Alok Mohapatra

Senior Coverage and Wholesale Banker

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Seasoned senior banker and large-transaction **banking** professional that has built a successful track record in developing and managing significant large-transaction business units in Middle East & GCC; conventional and Islamic transaction experience as well as familiarity with all Gulf Cooperation Council markets. Proven business development skills and the ability to identify and seize business opportunities that arise from changing market conditions including various Investment Banking deals covering capital market, loan market, transaction banking, advisory and structured finance. Successful completion of numerous large transactions including infrastructure, independent water and power projects (IWPPs), oil & gas, real estate, energy, mining, transportation and petrochemicals. Apart from all that, I am a banker complete with full understanding of corporate and commercial business of any bank.

# Specialties

a)project finance,

b)structured finance,

c) loan syndications,

d) bonds, capital markets, working capital finance, investment banking, transaction or bilateral financing, Trade Finance, treasury/ fx, marketing & new business development, business strategy

# Experience



**Gulf International Bank, Manama, Bahrain May 2012 till December 2019**

**Senior Vice President and Head *–* Oil, Gas & Petrochemicals**

Joined as the Head of Oil, Gas & Petrochem in a leading wholesale bank of the region having an illustrious track record in structured finance, debt advisory and other investment banking activities. The Bank recently was advised by Boston Consulting Group to restructure their coverage activities to include more industry specific coverage and accordingly the division of OGP was created. The undersigned is the first incumbent who is assigned the responsibilities of increasing the Bank’s footsteps in the OGP sector with more value added ancillary business particularly involving investment banking. Have been now involved with putting together the strategy and writing down the budget for 5 years. In almost close to 6 years of operation in the new division, the undersigned has already opened many new relationships with a number of large corporates in the OGP sector from the region and also been working on a few landmark deals. Have been successful in getting 3 financial advisory deals which includes one from one of the largest National Oil Companies. Also another one from a large private sector petchem player. In

the same time, I have been instrumental in closing at least 4 DCM mandates from my clients. Have already been involved in financing of few financing deals in the region. The experience and knowledge carried from BNP Paribas continues to help the undersigned in penetrating the market and thinking out of the box in providing solutions. In the first two full years of creating this division, I have already booked assets close to USD 1.2 billion with a net earning of USD 18 MM approximately. Apart from the above, I gist below some of the salient achievements –

1. From literally zero base, Bank now has active relationship based banking with almost 10/15 clients out of which many are new.
2. The relationship is encompassing from simple working capital and transaction banking to capital market discussions and Financial Advisory.
3. The net income from these relationships have reached almost USD 18 Mio on an outstanding of USD 700 Mio which translates to almost 2.5% return on outstanding out of which almost 30% is fee based earning.
4. Developed first time a Bills of Exchange financing on non recourse basis from developing the concept to being involved in legal documentation with one of the top tier Oil Company of the region where we are today earning almost USD 1 Mio every year.
5. Have been extremely successful in creating a receivable financing scheme for some large sovereign trading companies where I have already discounted and financed upto a 1 Bio USD on various names. Very adept in creating and handling the facilities from start to end.
6. Have been instrumental in being involved with opening of the first branch in Abu Dhabi for the Bank.
7. Have been involved in mentoring and training young graduates joining the banks in last two years.



# BNP Paribas, Regional Office -Bahrain Aug 2004 to March 2012

**Senior Vice President *–* Corporate Banking**

**Director*–* Energy & Commodities Coverage, Corporate & Investment Banking (Regional Office)**

BNP Paribas has always been one of the largest banks in the world on asset size. Head quartered in Paris, this international bank is in existence in the gulf for more than 30 years and primarily engaged in high profile corporate and investment banking deals.

Its important to note that BNP Paribas is one of the top five highest rated banks in the world withstanding many crisis. Even after the sub prime crisis & the ensuing European debt crisis, BNPP came out less affected due to its strict regime of credit approval process & checks and balances.

At the same time, BNP Paribas is one of the top tier investment and corporate banking organisations in the world with league table leading positions in various business lines like –

## Project Finance, International Syndication, Fixed Income Straights & Derivatives, Debt Capital Market, Equity Linked financing, Transaction Banking, Advisory services and Structured Financing among many other businesses.

I was posted in the regional Head office in Bahrain which covered the entire Middle East and I was in charge of entire GCC for clients in the energy & commodities sector. I originated and was responsible for the bottom line for deals coming out of these two places particularly pertaining to businesses encompassing the various requirements that were narrated above. Some of the entities and various business lines that I had worked with are enumerated hereunder. Also mentioned is the kind of revenue that we generated on an average from these names –

# Business Lines & Product Lines

* Loan Market
* Debt Capital Market
* Equity Derivatives
* Fixed Income products including FX hedges etc
* Transactional Banking
* Structured Finance

Over the years, I have developed strong franchise amongst the local corporates and sovereign entities (semi sovereign entities as well). Personally speaking, the undersigned is having excellent relationships with the senior management of many of those names which have been handled by me in the banks that I have worked in the past plus the current ones***. In BNP Paribas, the total portfolio that I last worked on amounted to USD***

## Billion.

Such names are (taken from all over GCC –

UAE –

* + 1. Mubadala
    2. IPIC
    3. Taqa
    4. TDIC
    5. Al Jaber Group
    6. NMC Group
    7. Lulu
    8. Adnoc group
    9. Enoc group
    10. Petrofac International
    11. Gulf Petrochem
    12. Etisalat
    13. General Holding Corporation
    14. Zones Corp Qatar –

1. QP and its many subsidiaries like
2. Qapco,
3. Qatalum,
4. Qafco,
5. Qatar LNG,
6. Qasco
7. Qatar Fuel Additives
8. Qatar Electricity and Water
9. Karamah
10. Tasweeq

Oman –

1. Suhail Bahwan Group
2. Saud Bahwan Group
3. Zubair Group
4. Towell Group
5. Oman Cables
6. Oman Trading International or OTI
7. ORPC
8. Gulf energy
9. Rennaisance Group
10. MB Holding
11. Oman Oil Co

KSA –

1. Sabic and its associate companies
2. Aramco
3. Tasnee Group
4. Advanced Petrochemicals
5. Sadara
6. Samref or Saudi Aramco Mobil Refinery
7. Chevron Petrochem
8. Sahara Petrochem
9. Chemanol
10. Farabi Petrochem Bahrain –
11. Bapco
12. Alba
13. Gulf Petrochemicals Industries Corporation
14. National Oil & Gas holding co Kuwait –
15. KPC and KOC group entities
16. Kuwait Energy
17. Q8 (international cash management)

The above clients have been dealing with the undersigned from time to time in my various responsibilities in the GCC banking sector. However, I will specially mention the quantum of deals and transactions done in many of the above names –

* 1. **Project Finance** – BNP Paribas was involved as a Bookrunner and MLA of various SF/ PF deals in the region mostly in Utilities and OGP sector. Some of the key SF deals have been with ADWEA (Abu Dhabi Water and Electricity Co) in excess of USD 4/5 Bio. Other names worth mentioning are Taqa , Mubadala, IPIC, Sabic’s various project companies, ADNOC and Qatar Petroleum. I have been involved in many of them as an originator and then a core team member.
  2. **DCM** – Big issuers who have been involved with BNPP and the undersigned has worked extensively from origination till execution are Taqa , IPIC, Al Jaber group etc. The work involved from origination to road shows to investors meeting and then coordinating with treasury.
  3. **Transaction Banking** – Have also been extensively involved in origination and delivery of transaction banking like working capital facilities, trade finance facilities and cash management. Some trans-European mandates that the undersigned ensured are from Tasweeq in Qatar and Q8 in Kuwait to make BNPP as their European cash management bank. The origination to execution involved team from Middle East and I was involved in every step. However, what is more significant is that in GIB, I have been instrumental in completing some very large ticket non recourse receivable financing with multinational oil majors across the globe.
  4. **Syndication** – Both my current bank GIB and BNPP are very leading players in origination of syndication deals. In my entire career in BNPP and now with GIB, have been involved with bookrunning of more than USD 7/8 Bio comprising of names from the list above.
  5. **Financial Advisory** – Last two years in GIB, we have been rewarded with two major FA mandate one from Saudi Aramco JV for a USD 2 Bio financing for a greenfield project. The other one from another Petchem company with USD 1 Bio revenue per year with a mandate for Advisor for their forthcoming project expansion of USD 1.5 Bio. Apart from the same, in BNP Paribas, I worked for pitches involving Taqa / Mubadala /IPIC / QP etc

# Veco Corporation Ltd, Abu Dhabi, UAE Jun 2003 till Jul 2004

**Finance Controller - Middle East and North Africa**

Veco Corporation Ltd is a part of Veco Corporation with expertise in providing Corporation services to the Oil & Gas and the Pipeline industry. The Group generates revenue in excess of US$ 500 million. The Middle East and North Africa operations are managed from the company headquarters in Abu Dhabi. Veco has been executing jobs with the reputed Government sector oil Companies like ADNOC, ADCO, ZADCO, Gasco etc. The annual revenue of this region is more than US$ 15 million.

I may mention here that while I was the Head of MNC division of NBAD, I was offered this job by the CEO of Veco Corporation who was a client of mine and who was impressed with me. That said, I was courteous enough to tell him after one year that I am basically a banker and will remain a banker for which I left and joined BNP Paribas.

# National Bank of Abu Dhabi (NBAD), Abu Dhabi, UAE Jun 1999 till May 2003

**Head *–* MNC Relationships - Corporate Banking Group**

NBAD is one of the largest banks in the MENA on asset size and profitability. Within the Corporate Banking Group, I was in charge of multinational accounts numbering about 55 and total asset of US$ 500 million.

It is pertinent to mention here that I started the division in 2000. Again from a new start up within 3 years I could book assets (funded and non funded) of USD 500 Mio. Many international names were brought into Bank’s relationships. Some of the relationships that I developed for NBAD during my time are Mitsubishi Corp, Marubeni Corp, JGC Corp, CCIC, ACC, AES Corporation, Lockheed Martin, Korea Heavy Industries, Daewoo, Hyundai Corporation, Ed Zublin and many more.

I had a team of 4 people.

# National Bank of Oman (NBO), Abu Dhabi, UAE May 1998 till Jun 1999

**Head - Corporate Banking & Marketing - Abu Dhabi Branch**

NBO is one of the largest commercial banks of Oman. I was recruited to head the Bank's Abu Dhabi Corporate Branch which had total assets US$ 100 million. The Bank had a number of SME exposures and mostly bilateral. I was heading a team of 6 people here comprising of ARMs and Analysts.

# IDBI Bank Ltd, Mumbai, India Aug 1996 till May 1998

**Manager - Corporate Banking**

IDBI Bank Ltd is a commercial bank promoted by Industrial Development Bank of India India’s largest development financial institution. I joined the Bank's Mumbai main branch as the sole in charge of Corporate Banking at its inception. This experience provided an invaluable insight into the process of setting up a branch, writing the credit policy and designing innovative products. Apart from that at an young age it gave me an opportunity to lead a fairly medium sized team and leading their ambition including developing the Bank’s asset size from NIL.

# UTI Bank Ltd, Mumbai, India Aug 1995 till Jul 1996 Manager *–* Credit

UTI Bank Ltd is a commercial bank set up by Unit Trust of India, the country’s largest asset management company. Since I joined UTI Bank at its inception, it gave me an excellent view of growing business from scratch. I was in the credit control department overseeing various accounts from all over India.

# State Bank Group, Rajasthan, Mumbai, India May 1988 till Jun 1995

**Probationary Officer/ Credit Officer**

I worked with the State Bank of India’s subsidiary bank, SBBJ. After the mandatory 2 years probationary period, I joined the Head Office in central credit department where I was handling 35 accounts from different regions of the country.

# Strength &USP

* Strong relationship skills.
* Loves working under target driven challenging environments.
* Amicable personality with very pleasant man management skills.
* Strong communication skills
* Loves travelling and therefore, very mobile.

# Education

MBA, Marketing - with a minor in Finance

Passed my High School Board with a national scholarship **Hobbies** - Playing Cricket, Golf, Tennis, TT, Travelling **Personal Details**

**Nationality:** Indian

**Marital Status:** Married, one child

**Languages:** Fluent in English & Hindi and working knowledge of French