BOBBY VARGHESE

Tel: +971-501606581 Abu Dhabi, UAE **email**: bobbyvar@gmail.com

VICE PRESIDENT- FINANCIAL STRATEGY

Hands on finance professional known for a deliberate and focused approach with rapid progression throughout leadership career to VP and CFO roles. Recognized for limiting risks, saving costs and creating lean high performance teams. Strong qualifications in developing and implementing financial controls and processes in addition to productivity improvements and change management. CPA from USA and a CA from India with more than 18 years of experience in Ports and Terminals, Shipping and Logistics multinationals and startups across several countries – employing a “get it done” mentality.

KEY SKILLS AND EXPERIENCES

- Solid Leadership, communication and Interpersonal skills
- Establish rapport with all levels of management and stakeholders
- IT Initiatives including ERP implementation
- Fund raising, project financing and resource management
- Joint ventures, startups, turnarounds and Government stakeholder management
- Multi-cultural management experience, especially in India and the Middle East
- Six Sigma Green Belt certified

PROFESSIONAL EXPERIENCE

I. Abu Dhabi Ports Company, Abu Dhabi, UAE **Sept 2014-Present**

Abu Dhabi Ports Company PJSC was established in March 2006 by Emiri decree in the Emirate of Abu Dhabi as a master developer and regulator of ports and industrial zones. In line with Abu Dhabi Economic Vision 2030, ADPC's objective is to act as an enabler for development and trade and to facilitate the diversification of the emirate's non-oil and gas economy

Vice President – Financial Strategy **Finance Department, Head Office** **Sept 2014-present**

Reporting to the CFO and responsible for the financial strategy function for over 11 Ports, KIZAD Industrial zone and Marine services within the Emirate of Abu Dhabi. There are 4 direct reports and a team of 16 persons. This function is in charge of Financial Reporting, Budgeting, Investment analysis and corporate finance functions including M&A. Until April 2016, I was working as Vice President-Financial control for the company, in charge of all accounting and controllership. Some of the key achievements in the role are as follows:

- Actively contributed to uplifting the company’s finance performance and standards which led to receiving the **“Financial Excellence Award-Government entity”** in the year 2015 and 2017.
- Full cycle of IPO readiness program and Credit rating process for the company.
- The company won the Government of Abu Dhabi award for “Excellence in Financial control” in 2015 during my tenure.
- Overview of the finance functions of multiple subsidiaries including Marine services, Container Terminal and KIZAD.
- Leading the finance team on various IT initiatives including TOS implementation, PCS and Marine Operating systems
- Launched the “Tawfeer” cost savings program companywide resulting in more than AED 10 million in savings.

II. Ports Development Company, Jeddah, KSA **Apr 2013 - Aug 2014**

Ports Development Company (PDC) was formed by a joint venture between HUTA Marine and Emaar, the Economic City. This closed joint stock company represents a strong shareholder base with extensive networks and expertise in construction of infrastructure projects, including ports. PDC's mission is to develop world-class port and logistics facilities. The first port developed by PDC is the King Abdullah Port, which is new Port situated around 100 kms from Jeddah in KSA. The Port has started operations in 2013 and is expected to grow in phases to a capacity of around 20 million TEUs within the next 15 years. The first five years of investment in the Port is around SAR 10 Billion.

Chief Financial Officer **King Abdullah Economic City** **Apr 2013 - Aug 2014**
Responsible for the Finance and Procurement functions of the company and reporting to the General Manager, managing a team of 10 persons.

- Set up the finance function including hiring of team members, SOPs and processes and implementing IT systems to cater to operations
- Involved in raising bridge loan from Saudi Banks to the tune of SAR 500 Million and Term loan of SAR 4 Billion
- Setting up and financing the joint venture subsidiary of PDC for provision of tugs and pilotage services
- Supported the MD and General Manager in financing and setting up the operations leading to the start of the first transshipment and Import Export shipments of the Port.
- Setting up the Management information systems and Procurement function for the Port.

III. AP Moller Maersk A/S group **Aug 2003 – Apr 2013**

The A.P. Moller - Maersk Group is a worldwide organization with about 89,000 employees and offices in around 130 countries. In addition to owning one of the world's largest shipping companies, Maersk is also involved in a wide range of activities within the energy, shipbuilding, retail and manufacturing industries.

Chief Financial Officer **Port of Salalah, Oman** **Sept 2011 - Apr 2013**
Port of Salalah in Oman is a world class transshipment hub in the West Central Asia Region. The company is listed on the Oman Stock exchange and is partly owned by the AP Moller Maersk Group A/S along with the Government of Oman and other private entities. Situated right at the major East-West shipping lanes, Salalah enjoys an attractive strategic location in the heart of the Indian Ocean Rim and caters to some of the world's largest ocean going vessels.

Responsible for the Finance, Procurement and Administration functions of the company and reporting to the CEO. In addition, responsible for P&L of Oasis club, a commercially run restaurant and club of the Port of Salalah. The CFO is part of the executive management team of the company in direct liaison with Board of Directors. There are 5 direct reports and a team of 60 persons.

- Instrumental in growing profits of the Port by threefold in 2012 compared to 2011.
- Involved in setting up new processes, SOPs, Financial policies and Tariff revision.
- Represented the company in high level meetings with the Omani government and the Board of Directors (some of them from the Oman Government).
- Cost savings close to USD 3 million from initiatives in 2012
- Built good stakeholder relations with the Board of Directors, Bankers, Auditors
- Created a high performing multi-cultural team which high engagement levels
- Improved Financial control standards to high levels

Chief Financial Officer **APM Terminals Mumbai** **Apr 2007 - Aug 2011**
This is a joint venture between APM terminals, The Netherlands and CONCOR, India. APM Terminals is a 100% subsidiary of the AP Moller-Maersk A/S group, who also operate Maersk Line, the world's largest shipping company with headquarters in Denmark. CONCOR is India's largest company handling container rail freight movements which is also listed on the Indian stock exchange. Within a short period of three years from its inception in 2007, Gateway Terminals is currently the largest container terminal in India today.

Responsible for the Finance, Procurement and Administration functions of the company and reporting to the CEO. The CFO is part of the executive management team of the company in direct liaison with Board of Directors. There are 5 direct reports and 21 staff in the team

- Established and implemented KRAs and KPIs for the organization and implemented them across the company.
- Building Good smooth relationships at the senior management level in the joint venture, including Board of Directors through professional stakeholder management.
- As part of the executive management team and a Business Partner to the CEO, was instrumental in formulation of strategies, rolling out of vision and mission and general management of the company.
- Raised loans amounting to USD 200 mln through the ECB route for expansion of the terminal at attractive credit terms.
- Facilitated Cost control initiatives, which has resulted in savings of at least USD 9 million per annum through innovations methods and contract negotiations.
- Implemented E-invoicing to customers which brought down delays in billing from 8 days to 24 hours with minimum errors in billing.
- Built a very strong team with excellent potential. Good employee engagements scores obtained in annual employee engagement survey.
- Assisted the CEO in handling the HR and IT functions to streamline these functions.

Other Positions held:

Head of Finance	**DAMCO India Private Limited** *(Logistics Division of AP Moller Maersk A/S)*	**Apr 2005 - Mar 2007**
AGM-Operations	**Maersk Line – India** *(Shipping Line division of AP Moller Maersk A/S)*	**Aug 2003 – Apr 2005**

IV. Exel India (now known as DHL Exel Supply chain solutions)   Sr. Manager-Finance   May 1998 - Aug 2003

This was a Multinational Company which was headquartered in the United Kingdom. The Company offers supply chain and logistics solutions, including freight forwarding, customs clearance and warehouse management and distribution services. This company has been subsequently acquired by Deutsche Post as is now known as DHL Exel Supply Chain solutions

PROFESSIONAL QUALIFICATIONS

Chartered Accountant	ICAI, India	Oct 1997
Certified Public Accountant	AICPA, USA	Oct 2000

ACADEMIC EDUCATION

Bachelor of Commerce	University of Kerala, India **(VIth Rank in University)**	Apr 1994
Diploma in Terminal Management	Lloyd’s Maritime Institute of Shipping, UK	Jul 2006
MAGNUM management program	AP Moller Maersk A/S Global Management program	Jul 2006

AWARDS AND ACHEIVEMENTS

- **Top 100 CFOs" in India for 2010 by CFO India Magazine (9.9 Media group) – Won**
- Internal AD Ports Award for excellence for active contribution to the **"Best Government Entity-Financial excellence" ADAEP award in 2015 and 2017**
- "Best Magnum" award in APM Terminals MAGNUM Course in 2006 - Won
- "Excellence in Finance-Public Sector- CFO" in MENA region 2013 (NASEBA group) – **II**nd runner up
- **Six Sigma Green Belt** Certification in Process Excellence.

REFERENCES UPON REQUEST
