

RESUME

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Academic Qualifications

Chartered Accountant, Graduate in Laws, Company Secretary and Graduate in Commerce

(Included in the Merit List at all levels including all India First rank)

Certificate Course in Alternate Dispute Resolution (ADR) by the Institute of Chartered Accountants of India (ICAI) – in 2009 and in 2023

Certificate Course in Insolvency & Bankruptcy Code by ICAI and Pravin Gandhi College of Law

Certificate Course in Social Audit by National Institute of Securities Markets (NISM)

Work Experience

Summary

- Have adjudicated Sixty Three (63) commercial disputes as Sole Arbitrator of which 60 were Institutions Arbitrations and 3 were Ad-hoc. Conducted physical hearings as well as on-line hearings.
- Empaneled as Arbitrator with or Member of LCIA, SIAC, NYIAC, GAFTA, WIPO, ACICA, Delos, Oslo Chamber, Stockholm Chamber, VIAC, Danish Institute, Venice Chamber, VCCA, OAC, QICCA, SCC Arb, Thai Institute, SI Arb, PI Arb, ICODR, CI-MAC, CEDRAC, CCADR, ICAMEK and many others. A list is attached.
- Areas of expertise include: Finance, Banking, Investments, Securities, Joint Ventures, Technology Licensing, Corporate Law, Partnerships, Trade Marks, Infrastructure, Construction, Manufacturing, Commercial Contracts, Internation Trade, Agencies, Properties, Real Estate.
- Forty Three (43) years of management experience in different business and professional areas like Manufacturing, Private Equity, Venture Capital, Investment Banking and Alternate Dispute Resolution.

- Last Twenty (20) years as CEO & Director of Grauer & Weil (India) Ltd., a listed Company with multi-division, multi-location and global operations.
- In the 20 years of tenure as CEO of Grauer & Weil, its business divisions grew from 2 to 5, Annual Revenues multiplied 10 times; PAT grew 30 times and Market Capitalisation multiplied 225 times.
- In manufacturing area - have worked in several business verticals - chemicals, engineering, paints, industrial oils, development and management of malls, organic herbal products, tyres, pesticides, steel wires & wire rods and textile processing.
- In Private Equity and Venture Capital areas – have experience of full cycle from putting together a team, raising funds, investing, managing, divesting and return of investor capital.

Detailed Work Experience

From May 1998 till September 2022 (with a break between 2008-11)

- Chief Executive Officer & Director of Grauer & Weil (India) Ltd. (G&W), a 65 year old, listed Company with sale turnover of Rs. 8 billion. G&W has an unbroken record of dividends for last 45 years, is debt-free, has cash-surplus, enjoys a market capitalization of Rs. 22 billion and employs about 1400 people.
- G&W has five business verticals viz. surface finishing chemicals; surface finishing and effluent treatments plants; industrial paints; industrial lubricants and shoppertainment Mall (4.5 lakh sq. ft. built-up area). All business divisions are profitable.
- In the first two segments viz. chemicals and plants, G&W is an undisputed market leader in India for over four decades in the face of competition from Indian operations of all the global leaders. Apart from the strong hold over domestic market, it is also an exporter with market presence in over 40 countries and offices in two.
- The Paints and Mall divisions were loss making till 2015. Both have been turnaround so that the Mall is now contributing 25% of the profits of the Company and the Paints business is growing at the rate of 35% CAGR. Both divisions are undergoing large expansions in capacity.
- Responsibilities included strategic and policy direction, overall supervision of the business of the group, strategic planning and development of new businesses and investments and providing leadership to a very competent and experienced team of professional managers.

- In my over 20 years of tenure as CEO of Grauer & Weil, its business divisions grew from 2 to 5, Annual Revenues multiplied 10 times; PAT grew 30 times and Market Capitalisation multiplied 225 times. Have steered the Group's foray into shoppertainment and lubricants businesses; turnaround of the Paints business; acquisition of an engineering business, and divestment of softdrink bottling business and hydel power project.

From May 1991 to May 1998

- Co-founder and Senior Vice President (Venture Capital) of Pathfinder Investment Company P. Ltd (formerly IL&FS Venture Corporation). Pathfinder was the Indian advisor to India Private Equity Fund (IPEF) Mauritius, a \$ 140 Mn. Private Equity Fund sponsored by Oppenheimer & Co, Inc., USA and Chase Manhattan Bank, USA and guaranteed by OPIC, USA.
- Pathfinder was also the Manager of IL&FS Venture Fund (IVF), a Rupees 405 Million fund sponsored by IL&FS, HDFC, IDBI, UTI and World Bank.
- Responsibilities included setting up of Pathfinder, negotiating of strategic investment in Pathfinder by an Oppenheimer & Co., recruitment and training of team members, fund raising of both Funds, formulating of investment and divestment strategies, sourcing investment opportunities, screening of over 500 business proposals covering several industry segments, detailed "Due-diligence" of over 100 business proposals, presentations to the Investment Committees of both the Funds for approval, **investment in twenty ventures**, structuring of deals, monitoring of the investments, served on the Board of 12 investee companies, **divestment of eight investments, all at a profit - IRR ranging from 18% to 54%. Weighted Average Return - 31% p.a.**

From May 1984 to May 1991

- Financial Controller, CEAT Ltd., then the second largest manufacturer of automotive tyres, glass fiber and nylon. The flagship of "RPG Enterprises", a Rupees 40 billion conglomerate comprising 20 companies.
- Tasks handled included managing of treasury and corporate finance functions, raising and managing the requisite financial resources for growth in turnover of the company from Rupees 1.5 billion to Rupees 6 billion over seven years, raising Rupees 3 billion from shareholders by issue of shares and convertible debentures, raising US\$ 25 million as loan syndicated by Sanwa Bank, Hong Kong, transforming finance function from a service center to a profit center, led the negotiation for acquisition of 800 Mw Thermal Power generating plant from Government of India, negotiated and finalized joint ventures and collaborations

with foreign firms for engineering products, petro-chemicals, industrial electronics and telecommunication products, designed and helped implement the turnaround strategy for a sick electronics company belonging to the Group and its merger with CEAT Ltd.

From August 1981 to May 1984

- Company Secretary, Special Steels Ltd., the largest manufacturer of steel billets, wire rods and wires. Jobs handled included all corporate and legal affairs of the company, managed issue of capital to shareholder, raised long term debt for backward integration of the company's business into manufacture of wire rods and steel billets, designed and negotiated a financial package for turn-around of the operations of the company comprising raising of long term financial resources, re-negotiation of terms with lenders and roll-over of long term debt.

From December 1979 to August 1981

- Financial Controller-cum-Company Secretary, New Shakti Dye Works Pvt Ltd. The responsibilities included management of all financial, legal, corporate and commercial affairs of three companies in the Group

Other Interests

- Trained teacher of Yoga
- Student of Ayurveda
- Student of Vedanta
- Keen observer of nature and wildlife

VINOD HARITWAL

ARBITRATION – Empanelment & Memberships

Memberships:

Australia - Australian Centre for International Commercial Arbitration (ACICA)
Cyprus - Cyprus Center for Alternative Dispute Resolution (CCADR)
India - Fellow Member of the Institute of Chartered Accountants of India
India - Fellow Member of the Indian Dispute Resolution Council (IDRC)
India - Fellow of Indian Council of Arbitration (ICA)
India - Council for National and International Commercial Arbitration [CNICA]
India - Institute of Social Auditors of India (ISAI)
Philippines - Philippine Institute of Arbitrators (PIArb)
Singapore - Singapore Institute of Arbitrators (SIArb)
UK - The Grain and Feed Trade Association, UK (GAFTA)
USA - International Council of Online Dispute Resolution, USA (ICODR)
USA - New York International Arbitration Center, USA (NYIAC)

Registered as Arbitrator with:

Austria - Vienna International Arbitration Centre (VIAC)
Cayman Islands - Cayman International Mediation and Arbitration Centre (CI-MAC)
Cyprus - Cyprus Eurasia Dispute Resolution & Arbitration Centre (CEDRAC)
Czech Republic – Czech Arbitration Court (CAC)
Denmark - The Danish Institute of Arbitration
France - Delos Dispute Resolutions
India - Centre for Alternate Dispute Resolution Excellence, India (CADRE)
India - Centre for Resolution of Disputes, India (CORD)
India - Construction Industry Arbitration Council (CIAC)
India - Cotton Association of India (CAI)
India - Council for National and International Commercial Arbitration [CNICA]
India – CNICA Mediaation Centre
India - Indian Council of Arbitration (ICA)
India - Indian Dispute Resolution Centre, India (IDRC)
India - KCCI Arbitration Centre of the Kanara Chamber of Commerce & Industry
India - The Institute of Chartered Accountants of India
India - Presolve360
Italy - Venice Chamber of Arbitration - Camera Arbitrale di Venezia
Lithuania - Vilnius Court of Commercial Arbitration (VCCA)
Mauritius - Mauritius International Arbitration Centre (MIAC)
Mexico – Arbitration Centre of Mexico - Centro De Arbitraje De México (CAM)
Norway - The Arbitration and Dispute Resolution Institute of Oslo Chamber of Commerce
Oman - Oman Commercial Arbitration Centre (OAC)
Qatar - Qatar International Center for Conciliation and Arbitration (QICCA)
Singapore - Singapore International Arbitration Centre (SIAC)
Spain - Madrid International Arbitration Center (MIAC – CIAM)
Sweden - SCC Arbitration Institute of the Stockholm Chamber of Commerce (SCC)
Switzerland - WIPO Arbitration and Mediation Center
Thailand - Thai Arbitration Institute (TAI)

Uganda - International Centre for Arbitration & Mediation in Kampala (ICAMEK)
UK - London Court of International Arbitration (LCIA)
Virgin islands British - BVI International Arbitration Centre (BVIIAC)

Registration as Arbitrator under process with:

Armenia - Arbitration Court at the Chamber of Commerce and Industry of the Republic of Armenia
Australia - Australian Centre for International Commercial Arbitration (ACICA)
Brazil - Câmara de Mediação e Arbitragem Empresarial (CAMARB)
Brazil - Chamber of Conciliation, Mediation and Arbitration (CIESP)
Canada - The Arbitration Place
Canada - The Chamber of Commerce Brazil-Canada (CAM-CCBC)
Canada - Vancouver International Arbitration Centre (VanIAC)
China - Beijing Arbitration Commission – Beijing International Arbitration Center (BJAC)
Colombia - Centro de Arbitraje y Conciliación de la Cámara de Comercio de Cartagena (CACC)
Czech Republic - The Exchange Court of Arbitration at Prague Stock Exchange (PSEAC)
Egypt – Egyptian Centre for Arbitration & Settlement of Non-Banking Financial Disputes (ECAC)
Honduras - Centro de Conciliación y Arbitraje de la Cámara de Comercio e Industria de Tegucigalpa
Hong Kong - Hong Kong International Arbitration Centre (HKIAC)
Hong Kong - South China International Arbitration Center - Hong Kong (SCIAHK)
India - Indian Council of Arbitration (ICA)
India - Indian Merchants Chamber (IMC)
India - Nani Palkhivala Arbitration Centre (NPAC)
Israel - The Israeli Institute of Commercial Arbitration (IICA)
Kazakhstan - International Arbitration Centre (IAC)
Kenya – Suluhu Mediation Centre
Libya - Libyan Center for International Commercial Arbitration (LCICA)
Malaysia - Asian International Arbitration Centre (AIAC)
Maldives - Maldives International Arbitration Centre (MIAC)
Nepal - Nepal International ADR Centre
Netherlands - Netherlands Arbitration Institute (NAI)
Netherlands - PRIME Finance Foundation
Netherlands - UNUM Transport Arbitration & Mediation
Peru - Centro de Arbitraje de la Cámara de Comercio de Lima (CCL)
Peru - Centro de Análisis y Resolución de Conflictos de la Pontificia Universidad Católica del Perú
Portugal - Commercial Arbitration Center of the Portuguese Chamber of Commerce and Industry
Portugal - Arbitration Center for Public Contracts of the Portuguese Association of Public Markets
Romania - Bucharest International Arbitration Court (BIAC)
Russia – Russian Arbitration Center at the Russian Institute of Modern Arbitration (RIMA)
Rwanda – Kigali International Arbitration Centre (KIAC)
Serbia - Belgrade Arbitration Center (BAC)
Singapore – Singapore Chamber of Marine Arbitration (SCMA)

Slovenia - Ljubljana Arbitration Centre at the Chamber of Commerce and Industry of Slovenia (LAC)
South Africa - International Court of Arbitration Foundation of South Africa (AFSA)
South Africa - Commission for Conciliation, Mediation & Arbitration (CCMA)
South Korea - The Korean Commercial Arbitration Board (KCAB)
Spain - Madrid International Arbitration Center (MIAC)
Spain - Spanish Court of Arbitration
Spain - Tribunal Arbitral de Barcelona (TAB)
Switzerland - The Court of Arbitration for Sport (TAS-CAS)
Thailand - Thailand Arbitration Center (THAC)
Turkey - Energy Disputes Arbitration Centre, Ankara (EDAC)
UAE - Abu Dhabi Global Market (ADGM)
UK - Arbitra International
UK - Chartered Institute of Arbitrators (CIArb)
USA - CPR International Institute for Conflict Prevention & Resolution (CPR)
Uzbekistan - Tashkent International Arbitration Centre (TIAC)
