

# MAHANKALI SURYA NARAYANA MURTHY

## *Educational Qualifications*

B.Com, C.A.I.I.B., LLB, ACS (INTER), Diploma in Higher Accountancy

## *Work Experience.*

- 1975 – 1996 : Served in Union Bank of India and voluntarily retired from the services of the Bank
- 1996 – 2008 : Associated with Progressive Constructions Limited as Chief General Manager, Banking Affairs and Overseas Operations.
- 2008 to till date : Associated with a business group which is into infrastructure development, setting up petro based chemical units in Middle East and exporting high value derivatives to Europe, North America and South America. Syndicating loans and credit facilities for projects in African Continent.

## *Major Accomplishments*

Developed expertise in funding and financing, overseas projects of Indian Companies by mastering FEMA guidelines. Has successfully syndicated credit limits of over USD 500 million and achieving the highest gearing for an infrastructure company in India.

Developed expertise in finalizing joint documentation, preparation of credit proposals and securing necessary approvals and sanctions for the Credit limits from over 20 banks. Gained rich experience in syndication of term loans for BOT projects and equipment finance for the company. Had developed extensive rapport with Senior Executives in Banks including CMDs and in the process developed skills in Preparation of Board proposals, documentation, security creation and other attendant matters incidental to Loan syndication as the assignment involved regular liaising and interaction with Heads of Banks,.

Successfully negotiated overseas borrowing facility with Mashreq Bank, Dubai, Standard Chartered Bank, London, Commercial Bank of Qatar, Doha, State Bank of India, OBU, Bahrain and Bank of India, London. Had developed rich experience in dealing with Foreign exchange Transactions.

Gained extensive experience and expertise in raising finances for foreign contracts and in supervising and monitoring various phases of mobilization and execution of contracts in some of the most difficult countries of the World such Sudan, Yemen, Saudi Arabia and other countries in GCC in compliance with Project Export Manual guidelines of FEMA and RBI. The expertise of monitoring and supervising encompasses all spheres of civil construction – Dams (in Saudi Arabia), high rise buildings (In UAE), Road across Sahara Desert (in Sudan), infrastructure development and construction of camps at project site (in Sudan).

Selected by Exim Bank to represent Construction Industry of India for two consecutive years along with Chairman L&T and suggestions made to improve India's share in Project Exports had been accepted by the empowered committee set up by Prime Minister's Office for implementation.

## *Core expertise*

To evolve suitable financial engineering for different types of civil and engineering contracts with special reference to Foreign contracts in compliance with Project Export Manual guidelines, well versed with rules and regulations governing financing of foreign projects. Well versed with working in GCC and North African countries, raising of overseas borrowings for foreign contracts in the international market, leading a team of Engineers and other technical persons, identifying and securing foreign contracts, drafting of contract agreements with foreign clients, Registration of companies in foreign countries and all matters associated with execution of foreign contracts.

## *Present occupation*

Presently engaged in the business of rendering financial and management consultancy services with emphasis on loan syndications. Working as a retainer for a Indo Iranian Joint Venture Company which is executing a road contract in State of Tamil Nadu. Holding a mandate from US Based Oil and Gas Company for arranging equity/debt of USD 70.000 million. Working for a American based business group which is setting up 1760 MW power plant in Croatia at a cost of USD 1.800 billion as a finance consultant to syndicate the debt component.