

## Mr. Kuldip Chawlla

*Education:* MBA, FMS, University of Delhi, concentration in Finance and Marketing; B. Economics with Honours, University of Delhi.

He is the Managing Principal and a key member of the Investment Committee. He joined DSOF from Red Fort in 2013. He joined Red Fort in 2007 and was there for 6 years, as part of the initial team that set up and grew the business. At Red Fort he was responsible for acquisition, investments, development management and risk management.

His track record includes acquisition of strategic land parcels in NCR, Chennai and Bangalore as well as investments in other key markets such as Mumbai and Hyderabad. The returns from Red Fort's portfolio are 2.5x to 4.5x in a challenging market environment in the last 6 years.

2004 to 2006 :	Mr. Chawlla was the Chief Operating Officer and Fund Manager at Unitech Realty Investors, where he played a key role in raising and managing a \$250 million domestic real estate fund. This included over \$200 million of third-party monies raised from institutional, corporate and retail investors in India and invested in real estate projects worth over \$1 billion.
2003 to 2004 :	Mr. Chawlla was the Chief Operating Officer at VLCC Healthcare Ltd., India's leading weight loss and beauty services group, where he raised private equity from CLSA and led the expansion of the retail footprint, negotiating, leasing and building out prime real estate across 10 major metro markets and 15 other high growth cities on a pan-India basis.
1996 to 2002 :	Mr. Chawlla was a Founding Member and Principal at IL&FS Investment Managers Limited, the private equity investment management business of the IL&FS Group. At IL&FS Investment Managers Limited, as part of the founding team, he played a key role in managing over \$150 million of institutional capital in infrastructure and high-growth sectors, including \$100 million in an infrastructure-focused fund with American International Group, Inc., with investments in telecom, city gas, surface transport, hotels and retail, among others.
1994 to 1996 :	Mr. Chawlla set up and ran the operations for one of India's first foreign institutional investors, Chescor Capital, and invested in the public markets.
1991 to 1994 :	Mr. Chawlla was an Investment Manager at a joint venture of Australia and New Zealand Banking Group Limited and 3i Group PLC, investing in early stage businesses across high-growth sectors. He started his career at ICICI Bank in 1988 in project and corporate finance.