

VIVEK GARG

Chartered Accountant: D.O.B - 6th March 1970

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Domain Experience: Food Manufacturing (Pasta, Biscuits, Wheat & Maize Milling & Animal Feed, Edible Oil) | FMCG Distribution & Trading | Grain Handling Port Terminal | Retail Super Markets | Cement Manufacturing | Textile Yarn Spinning | International Steel Trading

PROFILE SUMMARY

Fund raising
Strategy & Business planning
Business Valuation
Feasibility Study
Project monitoring & controls
Forex & Treasury Management
MIS and Accounting
Cost Control & Optimisation
Internal Controls and Audit
Taxation & statutory Compliance
Budgeting
Risk Assurance & Insurance
Merger & Acquisition
Corporate Governance
Shared Services & CFO Services

- **Over 25 years** of extensive finance and commercial experience in diverse industries across **Africa, India and Europe**
- Worked at senior management levels : **Board Director, Group CFO, Virtual CFO, Group Financial Controller, General Manager**
- Achievement-driven Financial Planner & Controller; enviable record of achievements, business minded and result oriented leader. **Excellent track record of achieving value for shareholders and increasing the Enterprise value**
- A forward thinking person who is **strong leader and team oriented**, capable of building a good working team and a high yielding business environment
- Have been associated with organizations which are very dynamic, professional and rapidly growing. Had **extensively worked with people of different Nationalities and cultures**
- **Carry honest and hardworking approach**, maintains cordial attitude at work place, and posses **strong negotiation skills**
- Excellent abilities in analysing complex problems and developing corrective action alternatives.

CORE COMPETENCIES

- Distinction in **fund raising** (USD 250 million+) from many banks in South Africa, India, Europe & Middle East namely World Bank's financing arm International Finance Corporation (IFC), Development Bank of South Africa (DBSA), East Africa Development Bank (EADB), DEG, BIO, Barclays, Fortis, SBI, Industrial Development Bank of India (IDBI), IFCI, ICICI, Standard Chartered, Standard Bank, Ned bank, RMB, Islamic Trade Finance (ITFC) Murahaba Funding, ECA's: SACE and SERV
- Proficient in **financial re-engineering** to reduce financial costs, renegotiation of interest rates, switching the currency exposures by SWAP transactions, hedging, leveraging interest rates differential at different banks, using LC as fund management tool (gains USD 6million+)
- Adept at analyzing the financial viability of new projects and alliances. Evaluating synergies in **merger and acquisitions**, valuating the potential transaction and conducting due diligence. Leading various post-merger processes; legal, financial, accounting, labour and staff matters, taxation, licenses & approvals, systems & procedures
- Dexterous in conceptualizing & implementing strict financial controls including working capital management, **policing the debtors and stocks positions, yields, wastes**. Believes in **"a penny saved is a penny earned" & "cash is king"**.
- Have extensively worked with consultants of repute, ENY, PWC Coppers, Grant Thornton, Imperial Logistics. **Relationship building** with external agencies; Central Banks, Ministry's (Finance, Commerce and Industry), Customs, Tax authorities, Investment promotion bodies
- Adroit in preparing **strategic plans and annual budgets** & conducting variance analysis and implementing corrective actions
- Skilful in producing an effective and detailed **MIS & statutory accounts** and consolidating reports with accuracy
- Able to administer **insurance portfolio** and attaining preferential terms for all risks including political and Riots risks
- **As a Board member plays a key role in strategic discussions on revenue growth, expansions, change management, human resource structures, procurement, supply chain & logistics, quality control, brand building and marketing activities**

ORGANISATIONAL EXPERIENCE

Since Jul'14



Achyutam International Pvt Ltd, India www.achyutam.co.in

A Financial Consulting Company providing services to companies in India and Internationally
Senior Partner & Virtual CFO

- Acting as Virtual CFO (Handling Finance operations remotely and by periodic visit to client's operations) and take care of all CFO functions;
 - Financing,
 - Banking,
 - Budgeting,
 - Costing,
 - MIS and Accounting,
 - Auditing,
 - Feasibility Study,
 - Tax Compliance,
 - Forex & Treasury Management,
 - Internal Controls,
 - Insurance & Risk Management
 - Strategy & Business planning,

Jul'07- Jun'14:

Growth Path

Sep'13-Jun'14

Aug'07-Sep'13:

ADC SA and Merc Industries SA, Mozambique

**Executive Director operating in capacity of Group CFO for three companies
Group CFO**

Also held following position

Member on Audit Committee of Beira Grain Terminal since Aug'10

Head of CAPEX Committee of ADC SA

Member of various Committees (Credit, Commercial & Remuneration) of ADC SA



ADC SA (Trade & distribution vertical), Mozambique : www.adc.co.mz

Turnover USD 450 million & have 1,500 employees

Largest distributors of FMCG food products: operates 3 Distribution Centers, 2 Pick n Pay Supermarkets, 46 retail outlets, 3 Tire fitment centers 450+ transportation fleet

Merc Industries SA (Food manufacturing vertical), Mozambique : www.merc.co.mz

Turnover USD 200 million & have 800 employees

Largest millers in country,

4 wheat milling factories (1100 Tons per day) expanding another 400 Tons

2 Maize milling factories (250 Tons per day)

3 Pasta plants (200 Tons per day)

1 Biscuit plant (24 Tons per day)

1 Animal feed plant (240 Tons per day)

*1 Port terminal for grain handling (30,000 Tons storage) **Beira Grain Terminal**: a Jt venture with CFM a port and railway authority, Cornelder a port operator, Nectar a bagging company from UK, Seaboard Corporation an international grain company from US*

*1 fully owned port terminal **Maputo Grain Terminal** (25,000 Tons)*



Austral Cimentos SA (Cement manufacturing), Mozambique

Turnover USD 40 million & have 120 employees

Clinker milling – Capacity 1,200 Tons per day: Planning to expand to 2,400 Tons per day



Accomplishments

- Essayed a stellar role in augmenting the turnover of USD 150 million to USD 700 million in six year time
- Demonstrated excellence in ensuring timely funding to achieve major expansions and projects; Instrumental in arranging funds from World Bank-IFC, Standard Chartered, Islamic Trade Finance, and other international and local banks.
- Successful handled FOREX and recorded USD at the very best rates; Executed a strategy to source USD which were cheaper by 5% to 10% from the market rates, total of such buying was USD 60 million and saved USD 4 million
- Credited for reducing financial costs by entering into SWAP's, Recorded gains of USD 2.5 million
- Efficaciously restructured several loans from local currency having higher financial costs to USD loans
- Acknowledged for improvising systems and procedure:
 - Designed the business flows and implemented an ERP, making online 60 different locations across the country
 - Developed SOP's in different working streams
 - Developed systematic working platforms bringing better controls, removing duplication of works and improving overall efficiency- data integration, shared folders, etc.
 - Improved the accounting systems in the group and harmonized them among all the group companies
 - Reduced the timeline of submission of monthly MIS to 10th of following month
- Administered Insurance Portfolio and deftly negotiated better terms under the policy in place
- Pivotal in obtaining various governmental approvals for day-to-day operations and for new investments
- Headed 2 successful mergers
 - Merger of 2 largest Milling Companies in Mozambique (combined turnover USD 200 million involving 800 workers)
 - Merger of 2 largest FMCG companies in Mozambique (combined turnover of USD 450 million involving 1800 workers)

Jul'03-Jul'07:



Quality Group Limited, Dar-Es-Salaam, Tanzania www.qualitygroup.com

A leading Group in Tanzania having diversified business interests. Turnover of USD 500 Million p.a.
Worked as Group Finance Controller

Sep'00-Jun'03:

SSIM Rubin AS, Kosice, Slovak Republic

An international steel trading company in Slovakia, Eastern Europe, Turnover USD 70 Million p.a.

Growth Path

Aug'01-Jun'03:

**General Manager and Director on the Board
Manager (Finance)**

Sep'00-Aug'01:

Mar'95-Aug'00:



GPI (Textiles) Ltd., Chandigarh, India (ISPAT Group) www.gpitextiles.com

100% Export Oriented, Textile Yarn Spinning Mill set up with project cost of USD 100 Million,
Turnover USD 50 Million Per Annum.

Growth Path

Oct'99-Aug'00:

Senior Manager (Finance)

Apr'97-Sep'99:

Manager (Finance)

Apr'96-Mar'97:

Deputy Manager (Accounts)

Mar'95-Mar'96:

Executive Assistant to ED

Oct'94-Mar'95:



Birla Yamaha Limited, Dehradun, India as Senior Accounts Officer

India's leading manufacturers of Portable Generator Sets

EDUCATION

1994

Chartered Accountant - from Institute of Chartered Accountants of India

1989

Bachelor of Science with Mathematics as Major - India

PERSONAL DETAILS

Date of Birth:

6th March 1970

Linguistic Abilities:

English and Hindi (Well versed), and Basic Portuguese

Address:

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