

RESUME: SUMIT KASAT

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Summary of Skills and Experiences

- Experience in Buy and Sell side of large (multi-million) M&A transaction.
- Experience in consortium formation and Partnership structures with international players including negotiation of key terms and agreements
- Excellent Investment Analysis skills to help decision making at the highest level
- International experience in leading, evaluating and bidding of Infrastructure Projects.
- Lead the development of Strategy and Business plans and monitor the performance of assets and projects.
- Experience and Knowledge of various power markets around the world (100% merchant as well as PPA backed)

Summary of key projects

- Merger/Acquisition and Divestment :
 - Transaction Manager of successful Sell Transaction of stake in an under construction International power project (end to end management - DD, Management Presentations, SHA and SPA negotiations, Valuations, Consultant coordination, Closure)
 - Transaction Manager of Sell Transaction of significant stake of an operating International airport asset.
 - Played key role in diligence of Acquisition of International power project at Singapore.
- Lead bidding opportunities in power sector in Asia Pacific region in Bangladesh and Indonesia. (case 2 type IPP of 400 MW power in Bangladesh, case 1 type 300 MW*2 projects in Indonesia, a project in Ghana)
- Team members in project financing of an international project requiring of debt value of US 1 Bn.
- Leading the strategy development and identification of risk mitigation initiatives.

Summary of Professional Experience

Name of Organization	From	To	Position Held
Mitsui & Co	May 2013	Present	Assistant General Manager
GMR Infrastructure Ltd	Jun 2010	April 2013	Associate General Manager
GMR Infrastructure Ltd	Jun 2009	June 2010	Manager
GMR Infrastructure Ltd	Jan 2007	Jun 2009	Associate Manager
SRF Limited	Feb 2005	Jan 2007	Chief Manager
Thermax Limited	Jan 2002	Feb 2005	Business Analyst

Education

2000 to 2002

MBA (Major - Marketing) with first class (68%)
Mumbai University

1996 to 2000

B. E (Mechanical) with First Class (74%)
From Amravati University

Professional Experience

April 2013 to Present Mitsui & Co (India Office), Mumbai

Position: Assistant General Manager, Sector Lead (Power and Water Projects)

- Transaction Leader for M&A, JV/partnership Opportunities
- Sector leader responsible for developing the strategy and implementing the action plan for business development, participation and growth
 - Interface with potential clients (buyers/sellers), consultants and industry players
 - Leading the transaction management aspects including negotiation and closure
 - Leading the JV, tie up partnership, bidding and M&A Transaction / proposals

Jan-07 to April 2013 GMR Group (GMR Infrastructure Limited), Bangalore

Position: Associate General Manager, M&A and Business Development

- Transaction Leader on various M&A, Divestment, JV/partnership and various resource generations initiatives/opportunities which entail
 - Interface with potential clients (buyers/sellers)
 - Leading the transaction management that include preparation of IM, financial model and valuation
 - Appoint and manage external advisors/consultants for transaction
 - Managing the DD and Q&A process
 - Leading the negotiations of SPA and SHA
- Leading the Business Development efforts in south Asia region – comprehensive knowledge of advanced merchant markets as well as case 1 and case 2 bidding structures. The role entails
 - Structuring the project plan including resource requirement (internal and external)
 - Lead the JV/Tie Up/Partnership structures in respect of the project including agreements and commercial understanding
 - Coordination with internal team viz technical, procurement, legal, contracts and external teams like EPC, partners or consultants
 - Evaluation of projects on key commercial risks and suggest mitigation measures
 - Responsible for delivering investment decision financial model including financing plan.
 - Preparation and delivery of investment decision presentation to top management
- Evaluation of unrelated diversification of the group in new business area

Prior positions: EA to Group Chairman; Manager - Corporate Strategy Planning

- Played significant role in evaluation of new opportunities, new business (evaluation of entry in Oil and Gas exploration, Media & Telecom)
- Supporting Group Chairman in decision making by highlighting risks and key value drivers in various new opportunities in highways, property development, etc.
 - Financial evaluation and highlight value drivers and risk associated with such opportunity.
 - Monitoring the project implementation, asset performance and Key Organizational Initiatives
- Development of long range strategic plan of the business sector
- Ensure implementation of key corporate strategic guidelines and decision by follow up, close monitoring and MIS reporting
- Identification of major risks to business and evolve strategic initiatives for maximizing value

Feb-05 to Jan 07 SRF limited, Delhi as Chief Manager- Strategic Planning

- Development of strategic plan and Operational Plan
- New initiatives for growth and profitability of business (diversification initiatives, backward integration initiatives, product and market strategy initiatives, etc)
- Leading the production planning by effective planning of raw material resource and market demand
- Project evaluation and financial modelling
- Market Intelligence – to help understand attractive new markets and competition.

Jan-02 to Feb 05 Thermax Limited, Mumbai as Business Analyst

- Market Potential Estimation, Market research and intelligence for products and services.
- Managed the Product Launch targeting textile sector at Surat
- Tracking Industry trends, sector movement, investment scenario and their impact on company's strategy and plans.
- Competition Intelligence – studying and tracking product and service offering for competitive positioning of companies products and services.

Achievements

- Successful Sell of 30% stake in international power asset for SG\$50 Mn
- Successful sell of 70% stage in under execution international power asset for SG\$ 660 Mn
- Significant exposure of working in Singapore, Indonesia, Bangladesh, Turkey, London