

SOURAV ROY

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PROFILE SUMMARY

- **Chartered Accountant (FCA)** with **12 years'** Post qualification experience.
- **12 years** as Accounts & Finance head of **large manufacturing organizations** in Jamshedpur (India), Nottinghamshire (U.K.) and Bangkok (Thailand) with expertise in **Plant Accounts, Budgeting, Costing, Cost Control , Risk Management, Business Analysis, Benchmarking, Treasury Management, Debt Restructuring, Forex Management, Corporate Finance & Banking** in Iron Ore Mining, Steel, Cement, Power, Steel Wire & Wire rope sectors.
 - **Business turnaround** post steel market crash of 2014-15 through vigorous cost control
 - Arranged **Bank finance** for Working Capital & Project Loan to tune of **US\$ 16 Mil.**
- Successfully led & settled **insurance claim** after Thailand floods in 2011 devastated entire operations comprising **Property Damage , Stock and Loss of Profit Claim.** Total claim settlement **US\$ 15 Mil.**
- Other key achievements include-
 - **2 ERP implementations** (1 SAP R/3 and 1 Baan IV implementation),
 - Successfully challenged **Anti-Dumping investigations** against company imposed by EU and Thai Govt.,
 - **Due Diligence & Project Feasibility exercises , Project Financing**
 - Core team member in establishing **Joint Venture factory with Japanese partners**
 - Several **Income Tax** projects including tax exemption of insurance claim of Thai Baht 40 Mil, Section 80I-A exemption for Captive Power Plant etc.

PRESENT ASSIGNMENT & RESPONSIBILITIES

Usha Siam Steel Industries PCL, Bangkok

-Since June 2008

Largest integrated steel wire & wire-rope producer in ASEAN having 3 factories in Bangkok having a turnover of US\$ 50Mn and 550 employees. A subsidiary of Usha Martin Ltd. , India.

General Manager- Finance & Accounts

Key Areas:

- **Financial Accounts – Consolidated Financial Statement preparation** as per Ind AS and Thai GAAP
- **Management Accounts and Business Plan** – preparation, monitoring & control
- **Management of working capital, cash management, forex management.& cost reduction**
- **Legal compliance & Tax management**
- **Capital & Debt Structuring & planning**
- **Product costing , pricing strategy and Business Analysis**
- **Risk Management, Due Diligence, Contract review & negotiations**
- **Project feasibility analysis and project financing.**

Highlights:

- **Pivotal in business turnaround post 2014 steel market crash** through aggressive cost management, multiple supplier strategies and inventory management- resulting in **improvement of gross margin by 9% , EBITDA margin by 6%** and business turnaround within 7 months .
- Successfully settled **insurance claim of \$ 15 Mn.** after **Thailand floods in 2011.**
Additionally achieved **Tax savings of USD 1.3 Million** through **tax planning** of insurance claim.
- **Raised multiple Bank borrowings** to the tune of **\$ 16 Mn.** for expansion projects and working capital.
- Implemented **financial debt restructuring** for controlling critical closure period cash flow.
- Undertook financial modeling, capital structuring and project feasibility evaluation for **J.V. with Japanese partners**; presently representative Director of J.V. Company.
- **ERP implementations** , change from legacy system to SAP/BaaN and maintenance.

PREVIOUS EMPLOYMENTS & RESPONSIBILITIES

Employer	Designation	Year	Area / Key responsibilities
Usha Martin UK Ltd. (Nottinghamshire , U. K.)	Manager (Commercial)	2008	Entire Accounts & Commercial of UK plant & dist. centers; EU-AD monitoring , Taxation.
Lafarge India (P) Ltd, (Jojobera Cement Plant, Jamshedpur, India)	Deputy Manager- Financial Accounting	2007	Cement Plant accounts, product costing, SOX compliance.
Usha Martin Ltd. (Steel Div., Jamshedpur) Usha Martin Ltd. (Corporate Office, Kolkata)	Asst. Mgr.(Accounts) Deputy Mgr.(Accounts)	2006-07	Complete Steel Plant Accounts, Costing of each production stage, MIS, Consolidation of units, Tax exemption u/s 80IA and challenge AD Duty investigations.
A.J. Finance (P) Ltd. (Non-Banking Finance Co.)	Sr. Officer-Accounts	2005-06	Vehicle Finance Accounting, CMA, NBS-2 (RBI) reporting.
Grameen Sanchar Society (N.G.O. in micro finance)	Officer	2003-04	Micro-credit finance accounting and systems dev.
P.C. Soni & Co. (Chartered Accountants), Kolkata	Audit Assistant/ Articled Assistant	1997-02	Accounts, Audit ,Income Tax scrutiny, appellate / TRO proceedings, ROC compliances.

EDUCATIONAL QUALIFICATIONS

<u>Examination</u>	<u>Year</u>	<u>Institute</u>
Chartered Accountancy (FCA)	2005	Institute of Chartered Accountants of India
P.G.D.M. (Finance)	2005	All India Management Association (AIMA)
B.Com (Hons.)	1999	Calcutta University
Higher Secondary 10+2 (Science)	1995	South Point High School, Kolkata
Secondary	1993	South Point High School, Kolkata

Short Courses

- **Transfer Pricing, International Financial Reporting Standards (IFRS)** by ICAI
- **SAP R/3, SAP B2, Baan IV, JDE –ERP** Implementation courses

ACADEMIC ACHIEVEMENTS

- Awarded **National Scholarship Certificate**;
- Management Aptitude Test (MAT) **score 89 %**;
- Awarded for **Best Team Performance** in General Management & Comm. Skills course of ICAI.

PERSONAL DETAILS

Date of Birth: 13th July 1976
Languages Known: English, Hindi, Bengali.
Present Address: Prestige Tower 10G, Sukhumvit 23, Bangkok , Thailand.
Permanent Address: 79A, Maharaja Tagore Road, Flat B-4, Dhakuria, Kolkata, India.