



Dimitris Infrapro

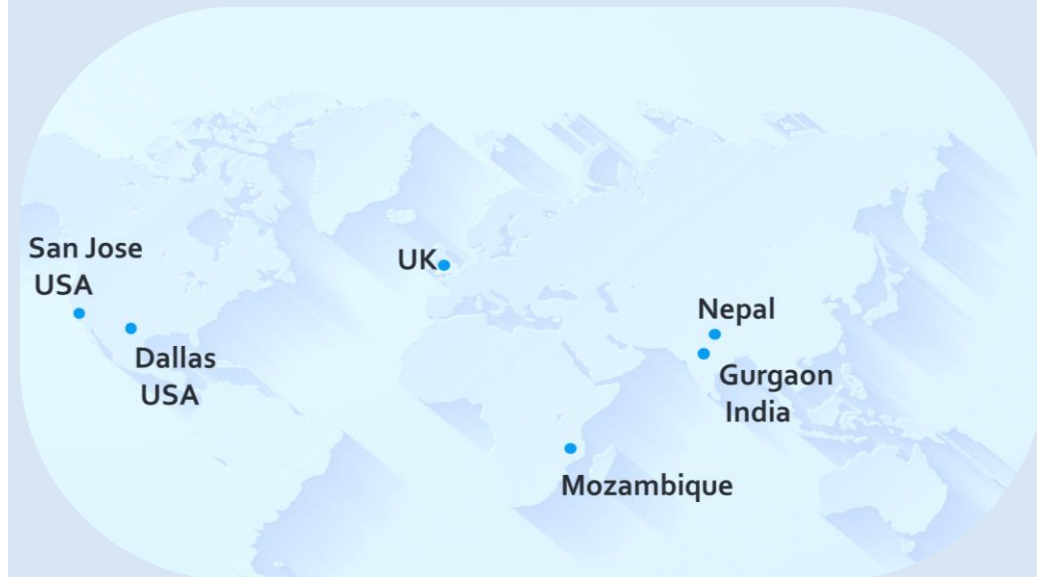
**TRUST IS OUR BUSINESS**

# WHO WE ARE

- **Dimitris Infrapro Ltd.** is a full-service organization, with its headquarters in **Gurgaon, India**.
- The organization is specialized in providing assistance in setting up **infrastructure projects, marketing and funding**
- The firm serves a broad spectrum of private, institutional, municipal and governmental development projects in India and overseas through our affiliate service partners
- We support **India Entry Strategy & Implementation**. We take mandate from Indian companies looking for projects abroad as well as handhold foreign companies to establish them in India.
- Our company has been promoted by technical and financial professionals, each one of them with more than 30 years of experience in financing of the projects, consultancy services, executing turn-key solutions including planning, designing and execution.

## OUR GLOBAL FOOTPRINT

Offering services across India, USA, Asia and Africa



# INNOVATION & IMPACT- CURRENT KEY FOCUS AREAS



## FUNDING

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A **\$35 Billion Sovereign fund** from the Middle East has appointed Dimitris as the Global Fiduciary **EXCLUSIVE** representative in India and to offer representative services in other markets in Europe, Asia, South America, North America and Africa.

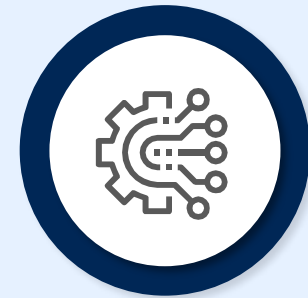


## COVID-19 VACCINES & SUPPORT

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The world is facing the worst epidemic in the last 100 years, with consequent loss of lives, employment, economic down turn and travel restrictions.

We at DIMITRIS with our international reach have taken upon ourselves to supply **Vaccines, Testing Kits, Ventilators** and many more products to if not end, at least minimise the global sufferings. We have access to **10 million doses of vaccine per month**, only to be sold to the Governments.



## US INFRASTRUCTURE PROJECTS

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President Joe Biden has announced and allocated a **2 Trillion US Dollars** budget for revamping US infrastructure.

Dimitris is exploring various opportunities.

# NATURE OF PROJECTS

We are specialized in providing assistance in setting up infrastructure projects like solar power plants, thermal power plants, industrial plants, infrastructure & road construction, hospital projects, water treatment solutions and other energy projects for developing nations.



- ENERGY PROJECTS
- RENEWABLE ENERGY
- METALS & MINING



- INDUSTRIAL PLANTS
- PHARMA & MEDICAL TECHNOLOGY



- WATER
- AGRICULTURE
- OIL & GAS
- UTILITIES



- INFORMATION TECHNOLOGY
- TELECOM
- SEMI-CONDUCTORS



- CONSTRUCTION & REAL ESTATE
- SOCIAL PROJECTS IN DEVELOPING MARKETS- RAILWAYS, ROADS, WATER



- FINANCIAL SERVICES
- CAPITAL MARKETS

# OUR SERVICES



**Consulting:** A thorough study of company's organizational capabilities, manpower, financial strength, banking funded and non funded limits, reference list of contracts performed, lost tender analysis and advise on the remedial measures needed to withstand international competition.



**Business Analysis:** Identify specific business opportunities in India/Overseas market.

**Tender preparation:** Detailed study of the tender documents and preparation of the technical/commercial bid in close consultation with the company marketing team, pretender site visit, competitor analysis, risk analysis, winnable pricing advise, close coordination with client's team, funding agencies, consultants, Indian/foreign embassies concerned, so that a strong case is made out for winning the bid.



**Project Financing & Funding:** The various funding options that will be explored are Government of India/Exim Bank Lines of credit, Multilateral funding like ADB, AfDB, World Bank, Overseas Government funding, Africa Exim Bank, Buyer's credit scheme of Govt. of India and specially tailor- made funding for companies



**Contracting support:** Assisting the company in preparation of contract documents and take part in contract negotiations ,signing of contract, aiding in opening of Letter of credit and receipt of advance.



**Post contract services:** like preparation of detailed implementation plan, assist in the arrangement of required funded/non funded banking limits, head office/site manpower augmentation, Detailed engineering and Project Management services at site and Head office.

# OUR TEAM

Meet our team of Directors, Advisors and Consultants who bring rich experience in consultancy services, financing of the projects and executing turn-key solutions.



## MANAGING DIRECTOR



**K.S. ASWATHNARAYANA**

**MANAGING DIRECTOR**

Gurgaon, India

**K.S. Aswathnarayana** is an Engineer, MBA with over 45 years experience in the top organizations of India - Bharat Electronics Ltd, Birla group and Jindal group.

His Last assignment was as CEO of Jaguar Overseas Ltd (Jindal group). He has travelled and worked extensively with over 60 countries and has set up multiple projects in varied fields in SAARC nations, South East Asia, CIS Countries, Middle East, Europe, Americas and Africa. He has established deep relationships with many governments, diplomats and businessmen around the world.

He brings rich experience in Strategy Planning, EPC Project Execution, Marketing, Business Development & Revenue Growth, Client Relationship Management, New Establishments, Budgeting & Cost Control, Risk Mitigation & Control and Corporate Governance.

He is proficient in managing the entire gamut of techno-commercial activities such as project costing, budgeting, procurement, estimation & tendering, sub-contractor billing and other engineering activities. Impacted organization profitability through effective strategic/tactical management decisions & new business development. He has been a regular guest speaker in national and international events.

He is a Life Fellow of Institution of Engineers and Life Fellow of Institution of Electronics and Telecommunication Engineers.

# OUR GLOBAL RESIDENT DIRECTORS



**RIAZ NAQWI**  
**RESIDENT DIRECTOR**  
San Jose, USA

Riaz Naqwi has had a distinguished career of over 25 years in the top-most echelons of Government of India and set in the formative years of IT Revolution and set up/board member of Council of Electronics and software exports; SEZ Noida and STPI Silicon valley USA.

He was recognized and appointed by ex-Indian Prime minister Vajpayee as the IT Ambassador of India to USA. Due to his close interaction with American administration, leadership and top business leaders he has brought technology and US Companies to India.

He has studied International trade from Georgetown University USA, MBA from Delhi University and Electronics Engineering from Mysore University.



**Dr. M. SATISH KUMAR**  
**DIRECTOR**  
UK

Dr. M. Satish Kumar , FRGS,RCS,FHEA is the former Director, Queens' Academy India. He has been at Queen's University Belfast, since 2000. He has held Visiting Professorship positions in Jawaharlal Nehru University, New Delhi, University of Calcutta and in Soka University of America, California. He has more than 27 years' experience of teaching and researching in the Higher Education Sector in India, Cambridge and Belfast.

As a specialist on India/ South Asia, he brings multidisciplinary insights into the identification of strategic opportunities for the Board. His knowledge and expertise is widely sought by Governments, charities and other organisations and he has been an active advisor on subjects such as international development and higher education to the Department for International Development, Northern Irish Assembly, Indian Government, Royal Irish Academy, Belfast City Council and Habitat for Humanity amongst others.

He has won several prestigious awards and is a member of many reputed international bodies.



# OUR GLOBAL RESIDENT DIRECTORS



**SUNIL KC**  
**DIRECTOR**  
Kathmandu, NEPAL

Sunil KC is the Chairman & Managing Director at Asia Corporation Private Limited, one of the emerging commercial enterprises of Kathmandu, Nepal. He is also Vice President at Nepal India Chamber of Commerce & Industry (NICCI). He is also a Board Member at Ghashi Saving & Credit Cooperative Limited.

Mr. KC is an Adviser on International Investment Promotion at Federation of Nepalese Chamber of Commerce and Industry (FNCCI).

He also founded the Asian Institute of Diplomacy and International Affairs ( AIDIA)- an influential think tank in Nepal. He is also chairman at AIDIA Consulting Private Limited.



**ANIL SHARMA**  
**RESIDENT DIRECTOR**  
Maputo, Mozambique, AFRICA

Anil Sharma is an Engineer with over 25 years of experience in managing a wide range of Infrastructure projects in Middle east, Southern Africa and India.

He has established good relationships with the governments and parastatal bodies in the Southern Africa region.

He was instrumental in setting up the first software park in Africa in Mozambique, which was inaugurated by Indian Prime minister Modi.

# INTERNATIONAL RELATIONS



**ANIL TRIGUNAYAT (AMBASSADOR)  
ADVISOR INTERNATIONAL RELATIONS**

As a career diplomat, Ambassador Anil Trigunayat has served in the Indian Missions in Cote d' Ivoire; Bangladesh; Mongolia; USA ;Russia ;Sweden ;and Nigeria . He served in Moscow as Deputy Chief of Mission in the rank of Ambassador. He was also India's Ambassador to Libya, Jordan, and High Commissioner to Malta. He superannuated in 2016.

He is a postgraduate in Physics from the Agra/Kumaon University and studied Russian History, Culture and Language at the Jawaharlal Nehru University, New Delhi. As a visiting fellow he conducted research work on "WTO and Regional Trading Blocs" at the Oxford University.

Presently, Ambassador Trigunayat is the President of MIICCIA Chamber of Commerce, Industry & Agriculture ([www.miiccia.com](http://www.miiccia.com)). Recently joined the International Advisory Council of the Confederation of Indian Industries (CII). He is also on the Board of Advisers of BRICS Chamber of Commerce and Asia Africa Chamber of Commerce as well as Honorary Member International Trade council, Brussels. Recently he has joined the National Cooperatives Development Corporation as Adviser International ([www.ncdc.in](http://www.ncdc.in)) and as Co-President of [www.udmrd.org](http://www.udmrd.org) . He is also member of All India Management Association /DMA, Oxford-Cambridge Society of India; and serves on the Board of Advisers at Peaceful Mind Foundation as well as Confederation of Education Excellence, New Delhi. As a Peace Ambassador, Mr. Trigunayat is closely associated with the Interfaith Dialogue, Peace and Harmony efforts in the Society especially through the Unity Dialogue by ([www.unity.earth](http://www.unity.earth)) and World Congress of Religions, Kazakhstan. Ambassador Trigunayat knows French, Russian, and Spanish



**JITENDRA TRIPATHI (AMBASSADOR)  
ADVISOR INTERNATIONAL RELATIONS**

Ambassador J.K. Tripathi is a retired officer of Indian Foreign Service with 33 years of experience in Diplomacy.

Starting his career in 1981, Ambassador Tripathi has vast experience of Africa, Europe, Middle East and Latin America. He had served in Indian missions in Zambia, Maldives & Hungary as Second Secretary/ First Secretary looking after the political, cultural, information and administrative wings. He had also served as the Deputy Chief of the Mission in our missions (embassies) in Sweden, Venezuela and Oman before taking up the important post of Consul General of India in Sao Paulo, Brazil, India's only trade office in entire central and south America. As such, he was responsible for growth of India's trade relations with Brazil-India's biggest trade partner in the Continent. Ambassador Tripathi retired in June 2014 after serving as Ambassador of India to Zimbabwe. He is a member of Association of Indian Diplomats and Ambassadors' Club of PHD Chamber of Commerce. Ambassador Tripathi is also on the Board of Advisors of the Indo-Latin American Chamber of Commerce, Centre for Economic and Cultural Cooperation, M/S Dimitris Infrapro Pvt. Ltd and M/S Quest Global Technologies. He is also a senior advisor of MIICCIA (Millennium India International Chamber of Commerce, Industry and Agriculture). He has a keen interest in keeping himself abreast with the latest developments in International Affairs and Diplomacy. He frequently appears on various National TV Channels for panel discussions on these issues. He also contributes articles related to Foreign Policy and Diplomacy in various periodicals. He is well versed in Urdu and Spanish.

# INFRASTRUCTURE PROJECTS IN USA



**CHIDANANDA REDDY**  
**ADVISOR- INFRASTRUCTURE PROJECTS IN USA**  
Dallas, USA

Over Reddy's 43-year career, he has served in senior management roles on 11 large transit projects, delivering eight of those from preliminary engineering through final design and into construction, seven of which are currently in revenue services while one is still under construction. With a background that includes \$20.4 billion and nearly 190 miles of alternate delivery transit projects,

he understands the pros and cons of a variety of delivery methods and will assist Metro in making the right decision of the most desirable delivery method for any of their proposed Transit Corridor projects. Reddy provides transit system facilities delivery experience, covering the full spectrum of discipline oversight, through such roles as project manager, design manager and peer reviewer. He

brings technical expertise, configuration management and successful delivery for at-grade, tunnel and aerial systems, and his experience covers critical areas such as utility investigation and relocation, stakeholder and community outreach and shared-use corridor and right-of-way coordination.

Reddy's professional experience covers every type of project delivery — DB, P3, DBOM, CM/GC and conventional design-bid-build projects. He served as infrastructure manager for the first FTA-sponsored P3 in the U.S. — Denver RTD's 36-mile Eagle P3 project (15 stations, 34 bridges and 36 grade crossings); project manager for the Mid-Coast Corridor Transit Project final design and CM/ GC contractor procurement (currently in construction); and design manager for the \$2.6 billion Dallas Area Rapid Transit Phase II project (45 LRT miles, 32 stations, tunnels and 14 park-and-ride facilities).



# INTERNATIONAL PROJECTS & TRADING



**INDER SINGH**  
**DIRECTOR PROJECTS- INTERNATIONAL PROJECTS & TRADING**

Inder Singh is a mechanical Engineer from BITS Ranchi and Industrial Engineering from IIT Delhi.

He has over 40 years experience in Central Electricity Authority and WAPCOS a government of India company in the field of Power and Water. He retired as General manager and currently running his own company. He has end to end extensive experience in dozens of power projects upto 5000 MW, Transmission line, water and irrigation projects.

He has worked across India, South Africa, Libya, Nigeria and Zimbabwe.



**RAVIKUMAR**  
**ADVISOR-INTERNATIONAL PROJECTS & TRADING**

Ravi Gandham is a Graduate in Chemical Engineering with Executive Masters in International Trade from the Asia's premier Indian Institute of Foreign Trade. Result oriented International Marketing and Business development executive with Procurement and global sourcing knowledge for more than thirty years of experience in high value contracts.

He has operated profitably and successfully managed business projects across several countries in Africa, Asia, Middle East and Latin America. He has a global experience dealing with multinational companies and have a fair understanding of the markets world-wide. He had initiated and developed new markets in West Africa and Central America, with large value contracts and proven profitable results. Besides he has experience in third country trading.

He has worked with the United Nations, New York for their IT and communication equipment procurement. Also served for ten years in New York with major pharmaceutical companies like Merck, Novartis etc. besides worked at New York subway under the New York state Government. He has been a speaker at several International forums including Miami Herald newspaper for business development with Latin America.

# DEFENCE AND SECURITY SYSTEMS



**IV SARMA**  
**ADVISOR- DEFENSE & SECURITY**

I.V. Sarma has over 40 years of experience in Defence Electronics industry, Sarma is known for his significant contributions in the development of technologies, products and systems as well as his innovations in Operations Management and Strategic planning. His experience covers several functions including R&D, Manufacturing, Domestic and International business development, Project Management, Offsets Management, Strategic Planning, Setting up of factories, and formation of JVs. He has worked in diverse fields of Defence Electronics. In addition to Defence Electronics, his domain experience includes Telecom and renewable energy.

Sarma was Director (R&D) in Bharat Electronics Ltd (BEL), a Navratna PSU, in the business of Defence Electronics, for over four years. He was on Board of BPL group companies for five years. He also worked as an Independent Director on Boards of Public sector and Private sector companies overseeing the corporate governance. He is also a member of the advisory committee of Project Management Institute.

He is an Electronics & Communications engineer with MBA from FMS, Delhi. He is a Fellow of IETE. He is a recipient of several awards including awards for Technology Development and innovation, and best contributor in PSUs. He is one of the 100 Managers in India selected for a book with the same title.



**SHANMUKH ML**  
**ADVISOR- DEFENSE & SECURITY**

Shanmukh is a strategic and innovative executive who translates business ideas and concepts into initiatives that improve performance, profitability, growth, and employee engagement. An influencer who thrives on tough challenges and translates visions and strategies into actionable, value-added goals.

He has worked as an Advisor with Bharat Earth Movers Ltd. and Director at Bharat Electronics Ltd (BEL), Bangalore, India. He was responsible for strategizing, leading and developing business initiatives for BEL. He led a team of 20,000 professionals across 9 units across the country. He was the member of the Board of Directors of BEL - led the Business and worked as a critical interface between the Stakeholders and BEL to optimize the growth of the Organization.

As the Senior CPSE Director, interfaced with the regulatory authorities like Parliamentary Committees, Rajya Sabha Represented BEL in Ministry matters and various Tri-partite bodies- Committee on Government Assurances, Estimates Committee of Lok Sabha, Committee on Personnel, Public Grievances, Law & Justice and Committee on Official Language. He was instrumental in increasing the company turnover from 3212.09 Cr.(INR) in 2004-2005 to 6694.57 Cr. (INR) in 2014-2015; increased turnover per employee from 25.09 Lakhs (INR) in 2004-2005 to 69.00 Lakhs (INR) in 2014-2015 and value added per employee increased from 11.50 Lakhs (INR) in the year 2004-2005 to 29.00 Lakhs (INR) in 2014-2015.

# DEFENCE AND SECURITY SYSTEMS



**MURALIDHAR A**  
**ADVISOR- DEFENSE & SECURITY**

Muralidhar has over 40 years of experience across Defence technology and engineering fields.

He was elected as a full time Director on the Board of Bharat Electronics in the early 2004 by Public enterprise selection board under the govt of India and responsible for 8 of the 9 business units spread across the country, dealing with different product ranges ,technologies , different Customers and Technology partners. Responsible of all activities of these 8 units in terms of planning execution.

Muralidhar started his career as an Engineer responsible for testing the Gun Control Equipments for Vijayantha Tanks and Radars for Army and Air Force He has experience in testing different types of Radars - Air Defence, Navigational, Field Artillery, Meteorological, Surveillance Radars for ships & shore, Fire Control Radars, Under Water Systems, (Sonars), Weapon Locating Radars. As an AGM (Radar) he provided the necessary thrust to improve the business in Radars and today the share of Radar business of the company has increased to almost 24% of the overall business from a single digit figure of the earlier years and the envisaged growth for the company in this area is huge in the years ahead and will continue to grow due to many initiatives taken. As General manager of components strategic business unit, he has been responsible to improve upon the business operations in civilian sector. After taking over the naval systems SBU in 2003 ,the business processes were improved and the turnover ,customer satisfaction were given thrust by starting a water front support in Mumbai and Vizag to cater to the customer needs. Initiative was taken to bring in New business through TOT.



# CONSULTING



**J. P. GUPTA**  
**CONSULTANT-ENGINEERING**

Mr. Gupta has over 38 years of experience with expertise in Design Engineering, Project Management & Execution, Operation & Maintenance

He has been associated for over 28 years with reputed Engineering Consultants like Holtec and Ercom

He has led numerous projects globally for industries like Cement, Mining, Coal handling & bulk material handling industries

Over the course of his career, Mr Gupta has worked extensively on Plant Operation & Maintenance, Project Engineering, Execution and Management, Contract Preparation and Management in more than 20 countries

He has experience of working for practically all usual cement plant capacities ranging from mini till 12k tpd belonging to various technology suppliers. He has experience of handling various bulk materials upto a capacity of 4000 tph  
Extensive experience of Plant audits, modernization of existing plants



**MAHENDRA VARDIA**  
**CONSULTANT-ENGINEERING**

With 38+ years of experience, Mr. Vardia has acquired deep expertise in Design Engineering, Project Management & Execution, Operation & Maintenance

He has experience of over 28 years with leading Engineering Consultants like Jacobs and Ercom  
He has led full-potential projects across a wide array of industries, including Cement, Pharma, Food, FMCG, Tyre, Chemical & Material handling globally  
He has worked for more than 10 years as Electrical, Control, Automation & Instrumentation Engineer in different capacity cement plants  
An SME for Power System, Plant Automation & Instrumentation  
Extensive experience of Plant audits and Modernization of existing plants



**ASHOK SINGHI**  
**CONSULTANT-ENGINEERING**

Mr. Singhi comes with more than 38 years' experience with expertise in Operation Management, Plant Potential Assessment & Optimization study, Plant Process Engineering, Quality control & Improvement Study  
He has spearheaded both Indian as well as International projects for the Cement Industry through reputed consultant (Holtec), Supplier(KHD) as well as worked as free lancer .

He holds hands-on experience of Plant audits, modernization of existing plants, Project conceptualization, TEFRs, Financial assistance, Project contracting and management  
Amongst others, Risk Management and Mitigation in Contract formation, Cost and Resource Management, Disputes and claim settlement are also his areas of competence.

He has also been part of supervision of trial runs, load trails, Commissioning activities, performance guarantee tests, hand over to operations for several projects globally

# INDIA ENTRY STRATEGY & IMPLEMENTATION



**SHUCHINTO CHATTERJI**  
**ADVISOR**

Suchinto as a legal professional brings to the table more than 27 years of experience, with the primary experience of advising foreign direct investment (FDI) through clients such as BMW, Telstra, Sanwa Bank, Estee Lauder, Time Life, Amway, Nokia, Levi Strauss, Bridgestone, Itochu Corporation, Toyota, Shimidzu, AHK (Indo German Chamber of Commerce), Rickmers Immobilien, General Motors, Alcoa, Volkswagen Group, Rheinmetall Corporation, Diehl AG, Agfa, Tupperware, Pepsi Co., Fuji Films, Kawasaki Heavy Engineering, JETRO, United Technologies, Hitachi Hitech, Lehman Brothers, J P Morgan, Avaya, Lucent Technologies, Ciena, DLF, MPC Capital, Carval Investors, etc.

Suchinto, also held the added responsibility of running and managing his family business in IT and ITES - globally; for the years 1995-2002, a responsibility which made him think beyond the straight jacketed legal counsel and for him to live in UK then in USA.





# FINANCE & STRATEGY



**R.C. GUPTA**  
**DIRECTOR FINANCE**

A qualified Chartered accountant with over 30 years experience in the financial and Management field. During his tenure of working, he rose to the rank of CFO in a private sector Industrial house. He has travelled across geographies and has been instrumental in raising millions of dollars from the overseas markets. He has served in FMCG, media, packaging, trading and EPC Industry.



**JOHN MATHEW**  
**CHIEF ADVISOR, CAPITAL RESOURCES**

He is also a partner at Invictus capital advisory, which runs a debt and equity advisory practice in Mumbai. He has over 27 years of Banking/investment banking experience. He was the MD and CEO of CFS Limited, the investment banking subsidiary of Central Bank of India.

He was earlier the Chief general manager and country head-corporate banking-Exim Bank of India where he managed a portfolio of over USD 3 billion with more than 300 corporate/client relationships. He also served as the regional head in Exim Banks European Union Office.



**VINOD GOEL**  
**CHIEF ADVISOR, SPECIAL TRANSACTIONS**

Former General Manager, Exim Bank Of India and former head-strategy Trade finance, DCB Bank Limited. By qualification an accountant M-Com, Lawyer LLB and banker(CAIIIB). He has an experience of 38 years in commercial banking. Extensive interaction exposure having visited countries worked as resident representative for Africa for 5 years based in South Africa. Represented Exim Bank as director on the board of directors of Development Bank of Zambia.



**KISHORE KALRA**  
**CHIEF ADVISOR, FINANCE & STRATEGY**

Kishor Kumar Kalra is a seasoned banking veteran with 33 years of experience in banking and corporate finance of which the major part was in leading roles with multinational banks. His areas of expertise include corporate finance strategies through management of Assets and Liabilities portfolios, Credit and Financial Analysis, Risk Management, business plans, reorganization and restructuring, Compliance and Legal Documentation. His last position held was as a Senior Director and Regional Head (North and East India) at Société Generale, a leading European Bank where he was responsible for managing a business portfolio of USD 700 Million.

# THANK YOU

## CONTACT DETAILS:

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