

Karan Goyal

karan.goyal@queensu.ca

EDUCATION

Queen's University Kingston, Canada
Bachelor of Commerce 2018 – Present

- **Academics:** Cumulative GPA of 4.00/4.30; Excellence Scholarship Recipient, Commerce 1993 Award, Chancellor's Award Nominee
- **Relevant Courses:** Introduction to Financial Accounting (A+), Finance II (A), Elements of Computer Science (A+)
- **Other:** Completed the Investment Banking Valuation Program under the guidance of former Donaldson, Lufkin & Jenrette VP Blair Robertson

West Carleton Secondary School Ottawa, Canada
Ontario Secondary School Diploma 2014 – 2018

- Ontario Academic Scholar, Honour Roll with Distinction, Founder of the Entrepreneurship Club and DECA Chapter

PROFESSIONAL EXPERIENCE

Greenhill & Co. Toronto, Canada
Investment Banking Summer Analyst (Mergers & Acquisitions) Summer 2021

- Scheduled to complete a 10-week internship with Greenhill, a leading independent investment bank

InstarAGF Asset Management Toronto, Canada
Private Equity Summer Analyst Summer 2020

- Completed an 18-week internship with InstarAGF, an infrastructure investment fund with ~\$2.3B in AUM; the fund has a focus on middle market alternative investments and mezzanine debt opportunities
- Select Transaction Experience:
 - \$80M+ digital network business
 - Built LBO valuation model, including returns analysis, used to determine initial bid value
 - \$100M+ biogas business
 - Responsible for several diligence streams incl. the review of stakeholder contracts, lease agreements, and government credit pricing
 - Conducted qualitative analysis to create marketing materials for final round partner approval

Turtle Holdings Limited Toronto, Canada
Private Equity Summer Analyst Summer 2019

- Completed a 12-week internship with Turtle Holdings, a family investment office focused on lower-middle market buyouts
- Analyzed future trends and the competitive climate of the logistics industry as part of due diligence for a \$50M+ deal
- Built four LBO models to assess ability-to-pay while maintaining MOIC and IRR thresholds for potential acquisition targets
- Sourced over 1,000 leads for potential acquisitions in Ontario and prepared customized contact approaches for several selected targets

EXTRACURRICULAR ACTIVITIES

Queen's University Investment Counsel (QUIC) Kingston, Canada
Portfolio Manager (Financial Institutions Group) 2019 – Present

- Work with a team of 35 students to manage a ~\$1.8M portfolio of Canadian and U.S. equities on behalf of the Queen's University Endowment Fund and Mackenzie Investments
- Prepare investment memos and reports regarding sector portfolio performance and news events; present findings at QUIC public meetings
- Completed a 16-week summer analyst training program with deliverables due bi-weekly; read extensively and wrote reports on independent investment ideas, market irrationality, economic moats and management incentives
- Presented a detailed M&A analysis on a recent transaction with a team of 4 mock advisors to a panel of institutional investors

Queen's Technology Media Association (QTMA) Kingston, Canada
Business Development Analyst 2020 – Present

- Working with a project team of 6 students to develop and launch an application over the next year

Queen's Trading Committee (QTC) Kingston, Canada
Co-Chair 2018 – Present

- Selected as one of three executive members to lead a team of 20 students and enrich the finance knowledge of the Queen's community
- Directly in charge of running an analyst training program, school-wide trading competition, speaker events, and weekly meetings
- Previous roles include first year representative and analyst

ADDITIONAL INFORMATION

- **Athletics:** Played soccer with the West Ottawa Soccer Club for 7 years and coached a U10 team for 3 years
- **Entrepreneurship:** Created an accessories company and a footwear company that collectively earned \$25,000 in profits from 2013 to 2017
- **Volunteering:** Completed over 250 hours with the Canadian Cancer Society, Chartwell Homes, Heart and Stroke Foundation and WE Charity
- **Interests:** Hiking, sports cars, electric guitar, philosophy, and the National Basketball Association
- **Other:** Goldman Sachs 2020 and 2019 Summer Virtual Insight Series Participant, Capricorn Investment Group Stock Pitch Competition Finalist