



## Wizard of Finance

March 2012

Bikram Sen's 27 years of experience in investment banking and corporate finance has enabled him to play a key role in leading DHFL into real estate project financing, achieving yields of over 40 per cent and a project finance portfolio of over US\$ 100 million.

Bikram Sen was a Sloan's Fellow at London Business School (LBS) and did his Masters in investment management, corporate finance, and business strategy. Sen also wrote a dissertation "Swaps as a Hedging Instrument" while at LBS. He has a Bachelor of Law degree (in corporate law, taxation, constitutional law) and a Bachelor of Arts degree (in English literature and philosophy/logic) from Bombay University. Sen has over twenty-seven years of experience in investment banking and corporate finance. He served as the managing director of Chemical Bank, Tokyo, was a founder of the financial engineering department at Manufacturers Hanover (later JP Morgan Chase), and worked in derivatives and investment banking in London, Paris, and New York for nearly two decades before coming back to India at American Express. Sen also worked with the Soros-Chaterjee Group, as he set up two IT-based companies for The Chaterjee Group (TCG).

Sen has been with Dewan Housing Finance Limited (DHFL) for almost a decade. His strategic role at DHFL was to refocus the company to address the lower and middle income segment (LMI) and tier II/III cities. He also played a key role in leading DHFL into real estate project financing that achieved yields of over 40 per cent and a project finance portfolio of over US\$ 100 million. He was the key person instrumental in the takeover of the DeutschePost Home Finance Company with a billion dollar portfolio. He has been a key contributor on increasing DHFL's asset book from Rs1,100 crore, when he joined as the CEO, and by March 31st 2012 DHFL's asset book is expected to cross Rs 28,000 crore.