

Brief Profile of Shri Srinivasan Sridhar

(Existing Shareholder Director of Bank of Baroda)

Shri Srinivasan Sridhar, aged 61 years of Mumbai (Maharashtra) is B.Com.(Hons.) and Chartered Accountant having over 33 years of work experience and special knowledge in the fields of Banking, Economics, Finance, Human Resources , Risk Management and Business Management.

SRIDHAR SRINIVASAN

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SUMMARY

An established Board Director with extensive professional experience and executive leadership accomplishments across Asia, Africa, and Europe. Chairperson of board committees for companies ranging from startups to the largest corporations in India, with a focus on management strategy, business transformation, governance, shareholder interests, risk, and regulatory compliance. Active angel investor and mentor for early stage startups.

Built, grew, and transformed businesses holding key country and regional executive positions over a 30+ year career in management consulting, corporate and investment banking, risk management, product management, and regional corporate client coverage. With strong personal integrity, passion, and relationship skills, built several winning teams comprising people from diverse cultural and professional backgrounds.

ADVISORY & NON-EXECUTIVE APPOINTMENTS

Bank of Baroda, Board Shareholder Director – Mumbai, India Dec 2018 - present

- Elected as a shareholder director, and chairperson of the Audit and Stakeholders Relationship committees, on the board of one of India's largest and best run banks.
- Working on strategic and transformation initiatives to make a lasting impact in the industry, such as the historic amalgamation of Dena and Vijay Bank into BoB, industry leading schemes for MSME loans, and financial inclusion.

Oracle, Independent Director – Mumbai, India Jul 2015 - present

- Chairperson of the risk management committee, strengthening risk culture, strategy, policy, and procedures as the company provides technology solutions to financial services companies around the world.
- Transforming key employee retention programs such as ESOP allotment, compensation, and benefits

Nirfon Ltd., Independent Director – Mumbai, India Sep 2020 - present

- Engaged in the development and management of commercial real estate, as a board member of a company majority owned by one of Singapore's sovereign wealth funds.
- Working with management and owners on introducing new technologies and data driven processes to make this one of India's most desirable office addresses.
- Member of audit, stakeholders relationship and nomination and remuneration committees. Also elected as the chairperson of the corporate social responsibility committee.

India Factoring and Financing Solutions Pvt. Ltd., Independent Director – Mumbai, India Nov 2015 – Sep 2021

- Chairperson of IT Steering, Audit, and Risk committees for this leading provider of factoring and forfaiting solutions.

FINCA Bank, Independent Director – Georgia and Azerbaijan Jan 2019 - present

- Working on a mission to provide responsible and impactful financial services to low income clients in some of the world's most challenging markets. Chairman of the Audit committee.
- Transforming the NGO/MFI into a broad-based deposit taking bank.

Vivriti Capital, Vivriti Asset Management, CredAvenue Independent Director – Chennai, India. Jan 2019 - Aug 2020

- Chairperson of the IT strategy and Audit committees, working with founders, managers and other directors to build the leading technology-enabled platform for credit in India.
- Crossed INR 27000 crores of debt placement in three years with over 225 clients and 100 investors.

Indie Home Loans, Independent Director – Mumbai, India Nov 2017 - Jun 2019

- Set up a technology-driven housing finance company, a greenfield venture for a leading international investment group

Small Business FinCredit Limited, Independent Director – Mumbai, India Sep 2017 - Jun 2019

- Worked with the executive team to build a new age non-banking financial company primarily focused on SME lending.

Oliver Wyman, Senior Advisor Jul 2015 - present

- Retired as Partner & India Head of this leading global management consulting firm, combining industry knowledge with expertise in strategy, operations, risk management, and organization transformation.
- Work with boards of directors and other senior leaders of top companies in the region on management strategy, risk management, client coverage, product and distribution strategies, cost optimisation, governance, and compliance.



EXECUTIVE PROFESSIONAL EXPERIENCE

Oliver Wyman, Partner and India Head – Mumbai, India 2013 - 2015

- Led the India business and transformed the firm into a leading management consultant for the top financial services companies in the country.
- Worked with one of the top finance companies in India to develop its end-to-end business plan for transforming it to full-service bank in India.
- Developed a long-term strategic business plan to expand the market share and profitability of one of India's leading infrastructure finance companies.
- Developed an international growth strategy for a leading asset management company.
- For a global industry association, developed a long-term comprehensive strategy to harness the gold assets in India.

Citigroup 1984 - 2012

Held various roles during 28-year career with the firm, including:

Head of Central, Eastern Europe, Middle East and Africa, Financial Institutions Client Coverage – London, UK

- Led this key customer vertical across 36 presence and 54 non-presence countries. Grew the business by 17% in 2011 in spite of the difficult economic environment.
- Developed an end-to-end strategy for this business and dramatically restructured and repositioned it. Decentralized the organization structure and moved resources closer to the customers.
- Changed the target market, de-risked the portfolio and made the business customer centric and growth focused. In this process, closed business in several countries and terminated relationship with many marginal clients.
- Established Citi as the market leader, positioning the business to continue aggressive growth into the foreseeable future.

Head of Global Transaction Services for Africa, Regional Product Management – Johannesburg, South Africa

- Managed the Global Transaction Services business in a complex region comprising 14 presence and 28 non-presence countries, ranging in sophistication from South Africa to Sudan. Oversaw 40+% of the total Citi Africa business.
- Developed and implemented a strategic business plan which contributed to outstanding results. Achieved record revenue growth and profitability with 3-year CAGRs of 25% and 57%, respectively.
- Started and established profitable Securities and Fund Services business in South Africa, Nigeria and Morocco.
- Won several industry awards including Euromoney's Best Cash Bank in Africa in 2008 and 2009.

Group Head of India, Corporate Banking – Mumbai and New Delhi, India

- Managed India's corporate banking business comprising over 1000 top corporate relationships in the country.
- Grew revenues by over 25% YoY by acquiring new clients, introducing new products and increasing cross sell.
- Managed a dedicated professional team of over 100 senior corporate bankers across the country.
- Structured several complex deals in Debt Distribution, Underwriting, M&A, Project Finance, and FX Derivatives.

Country CEO, Universal Banking – Bangladesh, Kenya and Zambia

- Managed the startup of a successful new full-service bank in Bangladesh, obtaining a banking license and other regulatory approvals, setting up systems and processes, and recruiting a new team of professionals.
- Built a strong wholesale banking business and made Citibank the fifth largest foreign bank out of 14, within 3 years.
- Worked closely with the government, IMF, and World Bank to develop strategic initiatives in the areas of privatization, development of local currency market, the capital markets, and the foreign exchange market.
- Was appointed a member of the Finance Minister's internal think tank on matters concerning the financial sector.
- In Kenya, grew revenues 25% YoY, doubled EBIT, and quadrupled net income. Exceeded Plan on all aspects of the balanced scorecard – financials, customers, people, and processes.
- Successfully integrated ABN AMRO's business into Citi, Kenya's largest ever financial services acquisition.
- Improved customer satisfaction levels (71% to 91% in Kenya; 56% to 86% in Zambia) and employee satisfaction levels (27% to 81% in Kenya; 40% to 76% in Zambia).
- Concluded two pioneering strategic transactions to facilitate oil imports for the Zambian government, helping the country avert a fuel crisis and resulting in a strategic partnership with the government for economic development.
- In Kenya, established a successful partnership with Safaricom for its m-Pesa Mobile Banking offering.
- Developed and implemented the bank's internet strategy for Zambia and made it the leader in technology in the region.
- Significantly enhanced the Risk and Compliance standards and controls in all 3 countries.
- Won several independent industry awards including Company of the Year (2002 and 2005), Number 1 Bank in Kenya (2003), Most Respected Company (2005), and Bank of the Year (2006).

EDUCATION

New Delhi, India 1983
Chartered Accountant; Placed in the All-India merit list

Delhi University, New Delhi, India 1979
Bachelor of Commerce (Hons.); Ranked first in college every year of study

