (JP Morgan) (2015) Management Recommended operational, financial and strategic initiatives to mitigate extreme currency fluctuations POSITIONS OF RESPONSIBILITY IPM campus Campus coordinator at J.P. Morgan for S.P.C.E students; Organized "Careers in Finance" workshop coordinator (2014) Shared IB experience with students and provided guidance on career options in the Finance sector Head of Finance for cultural festival of SPCE with a budget of Rs. 12 Lac+ and footfall of 1,500+ Head of Finance, Pitched festival to corporates and successfully raised Rs. 2 Lac+ selling stalls and advertising space SPACE (2012) Allocated funds among 20 plus events and acted as link between faculty in charge and event organizers EXTRA CURRICULAR ACHIEVEMENTS Event head, Event head, Truss building competition, NIRMAAN, annual technical festival of SPCE (2011) **NIRMAAN** Organized competition for 50 plus teams from 20+ colleges; Handled budget of Rs. 10,000+ Participated in ideation contest and shortlisted to pitch idea to IB head of J.P. Morgan India (2014) JPM "The Deal" Suggested paint manufacturer to vertically integrate with pigment manufacturer to expand margins competition Valued targets using DCF, trading/transaction comps; Carried out dilution/accretion analysis

Won inter department football tournament and finished first in 5km JPM race at J.P. Morgan (2014)