Asher Mak

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Education

University of Waterloo — **Waterloo, Ontario**
Bachelor of Accounting and Financial Management (3.8/4.0 GPA) — *Sep 2020 – Apr 2025*

Professional Experience

123Dentist Corporation — **Toronto, Ontario**
Corporate Development Analyst (Full-Time) — *Jun 2025 – Present*

- Executed 14 dental acquisitions (C$5M-15M EV; ~C$100M aggregate) from preliminary valuation to closing, spanning financial modeling, financial and legal due diligence, and vendor negotiation support
- Built a post-acquisition forecast model, which projects each deal's EBITDA by adding cost synergies and growth levers to normalized EBITDA, with downside cases and a post-close budget for deal handoff
- Collaborated with the Business Development team to develop an AI-powered lead generation tool expanding the acquisition prospect pipeline by 150+ leads across the Canadian market

Select Transaction:

- **Acquisition of Eastvale Dentistry (EV: C$10M)**
  - Conducted preliminary valuation and drafted deal-specific LOI provisions defining two earnouts and their respective payment triggers, structured to avoid setting a premium price precedent
  - Conducted pro-forma EBITDA analyses, identifying ~C$110K in potential adjustments leveraging supplier reports and assessing staffing requirements to support purchase price renegotiations
  - Led vendor diligence calls, coordinated financial and legal diligence, prepared board materials, and built a three-year post-acquisition forecast model incorporating growth initiatives and integration costs

Connor, Clark & Lunn Infrastructure (CC&L) — **Toronto, Ontario**
Strategic Asset Management Analyst (Internship) — *Sep 2024 – Dec 2024*

- Researched Ontario's Market Renewal Program and presented the program's rationale and planned reforms to the senior leadership and investment team, saving ~US$60K in consulting fees
- Supported the refinancing of a C$75M hydro asset by evaluating capital call scenarios, assessing risk-return trade-offs, and reviewing financing agreements and contractual obligations
- Analyzed a proposed 20-year life extension for a C$450M solar asset, sensitizing useful life and production profiles against the upfront equipment renewal capital required
- Assisted with quarterly reporting by updating NAV models for investor presentations and portfolio metrics

Kinterra Capital Corporation — **Toronto, Ontario**
Private Equity Analyst, Metals & Mining (Internship) — *May 2024 – Aug 2024*

- Supported deal sourcing by calculating comparable metrics from mining technical reports and building side-by-side comparisons of prospective assets on economic, geographic, and governance factors
- Prepared market research and created marketing material to support fund launch (*Critical Materials & Infrastructure Opportunities Fund II*)

Select Transaction:

- **Acquisition of Nevada Copper through Bankruptcy Stalking Horse Bid (EV: US$128M)**
  - Compiled a debt table and assessed relevant cure costs for internal valuation analysis
  - Prepared comparable companies, precedent transactions, side-by-side analysis, and organized diligence questions list

Ontario Teachers' Pension Plan (OTPP) — **Toronto, Ontario**
Fund Due Diligence and Advisory Analyst (Internship) — *Sep 2022 – Dec 2022*

- Identified and evaluated structural, economic, and business risks for active and prospective fund managers
- Performed analyses on working capital requirements and macroeconomic headwinds impacting select partners
- Organized marketing material, including presentations and pitch decks, for roadshow to existing clients

Skills & Interests

- **Technical Skills:** AI-Assisted Development, Capital IQ, Microsoft Office, PitchBook, Python, Tableau
- **Interests:** Electronic Music Production, Filmmaking, Piano, Running, Traveling, Vlogging, Volleyball