



SRIGINI RAJAT NAIDU **PROFILE**

REGISTERED INSOLVENCY PROFESSIONAL

SUPPORT FIRM – ELIXIR STRATEGIC MANAGEMENT PVT LTD

REGISTERED IP: IBBI/IPA-003/IP-N000137/2017-2018/11513



WELCOME MESSAGE

Elixir Strategic Management Pvt. Ltd. is a distinguished consultancy firm specializing in stressed asset resolution. With a proven track record of over 17 years, the company has played a pivotal role in assisting financial institutions and banks in recovering distressed assets. Leveraging deep expertise in the SARFAESI Act, IBC proceedings, Debt Recovery Tribunal (DRT) cases, and legal advisory, Elixir has successfully resolved more than 2,000 stressed accounts, contributing significantly to financial recoveries for banks and financial institutions.

As the Whole-time Director of Elixir Strategic Management Pvt. Ltd., I take immense pride in leading a team of highly qualified professionals, including Chartered Accountants (CAs), Cost & Management Accountants (CMAs), Company Secretaries (CSs), and MBAs, all of whom bring extensive experience in business and financial restructuring, corporate finance, and strategic legal advisory.

With a deep understanding of financial regulations, insolvency frameworks, and corporate restructuring strategies, Elixir is committed to delivering comprehensive and result-oriented solutions to its clients. Our approach is backed by meticulous analysis, regulatory expertise, and strategic execution, ensuring efficient resolution of distressed assets and optimal financial restructuring for businesses.

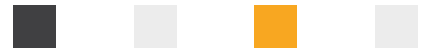


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CMA

SRIGINI RAJAT NAIDU

FCMA, Stressed Asset Consultant

Srigini Rajat Naidu: A Seasoned Leader in Corporate Debt Restructuring and Stressed Asset Advisory

Srigini Rajat Naidu brings over **38 years of extensive experience** across diverse industries, having served in **leadership and decision-making roles** throughout his career. His expertise spans **Corporate Debt Restructuring (CDR), stressed asset advisory, capital restructuring, loan rescheduling and restructuring, SARFAESI actions, project financing, and regulatory filings under the Special Provisions (SICA) Act for BIFR applications.**

With a distinguished professional background, he has worked with **renowned consultancy firms like KPMG (Fakhro)** and leading **industrial conglomerates**, playing a pivotal role in large-cap assignments. His deep knowledge of **asset valuation, mergers and acquisitions (M&A)**, and strategic financial planning has positioned him as a trusted expert in the field.

In addition to his technical expertise, Srigini Rajat Naidu has cultivated a **vast network of investors** across **India and internationally**, facilitating strategic partnerships and investment opportunities.

Areas of Expertise:

- Corporate Turnaround & Restructuring
- Debt & Capital Restructuring
- Stressed Asset Advisory
- Asset Valuation & Mergers & Acquisitions
- Project Financing & Investment Strategy
- SARFAESI Actions & Legal Compliance

TECHNO-COMMERCIAL EXPERTISE

With extensive experience as a Group General Manager across various industries, his expertise in techno-commercial domains has been instrumental in driving cost-effective operations and enhancing organizational efficiency. He has successfully applied strategic financial planning, operational excellence, and regulatory compliance to optimize business performance.

Key Areas of Expertise:

- Turnaround & Business Management
- Corporate Restructuring & Strategic Growth
- Enhancing Operational Efficiency
- Internal Audit & Risk Management
- Regulatory & Statutory Compliance
- Asset Valuation, Mergers & Acquisitions (M&A)
- Project Financing & Asset Management
- Debt Syndication & Fund Sourcing
- Securing Funds from Commercial Banks
- Managing Companies Under BIFR
- Private Equity Funding & IPO Handling



APPROACH THROUGH SUPPORT FIRM

The approach to successfully resolving stressed assets is based on leveraging extensive experience and collaborating with a team of professionals who have managed companies at the operational level. This structured methodology ensures a comprehensive and strategic resolution process, which includes:

Key Steps in the Resolution Process:

- Thorough Assessment of Bidders – Conducting a detailed evaluation of each bidder’s background and financial capability.
- Analysis of Resolution Plans – Reviewing and analyzing different resolution proposals submitted by applicants.
- Ranking & Evaluation – Scoring and ranking resolution plans based on predefined evaluation criteria and the scoring matrix approved by the Resolution Professional (RP) and the Committee of Creditors (CoC).
- Facilitating CoC Interactions – Assisting the CoC in discussions, negotiations, and due diligence with resolution applicants.
- Negotiation for Stakeholders' Benefit – Ensuring favorable terms in the resolution plan to maximize benefits for stakeholders and bankers.
- Implementation Strategy – Assisting in the execution of the approved resolution plan to ensure seamless implementation.

Results & Outcomes:

- Optimized Resolution Plan – A structured and well-negotiated resolution strategy.
- Maximized Recovery for Creditors – Ensuring higher financial recovery for lenders and stakeholders.
- Clear Implementation Roadmap – Providing visibility and assurance in the successful execution of the resolution plan.

By following this approach, stressed asset resolution is executed efficiently, ensuring a favorable outcome for all stakeholders involved.





TURNAROUND & RESOLUTION MANAGEMENT TEAM

In collaboration with support firms for the Corporate Insolvency Resolution Process (CIRP), a team of skilled professionals can be deployed to ensure a structured and efficient resolution. The team composition includes:

- **Chartered Accountant & Insolvency Professional (IP): 1**
- **Cost Accountants/Company Secretaries (CS)/MBAs: 2**
- **Legal Experts (Lawyers): 1**
- **Industry Specialists: 3**
- **Support Staff: 7**
- **IT Professionals: 1**

This strategic deployment ensures comprehensive expertise across finance, legal, industry-specific insights, and operational support, facilitating a seamless and effective resolution process

INTERIM MANAGEMENT SERVICES

A structured Interim Management approach is essential for ensuring a smooth and efficient Corporate Insolvency Resolution Process (CIRP). The key services offered include:

- IRP/RP Services – Acting as Interim Resolution Professional (IRP) or Resolution Professional (RP) to oversee the resolution process.
- Corporate Resolution Process – Managing and facilitating the resolution process in compliance with regulatory requirements.
- Verification of Creditors' Claims – Assessing and verifying claims submitted by all creditors.
- Preparation of Information Memorandum (IM) – Compiling and structuring critical financial and operational data for investors.
- Data Room Creation & Management – Establishing a secure and well-organized virtual data room for due diligence.
- Drafting & Floating of Expression of Interest (EOI) – Preparing and circulating EOI to attract potential investors.
- Conducting Online Auction Events – Organizing transparent and competitive bidding processes.
- Technical & Financial Evaluation of Bids – Assessing bids based on predefined technical and financial criteria.
- Computation & Summary of IM – Consolidating bid evaluations into a comprehensive report.
- Transaction Advisory – Providing strategic advisory on mergers, acquisitions, and distressed asset transactions.
- Investor Selection Process – Identifying and shortlisting the most suitable investors for resolution.
- Liquidation & Voluntary Liquidation Assistance – Supporting the liquidation process, ensuring compliance with regulatory frameworks.

This comprehensive interim management approach ensures an efficient, transparent, and investor-friendly resolution process, maximizing value for stakeholders.





RESOLUTION STRATEGY

A well-structured resolution approach is implemented to maximize value and ensure the successful turnaround of stressed assets. Key steps include:

- Conducting Roadshows – Showcasing investment opportunities in leading financial markets to attract potential investors.
- Preparation of Information Memorandum (IM) – Reaching out to global investors, buyout funds, special situation funds, and stressed asset funds.
- Investor Engagement – Presenting the opportunity to multiple Prospective Resolution Applicants (PRAs) to enhance competition and maximize recovery.
- Shortlisting & Competitive Bidding – Identifying the most suitable PRAs for negotiations and facilitating a forward auction or Swiss Challenge process.
- Creation of a High-Quality Data Room – Ensuring structured and transparent data access for investors.
- Due Diligence & Negotiation Support – Organizing due diligence, assisting in negotiations with PRAs, and finalizing the most viable resolution applicant.

This comprehensive approach enhances stakeholder value, optimizes asset recovery, and ensures a seamless resolution process.

CIRP/ LIQUIDATION ASSIGNMENTS

IP SRIGINI RAJAT NAIDU

Sr. No.	Name of the Company	Name of the NCLT	Industry	Total Resolution Debt	Present Status of the Resolution //Process
1	Fabtech Sugar Limited	Mumbai	Sugar	Rs.600 Cr	Completed (Resolution Plan has been approved by Hon'ble NCLT)
2	Shah Group Builders Ltd	Mumbai	Real Estate	Rs. 1500 Cr	Completed
3	Vidarbha Sugar Mills Pvt Ltd	Mumbai	Sugar	Rs.50 Crs	Ongoing
4	Vastu Land Realtors Private Limited	Mumbai	Real Estate	Rs.120 Cr	Ongoing (Liquidation)
5	Prince Marine Transport Services Pvt. Ltd.	Mumbai	Shipping	Rs.40 Cr	Completed
6	Enrich Sherya Marine Infrastructure Pvt. Ltd	Mumbai	Shipping	Rs.50 Cr	Completed
7	M.S Mining and Consultancy pvt Ltd	Mumbai	Mining	Rs.10 Cr	Ongoing (Liquidation)
8	Tirumalla Agro Industries Pvt. Ltd.	Mumbai	Agro	Rs.50 Cr	Ongoing

PERSONAL INSOLVENCY

As a Resolution Professional, I am currently managing multiple assignments related to Personal Insolvency Resolution Process (PIRP) of high value guarantors.

RECENT ASSIGNMENTS : IBC

FABTECH SUGAR LIMITED

Context and Background:

FSL, one of the complex assignments having exposure of Rs. 600 Crores

Solution Framework for Resolution:

- ◆ Efficient and profitable running CIRP
- ◆ Identifying prospective PRA's
- ◆ Strong negotiation with PRA
- ◆ Bringing and maximizing the value for all the stakeholders

Most Complex & Challenging Assignment, Resolution Plan approved by Hon'ble NCLT

EMPANELMENT- SRIGINI RAJAT NAIDU



State Bank of India



Bank of Baroda



Canara Bank



Punjab National Bank



Bank of Maharashtra



Allahabad Bank



Indian Overseas Bank



IDBI Bank



Punjab & Sind Bank



Axis Bank



Nagpur Nagirk Sahakari Bank Ltd



IREDA

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The information in this document and any or presentations made by us contains trade secrets and confidential and proprietary information, the disclosure of which would provide substantial benefit to competitors.

As a result, this proposal document should not be disclosed, used or duplicated— in whole or in part—for any purpose other than evaluating for the purpose of awarding an assignment.



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