

# SAI KUMAR | 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*



- **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