**ANIL HAJELA**

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**Career Profile**

* Corporate Finance Professional with over thirty years experience in Strategy, Project Advisory and Financial Intermediation in varied industries: Investment Banking, Capital markets, Auto ancillaries, Shrimp culture, VSAT connectivity, Online trading platforms, Logistics, Fabric production, Garment fabrication, Retail, and Infrastructure.
* Led Forensic investigation; Due diligence, Legal Documentation; IPO and follow on Public Offers; Structuring and restructuring businesses; M&A transaction of a listed company.
* Led participation and syndication from Banks and DFIs’ for both Equity and Debt.
* Successfully oversaw Finance, Accounting, Legal & Secretarial functions, Implementation of systems and processes and Compliance in a Head of Finance and, as SEBI designated ‘Compliance Officer’.
* Engaged in risk mitigation of stressed assets of a renowned Infrastructure Finance Company by interacting with bureaucracy, GoI Ministries and Departments.
* Successfully mitigated risks arising out of non-adherence to bank reconciliations, Company law and FEMA regulations by a logistics Company.
* Leveraged relationships to further business and develop a second referral mechanism on prospective customers.
* Positioned and enhanced visibility of the organisation/ Group with various GoI Ministries, Departments and, Industry forums for policy initiatives.
* Associated in pre-selecting, coordinating and negotiating with possible JV partners in projects including large infrastructure PPP projects.

**Key strengths include**

* Analytic ability to identify complexities of diverse businesses and understanding of business and financial intermediation possibilities for them.
* Negotiation skills with a deep rooted commercial inclination.
* Ability to understand complex issues and articulate a viewpoint.
* Ability to understand, initiate and finalise with counsel, complex legal documentation.
* Ability to initiate and maintain close relationships with bureaucracy, Industry associations and Indian & foreign dignitaries and consulates besides corporates.

**Accomplishments**

* Mitigated risk of stressed infrastructure assets becoming NPAs and set up a Promoter DD mechanism.
* Uncovered and mitigated Company law and FEMA risk of the Indian operations of a Foreign Logistics Company.
* Steered DFI investment into Equity (Listed and Unlisted) after conducting pre DD and valuations, pre-negotiation of terms. Participated in DD and documentation. Recommended investments in PE aggregating over USD 100mn and, monitored Investee companies including a listed company as Member of the Board.
* Negotiated JVs for PPP Infrastructure projects in ROADS, AIRPORTS, INDUSTRIAL CLUSTERS and TOWNSHIPS. Involved in setting up consortiums for co-bidding, structuring investment and exit route of consortium partners and legal documentation. Tied up financing of over USD 250mn.
* Successfully led search and finalisation of sale of management stake in Telstra’s exit from India. In the process led negotiation with lender Banks for restructuring outstanding liability.
* Strategically structured/ restructured businesses and arranged PE investments in start-ups.
* Initiated a Joint Venture for an Automobile Ancillary in Northern India against stiff competition.
* Led acquisition of a listed company and merger including the integration of personnel.
* Successfully built and led NBFC teams for generating fee based income through service offerings.
* As SEBI registered Chief Compliance Officer, led teams for raising Capital for over 150 Indian corporates.
* Core team member of the First Private Sector Venture Capital Fund in India.
* Led administrative intervention across cross-functional teams for improving corporate performance.
* Led the successful implementation of SAP in a logistics company.
* Negotiated and obtained Government approvals to assist Technology transfer arrangements.
* Leveraged relationships to facilitate business opportunities with Banks and PSUs.
* Successfully positioned a Company at Industry forums (CII, FICCI, ASSOCHAM) for advocacy initiatives.
* Ensured recognition of a corporate at MoF, NHAI, and MoRTH for key GoI initiatives.
* Structured jointly with the MoF, a former FM’s visits overseas for soliciting investment into India.

**Career History**

* ***Member, Core Team,*** Udvik Infra Advisors, Sept 2014 to present.

Leveraging Infrastructure financing knowledge and GoI relationships in INFRA Financing.

* ***Head - Corporate Affairs***, L&T Infrastructure Finance Company Limited, Mumbai, September 2012 to Sept. 2014

Leveraging Business strategy, Corporate Finance, Financial Intermediation, Infrastructure knowledge and negotiation skills in areas of risk mitigation and corporate advocacy with the MCA and RBI.

Interfaced with select public sector NBFCs leveraging relationships to facilitate fee income generation.

Set up a (Forensic) referral mechanism of due-diligence on prospective clients/ business opportunities. Represented the organization at GoI forums and various Industry associations – CII, FICCI ASSOCHAM and ensured partnership with external agencies to support corporate representation and positioning.

Lead brand building and corporate positioning ‘Marketing/ Media’ initiatives. Identified key CSR avenues.

* ***Consultant,*** DHIR Group - Garment fabricators and exporter and a domestic branded garment retail chain (GIOVANI), Gurgaon, September 2010 to September 2012

Advised strategy for business restructuring, setting up of systems, reporting structures of a Garment fabrication, Branded retail and garment Export Group in a KPMG led assignment.

* ***Vice President – Finance***, Zim Integrated Shipping Services (I) Pvt. Ltd. – a wholly owned Shipping Agency of Zim Israel, a cargo shipping line, listed on the Tel Aviv S.E, October 2008 to August 2010

Oversaw Accounting, Finance and Secretarial functions and, SAP implementation.

Suggested and initiated structural changes for reviving business of an ailing corporate within the Group.

Led a Forensic Audit exercise on behalf of the Group.

* ***Vice President,*** **DEG** – The German Investment and Development Company – a DFI of the KfW Bankengruppe, at Delhi, August 2006 to August *2008 (Other DFI’s – SWEDFUND, FMO for co-investment).*

Initiated to evaluate and negotiate ECB/ Loans to Indian corporates, was entrusted with origination of equity investment deals, suggesting structures for investment, negotiating terms, due diligence exercise along with Industry Specific experts and legal documentation. Tracked and reported performance of portfolio companies to HO at Germany. Closely monitored a BSE listed Investee Company as Director.

* ***Vice President***, SREI Infrastructure Finance Limited at Delhi, July 2004, to July 2006

Arranged large ticket leasing (securitization of receivables and arranging finance for Helicopters, an aircraft and Airport Ground Handling equipment), leveraging SREI’s balance sheet, led SREI’s foray into Public Private Partnership (PPP) projects in the area of - Roads (NHAI), Airports (Delhi and Mumbai), Power, Industrial Clusters, and development of townships. This necessitated pitching for mandates, making presentations to probable JV partners, evaluating commercial viability, financial structuring, negotiating and attaining financial closure as also assisting in legal documentation to ensure inclusion of commercials.

* ***Head of Finance,*** Telstra V Comm**.**, a VSAT service provider jointly set up by Telstra Corporation, Australia (TELSTRA); IL&FS and VSNL, February 2001 to June 2004

Selected by TELSTRA - the joint venture partner exercising management control, for restructuring both its Capital and Debt obligations as part of its exit strategy, performed a key role in Business negotiations with Customers, Vendors, Bankers and co-investors. As the focal point in the investor due-diligence successfully coordinated and streamlined flow of information, resolution of queries and legal documentation. TELSTRA successfully relinquished their equity stake in favour of a strategic Indian investor in May, 2002. Continued in the interim as the Head of Finance, Secretarial & Legal and MIS functions to ensure a smooth transition.

* ***Chief Financial Officer and Company*** ***Secretary***, **NetAcross Ltd**., (an e-business solution provider with operations in India and U.S.A.), **IndiaBulls** (an e-broking operation) and **e-indiabiz.com** (a B-G-B trading platform with operations in India and the U.K.) – all of them being internet technology solutions providers/trading platforms, Delhi, April 1999 to February 2001,

Structured operations of the Companies in line with an optimal VC/ PE Strategy, Negotiated for Investment/ Business dealings, devising an acceptable exit for VC/PE associates and, listing; converting existing accounts to US GAAP; preparation of Financial Plan; Structuring and Implementing an Accounting Structure; Budgetary Processes; Secretarial & Legal Function; Corporate MIS etc.

* ***Consultant,*** Delhi, October 1996 to April 1999

Assisted an auto ancillary in joint ventures with overseas partners from Japan, Thailand, UK, and Spain; (negotiating terms of MOU, drafting Agreements, obtaining Government of India approvals, formation of new corporate entities, procedures regarding employment of foreign technicians etc.); Restructured a sick pharmaceutical Company and turned it around; assisted a Marine Products company as a 'Director' for financial and business policy decisions whereby the Company, in a span of three years, grew in turnover terms from Rs.40 crores (US$ 10M) to Rs 120 crores (US$ 30M) approx.; Advised an upcoming Group on setting up a Local Area Bank and restructured their existing financial services.

* ***Head - Investment Banking***,Fortis Financial Services Limited, a NBFC of the **Ranbaxy Group**, Delhi, May 1994 to September 1996. In July 1996, re-designated as ***General Manager - Special Projects***.

Lead professionals in 5 different locations across India for fee based services; making presentations, finalizing scope of services, negotiating fee and delivery schedules. Oversaw finalization of business plans of clients, preparation of Information Memorandums, exchange of information with prospective financial intermediaries, term sheets etc. Led deal negotiation and assisted in legal documentation. Led teams for IPOs, follow on Public Offers, Private Placement and Equity investment assignments.

Negotiated for acquisition and subsequently led the merger (preparation of open offer, representations to High Court etc. besides integration of workforce) of another category I, BSE, DSE, listed merchant bank.

Obtained two (2) SEBI Category I Merchant Banking licences – for both the acquirer and the acquired companies to operate independently though belonging to the same Promoter Group, prior to the merger.

* ***Vice President***, P. N. Vijay Financial Services (P) Ltd., a SEBI authorized Category I Merchant Bank of Mr. P.N. Vijay, Ex- Country Head, India, Merchant Banking - Citibank, Delhi, November 1993 to May 1994.

Led a professional team of management executives in the areas of ‘Corporate Advisory’ and 'Issue Management'. Successfully structured and arranged Finance/ funding for a ‘Real Estate Project’ of the DCM Group in an era where funding for such projects was curtailed by the apex bank – RBI.

* ***Assistant Vice President - Merchant Banking***, AllBank Finance Limited - a wholly owned subsidiary of Allahabad Bank (one of the largest Nationalized Indian Banks), Kolkata, October 1991 to November 1993.

Led teams of professionals in Northern and Eastern India, offering services to corporates for raising funds from Primary Markets. Successfully, positioned the organization as a premier Nationalized Merchant Bank offering such fee based services

Devised and implemented an information and control mechanism for effectively coordinating and reporting of periodical performance of each location for review of ‘Issue Management’ activities, Designated as 'Compliance Officer' for ensuring compliance of the provisions of the SEBI Act, 1992.

Advised clients on aspects of capital structuring, business expansion, strategic alliances, information systems, spin-offs, new ventures etc.

* ***Various positions*, Creditcapital (now Lazard’s) Group. *Manager,*** Creditcapital Finance Corporation Ltd., India’s first joint venture International Merchant Bank set up in collaboration with Lazard Brothers & Co. Ltd., London; ***Chief Financial Officer***, Creditcapital Venture Fund (India) Ltd., India’s first private sector Venture Capital Fund set up with equity contribution from Asian Development Bank, Commonwealth Development Corporation and Bank of India, Delhi, Kolkata and Mumbai, June 1988 to October 1991.

*Corporate Advisory* – At Creditcapital Finance Corporation:

Preparation of suitable sectoral studies, identification of investment opportunities and screening of potential joint venture partners. Assisting in sourcing of technology/ know how. Arranging overseas marketing of Indian products. Examining various financial aspects of projects and suggesting an optimal capital structure. Advising and assisting clients in obtaining Government approvals and Licenses required for setting up new/ diversification/ expansion projects. Analysing operations of entities, evaluating performance and suggesting possibilities of spin-offs, mergers and acquisitions.

*Capital Market related* – At Creditcapital Finance Corporation:

Assisting clients in accessing the domestic capital market by management of their public offerings. Placement of both Equity and Debt with non-resident Indians and Financial Institutions. Arranging project finance from Financial Institutions.

*Syndication* – At Creditcapital Finance Corporation:

Arranging financial services to clients’ e.g. Intercorporate deposits, bills discounting facilities, working capital facilities. Helping clients deploy short-term excess funds. Syndication of Lease proposals.

* *These services required understanding requirements of prospective customers, making presentations to suggest various financial intermediation options, freezing most desirable option with the promoters, negotiating scope of services and fee, approaching financial intermediaries, negotiating and finalizing terms acceptable to both parties and, assisting in documentation.*

*At Creditcapital Venture Fund (India) Ltd*. (Additional responsibilities):

Screening investment proposals for the Board of Directors, negotiating investment terms, assisting legal documentation, monitoring performance of Investee Corporates and periodical reporting to the Board, ADB and CDC. As ‘Company Secretary’, was also responsible for statutory compliances: The Companies Act, The Income Tax Act, other legal enactments and, compliances relating to public subscription/ investment and listing (Stock Exchanges, the Registrar of Companies etc.).

* ***Various positions***, From January 1979 to May 1988, worked in various organizations ranging from the family office of textile manufacturing firm **Gupta Textiles** for **about two years**, a firm of Chartered Accountants - **Mehra Goel & Co**., New Delhi, for a period of **over one year** on book-keeping, audit assignments and Income Tax work; **National Insurance Co. Ltd**., for a period of **over three** **years** preparing budgets, appraisals, ensuring proper maintenance of records pertaining to collection of premium, branch disbursements, claims etc.; **Modi Xerox Limited** for a period of **over 2 years** preparing operating and capital plans for the Customer Services and Distribution Division, Budgeting, developing and implementing MIS for inventory management and Service Centre costs; **Hindustan Electro Graphites Limited** for a period of **6 months** overseeing maintenance of statutory records, minutes of Directors and Shareholders’ meetings etc.

**Education**

* I.C.S.I. (passed the Final Examination of The Institute of Company Secretaries of India).
* C.W.A. (passed the Final Examination of the Institute of Cost Accountants of India).
* Certificate Course in COBOL programming from Computer Maintenance Corporation (CMC) Delhi.
* Bachelor of Commerce (Honours), from the University of Delhi.

**Date of Birth** : 18th February, 1958. (18.02.1958)

\* (*References furnished upon request*)