

# MAYANK BHOTIKA

CFO/ Head Treasury & Strategic Finance | CA | CS | CFA



## PERSONAL DETAILS



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October 19, 1986



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## LANGUAGES KNOWN

English

Spoken 10 Written 10

Hindi

Spoken 10 Written 10

Bengali

Spoken 10 Written 10

## CORE COMPETENCIES

Financial Planning and Analysis

Treasury Management

Corporate Finance

Team Building and Leadership

Finalization of Accounts

Budgeting and Cost Optimization

Mergers and Acquisitions

Fund Raising

Legal Compliance and Control

Budgeting / Cost Optimization

P&L Management / MIS Reporting

## CAREER SNAPSHOT

**Strategic Finance, Treasury & Accounts** professional, offering nearly **14 years** of extensive experience in managing **entire financial aspects, treasury & corporate finance, strategy finance, reporting and compliance** for **multiple industries** targeting senior-level assignments with **reputed organizations** across **multiple geographies**.

Instrumental in raising more than Rs 4000 crore through **project finance, structured finance, private equity**. Worked on **treasury, merger & acquisitions**, financial reporting, accounting (IFRS & IGAAP), audit & taxation, compliances by implementing & effectuating **internal controls**, thereby achieving the defined organizational goals & objectives.



## PROFILE HIGHLIGHTS



Headed Finance for Bellwether Group, raised structured debt overseas, roll out of FMCG, raised private equity/ distressed



Head Treasury & Strategy, at Himatsingka, set up subsidiaries overseas, raised large funds across geographies.



Set up Corporate Finance & Treasury Advisory practice for KPMG, India, advised Large Corporates across industry verticals.



Lead post-merger, finance & treasury integration for Pfizer & Wyeth in Indian Sub-Continent & set up processes.



## WORK EXPERIENCE

Since Mar'20- Present- Mumbai , India

Retainer Advisory Services & Consultant

Corporate Strategy, CFO Services, Strategic Finance & Treasury

- **Potential sale of solar assets** for a conglomerate to an Israel based fund for Rs 250 cr
- \$10 million **venture funding** for an education player in digital space based out of Gujarat
- **Private equity financing** for a Housing Finance Company into affordable housing.
- Helping a Fintech /NBFC Company raise **venture debt** for their new-lending business

Feb'18-Mar'20- Based at Mumbai, India

Gajanan Group of Companies, Mumbai, & Bellwether PTE Ltd, (Singapore)

Group CFO- Finance & Head- Treasury and Strategic Finance

**Treasury/ Corporate & Strategic Finance Initiatives for the Group in India & overseas:**

- Got an investment of Rs 225 cr from foreign structured investor for Indian edible oil operations
- Raised Rs 400 cr for **Greenfield project finance** for integrated refinery plant in Maharashtra
- Raised more than Rs 550 cr for Singapore through transactional lines from Indian Bank, IOB, ICBC, SC, DBS etc. for the overseas business, along with local partner
- **Closed Malaysian Palm Oil Acquisition** of \$16mn in specialty fats, ensured funding from Aten Capital and SSG in Singapore
- Acquisition of IORA international (Singapore) at a valuation of \$22 MN for liquidity infusion

**Distressed Resolution of Edible oil Business & Restructuring management for the Group:**

- **Resolution of 1000 cr** consortium debt (in 4 entities) led by SBI
- **Successfully overseeing statutory, legal, compliance, taxation, audit, rating exercise for Group**

**Instrumental in launching FMCG business under personal care / home care divisions:**

- **Integrating the distribution/ supply chain** for FMCG business with edible oil business to achieve economies of scale
- Negotiating vendor contracts, sales strategy with distributors, marketing and business functions

**Team Management, Result Orientation & Influencing/ Managing Global operations:**

- Leading team **across multiple business divisions** (Edible oil, FMCG, commodity trading) & geographies like India, Singapore, GCC, Africa

## TRAININGS & CERTIFICATIONS

Seven Habits of Highly Successful People- Leadership Course-Franklin Covey

Hogan Assessment Certifications- Leadership Attributes

NCFM Derivatives & Capital Dealers Module

## INTERPERSONAL SKILLS

Leadership Roles

Stakeholder Management

Team Building

Crisis Management

Communication

Conflict Resolution

## PRE - QUALIFICATION EXPERIENCE



Oct'07 - Apr'08 & Jan'09 - Sep'10: CA Articleship



May'08 – Nov'08: Credit Process Analyst ICICI Bank



Nov'10 – Apr'11: Retainer at PwC India,

## EDUCATION

2012: CFA (US) – Level 2

2010: CA from ICAI; cleared all 3 levels in 1st attempt

2009: CS from ICSI; AIR 8 in finals

2008: B.Com. From Goenka College of Commerce & Business Administration

2005: ISC from La-Martiniere for Boys, Kolkata with 89%

2003: ICSE from La-Martiniere for Boys, Kolkata with 84%

## IT SKILLS

- Murex
- Kyriba
- Sun Guard
- SAP
- IBS Fintech
- Kondor
- Credence

Jul'16-Mar'18

Himatsingka Seide Limited (HSL) – Bangalore, India

Head Strategic Finance & Corporate Treasury

### Fund Raising, Project Finance, International Finance and Merger/Acquisitions:

- Arranged **CAPEX funding** of ~Rs 1300 cr from banks for expansion plans
- **Raised syndicated loan (~Rs 400 cr) under Green field Project** for new business line Terry Towel from consortium
- **Set up overseas subsidiary** in UK, and created SDS for Italian operations
- **Raised funds through Wells Fargo & BOA for US subsidiary** in New York
- **Raised initial funding from DFI like IFC/ KFW for Towel Project for capex machinery**
- Refinance of 21 million ECB with International lender, ADCB, leading to cost savings of 160bps

### Heading the Foreign Exchange Management, Trade Finance & Import/ Export Cashbox Management, Liquidity Planning & Cash Forecasting:

- **Managed investments** of ~Rs 400 cr through mutual funds, real estate, equity & venture capital
- Ensured **trade finance** facilities are utilized and arranged through LC/BG/ PC (INR), BD, BC etc
- Increased **Working Capital** lines from Rs 225 cr to Rs 645 cr for growth plans
- Ensuring **hedging** of all transactions, translation and balance sheet exposures

### Digital and Technology Initiatives:

- Installed treasury software (**IBS fintech**), with existing ERP (SAP)
- Installed **KYRIBA and Omniscient** (centralized cash pooling)

Feb'15 – Jun'16

KPMG India, Mumbai

Associate Director, Strategic Finance & Corporate Treasury

### Key Treasury Strategy and Transformation Assignments:

- Conducted **treasury review** for large groups including Reliance Retail, Tata Comm, Hinduja
- Suggested **forex strategy** to ensure natural hedge and forward exposure resulting in mitigation of **timing difference** in business cycles for Jain Irrigation
- Introduced new **Cash Forecasting Model** leading to annual savings of \$2 Million for CSS Corp
- Advising **short term fund raising** through CP leading to cost saving of 1% for Deepak Nitrite

### Mergers and Acquisitions:

- Pitched post-merger **Treasury integration** for Pantaloons and Madura Garments

### Forex Management & Advisory:

- Developed **Corporate Treasury & Risk Management** Policy for one of the largest IT players

### Commodity Risk Management:

- Developing **Risk Card** for the largest Global Commodity Trader (Trafigura, India operations)

### Investment Advisory – Family Office:

- Developed **investment strategy** for a large textile house for various asset classes

Aug'14 – Feb'15

Pfizer – Mumbai, India

Assistant Manager, Treasury Operations, Finance and Strategy

- Pivotal role in **integrating & revamping finance & treasury** processes post-merger with Wyeth
- Negotiated Import/ Export Warehousing Solutions-Revamp entire IDM-Forex Hedging Processes

May'12 - Aug'14

Reliance Industries Limited – Mumbai, India

Manager, Corporate Treasury and Corporate Finance

- Managed **Exposure Liquidity** for portfolio worth \$10 bn on a quarterly basis
- Reconciled Fixed Deposit / TDS & process integration leading to synergies of Rs 40 cr
- Inter linking treasury portfolio of **Reliance Retail with Central Treasury** for all key functions
- Computation of hedge effectiveness for Senior Management of treasury portfolio.
- Booking of Forwards, Futures, Currency Options, Swaps, OIS, Commodities and Internal deals
- Introducing Gold Hedging internationally with LME and Authorized Depositories.

May'11 - Apr'12

ICICI Bank – Mumbai, India

Assistant Manager 2, Treasury and Risk Management

- Conducting Risk and Control Self-Assessment [R&CSA] to identify the operational/financial risks
- Reviewing process notes related to new, modified and amended products pertaining to treasury
- Preparation of Treasury Operational Risk dashboards on a quarterly basis, inviting management attention to the Key Risk Indicators [KRI's]. Analysis of Fraud & Near Miss incidents of treasury groups.