



**Arnab Banerjee**

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**Snapshot:** Finance Professional with over 19 years of experience in financial & credit analysis, Credit risk assessment & reporting, business analysis, receivables and payables management, Financial & Management accounting and structured finance for loan portfolio restructuring across diverse organizations including Insolvency and Liquidation proceedings.

### History of Excellence in...

**Credit & Receivables Management ~ Credit & Financial Analysis ~ Risk Management ~ Business Analytics ~ Management accounting, Reporting & Presentation ~ Credit Underwriting and evaluation ~ Loan disbursal ~ Collaterals Management ~ Risk Mitigation ~ Bad Debt Management, Debt Restructuring, Insolvency and Liquidation ~ Account Management ~ Client / Vendor, Legal documentation ~ Interaction and Relationship Management ~ Team Management and MIS**

### Leadership Strengths & Highlights

- ✓ Proven ability in evaluating / appraising individual loan requests by verifying application and other financial statements or documents; conducting customer negotiations for finalizing payment conditions and terms for accomplishing organizational recovery targets
- ✓ Skilled in ascertaining financial status for new and existing customers for finalizing credit scores based on Cibil Reports for understanding the past credit history of the business partners; collaborating with solicitors and other legal personnel for initiating legal proceedings against willful defaulters
- ✓ Proficient in assessing existing accounts to evaluate financial status (based on viability of the project as well as the assets proposed) & outstanding ratings to be highlighted to the senior management for obtaining credit approval
- ✓ Well versed in debt recovery proceedings for settling long pending outstanding accounts, settlement of claims by negotiating with the insurance company and with the legal department for serving notice and initiating legal action against defaulters
- ✓ Adept at defining procedures for managing customer accounts, streamlining billing and collections process and accomplishing receivable targets; maintaining productive business relationship with the collections team, credit reporting agencies and credit insurance providers
- ✓ Professional Affiliations: Fellow Member of Institute of Cost Accountants of India and affiliate member of Indian Institute of Banking & Finance. Certified by IBBi as Insolvency and Valuation Professional and by AIWMI for Credit and Risk Processes.

### Professional Experience

**B.C. Jindal Group, Delhi ~ February 2021 till date**

**Deputy General Manager - DGM (Finance)**

#### Key Responsibilities:

- Undertaking financial due diligence of new projects or companies targeted to be acquired by the group, through NCLT route and companies undergoing PSU disinvestment.
- Interaction and meeting with bankers and Insolvency Professionals, for understanding the challenges in the respective assignments, which are being considered for investment by the group.
- Preparing and placing bid documents pertaining to submission of Expression of Interest (EOI) for the companies, to be acquired through NCLT route and PSU disinvestments.
- Meeting, Interacting and Providing regular update to the group Promoters at Delhi Corporate Office, pertaining to the market updates and new acquisition opportunities on acquisition opportunities of PSU companies undergoing PSU disinvestment and NCLT companies undergoing Corporate Insolvency Resolution Process (CIRP) or Liquidation.

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## **BDO India LLP, Kolkata ~ August 2019 till February 2021**

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### **Associate Director (Advisory Services - Resolution Business)**

#### **Key Responsibilities:**

- As a part of the Support Service team in IBC space at BDO India LLP, assisting the RP (Resolution Professional) in managing the day to day operational matters for an ongoing CIRP assignment of M/s JVL Agro Industries Ltd (Listed Entity having Operations of Edible Oil Manufacturing Process) as admitted by NCLT Allahabad and M/s Rohit Ferro Tech Limited (High Carbon Ferro Alloy Manufacturing Company) a listed entity as admitted by NCLT Kolkata.
- Dealing with day to day commercial aspects of factory operations of the corporate debtor for purchases and material procurement.
- Interacting with vendors for purchase of plant equipment's and chemicals as required for running the plant of Corporate Debtor undergoing CIRP.
- Interacting and Liaisoning with Government Authorities and departments (state & Central government) for getting the necessary approvals and licenses as required for operating the client entities.
- Preparing comparative quotations of the equipment prices as collected from multiple vendors, preparing note of the same and getting the same approved by the Resolution Professional.
- Preparing necessary Purchase and Work orders with negotiated prices and placing the same with vendors for supply of materials and execution of servicing of plant equipment's.
- Estimating Profitability of Corporate Debtor Operations, preparing project EBITDA and cost evaluation of the Production operations.
- Looking after other CIRP proceedings pertaining to the given assignment as detailed below as an Insolvency Professional.

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## **Practicing Insolvency Professional ~ May 2018 till July 2019**

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#### **Key Responsibilities:**

- Providing support services to the Resolution Professional and Liquidator as Insolvency Professional in the field of Insolvency and Bankruptcy as applicable for Corporate Insolvency Resolution Process (CIRP) as per IBBI (Insolvency and Bankruptcy Board of India) guidelines under IBC 2016, for the below mentioned assignments:
  - M/s Network Industries Ltd (CIRP) – Jute Products Manufacturer
  - M/s Kohinoor Power Pvt Ltd (CIRP) – Power generation
- Collecting necessary information relating to the assets, finances and operations of the corporate debtor for determining the financial position of the corporate debtor admitted for Corporate Insolvency Resolution Process (CIRP) as per IBC (Insolvency and Bankruptcy Code) 2016.
- Assessing the demand claims for Resolution and Liquidation as raised by financial and operational creditors against corporate debtors and admitting the claims post necessary verification from bankers and books of accounts of the corporate debtor.
- Sending notices to committee of creditors for fixing meeting of committee of creditors
- Assisting the Interim Resolution Professional (IRP) in constituting the committee of creditors.
- Drafting the minutes of Committee of Creditors meetings and assisting the IRP / RP (Resolution Professional) in circulation of the same to the committee of creditors (COC).
- Preparing the Information Memorandum of Corporate debtors undergoing Corporate Resolution under IBC.
- Communicating with financial and Operational creditors regularly to keep them apprised of the present Corporate Insolvency Resolution process of the corporate debtor.
- Liaising with the forensic auditors, chartered accountant firms and valuers appointed for inspection and valuation of assets of the corporate debtor to incorporate the necessary operational and functional information of the corporate debtor undergoing Resolution process in the Information Memorandum.
- Publishing of Form G for floating Expression of Interest on newspapers, as per IBBI (Insolvency and Bankruptcy Board of India) guidelines.
- Evaluating the Resolution Plans as received from the Resolution Applicants and discussing with the Committee of Creditors for viability of the plan for the ongoing resolution process based on the Evaluation Matrix and RFRP (Request for Resolution Plan).
- Attending NCLT (National Company Law Tribunal) hearings of Kolkata Bench for case proceedings of the ongoing assignments undergoing Corporate Insolvency Resolution Process (CIRP) and liquidation, besides interacting with lawyers and legal firms for respective petition filings as and when required for ongoing assignments.

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## **Ingram Micro India Private Limited, Kolkata ~ Jan 2015 – April 2018**

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### **Credit Manager (East Region)**

#### **Key Responsibilities:**

- Spearhead team efforts in managing end to end credit and Risk processes for East region encompassing six locations with over 600 accounts.
- Evaluate portfolio to identify & resolve potential delinquencies; follow up on top exposure accounts to identify potential risk in big deal credit requests in compliance to financial parameters and liquidity and debt ratios.
- Appraisal & underwriting of Credit proposals for new and existing business exposure upto INR 20 Crores based on customer financials, customer ratings with financial institutions, business potential, availability of securities in hand and other market related factors as and where applicable.
- Follow up with business partners or customers for effectively closing identified business deals within SLA parameters. Conduct periodic review of credit limit and credit risk of customers based on credit risk report from external agencies
- Undertaking weekly collection review with the team for all major credit accounts, including delinquent accounts and sending notices to partner with ageing outstanding dues on daily basis till the account overdues are closed with interest.
- Maintain updated knowledge of financial tools like LC, BG, Escrow Account, Channel financing and insurance coverage for existing account exposures with aligned banks to mitigate potential financial risk of existing credit portfolio for the company.
- Update branch wise DSO of the portfolio for periodic intervals aimed at maintaining Credit to collection ratio for the region
- Ensure compliance to organizational policies and other industry standards in managing bucket wise ageing of the portfolio for east India region
- Set up & maintain strategic partnership with resellers and undertake partner / customer visits across the region for large complex accounts for identifying potential bad debts, risks and new business opportunities
- Maintain audit compliance for the credit portfolio for the region.
- Organize training sessions for team members based on identified training needs and other related factors

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## **Srei Equipment Finance Ltd, Kolkata ~ Jun 2010 – Dec 2014**

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### **Manager - Structured Finance (Credit) ~ Jan 2013 – Dec 2014**

### **Manager - Financial Analysis & Reporting (CEO's Office) ~ Jun 2010 – Dec 2012**

#### **Key Responsibilities:**

- Drafting & presenting appraisal note / credit notes for discussion on restructured company financials and performance and submission of the same to senior management of the company
- Credit underwriting of accounts to be restructured as per revised credit and payment terms and Govt regulations.
- Maintaining regular interaction with bankers for restructuring accounts of customers under financial stress reported as Special Mention Accounts (SMA Reporting) to RBI on monthly and quarterly basis based on statutory requirements
- Collaborated with various support teams (Risk & Legal) in evaluating business and financial status of stressed companies for debt restructuring
- Assessing potential operational bottlenecks & cash flows from existing work orders and developing credit & risk reports to highlight challenges in the stressed accounts from credit and Risk Prospective.
- Analyzing performance of preceding years for identifying & eliminating macro & micro economic issues faced by company.
- Following up with legal & receivables management teams for realigning accounts based on pending & existing litigations and adjustment of all intra party dues of the customer group
- Generating & presenting monthly, quarterly and half yearly collection reports for stressed accounts against billings as well as overdue against various accounts for the respective periods for the senior management to enable effective decision making.
- Sending notices to other financiers for calling Joint Lenders meet for SMA-II accounts and attending bankers meet as part of corporate debt restructuring exercise.

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## **HSBC (HSBC Securities), Kolkata ~ Sep 2007 – Jun 2010**

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### **Assistant Manager - Operations (Accounting & Valuations)**

#### **Key Responsibilities:**

- Reconciliation / pricing of funds for delivery within allocated TAT. Maintained updated accounting entries for reconciliation in Geneva based on prime broker reports and trade files
- Evaluating Cash, Position, Dividend, Forwards, Due to Due from (DTDF), Capital Activity and Market Value Reconciliations using Bloomberg

- Updating knowledge on fund SOP of overseas clients (Hong Kong, Singapore and Dublin) for stabilizing fund reconciliation process. Assessed NAV packages, migrated new funds from overseas locations to Go-Live from Kolkata
- Ensuring compliance to trade files in Advent Geneva (Accounting Software) for uploading various trades. Conducted CQI Projects for process improvements and improvement of Process TAT
- Leading a team of 12 associate members for Fund Accounting Process of Hedge Funds & Fund of Funds in compliance to organizational policies and procedures
- Analyzing team performance through (mid-year & annual appraisals) & rendered productivity enhancement feedback. Organized training sessions for team members based on identified training needs and other related factors
- Preparing & presenting various status reports for the senior management and other stakeholders to enable effective decision making

## Tata Teleservices Ltd, Kolkata ~ Sep 2006 – Sep 2007

### Senior Officer (Finance & Accounts)

#### Key Responsibilities:

- Carried out Ratio/ Variance, Financial & Product Profitability Analysis for ascertainment of difference between projected & actual results
- Involved in providing insights to senior management on corrective actions to be implemented to enhance the performance of business portfolio by providing a breakdown of product profitability of business products at Eastern Regional Circles.
- Reported the daily business numbers to Senior Management along with details on new business generated, churn, prepaid and post-paid customer count, prepaid and post-paid ARPU (Average Revenue per User) and MOU (Minutes of Usage)
- Prepared MIS Report for Business Support Team
- Uploaded the monthly financials of Eastern Region Circles using Flash Operating System

## Hyderabad Industries Ltd, Kolkata ~ June 2001 – Sep 2006

### Officer (Costing – Finance & Accounts)

#### Key Responsibilities:

- Cost Audit, Product Costing, Inventory Accounting & Valuations
- Weekly and monthly Debtor's Reports Analysis.
- Forecasting & Budgeting
- Reconciliation of Stock ledger and bin Card.
- Reconciliation of financial and management accounts for steel foundry division.
- Reconciliation of Purchase and sales registers with Purchase & sales invoices.

## Credentials

#### Academics:

- **FCMA (Fellow Cost & Management Accountant)**, Institute of Cost Accountants of India (ICAI) (2006)
- **PGDBM (Business Management - Finance)**, NDIM, Indrapastha University (2001) (equivalent to MBA)
- **B Sc. (Comp Science)**, Bangalore University (1999)

#### Accreditation:

- CAIIB (Certified Associate of Indian Institute of Bankers) from Indian Institute of Banking & Finance (IIBF) in 2008
- Certification in Financial Management (CFM - Certified Financial Manager) from CFM-India in 2011
- Certified and Registered Insolvency Professional (IP) with IBBI (Insolvency and Bankruptcy Board of India) since 2018
- Certified in MSME Finance (SME finance) by Indian Institute of Banking & Finance (IIBF) in 2018
- Certified Valuer of Securities or Financial Assets (SFA) by IBBI (Insolvency and Bankruptcy Board of India) in 2019
- Certified Credit Research Analyst (CCRA) by Association of International Wealth Management of India (AIWMI) in 2020

## Personal Details

- **Date of Birth** : 15<sup>th</sup> March 1977
- **Languages Known** : English, Hindi, and Bengali
- **Nationality** : Indian
- **Permanent Address** : LGS Bougainville, 15 Chandi Ghosh Rd, Kudghat, Kolkata, West Bengal, India – 700040
- **Delhi Address** : 748, Kaveri Apartments, D6, Vasant Kunj, Delhi – 110070.

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