

DHIRENDRA SINGH

BIO Employed with Ernst & Young LLP as Associate Vice President (Transaction Advisory Practice). Have around 10 years' experience in strategic consulting in infrastructure planning and PPP transaction advisory of mega projects (largely Urban Infrastructure / Industrial & Commercial Real Estate) and related government contracts management (especially PPP Concession & Contracts), bidding and regulatory issues.

Currently, handling an INR 3Cr account for Government client with 11 members multi-disciplinary team delivering Investment Promotion services.

WORK HISTORY

ASSOCIATE VICE PRESIDENT, ERNST & YOUNG LLP

June 2013-till date

ASSOCIATE, FEEDBACK INFRA

March 2011 - June 2013

PLANNER, MEINHARDT (SINGAPORE) PTE

Dec 2010 - March 2011

ASST. PLANNER, SUPERIOR GLOBAL INFRASTRUCTURE

May 2008 - Aug 2009

EDUCATION

FOUNDATION COURSE – REAL ESTATE VALUATION AND INVESTMENT

Royal Institute of Chartered Surveyors, UK (December 2011)

MASTERS IN URBAN MANAGEMENT AND DEVELOPMENT

Erasmus University (IHS), Rotterdam (September 2010)

BACHELORS OF PLANNING

School of Planning and Architecture, New Delhi (June 2008)

PROFESSIONAL EXPERIENCE

ECONOMIC DEVELOPMENT AND INVESTMENT PROMOTION

Sectoral analysis for port sector development, Gujarat Vision for 2020. (September 2013- Nov 2017)

Engagement involved identifying major infrastructural projects and strategizing related port led regional development along coastal regions of Gujarat. Supported in quantitative analysis and report development, which included the following aspects:

1. Supply Side: "As is" assessment of the current capacity of ports to handle various commodities
2. Demand Side: Plotting multiple trends in the growth of traffic for major commodities passing through Gujarat ports
3. Developing phased development plan based on above gap analysis for capacity augmentation of existing ports as well as promoting port-led-development of the coastal region

Gap assessment of Industrial Infrastructure supporting the development of Industrial Infrastructure & Special Economic Zones (SEZ). (June 2013- September 2013)

To prepare feasibility reports for the development of Industrial infrastructure and investment promotion for the infrastructure sector in Madhya Pradesh, including:

1. "As-is" assessment report for industrial estates
2. Pre-feasibility study for Air Cargo complex, Bhopal
3. Revision of tender-cum-concession agreement for procurement of "co-developer" for development of non-processing area, Indore SEZ

Knowledge Partners for Invest India (DIPP), Government of India (May 2016 – ongoing)

Our mandate with Invest India (National Investment Promotion Agency of India) requires us to support/advise client on (1) development of knowledge collaterals for facilitating investments in India and (2) providing sectoral strategy support for various initiatives of DIPP/ Invest India. I am leading EY team on three key components of this project, namely:

1. Research and Analytical Support
 - State industrial policy framework for mapping incentives across 17 states
 - Cost of Doing Business (Land/utility/ taxes) database
 - Investable projects for India Investment Grid (<https://indiainvestmentgrid.com/portal/>)
 - Sectoral deep dives / Investment query research
 - Country specific research
2. Content development for Knowledge Collaterals like presentation/ Toolkits / Investor guides/ webpages
 - Doing Business Guide for Investors. (<https://www.investindia.gov.in/>)
 - Taxation / Labour laws / EXIM / FDI laws of India
 - Content support on FAQs (Website/Query portal) and Chat-Bot.
3. Strategic Advisory Support for Key Initiatives
 - Sectoral entry strategy for MII sectors
 - Support for domestic as well as international roadshows
 - Facilitation support for Marquee clients

I am responsible for overall client interaction, deliverable planning/ review and resource management for the project. We are also supporting client in identification and development of investable opportunities in India across various sectors like Industrial Estates/ Corridors, Ports & Shipping, Railways, Transportation, Solid Water, Urban-Development, Housing etc.

Knowledge Partners for Ministry of Shipping (MoS), Maritime India Summit (May 2015 – May 2016)

We developed a strategic "Investment Promotion" action plan for a year, leading up to the main summit. This involved (1) Outreach and (2) Facilitation of domestic as well as international investors planning to expand operations in India. Our team gave knowledge support to MoS for many roadshows in India and abroad for achieving above objective. Check link <https://www.maritimeinvest.in/>

I was also responsible for the development of a Project Investment Catalogue with more than 240 maritime projects (amounting investments worth US\$ 12 Bn) to be showcased during the summit. This involved extensive follow-up and coordination with respective MoS departments, Port Trusts and State Maritime Board towards finalization of respective investment profiles.

BID PROCESS MANAGEMENT AND PPP TRANSACTIONS ADVISORY

Investor Outreach & Bid Process Management for Tourism Properties, Delhi Tourism (DTTDC), Government of Delhi. (2012-2013)

To develop a development strategy and project structuring for proposed O&M through PPP mode.

1. Sector analysis and suitability analysis for respective tourism properties of DTTDC
2. Development of project concept and financial feasibility for proposed PPP arrangement. Finalization of project structuring in consultation with client and major market players in tourism sector
3. Preparation of bid documents and conducting bid process management

Market sounding with major Dialysis & Diagnostic Equipment manufactures and support in Bid Process Management for Development of Dialysis & Diagnostic Facilities, Hospitals in Delhi on a PPP basis (2011-2013)

To conduct project feasibility and support bid process management for development of Dialysis Facilities in four Hospitals in Delhi. To support development of RFQ & RFP documents of the project with regular interaction with the client and interested investors. I was also responsible for market sounding targeted towards developing the interest of major Dialysis & Diagnostic equipment manufactures and feedback from all major stakeholders. Further, I conducted Bid Evaluation of 11 applicants on this project and selected bidders for next (RFP) stage, market sounding, development of project planning proposals for hotels, bus terminals, health & other social Infrastructure as PPP projects, India Infrastructure Initiative fund (2009-10). Furthermore, I was responsible for feasibility of business proposals for various land parcels-development of hotels and bus terminals, and promotion of private sector investments into the delivery of above infrastructure. Major tasks included:

1. Undertaking of market research, site analysis, and project planning
2. Preparation of pre-feasibility reports and development of marketing collaterals for the above projects

INFRASTRUCTURE ADVISORY

City Investment Plans (CIP) for Damau and Sarni towns, UADD Madhya Pradesh government through City Managers Association, Bhopal (2011)

This plan was prepared to support the projects identified for City Development Plan (CDP) for two towns in Madhya Pradesh (Damau and Sarni). Broadly, it required assessing the financial health of ULBs in these two towns and projecting development cost over plan horizon. In addition to preparing Investment Plan, we also supplemented CIP with Financial Operating Plan (FOP) based on different scenarios. Major tasks included:

1. Performing Quantitative analysis and cost estimates for projects across various sectors
2. Assessing financial health of urban local body and project finance structuring for all projects identified under CDPs

Property Development as General Consultants, Kolkata Metro Corporation limited (2009-10)

Being part of the GC team for Kolkata metro, I undertook comprehensive studies to assess the property development potential in sites identified under this project. This ultimately would be part of Design and Build tender documents for Kolkata Metro (14 km alignments with six underground and six elevated stations), targeted to generate additional Rs. 500 crores through property development. Major tasks included:

1. Responsible for carrying out feasibility studies/ best use analysis for many property developments
2. Implementation plan for transit-oriented development of 6 underground and 7 elevated stations
3. Delivered a complete asset inventory as part of the engagement

Development of Manual for standards and specifications of world-class stations, Ministry of Railways (2008-09)

The Ministry of Railways (MOR) decided to use world-class standards for guiding the re-development of major stations in their system. This manual would act as the guiding document for planners, architects and consultants engaged in preparation of master plans, and conduct feasibility studies for each station.

Further aim was to develop and identify performance indicators and specifications for various components in Heavy Rail Station design, which would act as guidelines/ standards for designers and be a binding document in concessionaire agreement. Major tasks included:

1. Responsible for assisting our lead consultant (Mr. Antonio Figueroa) in research, analysis, and documentation
2. Arranging meeting with MOR officials and other consultants
3. Providing inputs on urban planning aspects for manual

Site Suitability and Master Planning for Transit-Oriented Development on Sector 24 – Dwarka, Delhi Metro Rail Corporation, Delhi (2008-2009)

Delhi Metro Corporation planned to use its station (Sector 24- Dwarka) and exploit development potential around Sector 24 Metro Station. Major tasks included:

1. Quantitative Analysis and Revenue Projections for Real Estate development in and around Metro Station
2. Preparing Feasibility Report and identifying Product mix for proposed Real Estate Development

PROFESSIONAL ACHIEVEMENTS

DEC, 2018 – Top contributor to EY TAS knowledge database
JULY-SEP, 2016 - EY Excellerator award
JAN-MAR, 2016 - EY Excellerator award
2009 – Selected as IHS fellow for 100% scholarship to my masters in Urban Management, Netherlands
2008 – All India Rank 97 in GATE for Post-graduation studies in India
2004 – All India Rank 754 in AIEEE for Architecture/Planning stream

MEMBERSHIP OF Professional Associations

Member – Holland Alumni Network
Visiting Faculty – School of Planning & Architecture, New Delhi
Associate Membership - Institute of Town Planner, India (ITPI)

Professional Training

Econometrics using R – EY seniors training program
Financial Modelling – EY seniors training program
2-month certificate course on “Financial Modelling & Company Valuation using Excel and Macro” by Institute of Risk & Financial Modelling, New Delhi.