

Dr. Emandi Sankara Rao, DOB: 31/12/1960, +91 9999443728, esr@sankararao.com, www.sankararao.com

Ph. D (IIT Bom –Mgmt&Finance), PGDBA (Mgmt.), M. Tech (IIT Kgp- Systems Reliability), B.E(Elec Engg), MIE, C Engg.



Having 35 years of Management & Engineering experience & expertise in Infrastructure, Industry, Banking & Finance and Institutional Development. Having ten years of Board Level Management experience and served in prestigious Govt of India All India Developmental Financial Institutions like IDBI, IDFC, IIFCL & Subsidiaries, IFCI Ltd & Subsidiaries and Top-rated B-Schools MDI Gurgaon & Mushidabad and ILD Jaipur. (<https://www.sankararao.com/biography.html>)

Academics Exposure:

- Academics from prestigious **National Educational Institutions** platforms viz:
 - ✓ **IIT Bombay - Ph. D** in Project Finance & Management titled "Techno-Economic Framework for Sensitivity & Risk Analysis Towards Network Effectiveness on Telecom Infra Services " using the Stochastic & AI-ANN Simulations
 - ✓ **IIT Kharagpur - M. Tech** in Systems Reliability, Risk and Quality Engg. & Management
 - ✓ **Pondicherry Central University- PGDBA**
 - ✓ **Institution of Engineers India - Chartered Engineer** (Valuations)
 - ✓ **Andhra University - B.E** in Electrical Engineering (with Electrical & Electronics Engg)

Experience & Expertise Spectrum:

- **Business & Functional Experience:**
 - ✓ Corporate & Educational Board Management with Business Strategy, Policy, Planning & Execution
 - ✓ Business Development, Investment Banking & Relationship Management with all Stake Holders
 - ✓ Project, Corporate and Structured Finance of Infrastructure & Industry sectors
 - ✓ Resources & Treasury Management, raised ~ Rs.30,000 Cr Bonds, Loans, Forex, IDF & Equity
 - ✓ Policies & Regulations Review & Analysis of RBI, SEBI, GoI Policies and other regulations
 - ✓ Integrated Risk Management - Credit, Market, Operational and Environmental
 - ✓ Core IT-Systems Design, Implementation and Management
 - ✓ Monitoring & Recovery Management of Stressed Assets
 - ✓ Venture & Equity Capital Funding and Factoring for MSME sector
- **Innovation & Passionate Experience:**
 - ✓ Capacity Building & Startup's Mentoring, Industry and Academic Teaching & Research
 - ✓ Innovation and Value addition in Telecom & Renewable sectors in reduction of costs
 - ✓ ISO 9000 Quality Assurance and Project Management
 - ✓ CSR Inclusive Activities in 23 states and my own ISR in Health & Education in last 25 years
 - ✓ Skill Development programmes at ILD Jaipur in Solar Energy&Micro Grid Lab and Textiles

Leadership & Institutional Development Exposure:

- **Independent Director on Boards of** M/s Delhi International Airport Ltd, GMR Infra Ltd, GMR Power & Urban Infra Ltd, Steel Exchange India Ltd, Visakha Pharma City Ltd, DDFS Pvt Ltd and Costal Corporation Ltd
- **From 17th August 2017 – 16th August 2020 (3 Years) at IFCI & Subsidiaries:**
 - ✓ Govt of India ACC appointment as Whole Time Director and MD&CEO of IFCI Ltd
 - ✓ Non-Exec Chairman of Stock Holding Corporation of India Ltd.
 - ✓ Chairman Board of Governors of Management Development Institute
 - ✓ Non-Exec Chairman Board of IFCI Venture Capital Funds, IFCI Factors, IFCI Infrastructure.
 - ✓ Chairman Board of Institute of Leadership Development, Jaipur
 - ✓ Chairman Board of IFCI Social Foundation Trust
- **From 2011- 2017 at IIFCL Ltd: Transformed IIFCL into IIFCL Group with Subsidiaries:**
 - ✓ Founder Whole-time Director & CEO of IIFCL (Mutual Fund) Infra Debt Fund I & II

- ✓ Founder Whole-time Director & CEO of IIFCL Projects Ltd (IPL) an Advisory Company
- ✓ IIFCL Nominee Director on Board of DMICDC for 1 year
- ✓ Chief General Manager of IIFCL and contributed for Institutional Development, Risk & IT Mgmt

➤ **From 1997- 2011 at IDBI and IDFC:**

- ✓ IDBI as Deputy General Manager in Project Appraisal & Corporate Finance
- ✓ IDFC as Director Business Development, Project Finance & Investment Banking
- ✓ Global Holding Corporation Ltd (Telecom Sector) as Group President Corporate Finance

➤ **From 1985- 1997 in Telecom & Power Industry:**

- ✓ Served Telecom Industry in Govt of India ITI Ltd and Unitel Communications Ltd
- ✓ Served in Power Industry in Sab Nife Power Ltd

Public Policy & Research Contribution (<https://www.sankararao.com/research.html>) :

- Served as a Member in high level Inter Ministerial Committees of Govt of India, Planning Commission & RBI
 1. MoF, DEA appointed Member in DFI Sub-Group of Financing NIP which is passed as NBIF Act 2021
 2. 12th Five Year Plan High Level Infrastructure Two Sub Group Committees for Infrastructure Financing and MoUD Urban Infra Financing and submitted the reports
- A few invited talks & lectures (<https://www.sankararao.com/presentations.html>) at various Govt Institutional & Policy forums and Institutions like IIM's, MDI, JNU and others where I articulated my views on
 - ✓ *Hon'ble PM 50 Speeches Decoding & Mapping by ML & AI - A Case Study paper*
 - ✓ *An Empirical Study of Climate Impact on Economic Growth on BRICS Nations*
 - ✓ *Infrastructure & Manufacturing-Key Enablers for Growth of Make in India & Indian Economy*
 - ✓ *Naya Bharat Modionmics 2.0 - Pre & Post Covid-19 opportunities (Enablement - Employment – Economics)*
 - ✓ *Naya Bharat Needs a DFI-A Key Enabler of NIP For Atmanirbhar Make in India & Economic Growth*
 - ✓ *Digital India Impact on Business Models & Economy*
 - ✓ *The Indian Telecom Saga: Oscillating 2G to 5G Airwaves and IOT*
 - ✓ *Renewable Energy – Innovative Financing Solutions*
 - ✓ *Strategy, Start-ups, Innovation & Artificial Intelligence*
 - ✓ *Managing FI's in an Environment of Uncertainties*
 - ✓ *My Digital India + Make in India.*
- **Editorial/Advisory Member** in “Springer Journal - International Journal of Systems Assurance Engineering & Management” and “Sage Journal-Vision of MDI Gurgaon”

Mentoring, Skill Development and Make-in-India Contribution (<https://www.sankararao.com/mentoring.html>) :

In the last 10 years Mentoring Young Professional Entrepreneurs & Startups and facilitating inclusive growth for *Atmanirbhar India by way of Skill Development and Make in India* in the field of

- ✓ Solar Energy and Digital IoT & AI Applications in Agriculture & Water Systems
- ✓ Real Estate Marketing
- ✓ Primary Education
- ✓ Cinema

Individual Social Responsibility (ISR) Contribution (https://www.sankararao.com/social_activities.html) :

- As a citizen of the country doing the ISR for more than 25 years to the best of my ability for the poor & needy in
 - ✓ Healthcare and Cancer
 - ✓ Education & Girl Child Development
 - ✓ Skill Development
- As a part of Inclusive Social Development, I have adopted and supported 3 small rural hamlets and 3 schools in a remote hilly Kureru village in Andhra Pradesh by providing of medicines, education kits, school infrastructure and also facilitating farming in that area to develop the farmers.



Dr ESR Individual Social Responsibility (ISR) Inclusiveness Activities

Dear Sir / Madam,

As a part of my ISR to return back to the society I along with my family do social & charitable services to best of my ability in Education, Healthcare & Cancer and Skill Development for over 25 years in various places. Had adopted a remote hilly rural village Kureru having 3 hamlets and 3 primary schools in Mentada Mandal, Gajapathinagaram, Vijayanagaram Dist, Andhra Pradesh and facilitating & providing educational infra, local rural employment and skill development.

During my career service had contributed every month Rs. 50,000 from my salary to IFCI Social Foundation to serve the under privileged people. During the Covid -19 for the effected people served & supported with free medicines and facilitated in skill development for artificial limbs, stitching and making more than 3 Lakh cloth masks for free distribution and created employment for 60 women and physically disabled people in Visakhapatnam region.

As a farmer, have planted in barren lands and cultivated few varieties of horticulture plants like of mangoes, bananas, chikoo, lemon, cashew and other plants. These blossomed fruits have been cultivated naturally are sweet, healthy and unique of Andhra Pradesh are freshly plucked and shared every year to all well-wishers to strengthen the long-lasting bonding of inclusiveness & friendship. Hope you would relish and support Dr.ESR initiatives.

Regards & Sincerely

Dr E S R

www.sankararao.com

Dr. E S RAO

