



Bhadra Kanaiya, CFA

Associate Vice President
Euromax Capital, India

Advising and assisting clients on their international M&As and joint ventures, including raising cross-border equity, debt, and structured finance across a broad spectrum of industries and geographies, is at the core of what Bhadra Kanaiya, CFA, does as associate vice president at Euromax Capital in Mumbai. With clients from Asia, Europe, Africa, and the United States, Bhadra follows all transaction leads, even if it means working across multiple time zones.


“Every transaction is unique in its own way, and hence, my challenge is to position my client with the right transaction coupled with appropriate structure at an acceptable valuation,” he says.

He works with clients interested in acquiring assets in India as well as with Indian companies looking to expand their horizons overseas. When an opportunity is identified, Bhadra works closely with the client on financial modeling to show the returns of the proposed investment, future opportunities, and risks, as well as to find ways to design or structure the deal so as to create a win-win situation for all stakeholders.

“The way you structure a transaction for a client is where the skills of an investment banker are tested,” he says.

Bhadra says good investment bankers should have deep knowledge and understanding of the global capital markets and complex financial products and possess strong global relationships and expert structuring skills.

“I realized that the CFA designation is so critical when you work on cross-border transactions.”

 A commerce graduate of the University of Mumbai and a rank holder company secretary of the Institute of Company Secretaries of India,  Bhadra was attracted by the global aspect of investment banking after working at Tata Group, one of India’s largest conglomerates.

“Investment banking offers an enormous opportunity, where you can build global relationships, work on cross-border transactions, and provide customized solutions to clients,” he says.

His interactions with top management executives at Tata Group inspired him to seek a deeper understanding of international finance and to enroll in the CFA Program.

“I realized that the CFA designation is so critical when you work on cross-border transactions,” Bhadra says. From Tata Group, he moved to Iliad Avenues as an investment banking associate. He later joined Euromax Capital, a London-based boutique investment bank, where he is the only charterholder working for the firm in India.

“The CFA charter differentiates me from others because clients understand that what I bring to the table is not just the relationship but also an understanding of complex products, the financial markets, and also of ethics,” he says. “As a CFA charterholder, when I represent something to a client, he understands that I’m bound by high ethical standards. He has more faith in me than in an MBA graduate.”

With the market being particularly tough for investment banks in recent years, Bhadra says individuals with the right skills and qualifications will be able to survive challenging times and soar in good times.