

Amol A Patil.

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**MBA(Finance),BE from Pune University having 13 years of experience in Corporate Finance & Strategy.**

**(Treasury, Banking, Commercial, Trade Finance, Debt Syndication, Project Finance, Project Evaluation/ Structuring, Banks/NBFC's/FI/Credit Rating Liaisoning, Corporate Debt Restructuring/Refinancing, Fund Raising)**

**Industries Worked:**

**Auto Ancillary, Steel, Express Distribution/Logistics & Supply Chain, Energy (Hydrocarbon - Oil & Gas, Power - Thermal/Hydro/ Multi-fuel), Infrastructure (Road & Highways, Airports, Ports, Housing, Others), Real Estate/Construction, EPC and Renewable Energy - Solar.**

**Career Objective:**

To work in mentally challenging and stimulating work environment where I can grow peer by peer professionally and personally.

**Work Experience in brief:**

- 1) Present Employer: **Enrich Energy Private Limited, Pune. (a Enrich Group Company)**

The Enrich Group is an Indian Renewable Energy Group having strong presence in Grid Connected Solar Power Sector. The Company is an EPC & Turnkey holder also having Rooftop and Operation & Maintenance vertical with overall carrying experience of execution of more than 800 MW of Grid Connected Solar Power Projects in various States of India. The company is having its own IPP, Solar Parks and EPC Projects for Government (Central & Semi-Govt) & Private Corporates.

Role	Duration
Deputy General Manager - Finance	April 2018 to till Today
<b>Strategic Work Responsibilities:</b> <ul style="list-style-type: none"><li>Responsible to <b>evaluate long term / strategic fund requirement (debt &amp; equity), develop fund raising approach (viability study including study of applicable norms), financial model, valuation, proposal documentation and execution of fund raising</b></li><li>Preparation of <b>Information Memorandum (IM), Financial Model, CMA data, Concept Note</b></li><li><b>Financial Feasibility Study for Renewable Energy projects</b></li><li>Responsible to liaise with <b>Bankers, Lender, NBFC's, Credit Rating agencies, Valuers, Consultants, Professional Industry Advisors or Experts etc.</b></li><li><b>Arranging Unsecured Loan from FIs/Banks</b></li><li>Benchmarking of <b>Cost of Capital &amp; funding exposure in competitive environment</b> (define assumptions, source of information, and accuracy of estimation)</li><li>Handling <b>end-to-end Pre-Sanction &amp; Post-Sanction credit facilities activities, due-diligence, compliance, negotiation, structuring engagements</b></li><li>Monitoring <b>Forex</b> changes and future trends</li><li>Responsible for statutory compliances like RBI, FEMA banking related, financial disclosures, policies current and impact in future due to new / change in regulatory policy</li><li>Maintain and monitor <b>organization's portfolio of investments and other assets</b></li><li>Working on <b>Valuations &amp; Value Creation</b></li><li>Working on <b>Strategic options like JV/Partnerships, Acquisitions or divestment, Private Equity, ECB, Structuring in view of Financial, Legal &amp; Regulator</b></li><li>Taking care of <b>Commercial activities of the Group.</b></li></ul>	
<b>Treasury, Banking &amp; Operations responsibilities:</b> <ul style="list-style-type: none"><li>Day-to-day <b>Letter of Credit (LC) &amp; Bank Guarantee (BG)</b> monitoring in terms of issuance, amendment &amp; retirement as per business need</li><li><b>Cash flow management</b> through detail focus on payments &amp; collections</li><li><b>Working Capital management (Fund-Based &amp; Non-Fund Based) with annual renewal of credit facilities with negotiation on terms &amp; conditions to improve P&amp;L</b></li><li><b>Due-diligence activities like loan documentation, security creation &amp; filing of charge</b></li><li><b>Submit various reports &amp; data to Banks</b> as per their requirements</li><li><b>Various project planning, monitoring, controlling by way of Commercial angle</b></li><li><b>MIS</b></li><li>Involves in <b>Project Sub-contracting</b>, issuance of LOI &amp; others.</li></ul>	

2) Past Employer: **Essar Projects (India) Limited, Mumbai. (Essar Group)**

The Essar Group is an Indian Multinational conglomerate with annual revenue of USD 35 Billion and having Global presence in Oil & Gas, Steel, Power, Ports, Shipping, Projects and Services from last more than 50 years.

Role	Duration
<b>Deputy General Manager - Finance</b>	<b>March 2013 to March 2018</b>
<p>Work Responsibilities:</p> <p><b>Fund Raising (Financing/Refinancing), Strategy &amp; Valuation:</b></p> <ul style="list-style-type: none"> <li>○ Liaisoning with <b>Banks, Financial Institutions, NBFC's, Credit Rating firms &amp; CDR Cells</b></li> <li>○ Preparation of <b>Information Memorandum (IM), Financial Model, CMA data, Techno Economic Viability (TEV) Report, Detailed Project Report (DPR) &amp; Financial Feasibility Study Report</b></li> <li>○ Work on proposals of <b>Term Loan, Working Capital (Fund Based &amp; Non Fund Based), Project Finance, Structured Finance, Real Estate Project Funding and Debt Restructuring/Debt Realignment</b></li> <li>○ <b>Due Diligence and Legal Documentation for Compliance of Pre Sanction and Post Sanction credit facilities</b></li> <li>○ Handled proposals of <b>Loan Against Property (LAP), Loan Against Shares (LAS) &amp; Equipment Financing</b></li> <li>○ Work on <b>Corporate Debt Restructuring (CDR)</b> package in line with <b>RBI circulars</b></li> <li>○ <b>Preparation of presentation and documents for Working Capital Consortium/Joint Lenders Forum (JLF) meetings</b></li> <li>○ <b>Strong network</b> base developed with various <b>Banks, NBFC's &amp; Financial Institutions</b></li> <li>○ <b>Business Planning, Business Modeling, Preparation &amp; Evolution of Financial Models</b></li> <li>○ Evaluate <b>Financial risk, Economic risk and Legal risks</b> of the project arising out of engagements, consult and adopt suitable <b>risk management practices</b></li> <li>○ Actively involved in <b>Stock Audit, Forensic Audit, TEV Study &amp; NCLT matters</b></li> <li>○ Preparation of <b>Discussion Notes for Senior/Top Management, Preparing Minutes of Meeting (MOM) for Consortium/Joint Lenders' Meeting (JLM for CAP)</b></li> <li>○ Assisting in <b>Annual Business Plan (ABP)</b></li> <li>○ Handling of <b>MIS, Banking related Reports &amp; Other Financial Reports</b></li> <li>○ Work on <b>Growth Strategy, Carve-Out/Divestment, Capital Restructuring Strategy, Acquisition Funding, Joint Ventures (JV) etc.</b></li> <li>○ Work on <b>Business Valuations</b> through various techniques</li> </ul> <p><b>Operations:</b></p> <ul style="list-style-type: none"> <li>○ Monitoring limits of <b>Cash Credit, Bill Discounting, Packing Credit</b> (Pre Shipment/Post Shipment), <b>Buyer's Credit, Supplier's Credit, Letter of Credit</b> (Inland, Foreign, Stand-By, Back-to-Back), <b>Bank Guarantee</b> (Financial, Advance Payment, Retention, Earnest Money Deposit, Performance, Corporate &amp; Personal Guarantee) etc.</li> <li>○ <b>End-to-end Working Capital management</b> including Trade Finance. Also, <b>WC appraisal &amp; renewal on y-o-y basis</b></li> <li>○ Handling <b>Import &amp; Export</b> from Banking &amp; Finance angle.</li> </ul>	

3) Past Employer: **Gati Limited, Mumbai.**

Gati, founded in 1989, is an Indian multinational, BSE & NSE listed Company, headquartered in Hyderabad, India. It is known for Supply Chain solutions with Express Distribution as India's pioneer (through Road, Air, Rail & End to End Logistics) and also offers Warehousing, Freight Forwarding, Trading, Cold Chain, e-Commerce and fulfilment services.

Gati-Kintetsu Express Private Limited (Gati-KWE) is a Joint Venture between Gati – India's pioneer and leader in Express Distribution and Supply Chain Solutions, and KWE. Following the JV, Gati-KWE today offers an unmatched service offering which combines local experience with global expertise. Group is also diversified into Infrastructure such as Hydro Power Generation having their own Power Assets of 350 MW in India.

Role	Duration
<b>Assistant Manager - Finance</b>	<b>February 2012 to March 2013</b>
<p>Work Responsibilities:</p> <p>❖ Handling <b>Syndication/Fund Raising</b> for the Group:</p> <ul style="list-style-type: none"> <li>○ <b>Interacting with various Financial Institutions for fund raising activities</b></li> <li>○ <b>Syndicating Term Loan/Project Finance Loan/Working Capital Loan (Fund Based &amp; Non</b></li> </ul>	

<p><b>Fund Based)/Short Term Loan/Promoter Funding</b> etc. Representing the organization to the banks, coordinating &amp; <b>Liaisoning with the banks</b> with the required information to obtain <b>sanction</b>, negotiating the best term suitable</p> <ul style="list-style-type: none"> <li>o <b>Strong network</b> base developed with various <b>Banks &amp; NBFC's</b></li> <li>o Conducts <b>Feasibility study</b> by carrying out detailed <b>research on sectors</b> by obtain insight from industry experts and well established players</li> <li>o Perform <b>Commercial due diligence</b> &amp; prepare <b>Offer Letter, Term Sheet – Negotiation &amp; Finalization</b></li> <li>o Marketing of transactions by <b>presenting the business plan to Bankers &amp; Investors</b></li> <li>o Providing <b>state-of-art tailor made financial services</b> best suited to the company</li> </ul> <p>❖ <b>Financial Modeling &amp; Valuations:</b></p> <ul style="list-style-type: none"> <li>o Assisting for preparation of the <b>Business Plan ie. Information Memorandum, Financial Model, CMA data, evaluating key business drivers</b> and other supporting documents as required by the Bankers</li> <li>o Perform <b>financial analysis</b> including <b>Sensitivity Analysis – BEP, IRR, DSCR, NPV and Payback Period.</b></li> </ul>
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4) Past Employer: **Colour Roof (India) Limited, Mumbai. (a KLT Group Company)**

The Company is into manufacturing of Steel Colour Coating & Profiling of Sheets. KLT is an OEM of auto-ancillary products like Chassis, Tubes and Hydroforming components. The Mumbai based Group is having strong presence in India & Globe.

Role	Duration
<b>Executive Finance</b>	<b>October 2008 to January 2012</b>
<p>Work Responsibilities:</p> <p>❖ Handling <b>Fund Based</b> and <b>Non Fund Based</b> Facilities of <b>Working Capital:</b></p> <ul style="list-style-type: none"> <li>o Monitoring and managing <b>Pre and Post Shipments</b> Fund based limits like <b>Packing Credit, Cash Credit</b></li> <li>o <b>Bill discounting</b> with Banks</li> <li>o Handling <b>Pre &amp; Post Exports</b> Procedure – (Finance Related) i.e. arranging <b>Packing Credit</b> against <b>Letter of Credit</b>, Negotiation of Export documents with Banks</li> <li>o Handling issuance of <b>L.C. (Letter of Credit - Inland &amp; Foreign) / B.G. i.e. Bank Guarantee</b> Documentation (Issuance &amp; Closing)</li> <li>o <b>Vendor Financing, Buyer's Credit &amp; Supplier's Credit</b></li> <li>o <b>Negotiation</b> of documents with Banks</li> <li>o Arranging short term financing through <b>Factoring</b></li> </ul> <p>❖ Co - Ordination with <b>Finance – Accounts &amp; Banks:</b></p> <ul style="list-style-type: none"> <li>o <b>Finance Analysis</b> through comparison statement of group of companies</li> <li>o Make the <b>Project Report, CMA &amp; Consortium Documentation</b></li> <li>o Preparation of <b>Finance M.I.S.</b></li> <li>o <b>Form-A1 &amp; Form-A2 Foreign Remittance</b></li> <li>o Monitoring of Financial Entries in <b>SAP</b></li> <li>o Fund Transfer (<b>RTGS/NEFT/SWIFT</b>)</li> <li>o <b>Financial &amp; Strategic Planning</b></li> <li>o Providing <b>details to Bankers</b> as per their requirements</li> <li>o Preparation of <b>Cash Flow, Stock Statement, FFR &amp; QIS.</b></li> </ul>	

**Summer Project Experience during MBA:**

Project & Role	Duration
<p>Project: <b>Costing Systems.</b></p> <p>Role: Finance Project Trainee.</p> <p>Organization: <b>Wyse Biometrics Systems Pvt Ltd, Parvti, Pune.</b></p>	1 <sup>st</sup> June 2007 to 1 <sup>st</sup> August 2007
<p>Work Responsibilities:</p> <p>❖ <b>Ratio Analysis</b> for financial decision making</p> <p>❖ To <b>prepare Cost Sheet</b> of previous two years with the help of financial statements ie. Income Statement, Balance Sheet &amp; Cash Flow Statement</p> <p>❖ Compute and compare <b>Break Even Analysis</b> results.</p>	

**Educational Qualifications:**

Institute
<b>MBA(Finance)</b> from Dr.D.Y.Patil Institute Of Management and Research Pune under Pune University in May 2008.
<b>BE(Computer)</b> from K.K.Wagh College Of Engineering Nashik under Pune University in May 2005.
<b>HSC</b> from Pune Board in 1999.
<b>SSC</b> from Pune Board in 1997.

**Professional Course:**

- Successfully completed **Equity Research** comprehensive program in **Financial Analysis, Financial Modeling** and **Valuations, Credit Research & Project Finance** program from **Corporate Bridge Consultancy Pvt Ltd**, Mumbai. (an **ex IIT-IIM alumni venture institute**).
- Introductory course on **Negotiation Skills**.

**Extra-Curricular Activities:**

Active participation in various Chess & Cricket tournaments in school and college level. Attended National Level / State Level Seminars & Events in Mumbai & Pune.
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**Personal details:**

Date of Birth	1 <sup>st</sup> June 1982
Address	B - 4/05, Abhijit Park, Vandeo Nagar, Thergaon, Near Dange Chowk, Chinchwad, Pune - 411 033.
Passport	Yes
Marital Status	Married
Languages known	English, Hindi and Marathi
Reference	Will be furnished on request