## **SAIKUMAR** | Principal, YSB

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Investment professional with 13+ years of experience across impact investing and cross-border M&A, with a strong focus on early-stage enterprise development, market creation, and blended finance in emerging markets.

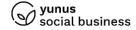
Currently leading investments in climate-smart agriculture, WASH, and circular economy through a catalytic impact fund.

Experienced in working across public-private ecosystems to originate, structure, and scale high-impact opportunities in underserved markets

## **Professional Experience**

• Principal - Investments

Yunus Social Business Fund, Feb 2021 - Present



- o Key Investment Professional of the dedicated WASH and Waste Management AIF
- Led 16+ impact investments totaling INR 32 cr (USD 3.7 mn) impacting 54 k+ lives across rural and semi-urban India – Investments include Virohan (Allied Health Professionals training) and Bridge Labz (IT Skills training)
- Designed and implemented thematic investment strategies for Waste Management and Livelihoods
- Ecosystem engagement via mentoring and training at accelerator & incubation programs with NSRCEL, Upaya Social Ventures and others
- Associate
  - o3 Capital, May 2015 Jan 2021



- Assistance in entire deal lifecycle from deal sourcing, collateral preparation, due diligence, deal structuring, and negotiations
- Sourced and established relationships with over 30 prospective sell companies and buyers in the US and India
- Successful M&A deal closures (not exhaustive):
  - Sell-side: Sale of Synapse Design, US based Semiconductor Design services firm to QuEST
    Global
  - Sell-side: Merger of Innova Solutions, US-based Digital Transformation services company with the ACS Group
  - Buy-side: QuEST Global, a large PE-backed global Engineering Services company on its

## **Key Skills**

- Investment Due Diligence
- Portfolio Monitoring
- Financial Modeling
- Emerging Market Investing
- Stakeholder Engagement
- Deal Structuring

## Education

- CFA Level I, CFA Institute, 2014
- MBA (Finance), Sri Sathya Sai Institute of Higher Learning, CGPA 4.66/5.00 | 2010-12
- B.Com (Hons), Sri Sathya Sai Institute of Higher Learning, CGPA 4.79/5.00 | 2007-10
- Impact Investing: Profit & Purpose (Executive Program), Asha Impact and Jindal Center