

# KAUSTUBH WAHAL

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<b>EXPERIENCE</b>	<b>H2C/Fifth Third</b> Healthcare, Investment Banking	<b>Mergers and Acquisitions</b> Managing Director	<b>New York, NY</b> Sep 2021 – Present
	<ul style="list-style-type: none"><li>Developing a Healthcare Services franchise, focusing on Payors, Payor services and Health System Venture Capital</li></ul>		
	<b>MUFG</b> Healthcare, Investment Banking	<b>Corporate Advisory Group</b> Director	<b>New York, NY</b> Aug 2016 – Sep 2020
	<ul style="list-style-type: none"><li>Led Healthcare effort, developed ideas, originated business opportunities, significant focus on healthcare services</li><li>Deep and broad Healthcare sector knowledge and understanding of the landscape, participants and trends</li><li>Led execution of transactions; guided and facilitated seamless internal and external approvals by effectively managing and proactively initiating detailed discussions with lean deal teams; reduced approval time from ~5 days to 8 hours</li><li>Actively engaged with Corporate and Private Equity clients with a focus on C-Suite, Board and Partner level discussions</li><li>Enhanced the level of dialogue with clients by effectively partnering internally and leading with ideas; from &lt;5 C-suite discussions to 50+ C-suite relationships</li><li>Responsible for thoughtful and strategic interactions with clients for origination of event-driven prospects<ul style="list-style-type: none"><li>Actionable and idea-led dialogue with clients regarding organic and inorganic growth strategy &amp; trajectory, capital allocation and deployment, while identifying specific areas of near-term and long-term focus and investment</li></ul></li><li>Deeply involved in talent development and morale enhancement; actively identified and recruited talented individuals, promoted diversity and developed a strong culture focused on healthy client-centric mindset</li></ul>		
	<i>Select Transactions: CD&amp;R/naviHealth, Sponsor/Large Post-Acute Care Solutions company, Sponsors/Corporate/Public Managed Care and Behavioral Health company, Sponsor/DME companies, CIGNA/ExpressScripts, Molina/Magellan Health Plan, Magellan/SWW, Centene/Wellcare, Centene/Fidelis, CVS/Aetna, Wellcare/Meridian, Sponsor/PBM</i>		
	<b>UBS Investment Bank</b> Healthcare, Technology	<b>Mergers &amp; Acquisitions</b> Executive Director	<b>New York, NY</b> Oct 2010 – Jul 2016
	<ul style="list-style-type: none"><li>Devised tactics, developed letters of intent/scripts, reviewed agreements, performed due diligence, synthesized research</li><li>Project lead for execution, including negotiations of M&amp;A transactions, not limited to valuation and contract analysis</li><li>Managed teams, worked closely with clients and internal teams to delve deep into business models and developed strategic, executable ideas for Boards and C-level executives, defensible in client (stakeholder) and UBS discussions</li><li>Actively initiated, lead and participated in discussions with clients, key opinion leaders and other third parties</li><li>Guided and actively worked with lean teams and clients to develop intricate analyses and succinct presentation materials</li><li>Consistently ranked in the top 10% of the promoted classes; actively involved in recruiting and training junior talent</li></ul>		
	<i>Relevant Transactions: Walgreens/RiteAid, IBM/Truven, Aetna/Humana, Large Managed Care Transaction, Trusteer/IBM, Aetna/Coventry, Glenview Capital/Health Management Associates (HMA), Community Health/HMA, Anthem/Simply</i>		
	<b>Lazard Frères</b> Healthcare Group	<b>Investment Banking</b> Associate	<b>New York, NY</b> Nov 2009 – Sept 2010
	<ul style="list-style-type: none"><li>Assisted in origination efforts and lead execution; proactively participated in partner and client discussions</li><li>Developed fundamental analyses: interviewed key opinion leaders, performed valuation and pro forma impact analyses</li><li>Primary focus on Life Sciences and Biotech, Tools &amp; Diagnostics and Services</li><li>Managed day-to-day, internal and external execution aspects of sell-side and buy-side M&amp;A engagements</li></ul>		
	<b>Lehman Brothers</b> Global Healthcare Group	<b>Mergers &amp; Acquisitions</b> 2007 Associate ( <i>Promoted Analyst</i> )	<b>New York, NY</b> Sept 2005 – Jan 2009
	<ul style="list-style-type: none"><li>Proactively worked with multiple teams to develop &amp; execute transactions, advise clients on strategic objectives</li><li>Presented strategic alternatives, including M&amp;A scenarios and multi-faceted financing and capital raising solutions</li><li>Transactions and projects included M&amp;A strategy partnered with equity / equity-linked and debt issuance options</li><li>Provided extensive and robust modeling, valuation and execution support for M&amp;A transactions and related financings</li><li>Designed and prepared management presentations and teasers; conducted extensive due diligence with clients</li><li>Drafted key financial terms of merger agreements and prepared Fairness Opinions with lawyers and clients</li><li>Taught detailed M&amp;A analyses and valuation to incoming 2006 class of Associates and Analysts across the firm</li></ul>		
	<i>Select Transactions: UnitedHealth/Sierra Health, Healthways/LifeMasters, Thermo Electron/Fisher Scientific</i>		
	<b>Citigroup Inc.</b> Global Industrials Group	<b>Investment Banking</b> Analyst	<b>New York, NY</b> Jun 2004 – Sept 2005
	<ul style="list-style-type: none"><li>Developed complex and robust financial valuation models (pro forma merger analysis, DCF analysis, IPO valuation and accretion / (dilution), LBO analysis, comparable companies (trading and precedent transactions) analyses</li><li>Performed extensive company, industry analyses and researched various covered industries and sub-sectors</li><li>Prepared marketing materials and confidential information memoranda; participated in business/financial due diligence</li></ul>		
	<i>Key Transaction: America West Airlines / ATA Airlines</i>		

**EDUCATION** **Bachelor of Science, Finance *Honors*** W. P. Carey School of Business **Arizona State University**  
May 2004 **Bachelor of Science, Economics *Honors*** *Barrett Honors College* Cum Laude, Honors

May 1998 **Bachelor of Science, Zoology *Honors*** Department of Zoology, KMC **University of Delhi, India**

**Thesis:** A Business-restructuring plan for a not-for-profit Organization; ASU Fine Arts Museum

**Thesis:** Effects of External Environment and Policies on the Argentinean Economy

**Non-Profit Business Plan:** Developed a strategic plan to increase the High School graduation rate in the state of Arizona

**LICENSES** NASD: Series 7, Series 63, and Series 79

**INTERNSHIPS** **Valley Ventures** **Scottsdale, AZ**  
Venture Capital Analyst, Intern Feb 2004 – May 2004

- Generated comprehensive reports for solicited and unsolicited investment proposals; researched industry and market data
- Researched, gathered and analyzed materials for presentation to Investors, General Partners and Limited Partners

**Motorola, Inc.** **Phoenix, AZ**  
Semiconductor Products Sector Financial Analyst, Intern Jun 2003 – Sept 2003

- Assisted Controller and Financial Analysts with whole division expense analysis, budget management, resource analysis and reporting
- Developed dynamic and user-friendly financial models

**AWARDS & ACTIVITIES** Dean's Board of Excellence, Dean's List, Rodel Scholar, Graham Dodd Society, Financial Management Association, Business Honors Program, Honors Marketing Association, Coordinator: Ecdysis- Zoological Society, School Prefect and House Captain, Badminton Team Captain, MOTOVATE – LeaderShape, Speaker – Freshman Class: Barrett Honors College, Finance, Mathematics and Economics tutor for a dormitory with approximately 400 students