



ASHISH PODDAR

STRATEGIC GROWTH PARTNER | VALUE CREATOR |
FINANCE LEADER | 21 YEARS GLOBAL EXPERIENCE |

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Over 21 years of progressive experience involving multi-functional role in Finance including Business Advisory Services & Management Consulting across sectors in roles varying from Assurance, Consulting, Compliance, Controllership, Investor relationship and Fund raising. Worked as Global Chief Financial officer & Executive Director Finance of a leading, NYSE listed Group, Global CFO for a leading Pharma Company and most recent as President - Finance & Accounts for a leading Real Estate Company.

LATEST ROLE

Nov 2018 to Feb 2019

Worked as President – Finance & Accounts for M3M Group, taking care of entire gamut of Operational & Strategic Financial activities including defining the Five year strategy, restructuring the Group, fund raising and evaluating the acquisition targets.

PRIOR WORK EXPERIENCE

Aug 1997 to Nov 2018

MANUFACTURING:

- **Sentiss Pharma** - Global CFO (2016-18)
- **ANFI (NYSE Listed)** - Global CFO & ED (2012-16)
- **Carrier Aircon** – Assistant Finance Controller, SOX Compliance Officer & Internal Auditor (2005-06)

MANAGEMENT CONSULTING:

- **Accenture** - Senior Manager (2007-12)

FOOD & BEVERAGE:

- **Yum Restaurants** - Equity Manager (2006-07)

AUDIT & ASSURANCE:

- **PwC** - Assistant Manager (2004-05)
- **Deloitte** - Assistant Manager (2002-04)
- **Lodha & Co.** - Audit Manager (2001-02)
- **S.S. Kothari** - Articleship (1997-2000)

CAREER HIGHLIGHTS & ACHIEVEMENTS

SKILLS & COMPETENCIES	EXPERIENCE & ACHIEVEMENTS
STRATEGIC BUSINESS & GROWTH PARTNER	▪ <i>For Listed Group - Top line grown @ CAGR of 29% to \$747Mn in FY15 from \$329Mn in FY12</i> ▪ <i>Spear headed Business, Corporate and tax Restructuring</i> ▪ <i>Hands on experience on evaluating & valuation of M&A targets including Financial Due diligence – almost 35 targets evaluated - Acquired & integrated two companies</i> ▪ <i>Worked on Global acquisition deals involving Multimillion Dollars:</i> ➤ <i>Tilda brand – Deal Size £240 Mn</i> ➤ <i>Somerset & Wintac – Deal Size \$200Mn</i> ▪ <i>Charted out Five Year Corporate Strategy</i> ▪ <i>Helped set up Brands and grow business in India & Overseas market through strategic deals and partnerships</i>
FUND RAISING, BANKING, FOREX & TREASURY MANAGEMENT	▪ <i>Enabled IPO process & Successful listing on NYSE</i> ▪ <i>Instrumental in enhancing credit limits to USD 200Mn from USD 75Mn for Listed Group</i> ▪ <i>Managed consortium of 11 Banks for Listed Group</i> ▪ <i>Managing Forex & Treasury activities involving sizeable amounts ranging from USD 15Mn to USD 200Mn</i> ▪ <i>Worked on Bond Issue of USD 250Mn</i> ▪ <i>Achieved significant saving in interest expense by negotiating cost of Funding down</i> ➤ <i>For PCFC from Libor + 2.5% to Libor + 0.60%</i> ➤ <i>For Long term debt from 19% to 11.20% through refinance of USD 55 Mn from PSU Bank</i>
SHAREHOLDER VALUE CREATION & INVESTOR RELATIONS	▪ <i>Builds strong, trusting stakeholder relationships</i> ▪ <i>Implemented meticulous Investor relation strategy leading to increase in Market Cap of the listed group from USD 250 Mn to almost a billion dollar in less than one and half years</i> ▪ <i>Conducted Quarterly and Annual Earnings Release call for listed Group, Addressing investors, street analysts (NYSE) on Group's performance</i>

CAREER HIGHLIGHTS & ACHIEVEMENTS

SKILLS & COMPETENCIES	EXPERIENCE & ACHIEVEMENTS
INTERNATIONAL EXPOSURE	▪ <i>Significant International Exposure – worked in US, Canada, UK, Singapore, Russia (including CIS countries) and India</i> ▪ <i>Represented Listed Group in five International investor conferences in US organized by UBS, DB, Jefferies and ICR</i> ▪ <i>Presented to Global credit rating agencies including Moody's, S&P, CRISIL & ICRA for credit ratings</i>
PROFIT MAXIMIZATION & COST OPTIMIZATION	▪ <i>For Listed Group - EBITDA grown @ CAGR of 37% to \$100Mn in FY15 from \$40Mn in FY12</i> ▪ <i>Improved EBITDA margins for Pharma Company from 27% to 42% of sales through plugging leakages, wastages and effective cost control</i> ▪ <i>Implemented GST and Optimized supply chain function resulting into saving of around 15% in purchase cost</i> ▪ <i>Achieved significant cost saving (almost 50% as compared to their initial quotes) through effective negotiating skills in service / consulting assignments (including contract with investment bankers).</i>
FINANCIAL REPORTING	▪ <i>Handled Consolidation as per IFRS, US GAAP & IndAS involving multiple global subsidiaries</i> ▪ <i>Implemented Balanced Score Card methodology by defining Smart KPIs and effective dashboards leading to improvement in MIS, Financial Planning, Budget Vs Actual periodical tracking & analysis</i>
REGULATORY COMPLIANCE	▪ <i>Hands on exposure on Compliance with SEC & NYSE regulations, Indian Companies Act, Taxation and other applicable laws</i>
INTERNAL FINANCIAL CONTROLS AND RISK MANAGEMENT	▪ <i>Implemented SOX compliance, Risk Management Framework and Financial internal controls systems & processes leading to optimized utilization of resources resulting into significant improvement in EBITDA Margins</i> ▪ <i>Well versed with leading practices in the areas of Record to Report, Order to Cash, Procure to Pay, Hire to Retire, Plan to Produce</i>

CAREER HIGHLIGHTS & ACHIEVEMENTS

SKILLS & COMPETENCIES	EXPERIENCE & ACHIEVEMENTS
TECHNICAL SKILLS & TECHNOLOGY ORIENTATION	▪ <i>Lead implementation of ERPs in various organizations (which includes SAP, Microsoft Dynamics, BAAN, Oracle)</i> ▪ <i>Lead several initiatives in a number of organizations for enhancement of Old system, latest being upgradation of Navision due to implementation of GST</i> ▪ <i>Used strong analytical skills to optimize logistics cost, Cost of Manufacturing and maximized Top line</i> ▪ <i>Developed, Automated and implemented:</i> ➤ <i>MIS Reporting Tools including Reporting Dashboards</i> ➤ <i>Budgeting & Business Analysis and Variance Analysis system and guidelines</i> ➤ <i>Management Reporting Diagnostic</i> ➤ <i>Business Case development tool</i> ➤ <i>Reconciliation & report format for Tax Balance Sheet and Statutory Balance Sheet</i> ➤ <i>Common Tax Chart of Account and mapping of 11 ERPs to the Common Tax Chart of Account</i> ➤ <i>Global Withholding Tax Process</i>
STRONG LEADERSHIP & PEOPLE MANAGEMENT	▪ <i>Significant experience in managing multiple teams and work-streams. Build effective, efficient and Cohesive teams</i> ▪ <i>Managed global finance teams including Regional Finance Controllers and Regional CFOs as direct reports</i> ▪ <i>Strong interpersonal, motivational and team/people skills</i> ▪ <i>Effective Leader, Coach and Mentor</i> ▪ <i>Collaborative and Team Oriented</i> ▪ <i>Successfully handled global Change management programs</i>
PROFESSIONAL ATTRIBUTES	▪ <i>Effective Communication and Negotiation skills</i> ▪ <i>Very high on Professional ethics and integrity</i> ▪ <i>Innovative and Proactive thinking</i> ▪ <i>Quick adaptability - Worked in diverse industries and geographies and successfully achieved organizational goals with focus on Core</i>

PROMINENT CLIENTS/ PROJECTS HANDLED

Management Consulting

Handled multi-million dollar projects for Global clients:

- *Shell Oil – Dan Hague, Netherlands*
- *Rogers Telecommunication – Canada*
- *Virgin Mobile – India*
- *Change Management Program for Accenture - Singapore*

Audit & Assurance

Handled prestigious clients:

- *Xerox Modicorp*
- *IFB Industries*
- *HCL Technologies*
- *GKN Driveline*
- *United Breweries*
- *Hindustan*
- *Aditya Cement*
- *National Glass*
- *LG Electronics*
- *Godfrey Philips*

EDUCATION

- *Bachelor of Commerce with Honours*
Shri Ram College Of Commerce (SRCC), Delhi University
- *Chartered Accountant*
Institute of Chartered Accountants of India (ICAI), Delhi

1996-1999

1997-2001

CERTIFICATION

- *Dr. Edward de Bono's Six Thinking Hats Course*
de Bono Thinking Systems, US
- *Transformational Leadership Program*
Indian Institute of Management, Ahmedabad (IIM A)

2011

2018

AWARDS & RECOGNITION

- *Won **2nd position** in Citibank India Risk Management Event in 2017*
- *Received **Addo Agnitio Award** in 2012 from Accenture Global Management for differentiated knowledge capital to enable innovation & collaboration*
- *Secured **37th Rank** in C.A. Foundation*
- ***School Topper** in Class X, XI & XII*
- *Received Certificate of Merit for securing **9th position** in Geography Olympiad*