



DILIP BHAGTANI

Date of Birth: February 1963

F-5 National Institute of Immunology

Aruna Asaf Ali Marg, New Delhi-110067

Cell: 09999115048 / 9910729185 Resi: 91-11-26703688

Email: dilip.bhagtani@bluecoast.in

Education:

- | | |
|--------------|---|
| Academic | 1983 - B. Com (Bachelor of Commerce) from University of Rajasthan, Jaipur |
| Professional | 1989 - CA (Chartered Accountant) from "The Institute of Chartered Accountants of India", New Delhi |
| | 2004 - LLB (Bachelor of Law) from Delhi University |
| | 2006 - Basic Computer Applications from Boston Computer Institute |
| | 2006 - Certification Course in Intellectual Property Rights and Information Technology from The Indian Law Institute, New Delhi |
| | 2007- MBA (Masters in Business Administration) from Annamalai University |
| | 2009 - IFRS (Certification Course in International Financial Reporting Standards) from "The Institute of Chartered Accountants of India", New Delhi |
| | 2014 - CS (Company Secretary) from "The Institute of Company Secretaries of India", New Delhi |

Specialisation

1. **Corporate Financing** – Raising term loan, working capital limits, project finance from banks (consortium) & financial institutions, preparing company for listing, IPO, post IPO compliances, Private Equity, Debentures, Bonds, borrowing mix, borrowing cost, Foreign Direct Investment, capital structuring, Treasury, Portfolio services.
2. **IFRS financial statements including first time adoption.**
3. **Tax and Regulatory compliances (Direct & Indirect)** – identifying and addressing tax and regulatory compliances, devising tax minimization strategies, tax planning opportunities, performing regular reviews to identify gaps in compliances, ensuring maintenance of appropriate documentation, tax return preparation, review of tax status and evaluation of tax exposures, representing before statutory authorities for Assessments, appeals etc.

Blue Coast Hotels Ltd.

415-417, Antriksh Bhawan, 22, K.G. Marg, New Delhi-110 001 | Tel.: +91 11 23358774-75 | E-mail: info@bluecoast.in | www.bluecoast.in
Regd. Office : 263C, Arossim, Cansaulim, Goa-403712, India, Tel.: +91 832 2721234 | CIN No.: L31200GA1992PLC003109

4. **Accounts & Commercials** - Control & Supervision of Accounts, Banking, Foreign Exchange, finalisation & consolidation of accounts, cash flow, placement of funds, MIS, Oversee approval and processing of expenditure. Cash and debt management, Costing, managing financial assets, liabilities, asset protection, risk analysis, budgeting. **Inventory controls,**
5. **Legal & Secretarial** – Hardcore litigation handling at Hon'ble Supreme Court of India, Hon'ble High Courts of Bombay, Himachal Pradesh, Punjab & Haryana, Delhi & Goa. District Courts, Company Law Board, Debt Recovery Tribunal, Debt Recovery Appellate Tribunal, Arbitration & Mediation, DGCEI, CESTAT, CIT (Appeals) ITAT and briefing to Senior Counsels.
6. Corporate Laws, SEBI Laws, Labour Laws, Mergers & Acquisitions.
7. **Transaction advisory services:** Joint Venture, Foreign Collaborations, Foreign Law compliances, due diligence, valuations, structuring the deal, post deal compliances, de risking, pre feasibility reports, techno feasibility report, Business Plan, setting up of new manufacturing Units etc.

Experience: 29 years at top Level

Working as "GROUP CFO" with Blue Coast Hotels Ltd, BSE & NSE listed company having hotels under brand Park Hyatt since February 8, 2010

Job Knowledge:

Financial Services: (Corporate Financing & Treasury Operations)

- Valuations, structuring of deal, negotiation, hurdle rate and drafting of MoU, Shareholders Agreements, Debenture Deed, Share Acquisition Agreements etc.
- Due diligence for an investor (foreign or domestic)
- Syndicating Private Equity, Foreign Direct Investment, debt instruments
- IPO with pre and post IPO compliances
- Syndicating project financing after evaluating a business plan, compiling information memorandum
- Syndicating Term limits, LC Limits, Corporate loan and working capital limits from Financial Institutions, Banks, Consortium banks etc.
- Treasury, Portfolio Management – size exceeding portfolio of 1000 Million
- Price new deals for purchasing and recommend appropriate hedges and prepare Investment Committee proposals
- Design and develop portfolio performance reports and metrics on a monthly basis

Corporate Structuring:

- Mergers- Horizontal, Vertical or Conglomeration, Demerger, Acquisitions, SEBI compliances, Corporate Governance etc. Opening of overseas branch office / off Shore Company / shariat law compliant company.

Commercial / Sales:

- Product pricing, working on sales promotional schemes
- Analysing Marketing Schemes, Product Pricing viability studies, impact of VAT for each State
- Decision as to opening of a sale depot, warehouse, consignment agents, appointment of dealership, direct despatches etc.
- Controlling Branches / Sales Depot and C&F / Consignment operations and commercial accounts like debtor management, credit policies & limits, billing, logistics etc.

Mergers & Acquisitions:

- Due diligence, negotiation of terms and conditions, preparing forecasts, alternate models & documentations and prepare management presentations, dealing with investment banks and private placement advisors, evaluate investment opportunities, dealing with regulators structure commercial deals, executing merger and acquisition transactions, post deal integration.

Project consulting & management:

- Project Planning, feasibility analysis, sound knowledge of administrative procedures, bidding procedures, monitoring progress, dealing with contractors and Government Authorities

Direct taxation: Income Tax compliances:

- Tax & Profit planning.
- Assessing implications of various business decisions.
- Matters relating to preparation and filing of appeals before Appellate Authorities/Income Tax Appellate Tribunal and courts
- Transfer pricing for international transactions and assessments thereof.
- Preparation of Pre and post budget memorandum through Chamber of Commerce, interaction with senior Govt. Officials on Policy issues
- Filing of income tax/ wealth tax returns, presentation of cases before the Assessing Officers in the assessment proceedings, getting assessments completed and liaisoning with tax authorities

Indirect taxation:

- Service Tax, Excise, Customs, VAT, Entry tax and Octroi are a key to the success of business
- Pricing transactions with reference to indirect tax laws
- Returns and assessments thereof, appearing before the assessing authorities & appellate authorities, drafting of appeals, grounds of appeal

Legal:

- Drafting / vetting of understandings, agreements, deeds etc.

Corporate Law, Secretarial and Liasioning Functions:

- Directors Report, Minutes Book, Agenda, incorporation of new company, Stock Exchange compliances, Corporate Governance, liasioning with RBI, Banks, Company Law Board, Enforcement Directorate, Department of Industries Policies & Promotions, Directorate of Industries & Commerce (SIA) and Ministries such as Company Affairs, External, Home Affairs, Finance & Environment etc.

Accounting Functions:

- Control & Supervision of Accounts, Finance, Banking, Foreign Exchange Management, compliances with accounting standards, cash flow, placement of funds, Finalisation and Consolidation of Final Accounts and other MIS reports thereof.
- Oversee approval and processing of revenue, expenditure. Cash and debt management, Costing, Special Analysis, Information Reports
- Management of financial assets, liabilities, asset protection, risk analysis, directing and coordinating the preparation of annual budgets and forecasts etc.
- Checking of Inventory Records, Consumption pattern, Variance Analysis and the list for stock items reached on re-order level based on ABC Classification.

Pay-roll Management, Administration & HR Functions:

- Pay-roll, Formulating HR and Administration policies such as Staff Advance, Leave, Mediclaim, Retention.
- ESI & PF Management, Statutory records compliances
- General Office Administration.