



# CA DEEPAK KUMAR GUPTA

Chief Financial Officer/Business Strategic Head with more than 19+ Years of working experience in manufacturing Industries handling multiple businesses & high revenue organizations with top key management leadership, excellent communication & professionally qualified - CA, CS, CMA, LLB, MBA, B.Com, US-CPA, US-CFA, US-FRM, Dip-Engineering/AI from reputed Institutions from ICAI, ICSI, ICAI, US-CPA, US-CFA, GARP, IIM Indore, Lucknow, business planning, fundraising from (debt/equity), business shared services, M&A (domestic & Cross Border), business & product expansions of the drivers' growths, margins, profitability, techno-commercial, Investors relation, management plan/value creation. 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 & all types of regulatory, Secretarial, RBI/FEMA/FDI/ODI/Transfer Pricing/PR/Audits & Taxation compliance.

## CONTACT

- Gurgaon, India 122004
- 9625246657
- guptacadeepakumar@gmail.com

## SKILLS

- Top Leadership
- Communications
- Priority Management
- Closing Skills
- Public Speaking
- Networking & Relationship
- Research & Development
- Global/Indian Mindset
- Talent development
- Financial/Risk Modelling
- Due-Diligence (all types)
- Valuations & Pricing
- Fundraising (Debt/Equity)
- IPO (Public Issue)
- Pre/Post-IPO/FPO
- FPO, QIB/QIP, OFS
- Private Equity
- Venture Capital
- Right Issue
- Bonus Issue/ESOPs
- Buyback Shares
- Private Placements
- Preferential Issue
- Debt Capital Market-DCM
- Equity Capital Market-ECM
- Foreign Funding - ECB/FCCB
- Mergers & Acquisitions
- Demergers & Arrangement
- M&A (Cross Borders)
- Corporate Restructuring
- Project Financing
- Drafting - DRHP/RHP/IM
- Corporate Arrangements
- Corporate Actions
- Investors Relations
- Financial Planning
- Budgeting & Forecasting

## EXPERIENCE

### Chief Financial Officer

#### Varroc Group of Industries

Dec' 2017 to Current

- 12/2017 - Current
- Managed investor relations, communicating financial performance and strategic direction to stakeholders, enhancing investor's confidence & presentations.
- Led the all types of financial due diligence for merger & acquisition activities, ensuring seamless integration of financial systems and processes.
- Finalization of all types of books of accounts, financial statements, monthly/quarterly & annual results, reports of holding, subsidiaries, associates, JV - Standalone & consolidated financial statements for all groups of companies
- Managed the preparation of monthly, annual budgets, forecasts & reports, facilitating informed decision-making at the all level.
- Monitored cash flow projections & actual cash flow, implementing corrective actions to address discrepancies and ensure liquidity.
- Finalization of Direct/Indirect Taxation, GST, Transfer Pricing, International taxation, Customs, Import-Export, FEMA, Audits, Assessments, Notices, Appeals.
- Finalization of Regulatory compliance, ROC, SEBI, BSE/NSE/SEC, NCLT, NCLAT, CLB, RBI, FEMA, all corporate actions, reports, results, statements, reconciliation, audits & management.
- Enhanced financial systems & processes through integration of cutting-edge technology, improving data accuracy & accessibility.
- Facilitated cross-departmental collaboration achieve financial objectives, fostering culture of financial awareness, responsibility.
- Finalization of **mergers and acquisitions** by developing strategic, bespoke deliverables for smooth transaction processes, cross border M&A, Integration Pre-Post, Synergies framework, valuations, arrangements, valuations, Due diligence.
- Provided analysis and advice on ways to carry out successful **fundraising** from debt capital market, equity capital market, foreign findings, ECB, FCCB, private equity, venture capital, banking & financial institutions etc.
- Listing End-to-End Process SEBI-BSE/NSE/SEC - IPO Management (Pre-Post), Private Equity, QIB, NII, RII, NHI, UNHI, Right Issue, Debt Capital Market.
- Liaising with various authorities government department, banking, financial Institutions, Investors, Investment bankers, Private Equity, VC, HNI/UHNI, Legal counsels, Big4 & others
- Chaired the finance committee, providing leadership & direction on financial matters & promoting best practices within the team.
- Analysed market trends & financial data to identify opportunities for investment and growth, presenting findings to the board.

- Taxation (Direct/Indirect)
- Transfer Pricing
- Taxation Planning
- Regulatory Compliance
- SEBI - BSE/NSE/SEC
- Cost Controlling
- Business Strategies
- Revenue Growth Strategy
- Plants/SBU Controlling
- Assessments
- Notice/SCN
- Appeals/Litigations
- SAP - HANA/FICO/B1
- ERP - Implementations
- Internal Controls
- Negotiation

## LANGUAGES

**English:** C2

Proficient

**Hindi:** C2

Proficient

## CERTIFICATIONS

- US CPA
- US FRM
- US CFA
- DIP(ME)
- DIP(IFRS)
- DISA (System Audit)
- Emerging CFO - IIM
- CEO - IIM Lucknow

## HOBBIES AND INTERESTS

- Reading & Writing Books
- Research - AI/ML/NLP
- Computer Science Learning
- Learn - Artificial Intelligence

## PERSONAL INFORMATION

**Date of birth:** 04/04/1988

**Nationality:** Indian

**Gender:** Male

## ACCOMPLISHMENTS

- Streamlined workflow by consolidating lengthy processes and redundant documentation, resulting in more effective and timely completion.
- IPO Management (End-to-End)

- Managed the preparation of annual budgets, forecasts & reports, facilitating informed decision-making at the executive level.
- Company's financial planning, risk management by analyzing the organization's liabilities and investments, Investment strategies by considering cash and liquidity risks, control and evaluate the organization's business plans and capital structure
- Ensure appropriate cash flow for the organization's operations, supervise finance personnel (controller, treasurer), Manage vendor relationship, payment, reliable current, forecasting report
- Set up & oversee the company's finance system, ensure compliance with the law & company's policies, Manage team of financial controllers, legal, Investors relation & financial analysts
- Implementation systems - SAP HANA, FICO, B1, ERP, NetSuite, Data security, Audits, verifications, approvals, SOPs, internal controls, MIS reports, IT data, system data, database

### Chief Financial Officer

**Kalyani Group of Industries**

**Sep' 2013 to Dec' 2017**

09/2013 - 12/2017

- Managed investor relations, communicating financial performance and strategic direction to stakeholders, enhancing investor confidence, presentation, planning, diligence and Industry research.
- Monitored operations to keep processes aligned with targets & matching forecasts, budgeting all plants, variance analysis daily, monthly/annually
- Finalization of all types of legal, regulatory, taxation (direct, indirect, GST, customs, transfer pricing, IEC), SEBI-BSE/NSE/SEC compliance.
- Oversaw all aspects of financial management, including accounting, regulatory & financial reporting, budget & forecasts preparation.
- Championed ethical financial practices, ensuring all financial activities were conducted in line with legal & regulatory standards, IFRS, Ind-AS.
- Negotiated with banks & financial institutions to secure favourable terms for loans & lines of credit, bolstering liquidity, Industry analysis reports.
- Kept organization in compliance with all regulations SEBI/BSE/NSE/SEC, ROC compliance & internal requirements.
- Finalization of financial statements, results, and reports monthly, quarterly, and annually standalone & consolidated (foreign companies)
- Applied expertise to conduct financial analysis, research business deals & negotiate & close on contracts, Investment strategies planning.
- Analyzed and determined courses of action to align operations and revenue performance with organisational goals, new market entries, products management, cost planning & management analysis.
- Conducted cost-benefit analyses for major projects, supporting decision-making processes with financial expertise, cost analysis, product costing.
- Provided ad-hoc financial analysis & reports as requested by top management, aiding in informed decision-making, plants consolidation.
- Fundraising from debt capital market, equity capital market, International capital/debt market, project financing, SVPs, FPO/Right Issue/Bonus Issue etc. Fundraising from FPO/PE/VC more than 4500 Cr.

### GM FP&A

**Oswal Group of Industries**

**Aug' 2011 to Sep' 2013**

08/2011 - 09/2013

- Finalization of all types of books of accounts, financial statements, reports, results, reconciliations, and planning of all groups of companies (standalone & consolidated)
- Finalization of budgeting & forecasting reports of all plants, SBU, BU, factories & groups Co. on a daily, monthly & annual basis variance analysis, cost benefits analysis reports (standalone & consolidated)
- Finalization of all taxation (direct, indirect, GST, transfer pricing, TDS, TCS, International taxation, Import-export) compliance, payments, returns, audits, planning & management.
- Finalization of all types of legal, regulatory, corporate, SEBI, BSE/NSE compliance, reports, results, statements, audits, Internal controls, Investors relation
- Pioneered the adoption of cutting-edge technology, streamlining operations and improving service delivery, implementation of internal control & planning.

- process)
- FPO Management (End-to-End process)
- Fundraising from the debt capital market & Equity capital market
- Fundraising from private equity/Venture
- Mergers & Acquisitions
- M&A (Cross Borders)
- Corporate Restructuring
- Demergers
- SAP-HANA/FICO/B1/ERP Implementations

## AFFILIATIONS

- ICAI
- ICSI
- ICAI

## EXPOSURE OUTSIDE INDIA

- USA
- UK
- China
- Japan
- European Countries
- South Asian Countries
- African Countries
- Latin American Countries
- Middle East Countries

## PROFILE PROCESS DETAILS

- Reporting to: MD & Chairman
- Team Size: 25+ (Members)
- Notice Period: Nego. (30/15/10)
- Willingness to Travel: Extensive
- Willing to Relocate: Prefer
- Willing to work 6 days: Open
- Prefer Profile: CFO |Group CFO
- Prefer Interview Mode: F2F/VC
- Current CTC: Confidential
- ECTC: (25% -30%) Nego./Same

## WEAKNESSES

- Extra supportive personality
- Extra awareness - many things
- Extra authenticated attitude
- Extra Learning attitude
- Extra workaholic attitude
- Quick friendship personality
- Transparent & clean attitude
- Stay away - Non-Professionals

- Coordinated cross-departmental efforts to achieve project milestones, meeting all deadlines ahead of schedule, Cultivated strong relationships with key stakeholders, ensuring alignment with business goal/objectives.
- Developed and executed comprehensive marketing strategies, boosting brand visibility and customer engagement, Analysed market trends and adjusted business strategies to capitalise on opportunities for growth.
- Pioneered the adoption of agile methodologies, accelerating product development cycles and innovation, Spearheaded operational improvements, significantly reducing costs while enhancing overall efficiency across departments.
- Coordinated cross-functional teams to deliver projects on time, within budget, and exceeding expectations, corporate social responsibility initiatives, enhancing the company's community engagement and environmental sustainability.
- Oversaw daily operations, maintaining strict adherence to quality standards & regulatory compliance, Facilitated professional development workshops, upskilling staff and promoting internal talent progression.
- Managed financial budgets, forecasting, and reporting, ensuring fiscal responsibility and sustainability

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

#### KPMG Group

Sep' 2009 to Sep' 2011

- 03/2009 - 09/2011
- Conducted thorough risk management, identifying potential financial risks and developing effective mitigation strategies, due diligence reports, valuation reports
- Directed the finance team in the consolidation of accounts, enhancing accuracy and efficiency in financial reporting, IFRS, GAAP, and accounting standards.
- Led financial/tax/legal/commercial due diligence for merger & acquisition activities, ensuring seamless integration of financial systems & processes.
- Drafting DRHP/Finalization of RHP, Industry analysis reports, financial statements, tax benefits analysis reports, expansion/debt eliminating reports.
- Facilitated cross-departmental collaboration to achieve financial objectives, fostering a culture of financial awareness and responsibility.
- Corporate actions - listing process, fundraising from IPO/FPO/OFS/QIB/QIP, public issue, right issue, Private equity, venture capital, private placements, preferential issue, debenture issue, warrant issue, bonus issue, ESOPs, stock split.
- SEBI - BSE/NSE/SEC listing mainboard/SME IPO, domestic/state listing.
- Mergers & Acquisitions (Domestic & Cross borders), amalgamation, arrangements, demergers, reverse mergers, delisting, DD, legal approvals.
- Audit- Internal, external, taxation, statutory, departmental, management, cost, customs, forensic, SEBI, RBI, transfer pricing, MAT, IT, systems, control
- Created reports on financials and forecasts using Excel and PowerPoint.
- Conducted detailed budget analysis, identifying variances and recommending corrective actions to align with financial goals.

### Assistant Business Head

#### KP Steel Group of Industries

Feb' 2006 to Mar' 2009

- 02/2006 - 03/2009
- Tracked and analysed competitors' pricing and service offerings, providing insights for strategic planning and competitive positioning.
- Developed and maintained strong relationships with clients, ensuring loyalty and repeat business through exceptional account management.
- Managed client accounts, closely monitoring payment schedules and outstanding balances to maintain financial health.
- Oversaw monthly closing processes, ensuring timely and accurate financial reporting in compliance with accounting standards.
- Participated in cross-functional teams to develop integrated business solutions, improving operational efficiency and customer service.
- Monitored debtor accounts and implemented effective collection strategies, significantly reducing average collection days.
- Assisted in the preparation of budgets and forecasts, providing accurate financial data to guide strategic decision-making.
- Led training sessions for junior accounts staff, enhancing team capabilities and ensuring consistency in account management practices.

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## STRENGTHS

- Business & Commercial Acumen
- Honest towards the life/values
- Automation with adoption
- Communication with clarity
- Presentation with authentication
- Preparation with accountability
- Leadership with acceptability
- Quality with durability
- Working with feasibility

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## IT SKILLS

- SAP HANA
- SAP FICO/B1
- Quick Books/Oracle
- NetSuite/SofeGen
- Tableau
- Power - BI
- Microsoft Office & Tools
- SAP Business Intelligence
- SalesForce/Baan
- Tally/Busy/Marg
- SAP/ERP - Implementation

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## IT CERTIFICATIONS

- Google Analytics-Google
- BusinessObjects enterprise -SAP
- Big data analytics - IBM
- Data engineering with Azure
- Microsoft dynamics CRM
- Data modelling - Databricks
- Data visualization- IBM
- Artificial Intelligence- IBM iX
- Deep Learning by using PowerAI

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## THANKS & REGARDS

CA Deepak Kumar Gupta

Date:

Place:

Signature: .....

- Delivered presentations to management on account status, highlighting opportunities for growth and areas of concern.
- Negotiated terms with suppliers and service providers, securing favourable rates and improving profit margins.
- Prepared and submitted detailed financial reports, highlighting revenue, expenses, and profit margins for management review.
- Facilitated communication between clients and internal departments to ensure cohesive service delivery and client satisfaction.

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## EDUCATION

### CA - Second Attempt

The Institute of Chartered Accountant of India - Delhi Chapter

### CS - First Attempt

The Institute of Company Secretaries of India - Delhi Chapter

### CMA - First Attempt

The Institute of Cost Accountants of India - Delhi Chapter

### LLB (Corporate, Allied & Security Law)

Agra University - Agra, UP

### MBA (International Marketing)

VMU

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## PROJECTS

- End-to-End Process of Financial/Taxation Planning & Management
- End-to-End - Fundraising From Public Issue (IPO/QIB/NII/RII/PE/VC)
- End-to-End Listing Process (SEBI - BSE/NSE/SEC)
- Fundraising from FPO/Preferential Issue/Warrant Issue
- Fundraising from Right Issue/Private Placements
- Fundraising from Private Equity/Venture Capital
- Fundraising from Debt Capital Market/Convertible Security
- Fundraising from Banking/NBFC/PSU Institutions
- Fundraising from Foreign- ECB/FCCB/FCEB/Convertible Note
- Mergers & Acquisitions (Domestic & Cross Borders)
- M&A (Integration/Synergy/Arbitrage - Pre/Post)
- Transaction/Investment/Wealth Management Strategy
- Demergers (Listed & Non-Listed Entities)
- Corporate Restructuring & Reconstructions
- Corporate Actions (Buyback, Dividends & Splitting)
- Drafting all contents of DRHP & Scheme of Arrangements
- Investors Relations & Presentation/Earning Calls - Debt/Equity
- Legal & Litigation Matters Handling (Corporate/Tax/Allied Law)
- ERP/SAP Implementations (Corporate/Plants/Group Co.)