

## **Profile of Board members**

### **Rohan Sikri**

Rohan Sikri is Senior Partner at The Xander Group Inc. In 2005 he co-founded the firm's India investment program. Based in Singapore, he is also Executive Managing Director, Xander Investment Management, the PERE arm of the group, and chairs the investment committees for all Xander fund vehicles, and the credit committee for Xander Finance.

Earlier in India, from 2005 to 2010, he built and supervised Xander's US\$ 1.5 billion equity investment portfolio across direct acquisitions, development partnerships, and platform joint ventures, across real estate asset classes such as office, retail, hotels, residential and industrial. The portfolio has already seen profitable exits of ~US\$ 1.4 billion. In 2010, he co-founded Xander Finance, the group's credit platform in India, where he serves as Chairman of the board. In 2014, he established the firm's Office core plus strategy, which attracted capital largely from pension funds in Europe and the United States - currently 7 Mn SF, ~US\$ 700 Mn. In 2019 he formed the firm's first industrial real estate JV, which has rapidly grown to a US\$ 170 Mn pan India portfolio of logistics/ warehouse assets. He is also a board member of Virtuous Retail South Asia Pte. Ltd., a Singapore headquartered integrated retail and lifestyle developer-owner-operator, set up in 2016 as a US \$1 billion JV between APG Asset Management and Xander Retail Partners.

From 1999 to 2005, Mr. Sikri was with CBRE in India, initially as part of the Strategic Consulting Group, and later as the head of the corporate finance practice. Mr. Sikri's 22 years in the real estate industry, across multiple Asian markets including India, Indonesia, Japan, Singapore, Vietnam, Thailand and the Middle East, in different roles, through market cycles, provides him a unique insight into identifying opportunities, market dislocations, and pricing risk.

A graduate in Commerce with Honors from St. Xavier's College, Calcutta, he secured an MBA with dual specialization in Finance and Marketing from the International Management Institute. He has played national level squash, been a state-level swimmer in the 1,500-meter event and enjoys golf.

### **Rajesh Jogi**

Rajesh has a demonstrated history of working in banking industry for ~27 years and is an experienced Chief Risk Officer. He is an independent professional and currently serves as a non-executive director on the Board of listed NBFC and Bank. He was previously associated as Country Head – Risk, India for Natwest Group (July, 2016 – Sep, 2020) where he led and managed risk teams in India and has built a culture of responsible risk management through definition and adherence to appropriate risk appetite, control frameworks, processes and procedures. In addition to his role in India, he led the Capital Resolution and NatWest Markets (NWM) Risk teams in APAC through Dec 2017 as APAC Risk Head for the RBS Group. He also developed a robust global / NWG India connect and engagement to

facilitate prudent risk management. He also served as a Director of RBS Foundation India to drive CSR activities.

He has also acted as Chief Risk Officer, India at Royal Bank of Scotland from Sep, 2010 – June, 2016 where he was responsible for implementing Group Risk Framework in India and has led the Risk team in India which covered banking businesses across Corporate and Institutional Banking, Private Banking and Retail Divisions and ensured risk coverage across all risk functions which include credit risk, operational risk and market risk as well as compliance.

Prior to Royal Bank of Scotland, Rajesh was associated with Citibank, India for ~17 years where he started off as Relationship Manager for Priority Sector Lending Unit in 1993 and served as Director, Risk Management on the Board of Citibank until Sep, 2010. At Citibank, he managed credit and risk processes for clients across corporate banking in India, Bangladesh, Sri Lanka and Nepal across all products and was responsible for portfolio quality, credit processes, stress testing, defeasance strategies, ratings and ratings methodologies.

Rajesh is a Chartered Accountant and has completed an advanced management programme from Harvard Business School, Boston (executive Education) and is a Bachelors in Arts (Economics).

### **Tariq Chinoy**

Tariq is Director, Finance for India at The Xander Group. In this capacity, he is on the board of various Indian subsidiaries, investee and operating companies in the group's retail platform. As a board member, Tariq provides governance and oversight, apart from serving as an active member of various board committees including finance and audit, risk management, and compliance. He is also mandated with overseeing process improvement and providing local finance teams leadership and guidance, across group companies in India.

Prior to Xander, Tariq spent fifteen years in the alternative asset management industry, including with Avendus Capital as part of the alternative assets business, as CFO and Head Business Development at Ocean Dial Asset Management and at Avendus Private Equity where he was responsible for leading the finance and operations function for all PE funds and for building the distribution platforms for all alternative funds at Avendus. Earlier, Tariq was part of the leadership team at India Alternatives Investment Advisors where as CFO and Director of Business Development he successfully raised and deployed institutional capital across businesses in the BFSI space. Previously he was with IDFC Private Equity, where he worked as part of the finance team.

Tariq is a Chartered Accountant and holds a Masters in Commerce degree from the University of Mumbai. He enjoys playing football and squash

## **Varun Gopinath**

Based in Bengaluru, Varun joined XFL in Oct, 2020 where he is responsible for Strategy & Portfolio operations and implementation of business strategies and plans across various underlying investments and asset portfolios. He has an overall experience of ~13 years across several industries which include e-commerce, fintech and real estate. He was previously associated with WeWork India as Chief Revenue Officer (May 2018 – Oct 2020) where he was responsible for hiring and managing a diverse and experienced team of ~140 people across 7 cities in various verticals of enterprise /SMB sales, business development, channel partnerships, account management, real estate advisory, growth operations and helped generating a revenue of ~100MN USD per annum. Prior to WeWork, Varun was associated with LendingKart Finance Ltd (Dec, 2016 – May, 2018), a fintech NBFC engaged in SME lending where he headed partnerships; new initiatives and offline channel sales vertical and managed a significant portion of revenue generation of the NBFC. He has also worked with Snapdeal (Jun 2014 – Dec 2016) where he was responsible for building strong teams and businesses, work on performance turnarounds and driving innovations and building strategies for growth and profitability of the organisation. He was also associated with IBM (May 2013 – May 2014) as Advisory Consultant – Supply chain and operations and worked with their management consulting arm of supply chain and operations. At IBM, he has led several projects for MNCs across 3 continents.

Varun has completed Post Graduate Programme in Management, Dual Major – Strategy & Leadership and Operations from Indian School of Business, Hyderabad and is a B.E. (Electronics & telecommunication) from SIES Graduate School of Technology, Mumbai.