

PROFILE

Rajesh Sharma

FCA, MBA (FMS-DU), M.Com., Lead Assessor (CIT-UK), DISA(ICAI)



Master of Business Administration (MBA) from Faculty of Management Studies (FMS) University of Delhi, a Post Graduate in Commerce, a Fellow Member of the Institute of Chartered Accountants of India having more than 31 years post qualification experience, Mr. Sharma is presently appointed as **Member (Technical), National Company Law Tribunal (NCLT)**. He took oath of office and secrecy on 04.07.2019 and assumed charge in NCLT, Mumbai Bench.

Prior to this, Mr. Sharma has worked as **Chief General Manager: Finance, Commercial Operations (CO) & International Cooperation** with **National Highways Authority of India (NHAI)** for one and half year from 4th December 2017 to 24th June 2019. As CGM (Finance), he was

managing the Annual Budget of Rs.1,12,000 crore and the borrowings of Rs.1,66,000 crore of NHAI. As In-charge of CO Division, managed commercial operations of 175 Public Funded Toll Plazas across the country generating annual toll revenues of approx. Rs.10,000 crore. As **Finance Director** of Indian Highways Management Company Limited (IHMCL), the flagship PPP Company of NHAI for National Electronic Toll Collection (FASTag), Traffic surveys and 1033 helpline, was heading the affairs of IHMCL. Mr. Sharma has been credited as an architect of **India's largest unsecured Term Loan sanction project of Rs. 25,000 crore**, arranged for NHAI from State Bank of India (SBI) during 2018-19 at a highly competitive rate of 7.99%. He has also successfully executed the financial closure of India's first Road Asset Monetization project of Rs.9681 crore of **Toll Operate and Transfer (TOT)**, comprising of 9 Road Assets of NHAI. As Member of PATSC of NHAI, he has contributed in appraisal of more than 60 road projects of NHAI.

Prior to this, Mr. Sharma has worked as **Chief Financial Officer (CFO)** of **Haryana State Industrial & Infrastructure Development Corporation (HSIIDC)**. HSIIDC is the nodal agency for development of Industrial and other Infrastructure in the State of Haryana. In addition to flagship Industrial Estates like Industrial Model Township (IMT)/Manesar District Gurgaon, IMT Rohtak, IMT Faridabad, IMT Sohna, HSIIDC has developed more than 25,000 acres of Industrial Estates spread across Haryana. HSIIDC has got land bank of about 11000 acres costing Rs. 15,000 crore carrying market value of Rs. 50,000 crore. HSIIDC has a network of more than 20 branches/field offices scattered all over the State of Haryana and NCT, New Delhi. HSIIDC has developed Western Peripheral Expressway (WPE-KMP Expressway) and NHAI has developed Eastern Peripheral Expressway (EPE-PGK Expressway). **Mr. Sharma got the opportunity and distinction of serving both the organizations connected with development of entire 360-degree peripheral expressway of about 270 kms. surrounding NCT of Delhi.**

As CFO/HSI IDC, Mr. Sharma got exposure of arranging funds to the tune of Rs. 35,000 crore specifically for Mega Infrastructure Developmental Projects at the base lending rates/MCLR from various banks and financial institutions, which are considered as the lowest rates available in the Indian Financial Market. Within 3 months from the date of taking over as CFO, interest rates were got reduced from 11.50% p.a. to 10.25% p.a. i.e. at the base rates of almost all the banks at that time during 1st quarter of 2013. It resulted Rs.225 crore interest cost savings to HSI IDC in 5 years, which is more than the entire establishment cost of HSI IDC for 5 years. This was appreciated by the Board of Directors of HSI IDC. **At the time of completing his assignment as CFO, the interest cost was brought down to the lowest level of 8.10% on the borrowings of Rs. 15,000 crore, as against 11.50% at the time of taking over charge as CFO/HSI IDC, and this was done with 15 Public sector Banks.**

Preceding that, Mr. Sharma had successfully completed tenure of 3 years, as **Director General / CEO, Services Export Promotion Council (SEPC)**, on appointment by the Central Government [a Joint Secretary to Government of India level position], set up by Ministry of Commerce and Industry. SEPC has been constituted by the Ministry, to give proper direction, guidance and encouragement to the Service Sector of India. Services Sector constitutes 64% of the GDP of India and it is the fastest growing sector of the Indian economy. During his tenure of 3 years with SEPC, India's Global Ranking improved from 12th place to 6th place on International Trade in Commercial Services.

Before that Mr. Sharma worked for 3 years as Head of Estate in flagship Industrial Model Township of HSI IDC, IMT Manesar spread across 5000 acres of land. **When he took over, only 175 companies were operational and within 3 years, more than 1200 companies were in Production in IMT Manesar.**

During last 31 years, Mr. Sharma has got wide spectrum of exposure in **Central Government, State Government, Public Sector and Private Sector** in various verticals in the fields of dealing with **Insolvency and Bankruptcy Law, Finance, Economics of service sector, Accountancy, Administration of Industrial Estates, PPP projects, Industrial Management, Industrial Finance, Merchant Banking, Investment Advisory Services, Representing before erstwhile BIFR & AAIFR, Investment Promotion & Export Promotion, Corporate Governance, Resource Mobilization & Treasury Management and Taxation.** In addition, he remained the front end face in administration & development of Services Exports of India, attracting FDI & Investment Promotion for the Government of Haryana, interacting with various Ministries and Departments of Government of India and other Governments, High Commissions and Embassies of various Countries in India, Indian Missions abroad, National and International Chambers, C&AG, RBI, BIFR, AAIFR, CCI and Banks etc.

As a keen learner having interest in academics, Mr. Sharma is also an active speaker in various National and International conferences. To name a few:

- Chaired the Interactive Session on Pre-Packaged Insolvency Norms for MSME organized by ASSOCHAM on 6th May 2021.
- FMS Alumni Association honoured in its Annual Meet 2020 by highlighting my profile in its Annual Souvenir-2020
- Chaired the Session on Corporate Liquidation on 7th January 2021 in International Symposium on Insolvency and Bankruptcy Code 2016 organized by National Law University (NLU), New Delhi in association with UNCITRAL RCAP, IBBI, International Law Institute (ILI), Washington DC, Center for Transnational Business and The Law, Georgetown Law Norman Adrian Wiggins School of Law, Campbell University, USA Nottingham Law School, Nottingham Trent University, UK, INSOL India and UNCC India.
- Addressed 35th Regional Conference of WIRC of ICAI on 25th December 2020 on the Topic of Insolvency and Bankruptcy Code.
- Addressed International Conference on 24th October 2020 organized by IIIPI of ICAI on Insolvency Resolution Paradigm : Global Headwinds and Response.
- Addressed ICSI's Centre for Corporate Governance Research and Training (CCGRT) organized Workshop on NCLT and NCLAT on 7th December 2019.
- Addressed International Conference of ICAI held on 6th December 2019 in the Session on Insolvency-Lessons and Way Forward.
- Addressed 34th Regional Conference of ICAI on Rejuvenating the stressed Assets in July 2019 at Mumbai,
- Addressed Transport Payment South Asia Conference in March 2019 at New Delhi,
- Attended Roundtable on "Insolvency and Bankruptcy Code- Looking ahead" in March 2019 at New Delhi,
- Attended ICAI Law School, Hyderabad and Delaware Law School USA jointly organized Conference in March 2019 on "Insolvency and Bankruptcy Laws: Global Response"
- Addressed ASSOCHAM Summit on Alternative Sources of Financing at NIBM, Pune in February 2019.
- India Infrastructure 2018 in New Delhi.
- Infra India Conference of GRI Club 2019,
- Tourism conclave of CII and ADBI-OECD-IIFT Conference on International Trade in Healthcare Services,
- Global Services Summit, Washington DC, USA-Nov. 2012,
- INDO-US Business Alliances Conferences organized by Fairfax Country Economic Development Authority (FCEDA)-USA,
- International Hospitality Fair of CII,
- INDO-US Economic Summit of Indo American Chamber of Commerce (IACC),
- Indian Medical Tourism Destination-IMTD AFRICA- 2011,
- IMTD Kuwait-2011
- IMTD Kenya & Tanzania-2012,
- Asia Strategy Forum- 2010
- India Strategy Forum-2012,
- Dr. IT Group of Educational Institutions (2013),
- Hospitality Business Fair-2012, Global Investors Meet, Karnataka-GIM-2012,

Mr. Sharma has served on the following Government /non-Government Committees and delegations:

- Member of Project Appraisal & Technical Scrutiny Committee (PATSC) of NHAI.
- Member of the Governing Council of Consultancy Development Centre (CDC), an outfit of Council for Scientific and Industrial Research (CSIR), Government of India.
- Member of the Expert group on “Strengthening of Institutional Mechanism for regular Collection and Compilation of data on International Trade in Services” under the Ministry of Statistics and Programme Implementation, Government of India.
- Represented India in Canbara, Australia in 2012 for Comprehensive Economic Cooperation Agreement (CECA) negotiations as member of Indian delegation.
- Represented India in Abu Dhabi, UAE as member of High-Level Task Force on Investment (HLTFI) meeting in January, 2018 as member led by Sh. Suresh Prabhu Hon’ble Minister of Commerce & Industry, Government of India.
- As member of the Indian delegation led by Hon’ble Minister of Commerce & Industry, Government of India, participated in India Show in Lahore, Karachi & Islamabad, Pakistan in 2012.
- As member of the Indian delegation led by Hon’ble Minister of Commerce & Industry, Government of India, participated in India Show in Accra, Ghana in 2012.
- Participated in Consultative Meetings on International Trade in Accounting Services.
- Participated in preparation of ‘Doing Business Report 2009’ of World Bank.
- Member of Committee of Officers on E-biz project of DIPP, Ministry of Commerce and Industry, Govt. of India.
- Member of Finance and Banking, International Affairs, Taxation, Foreign Investment, Haryana Committee etc. of CII, FICCI, PHDCCI and ASSOCHAM.
- Director on the Boards of various PPP Companies as nominee Director of HSIIDC

Important assignments held during last 31 years:

- **Member (Technical), NCLT-** Since June 2019
- **CGM:Finance**, Commercial Ops. And International Coop. of NHAI-Dec. 2017 to June 2019
- **CFO**, HSIIDC Dec. 2012- Dec. 2017.
- **Director General/ SEPC**–Nov. 2009 to Dec. 2012.
- **GM**, Investment Promotion Centre, Government of Haryana-Jul.2007 to Nov. 2009.
- **Coordinator**, HSIIDC, IMT Manesar- August 2004 to July, 2007.
- **General Manager**, (FIPB), Govt. of Haryana, New Delhi – Jan. 2002 to August 2004.
- **Coordinator**, HSIIDC, Gurugram – Nov. 2000 to Jan. 2002.
- **Coordinator**, Industrial Assistance Group, Govt. of Haryana-Aug.1998 to Nov. 2000.
- **Senior Manager /AGM** Finance in HSIIDC from Dec. 1992 – Aug. 1998