

9

C.V. OF RAMAN SIDHU, FCA

Address:
606 – B, The Aralias,
DLF Golf Links,
DLF Phase V,
Gurgaon – 122 002.

Mob : 9818303003.

Tel : (0124) – 401 0666.

DOB – 6th July, 1957.

Raman completed his schooling from St. Columbas. He topped Northern India in the Arts stream and was awarded the National Merits Scholarship by Government of India. Graduated from St. Stephen College, Delhi in 1977 and holds a B.A. (Hons.) Degree in Economics. Qualified as a Chartered Accountant in 1982 from the Institute of Chartered Accountants in England and Wales, U.K.

Spent 27 years in Investment Banking and Corporate Banking in India and two years in Insolvency and Liquidation Business in London.

Last full time job/Position : Director and Head of Corporate Affairs, India - FIL FUND Management Private Limited (Fidelity Fund Management) ; July 2006 to December, 2008. Raman joined Fidelity one year after it was set up in India. Although, they had plans to enter Pension Fund and Insurance (Wraps) business, the then Government regulations restricted their business to Mutual Funds.

Other Responsibilities (continuing):

- (i) Independent Director on the Board of Deutsche Post Bank Home Finance Private Limited, a 100% owned subsidiary in India of Deutsche Post Bank, Germany.
- (ii) Member of Government of India's Core Group set up by the Department of Company Affairs, Government of India to establish "Corporate Governance Norms for Institutional Investors" (operating in India like Banks, Insurance Companies, Pension Fund, Mutual Fund, Hedge Funds, etc.) in 2007-08.

- (iii) Independent Director on the Board of National Hydroelectric Power Corporation (NHPC) Limited. He is also a Member of the Board of Company's Audit Committee, Remuneration Committee, Investment Committee and IPO Committee.
- (iv) Director on the Board of G4S Corporate Services (India) Pvt. Limited. This is a Holding Company of Group 4 Securities in India. He is also Chairman of the Audit Committee.
- (v) One of the four Lifetime Trustees on the Board of a NGO : Foundation for Aviation and Sustainable Tourism (FAST).
- (vi) Executive Member, National Committee of the Indo-Canadian Chamber of Commerce, Delhi.
- (vii) Executive Council Member of the European Business Group - Mumbai Chapter.

Previous appointments:

- (a) **ANZ Grindlays Bank Delhi :**
(May 1983 to March 1987)

Worked in the Investment Banking Division and was involved in Public Issue management (both debt and equity), corporate finance advisory, loan syndication, export credits, etc. During his one year in operations, Raman set up in the Personal Bank, a Non-Resident Indian Division of North India for the Bank.

Raman was directly involved in the financing of the HBJ Gas Pipeline for Gas Authority of India.

Other Responsibilities held in the past:

- (i) Independent Director on the Board of Bharat Heavy Electricals Limited (BHEL). Raman was also the Member of the Audit Committee of the Company.
- (ii) Member of Banking and Finance Committees of various key Chambers of Commerce in India including FICCI, ASSOCHAM, PHD Chamber of Commerce, Bombay Chamber of Commerce and Indian Merchant Chambers.
- (iii) Director and Senior Advisor, Grant Thornton International, one of the big 4 International firms of Chartered Accountants.
- (iv) Chairman (Elected) of the Indo-Canadian Chamber of Commerce, Delhi Chapter.

- (v) Director on the Board of Accord (India) Pvt. Ltd. which is part of the global partnership firm of Accord, one of the large International Search/Head Hunting firms.
- (vi) Member of the Advisory Board of Delhi Tourism & Transportation Corporation Ltd.
- (vii) Elected Committee Member and Deputy Chairman of the British Business Group, New Delhi.

(b) Barclays Bank PLC :
(April 1987 to June 1997)

Raman was tasked to build up the business of the Representative Office of the Bank in India that they could do or initiate. Within the RBI jurisdiction of what a Representative Office of a Bank in India could do, the Correspondence Banking Business out of India was greatly increased after the first two and a half years. In addition, a hitherto non-existent business was started. This was 90 to 180 day Import Refinance Business. Within a year from the zero base, this was built up to cross the US Dollar 100 Million.

Raman's next 'start up' venture in Barclays Bank was the conversion of the Representative Office into a full-fledged Bank branch in Bombay. Raman was one of the three India Management Committee Directors of the Bank with direct responsibility for Corporate Banking, Credit and Business Development. Within the first four years of banking operations in India, Barclays moved from the overall ranking of Banks from 27th in India to No. 4, in the Business India Annual Survey of Banks in the country. During this period, he retained his India Management role. This was followed up by yet another new 'start up' venture for Raman of the second branch banking operations of Bombay in India, namely in New Delhi. Within a year of starting the branch operations, Barclays had commenced banking relationship with Who's Who of Corporate World of New Delhi – Smithskline, Beecham, ICI, Nestle, Hero Honda, Apollo Tyres, JK Tyres, Ranbaxy Laboratories, Rakitt, Benkiser – In the last six years, in the Barclays group, Raman was given additional responsibility to assist Barclays de Zoete Wedd's (BZW) entry into India. BZW was the investment banking arm of the group. In due course, BZW was handed over the India Business Management. BZW and Barclays till their exit from India in July, 1997, did extremely well. Their exit from India was part of the overall worldwide strategic decision to sell the Corporate Finance Business. When Raman resigned in March 1997 from

Barclays, he was Director, Investment Banking Services and Director, Corporate Banking for the group in India.

While in Barclays, Raman was directly involved in certain key Structured Finance transactions including financing of 6 Air Bus A 310s for Air India; 14 Air Bus A 320s for Indian Airlines; Visual Display System for Air India; Uri Hydro Electric Power Station (J&K) for NHPC; Nathpa Jhakri Hydro Electric Power Station for NJPC; Rihand Phase II Thermal Power Station for NTPC; etc.

(c) Senior Director and Board Member, HSBC Securities and Capital Markets (India) Pvt. Ltd.:
(June 1997 to June 2006)

At HSBC, Raman joined as Director Investment Banking and later became Senior Director and a Member of the Main Board of Directors. He headed HSBC Securities and Capital Markets Office in New Delhi. Raman, as Senior Director has been associated with several significant Disinvestment and Privatization transactions in the Government sector such as in the case of MTNL, ITDC, IBP, HPCL, etc and many other major Private Sector transactions (M & A, Advisory, Restructuring, Private Equity, etc). Raman joined the 'start up' venture which went on to do extremely well in India and was the only non American Investment Bank in India which can 'run for their money' through well and long established American Investment Banks in India.

Raman is widely recognized for his sound understanding of issues facing Government and their key considerations in privatization and restructuring exercises such as in the case of Telecom, Power, Oil & Gas and Hotel Sector Companies. He brings to bear his strong relationships across a wide range of strategic and financial investors. For the last three and a half years with HSBC Group, he held an additional responsibility as Special Advisor to the Corporate Bank. In this capacity, he has spearheaded the successful entry on an all India basis of the Corporate Bank, into most of the major Public Sector Companies and new major Private Sector Relationships.

Prior work experience:

- (i) **Commonwealth Secretariat in 1986 (five months) :**
Raman was on the panel of consultants and has served on behalf of the Secretariat as an Advisor to the Ministry of Industry, Government of Trinidad & Tobago. Raman's recommendations to the Government of the country were accepted and implemented in toto.
- (ii) **Casson Beckman (now Baker Tilley, Chartered Accountants), Insolvency and Liquidation Business, London.**
(1982-83).

Other relevant experience:

- (i) Raman is an alumni of the Duke of Edinburgh Conference, 1986.
- (ii) Raman is a Member of the Young Presidents' Organization, Dallas, USA for over ten years now. He has been a Member of the Education Working Committee of Young Presidents' Organization, Delhi Chapter and is currently the Chairman of the Diplomacy Series of Young Presidents' Organization.
