

26 June 2025

TO WHOMSOEVER IT MAY CONCERN

This is to confirm that **Mr. Manit Goyal** (Reference ID- **121253**) had interned with **Deloitte Touche Tohmatsu India LLP** from **14 April 2025** to **02 June 2025**. At the time of relieving, he was designated as an **Intern** in the **Strategy & Transactions** department of the **Strategy, Risk & Transactions** function.

Roles and Responsibilities:

- Conducted in-depth **research and analysis of multiple pharmaceutical companies**, including:
 - Examined **past mergers and acquisition (M&A) deals**, evaluating their **impact on shareholder patterns, strategic synergies**, and **post-deal benefits**.
 - Analysed the **product portfolios**, service offerings, and market positioning of the companies to understand competitive advantages and industry trends.
 - Studied **shareholding structures**, identifying key investors and promoters, and assessed implications for control and governance.
- Supported a key client project involving extensive **data compilation and financial reconciliation tasks**, including:
 - Compilation and cross-verification of **pay sheets** and **inventory files**.
 - Preparation of detailed **inventory summaries** to assist in client reporting.
 - **Revenue tagging** and **bank tagging** by matching transactional data with **bank statements** and identifying credit inflows.
 - Mapped **credit revenues** against corresponding **credit balances**, ensuring accuracy and completeness in financial data.
 - Developed a consolidated **credit summary report**, enabling clear financial visibility and decision-making support.
- Independently conducted a **benchmarking study** of two prominent **technology companies**, which involved:
 - Performing deep-dive **industry research and competitive analysis** to assess positioning, performance, and strategic insights.
 - Preparing a professional **PowerPoint presentation deck** summarizing findings and key benchmarking metrics.
 - Delivered the presentation to relevant internal stakeholders, facilitating better understanding of industry trends and aiding comparative analysis with peer tech companies.

This letter is being issued on his request for his **further studies** and must be used only for the mentioned purpose.

For further clarifications, please feel free to contact inemployeebgv@deloitte.com

Yours sincerely,



Badari Narayana (Executive Director-HR)
Authorized Signatory