

# CA DEEPAK KUMAR GUPTA

[CHIEF FINANCIAL OFFICER |#| BUSINESS STRATEGIC HEAD |#| INVESTORS RELATION HEAD]

☎ +91-9625246657 |#| ✉ [guptacadeepakumar@gmail.com](mailto:guptacadeepakumar@gmail.com)

Chief Financial Officer | Business Strategic Head |#| 19+ Years of working experience handling multiple businesses & high revenue organizations with top management leadership, excellent top communication, & professional qualified from reputed Institutions from ICAI, ICSI, ICMAI, US-CPA, US-CFA, GARP, IIM Indore, Lucknow, mechanical engineering, Professional experience in bringing transformative changes by positioning finance as a strong business associate partner to the organizations, successfully partnering with all areas within business delivering strong financial/market results, strategic, traditional planning & risk management efficient operations, regulatory, taxation, business planning, fundraising (debt/equity), M&A, investor relation

## PROFESSIONAL EDUCATION QUALIFICATION FROM THE INDIA

☞ Qualified Chartered Accountant, (CA)	ICAI	Delhi Chapter
☞ Qualified Company Secretary, (CS)	ICSI	Delhi Chapter
☞ Qualified Cost Accountant, (CMA)	ICMAI	Delhi Chapter
☞ LLB (Corporate, Allied & Security Law), (Legal Prof.)	SGM (College of Law)	Agra Urn. -UP

## PROFESSIONAL QUALIFICATION/CERTIFICATION FROM THE USA

☞ Qualified Chartered Financial Analyst, (CFA)	Level-I   II   III	CFA Institute-USA
☞ Qualified Certified Public Accountant, (US CPA)	US- CPA	GUAM-USA
☞ Qualified Financial Risk Management (FRM)	Part- I   II	GARP-USA

## ACADEMIC EDUCATION QUALIFICATION

▪ M.B.A (Intt. Marketing/Business & AI/BI)	▪ Diploma in Engineering (Auto/Iron/ Steel/Chemical)
▪ B.Com (Houners with Magmt. Programme)	▪ Class 10 <sup>th</sup> (General Sub)   Class 12 <sup>th</sup> Com. with math

## TECHNICAL EDUCATION AND DIPLOMA QUALIFICATION/CERTIFICATION

Diploma in Information System Audit – DISA	Diploma in International Taxation- DIT
Diploma in Forensic Accounting & Fraud Detection	Diploma in Internal & System Audit– DIA
Diploma in International Financial Reporting – IFRS	Diploma in Management Business Finance- DMBF
Diploma in Prevention of Money Laundering – PMLA	Certification Emerging CFO/CEO - IIM Indore/Luck

## PROFESSIONAL AFFILIATION

® Associate Member-ICAI, CA	® Associate Member-ICSI, CS	® Associate Member-ICMAI, CMA
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## ORGANIZATIONAL EXPERT PROFESSIONAL WORKING EXPERIENCE

**M/s VARROC GROUP OF INDUSTRIES, (Listed BSE/NSE/SEC)** Dec' 2017 to as on date  
(Varroc Group of Industries is one of the leading manufacturing companies producing a range of Iron/steel products, ingots, billets, bloom, slags, copper, aluminum, rolled product, bright bars, auto parts, automobile, EV components, polymers products, electronics, forging product, iron, steel product, shafts, exhaust systems complete, sheet metal, fluid transmission, metal tubular, alloy steels, non-alloy steels billet, fish plate, bars, toe plate bars, steel flats, bracket, pipes, tubes, fuel plate pumps, others engineering products, metals tube, brake, clutch, all vehicle metals, power steering, automotive/automobile/polymers products)  
“CFO- Chief Financial Officer” (6 Years 11 Months)

**M/s KALYANI GROUP OF INDUSTRIES, (Listed BSE/NSE/SEC)** Sep' 2013 to Dec 2017  
(Kalyani Group of Industries is one of leading India's largest manufacturers of automotive products (engine components, crankshaft, camshaft, connecting rod, axle-beam, transmission components, steering knuckles, bearing), energy (seamless tube application for high-pressure boilers, oil lines, casting, tubing pipes for oil exploration), aluminum smelting/Iron & Steel (low electrical resistivity cathode collector bars, ingots, billet, fish plate, alloys, non-alloy) power, oil/gas, rail, marine, aerospace, construction, mining, casting, e-mobility)  
“CFO- Chief Financial Officer” (4 Years 4 Months)

**M/s OSWAL GROUP OF INDUSTRIES, (Listed BSE/NSE/SEC)** Aug' 2011 to Sep 2013  
(Oswal Group of Industries is one of India's largest manufacturers of auto parts, automobile, electrical motors, AC parts, high-pressure aluminum die-cast components, machining, assembling facilities, painting facilities, die-casting facilities, CNC/VMC machining, gears finishing Hobbling, shaping, shaving, broaching), forging, robotic welding, heat treatment, turning center, broaching Ms, pneumatic/Hyd. presses)  
General Manager/GM – FP&A | Budgeting (2 Years 2 Months)

## M/s KPMG GROUP, India & International

Mar' 2009 to Aug' 2011

(Top Big4 group of consultancy firms in all types of finance, accounts, taxation (direct-indirect), Insurance, customs, corporate, banking, costing, planning, budgeting, forecasting, due diligence (FDD, LDD), business combinations, M&A, regulatory, BSE/NSE/SEBI share agents, security, commodity, money market, credit ratings, fundraising strategies (debt/equity), Investment bankers/PE/VC/New start-ups, MSME, NBFC, NRI, FEMA, FDI, ODI, RBI, TF, payroll-labor law, trust, NGO, NPO, PMLA, audits, assessments, SCN & appeals)

Manager FP&A Listing - SEBI (BSE/NSE)

(2 Years 6 Months)

## M/s KP STEEL GROUP OF INDUSTRIES, Uttarakhand/Delhi

Feb 2006 to Mar' 2009

(Iron and steel manufacturing/Commodity Trading Industries deal in Ingot, Bloom, Billets, Slag, and all types of rolled products – forging products, round, bars, squares, plats, flats, fish plats, bright steel bars, TMT, wire rods, commodity trading steels, iron ore, aluminum, ferrous, steels, scrap, nickel, copper, silicon)

Assistant – Business Head – on/off-site

(3 Years 2 Months)

## **MY EXPERTISE, ACCOUNTABILITY & RESPONSIBILITIES DURING WORKING EXPERIENCE**

finalization of all types of books of accounts (all plants, subsidiaries, associates, JV, sister concerns) monthly, quarterly, half-yearly, annual basis, financial statement standalone, group consolidation, corporate financial reporting, implementations & controlling, GAAP, IFRS, Ind-AS, SE, LODR, listing agreements, cash/fund flow plannings, compliance of Investors, BRSR reporting, corporate & interim financial reporting, implementation, M&A (domestic & cross borders), fundraising (debt/equity) – national & International, business expansions, business strategies, business development, Investors relations, SEBI, project financing, structured financing, SPV, supply chain financing, budgeting, forecasting, planning, Investment planning, regulatory & corporate compliance, corporate governance, commercial business planning, pricing strategies, store, warehouse, SKU, purchase & procurement planning & management, marketing, production, cost & price planning, CAPEX etc.

business corporate financial analysis, planning, improvements, monitoring, strategies, Capex & Opex budget, all types of Investment & business expansions, financial reporting national/international, business & market expansions, profitability statement of various marketing divisions, analysis of the performance of all plants of the companies/groups, actual costing of products along with value addition of all products, Inventories/stock valuation of various factories/plants/group companies, stock summary of the companies/group as a whole, financial analysis, budgeting, forecasting, preparing, presenting monthly rolled-up financial reports, reviewing & analyzing monthly financial results & recommendations with the leadership of each entity, identifying, developing & executing analysis of business initiatives, product launches, &/or new service offerings, develop & maintain quarterly, annual operating budgets, manage financial planning, analysis, supervise the creation of reports, software implementation & tools for budgeting & forecasting for all plants/companies & group co.

All plant planning processes, accurate all plant financial information to the plant management team to enable decision-making & achievement of all plant financial objectives, based on customers indent for next month's demands, prepare forecast/monthly rolling plans, prepare forecast of income statements & balance sheet items along with all plant heads for the assigned plants, undertake detailed item-by-item analysis & assess the impact of variance on overall budget & expenses & for the difference in volume projections evaluate the impact on cost & budget, monitor budget utilization and check expenses PO to ensure adherence to with laid down budget, else explore justification for expenses, For annual budgeting at a given volume, prepare and consolidate budget across variable and fixed heads and as per inputs from various stakeholders, New Project distribution cost management spending vs recovery on all new ECN (engineering change notice) & repairs.

Corporate finance fundraising, treasury, merger & acquisition, project finance, financial structuring. Investor relations & investments, due diligence, financial modeling, capital structuring, valuation, etc for acquisition, merger & acquisition, develop financial well-being organization financial projection, preparing growth plans, establish finance operational strategies by evaluating trend, establishing critical measurements, determining production, productivity, quality & customer-service strategies, designing systems, accumulating resources, resolving problems & implementing change, develops financial strategies by forecasting capital, facilities & staff requirements, identifying monetary resources & developing action plans, monitors financial performance by measuring, analyzing result, initiating corrective actions & minimizing the impact of variances, maximizes return on invested fund by identifying investment opportunities, maintaining relationship with investment community, reports financial status by developing forecast, report, results, analyzing variances & developing improvements, accomplishes finance & organization mission by completing all related results as needed etc.

Income tax, advance tax, transfer pricing compliance, merger & acquisition tax, cross border direct & indirect taxation compliance, planning all over the world taxation, corporate-direct-Indirect taxation, transfer pricing of domestic/international, cross-border transaction, arm-length pricing, STF, national/international taxation management & planning (direct, federal tax, indirect, VAT, GST, corporate), TDS/TCS taxation compliance, monthly TDS, TCS, TF, all calculations, e-payments, filing quarterly TDS/TCS returns, handling TDS-TCS GL ledger reconciliations, calculating advance tax, computation of taxable income of company, coordinating with the statutory auditors for audit closing & filing of the Income-tax returns, preparing tax audit annexures in form 3CD & preparing data for statutory audits, tracking Income tax notices, preparing IT assessment details & tracking assessments status, handling directors personal accounts, investments, filing Income tax returns.

Computation of income tax for group companies, assessment & computation of advance tax payable, filling of income tax returns of all co., group companies, tax audit reports, tax planning on mergers & amalgamations, assessment of taxation, drafting of reply to be given to tax authorities, drafting appeals to be filed with the

commissioners (Appeal) & ITAT & GST/customs/DGFT/Import-export/RBI/FEMA/FDI/ODI others, regular tracking of export IGST refund from custom dept. & preparing their reco, working on ICEGATE website for Import-export activities, export/GST refund tracking, preparing tax planning, forecast report to management, indicating future estimated GST liability, ITC availability, projected IGST refunds on exports, LTU, Intimating management & sales team to do exports with payment of tax or without payment of tax as per estimated GST working, replying on all various GST issues raised by factories staff & office staff & management as per law.

GST (goods & service tax) compliance management (national & International) borders customs law & foreign trade policy management, import-export documentation, WTO, taxation planning (issues, ideas, innovations) management (national & International) cross borders, import-exports matters concerning DGFT & interaction with export promotion councils on an all industries matters, antidumping, international taxation, TF, etc. direct & Indirect taxation as well as state & central subsidies across all locations, smooth functioning of the organization by preventing obstructions that can arise from all tax issues faced organization, tax planning & restructuring, representing before relevant authorities for issues faced organization, impacts of amendments, court's decision to minimize legalities & tax impact, attending assessments, appeals, revisionary proceedings, investigation, summons pertaining to critical issues faced from tax department, corporate tax advisory, M&A tax, transaction tax, business succession, demergers, cross borders transaction, mergers, slump sales, DTAA aspect, withholding tax, PE, foreign company, repatriations, business/capital restructuring, taxation mgmt.

SEBI ICDR/LODR/takeover/Inside-Trading (regulation/disclosure) (listed-SEBI/BSE/NSE/SEC), corporates, ROC compliance, regulatory, legal, secretarial audit, certifications management, corporate governance, CSR, CER, ESG, EHS, audit, national, international (cross-border), corporate analysis, regulatory compliance, reporting, investors relations management, all secretarial & legal matters listing agreements, audits others compliances, corporate law, all secretarial compliance for companies/group companies, commercials, legal, administration, HR, Insurance, all risk & compliances management key contributors in planning, execution & compliances, payroll, labor law, ESIC, PF, LWF, bonus, gratuity, trust, leave encashment, professional tax, contractors labors, women labors, factories compliances, industrials disputes, administration compliance, all factories law compliance, management, RBI/NBFC/FEMA/FDI/ODI/PMLA/Black Money/SARFASI/Insuranc funds & capital raising from Pre-IPO, IPO, FPO, QIP, public issue, right issue, private equity, venture capital, preferential allotments, all private placements, anchor/angel investors, debentures, HNI, NII, RII, DII, SEBI ICDR, capital, money, debts, security, commodity, products, currency, derivative markets, foreign fundings, all fund & capital raising the right issue, debenture, MF, commodity market, PE, VC, ESOP, buyback, bonus issue, depository receipts, HVDLE, debts fundraising from banking, financial institutions, debts markets & multiple banking arrangements, Investors, shareholders relations, M&A, takeover, cross border, fundraising, developments, media briefings, road shows, external commercials borrowing & foreign currency convertible bond-FCCB, FCEB, GDR, ADR, IDR, ECB, TC, commercial bank, international agencies & development banks show cause, notices, assessments, litigations, appeals, proceedings, antidumping search, seizure, survey, inspection, information, investigation & arrest of all types of matters, legal, statutory, taxation, regulatory & other case management of all types of matters group co, insolvency & bankruptcy NCLT, NCLAT, winding-up, liquidation compliance, legal, regulatory compliance, litigations, company secretaries, Intellectual property rights, the matters of dishonour of cheques, filing of the petition in High/SC court for amalgamation, various affidavits, drafting appeal in excise & custom maters, drafting various deeds, power of attorney & trade-mark credit risk analysis, credit rating Improvements & business flow analysis for credit ratings, banking, finance, equity research, accounting, corporate & Investment banking, private equity, wealth management, audits, taxation, risk management, financial reporting, financial operations, sales, marketing & brand management.

Investor relations, handling various queries of investors, rating agencies, Internal stake-holders, preparing various investor decks, CMA, QIS, portfolio cuts for rating agencies, setting up meetings with existing & new investors to help in broaden, deepen the investor base, economic research, continuous research on economy, debt markets, Insurance companies & corporate to enable the treasury make a more informed decision on funding, borrowing management, ensuring maintenance of treasury systems & implementing all treasury related processes, handling various queries of all banks, rating agencies, auditors & investors, continuously updating the borrowing deck, Investor presentation, Information memorandum, standardised documents, complying, meeting all borrowing, other stakeholders covenants, compliance ensure the timely repayment, payments of all the borrowing of the company, banking relation, liaison with banks for transactions, availing all facility, any other facility required time to time, relationship for fundraise through business correspondent

Taxation & audits, Minimize tax & import duties paid within tax laws/ requirements, including income tax planning & calculation, statements and reports as well as handling of other taxes (e.g. GST, VAT, withholding tax, TDS,) & duties, oversee the preparation & timely filing of all local, state & tax returns, manage Internal & external audits for business units, regulatory & compliance, assure legal & regulatory documents are filed & monitor compliance with laws, regulations, ensuring compliance with applicable domestic laws & regulations, particularly, account activity, ensuring compliance with internal policies, including compliance with ethics policy, implementation of whistle-blowing procedures, responding all types of regulatory findings, deficiencies & violations, in conjunction with the chief of internal audit (*all group of companies, plants, family offices, etc.*)

FX hedging & risk management, designing & implementing strategies for FX hedging, minimizing currency & interest rate variability exposure, risk management, collaborating with treasury team & external consultants to optimize FX hedging strategy, operation, pricing strategy development, developing maintain comprehensive



pricing strategy aligned with the company's overall business objectives & markets dynamics, analyze market trends, competitors pricing, customers preferences & products value to identify opportunities & areas for improvements, pricing analysis, conducts thorough pricing analysis to determine the most effective pricing models for different products & services, monitors pricing performance & recommend adjustments based on markets changes & customers behaviour, revenue recognition, Invoicing, accounting, reporting & monitoring, identify all risk areas, P&L, forecasting, utilization, all financial analysis, deal profitability, costing analysis & financial modeling (dash-boarding – One Power BI, Tableau, PPTs, MS, React, QuickView, tools, SAP, others)

**TOP-KEY ACHIEVEMENTS HIGHLIGHT OF THE CAREER (Including freelancing work with IB, Big4)**

✚ Fundraising from IPO– Public Issue/OFS/QIB/NII/RII/DII/HNI/UHNI	✚ Business Intelligence & risk Assessment systems implementation for controlling (India & abroad)
✚ Fundraising from QIP/AI/PE/VC/PP/ECM	✚ UHNI/HNI/Family Office/WI Investment, AUM, PE, VP, portfolio more than INR Rs. 1550 Crore
✚ Fundraising from FPO   PP   Anchor Investor	✚ Implementation system of ERP/SAP/BO/AI/MIS all over plants/companies (India & International)
✚ Fundraising from Pre-IPO   QII   Anchor Investor	✚ Implement financial policy strategies to support the growth of manufacturing business segments
✚ Fundraising from Debentures (Secured & Non-Secured, Market Linked, Convertible & Non)	✚ Development new customers, products, business, venture for expansion & improvement 5X growth
✚ Fundraising from Right Issue   InvIT/REiT	✚ bad-debt recovery of more than INR Rs. 285+ Cr. through IBC/NCLT/NCLAT litigation matters
✚ Fundraising from Debts (Banking, VC & DCM)	✚ All types of SPVs & structured/Project financing for all companies & groups of companies etc.
✚ Fundraising from Debt-Non Fund Base Limits	✚ ESOS/ESOP/ASOP/Issue-Warrants/Convertible Notes/Preference Shares/Buyback/Bonus Issue/
✚ Fundraising from PE/VC/Startups/JV/Foreign Venture Capitalist/Foreign Lenders/asset-based	✚ Foreign funds financing from commercial banks developed banks & international agencies etc.
✚ Mergers & Acquisition deals (All domestic) (Deals, Structuring & Transactions Mgmt.)	✚ Large amount of business planning & Expansion strategies, growth, funds, DD, valuations, etc.
✚ Project Financing: CP/TEFR/Term Loans/ECB/Hedge funds financing/Mezzanine financing	✚ Opex overhead costing reduction and control save cost more than Rs. 280+ Crores (in one F.Y)
✚ SPV's/Structured Financing/InvIT/REiT/Hedge Funding/Structured Fundraising	✚ New customer acquisition for revenue 5X growth effective quality, production planning, and others
✚ Private Investment in Public Equity/Venture CP. Preferential Allotment/Issue of Warrants	✚ Vendor cost controls and reduction planning by markets and new product trends - data analysis
✚ Debt Securities –Private Placement, Commercial Papers, Bonds, Debentures (Conversions/Allot)	✚ Corporate Action– Spin-Off/Carve-Out/Split-off/Demergers/Reverse Mergers/Restructuring/Div.
✚ Cross-Border M&A Rs. 12920+ Cr. (US/UK/Japan/Singapore/ France/Germany/Other)	✚ Corporate Action – Buyback, Bonus Issue, ESOP, Dividends, Stock Split, Right Issue, MF/Bonds
✚ M&A/Corporate Restructuring, Reconstruction, Business combinations deals more than 15KCr.	✚ Handling CSR/EHS (Spend Committee Head) INR Rs. 855 Cr. (Education/Developments Projects)
✚ Foreign financing from International Capital Market- GDRs/ADRs/FCCB/FCEB Rs. 3780 Cr.	✚ Revenue growth 3X Increase marketing strategic planning at national and all international levels
✚ Foreign financing from ECB (FCY-ECB USD 85+ Million & INR-ECB Rs. 325+Crores)	✚ All Legal – Land acquire matters, drafting, deed/doc, vetting, taxation, national & International matters
✚ Foreign financing Trade Credit (FCY-TC USD 63+ Million & INR-TC Rs. 235+ Crores)	✚ Handle large amounts of cash flow management of all plants/companies/groups of companies
✚ Buyback Shares from funds INR 3550+ Cr. Market Cap- Bonus Issue/Stock Split/Reverse	✚ Handling large amounts of balance sheets and financial statements for all plants/groups of co.
✚ Fundraising from private placement (Preferential Share Issus & all others) Rs. 2480+ Cr.	✚ Excellent relationship management of Investors shareholders, stakeholders, PE, VC, and PPs.
✚ Corporate Arrangement (Demergers/Restructuring) Capital/Debt/Creditors/Shareholders/Products	✚ Drafting all contents of DRHP & schemes of arrangements/amalgamations/M&A/Demergers

**MORE DETAILS**

- ✚ Direct Reporting to the Managing Director, Chairman, and founders (all national and international business) throughout my career (Interaction with all board of Directors & Key Shareholders, and investors)
- ✚ Handling more than 35+ plants/factories and 27+ (subsidiaries, associates, JV, sister concerns) national and international activities and multiple business activities handling experience throughout my career.

**DATE:** ...../...../.....

**Place:** \_\_\_\_\_

**CA Deepak Kumar Gupta**