

# NAVEEN RISHI KUMAR

B.Com (Hons), FCA, FCS

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## CAREER OBJECTIVE

Aspiration to head an organisation as CFO/Director/GM/Country Head by integrating domain expertise, leadership & management skills in the areas of Corporate Finance, Compliance & Governance and Business Strategy.

### Profile at a Glance:

- A Chartered Accountant and Company Secretary from India with over 30 years of insightful experience, in strategic decision-making, financial management and planning, corporate restructuring, fund raising, income and commodity taxation, transfer pricing and legal compliances.
- Hands on experience of start-up ventures in diverse industries – food processing, chemicals & fertilizers, computer peripherals, infrastructure and fashion accessories.
- Utilizes strong analytical skills to determine financial implications of various corporate decisions, has good experience of capital market operations and is well versed in fiscal and economic policies.
- Proactive and innovative with effective communication and interpersonal skills.

## CAREER HISTORY

Company	Business Line	Designation	Period
Zodiac Infotech Private Ltd.	Management Consultancy	Director	2012.....
YKK India Private Ltd. (Indian subsidiary of YKK Group)	Zipppers and Fastening Products (YKK Brand)	India CFO & Company Secretary	1997 to 2012
Wise Infrastructure Ltd. (Gadgil Western Group)	Fully Integrated Industrial Townships (SEZs)	Company Secretary	1994 to 1996
Naveen Rishi & Co., New Delhi	Chartered Accountants	Proprietor	1991 to 1994
Vinkas General Carbon Ltd.	Computer Peripherals	Finance Manager & Company Secretary	1988 to 1991
Multitech International Ltd. (Dalmia Group)	Fertilizers, Chemicals & HDPE Bags	Company Secretary	1987 to 1988
Amrit Agro Industries Ltd. (Now a Pepsi Co Group Co.)	Food Processing (Uncle Chips)	Company Secretary	1986 to 1987
PR Mehra & Co., New Delhi	Chartered Accountants	Intern/Assistant/Manager	1981 to 1986

## AREAS OF EXPOSURE

### Strategic Business Management

- Initiated formulation of a Corporate Risk & Insurance Policy and achieved over 50% reduction in fire insurance rates by negotiating with the Insurance Company and Tariff Advisory Committee (TAC). This resulted in savings of Rs. 10 lacs in the first year itself.
- Impressed upon senior YKK management to shift focus from exports to the Indian domestic market. For the same, devised a corporate restructuring plan for penetration of the domestic market and to increase market share, resulting in the setting up of a dedicated domestic sales department.
- Re-structured the Finance Department resulting in reduction of staff strength by 10% and increase in staff responsibilities.
- Devised a system of performance appraisal, increments and promotions to improve employee retention.

### Finance

- Established Finance & Accounts Departments with job and responsibility allocations; review of performance; standardization of routine jobs; implementation of systems and procedures for start-up ventures.
- Formulated and implemented an integrated financial and cost accounting system with internal control checks complete with accounting policies, rules and procedures, also updated to comply with J-SOX requirements.
- Improvisation of Business Systems and Processes of a large group into medical disposal devices and advised them on their setting up business operations in South East Asia.
- Conceptualized and Implemented an Integrated Internal Control and Accounting System for a large international fashion export house based in Hong Kong.
- Improvisation of accounting and internal control systems of a large private group into education.
- Devised a financing plan for setting up a Fully Integrated Industrial Township complete with industrial and social infrastructure, involving Indian and multilateral financing institutions (ADB, Manila & CDC, London).

- Successfully arranged project financing with multilateral funding institutions for infrastructure projects and power plants based on the BOT/BOOT model.
- Arranged working capital finance through a Consortium of Bankers including Foreign Banks.
- Arranged for venture capital from ICICI and IDBI for a EDP Ribbon Manufacturing project set up by first generation entrepreneurs.
- Corporate Restructuring of a leading Financial Services Group involving inter-company mergers, asset valuations and floating of an overseas financial entity in Mauritius.
- Formulated and implemented a Financial Restructuring Scheme for a sick industrial unit involving liaisoning with BIFR, financial institutions and banks, seeking debt rescheduling of Rs. 4 Crores, interest waivers of Rs. 1 Crore and additional working capital of Rs. 3 Crores.
- Working Capital Reduction by 10% through inventory indigenization, changing importing currency, Supply Chain improvements and dynamic Credit Control.
- Analyzed and implemented changes in company processes to achieve cost savings amounting to Rs. 1 Crore.
- Reduction in Interest costs of Rs. 10 lacs by negotiating Buyer's Credit Facility in foreign currency.
- Profit Centre Concept introduced in Finance Department by investment of daily cash surpluses in Money Market Mutual Funds resulting in tax-free dividend income.
- Member of the High Level Task Force formulated to implement Common Accounting Standards based on IFRS in YKK Group. Also synchronized Indian GAAP with Group Accounting Principles and policies.
- Suggested and Implemented an ERP system, duly integrated and customized with the archaic systems.

#### **Capital Markets**

- Independently handled Initial Public Offerings & Private Placements of Shares/Convertible Debentures including road-shows and investor conferences to raise capital. IPOs handled – Motherson Sumi Systems Limited, Duropac Limited, Western India Shipyard Limited, Western India Industries Limited and Western Paques Limited.
- Interacted with all intermediaries connected with Capital Markets - SEBI, FIIs, Investment Bankers Underwriters and Brokers.

#### **Taxation**

- Designed and implemented a Tax Compliance System for compliance under the Income Tax/Wealth Tax, Customs and Excise Acts, Service Tax, Transfer Pricing, VAT, Expat Taxation and Social Security as well as major labour laws.
- Adept in Commodity Taxation – Customs, Excise, Service Tax & VAT.
- Managed the assessment of income and international transactions relating to Transfer Pricing both under the Income Tax Law and the Customs Law (SVB).
- Conceptualised and implemented transfer-pricing documentation in line with Indian fiscal requirements.
- Convinced senior YKK Management to formulate a Group Transfer Pricing Policy to facilitate group transactions.
- Proficient at taxation of foreign nationals and foreign entities in India.
- Successfully handled the tax case relating to the deduction of tax on expat salaries with a favourable judgement delivered by the Supreme Court.
- Devised a strategy for handling tax assessments and related litigations.
- Presented papers on Transfer Pricing, Taxation and Corporate Strategy at Group CFOs conferences.

#### **Secretarial & Legal**

- Ensured compliances under the Indian Companies Act, Sick Industrial Companies Act & Foreign Exchange Management Act. (Entities having multiple stake holders and step down subsidiaries).
- Devised and Set Up the Group Investor Relations Centre to handle grievances of group shareholders.
- Good working knowledge of Commercial, Administrative and Labour Laws.
- Finalised strategy with lawyers in commercial and money recovery litigation and arbitration matters.

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### **ACADEMICS / MEMBERSHIPS/TRAININGS**

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- **FCA** - Fellow Member of the Institute of Chartered Accountants of India
- **FCS** – Fellow Member of the Institute of Company Secretaries of India
- **B.Com (Hons)** from Sri Ram College of Commerce, Delhi University, New Delhi, India
- **Schooling** from St. Xavier's, Delhi, India
- **Memberships** - Bombay Chartered Accountants' Society and Chamber of Tax Consultants, Mumbai
- Certificate Course in **Mergers & Acquisitions** from All India Management Association, New Delhi
- Attended Seminars & Workshops conducted by the Big Four Accounting Firms, Industry & Trade Associations

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### **PERSONAL INFORMATION**

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*Date of Birth: 12 July 1959*

*Resident of New Delhi, India*

*Languages Known: English & Hindi*

*Hobbies & Interests: Reading, Business History, Stock & Share Analysis, Event Management*