



**Sanjeev Jain** 

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## PROFILE

- A Fellow Member of the Institute of Chartered Accountants of India, Registered Insolvency Professional
- (IP) and Alternate Dispute Resolution (ADR) specialist in Business Transformation, Resolution (IBC),
- Regulatory Litigation, Financial Administration including Corporate Strategy, Business Transformation,
- Mergers & Acquisitions, Restructuring, Investor Relations, Cost Management & Profit Enhancement, Financial Planning, Fund Raising, Working Capital Management, Taxation, Enterprise Risk Management, Revenue Assurance & Governance, IT, HR and CSR. Led outcome based Business Transformation and Turnaround Projects with Global Advisors and delivered significant results. Also executed several landmark M&A transactions involving Strategic partnership /Private Equity deals in Logistic and Telecom sectors. Privileged to work with distinguished Boards, Promoters, Big 4 Audit Firms and global consulting firms. Specialist in Business performance improvement, Regulatory Litigations, Insolvency and Dispute Resolution (ADR)

## CAREER HIGHLIGHTS

### **Amicus Growth Advisors | Managing Partner | Sep 2018**

- Leading Management Consulting Company for Transformation & Transaction Advisory Services with multi domain experts to act as a growth catalyst for Businesses in Varied Industries.
- Executed Projects for Business Transformation, Go-To-Market, Business Diagnostic, Supply Chain Management, CFO & Board Advisory, Digital Strategy, M&A, Due Diligence, Valuation, Debt Capital & Resolution Advisory with Visible outcome.
- Recent Key Wins in terms of Results:
- Leading Logistics & Supply Chain Group saw significant benefit in terms of EBIDTA & Enhanced Market Cap.
- Leading Transportation Company saw significant growth in Intellectual Capital, Business Process Improvement, Improved DSO, Yield & NBD Pipeline with accelerated revenue growth.
- Running Business Transformation project with several manufacturing and service industries.

### **GATI | Director – Finance / Group CFO / Advisor / Board Member (GATI KWE) | JULY 2011 to March 2019**

- Spearheaded all the support functions including Finance & Accounts, Secretarial & Compliance, Internal Audit,
- Insurance, Legal, IT, HR, Investor Relations, CSR and Business Support Functions and reporting to MD/Promoter. An
- Executive Director on the Board of Gati Ltd. and also on the Board of Gati Kintensu Express Pvt Limited, a JV between
- Gati and Kintetsu Worldwide Japan. Led several strategic initiatives including JV formation with KWE Japan, Private Equity Fund infusion into Gati Kausar, Balance Sheet Restructuring, Gati Ship Hive Off and FCCB Refinancing and Settlement etc. Also Led Business Transformation Project with IBM Consulting for about 3 years.

### **AFL / FedEx | Chief Financial Officer | Sept 2007 to June 2011**

- Led Finance & Accounts, Procurement, General Administration and HR Functions; reporting to Promoter/CMD. Distinctively designed Finance, HR and Business Processes; initiated Profit Enhancement /Cost Management Programme and IT Outsourcing. Led large M&A activities including selling Business Divisions to FedEx, acquired UFL, an Express Distribution Company. Led Business Transformation Project with Accenture.

### **TATA Communications | Head – Management Assurance Services / F & A Services | Aug 1997 to Aug 2007**

- Led Multiple Initiatives including SAP FICO Module, SAP Upgradation Project, M&A Activities, Due Diligence, Costing Review System, Complex Regulatory Matters, License Fee, Regulatory Litigations with DOT / TRAI, Internal Audit & Revenue Assurance, Business Process Improvement, Profit Enhancement and SoX Implementation.

### **BOARD MEMBER | DIN: 05325926**

- Vessel Warehousing Pvt Ltd | Jan 2022 | Warehousing Infrastructure
- Hecate Warehousing Pvt Ltd | Jan 2022 | Warehousing Infrastructure
- Cella Warehousing Pvt Ltd | Jan 2022 | Warehousing Infrastructure
- Bagnan INFRA Projects Pvt Ltd | Feb 2022 | Warehousing Infrastructure
- VR Dakshin Pvt Ltd | March 2023 | Retail & Mall Management
- VR Konkan Pvt Ltd | March 2023 | Retail & Mall Management
- Green Planet Transportation Private Limited | Jan 2024 | Logistics
- Green Planet Logistics Pvt. Ltd| Jan 2024 | Financial Intermediaries
- OM Logistics Ltd. |June 2024|Logistics

### **MEMBER AUDIT COMMITTEE**

- VR Dakshin Pvt Ltd | March 2023 | Retail & Mall Management
- VR Konkan Pvt Ltd | March 2023 | Retail & Mall Management
- Green Planet Transportation Private Limited | Chairman | Jan 2024 | Logistics
- Green Planet Logistics Pvt. Ltd| Chairman | Jan 2024 | Financial Intermediaries
- OM Logistics Ltd. |June 2024| Logistics

### **WORK EXPERIENCE HISTORY**

- Chambal Fertilizers & Chemicals |Manager Finance | Jul 1992 to Aug 1997
- KRIBHCO (Fertilizer Manufacturing) | Jr. Manager - Finance | Apr 1989 to Jun 1992
- Pyrites Phosphates & Chemicals | Asst. Manager - Finance | May 1986 to Apr 1989

### **KEY QUALIFICATIONS**

- Chartered Accountant | Institute of Chartered Accountants of India | 1986
- Insolvency Professional | IBBI | 2018
- PGDM - Alternate Dispute Resolution | Nalsar University of Law | 2020
- Proficiency Test for Independent Directors | Indian Institute of Corporate Affairs | 2020
- MA Jainlogy & Prakrit | Somaiya Vidyavihar University | 2024
- Certification on Sustainability And BSLR |Institute of Chartered Accountants of India|2024

### **KEY ACHIEVEMENTS**

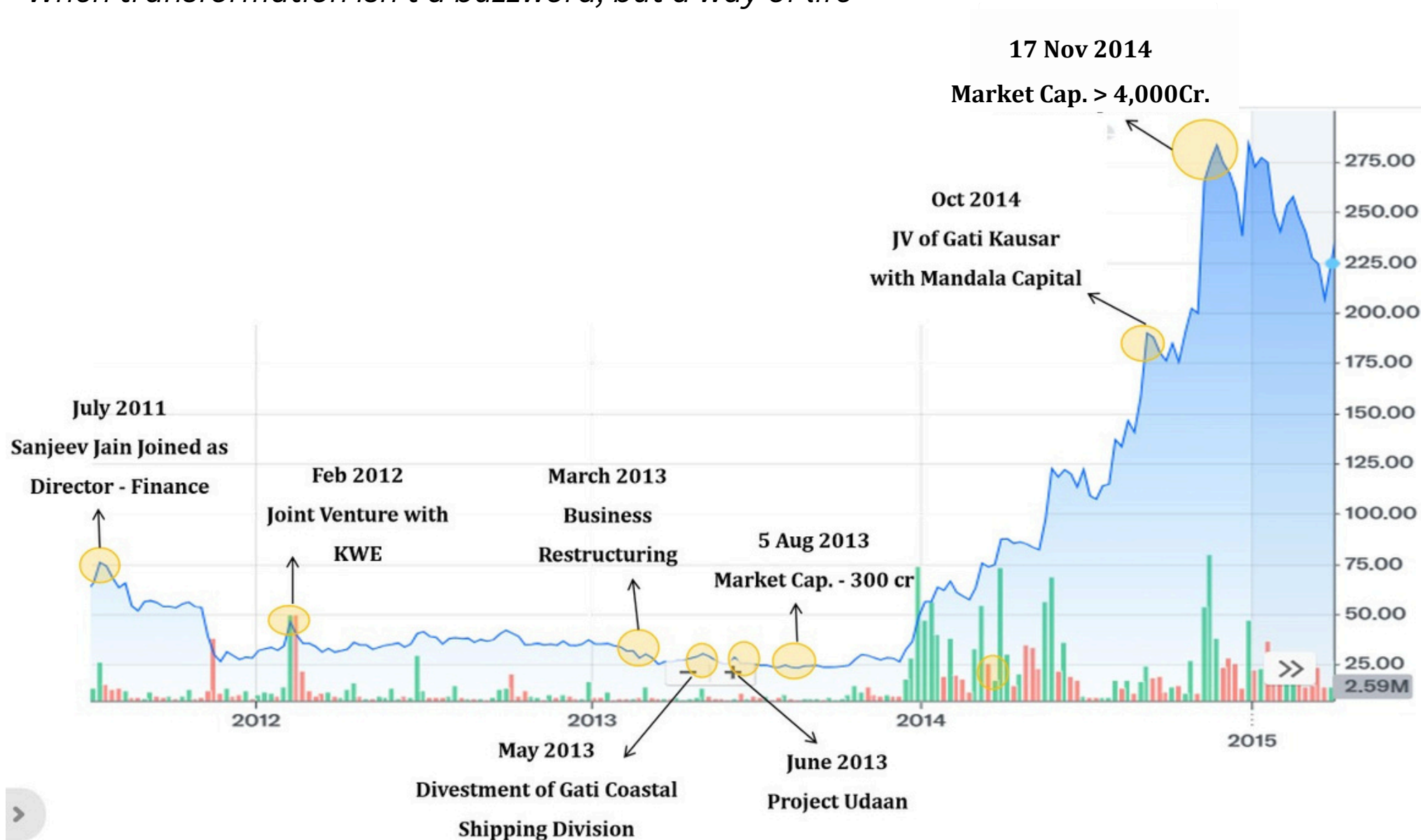
- Annexure I

# ANNEXURE 1

## Journey from 300 Cr to >4000 Cr : The Transformation

(2011 -2015)

*When transformation isn't a buzzword, but a way of life*



## Gati's strategic moves explained

- ▶ **Joint Venture with KWE:** Gati partnered with Kintetsu Worldwide Express (KWE), forming a joint venture where KWE holds a 30% stake, providing operational synergies, global expertise, and strategic investment to enhance logistics and warehousing processes.
- ▶ **Business Restructuring:** The Andhra Pradesh High Court approved the amalgamation of several wholly-owned subsidiaries into Gati Limited, effective 31st March 2013, allowing the company to create a Special Reserve of ₹5,555.43 Mn to offset capital losses and other future exceptional items, including a ₹640 Mn loss from the sale of Gati Ship Limited shares in 2012-13.
- ▶ **Divestment of Gati Coastal Shipping Division:** Gati moved its shipping assets to a subsidiary, Gati Ship Limited, sold 40% of its stake, and offloaded loss-making ships to reduce ongoing losses.
- ▶ **Business Transformation with IBM (Project Udaan):** Gati initiated Project Udaan with IBM, focusing on cost optimization and process improvements to enhance profitability.
- ▶ **Gati Kausar, the cold chain arm of Gati Ltd, is raising ₹150 crore from Mandala Capital,** with ₹30 crore in equity and CCPS and ₹120 crore in NCB, to enhance its cold chain services across sectors like healthcare, bio-pharma, and retail, making it one of India's largest refrigerated trucking networks.
- ▶ **E-commerce distribution division:** This vertical grew from 5 Cr. to 250 Cr. over a period of 3 years.