

ANIL JONES

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QUALIFICATIONS PROFILE

SENIOR BANKING MANAGER with 15 years' experience developing and executing complex international finance transactions.

- ◆ **Telecom Expertise:** Advised European telecom supplier bidding on \$450 million project by analyzing debt structures, telecom regulation, and operator's business plan.
- ◆ **Deal Structuring and Marketing:** Increased profits of Indian telecom startup by 67 percent by leading structuring and marketing of \$100 million leasing financing solution.
- ◆ **Excellent Analytical Skills:** Analyzed multimillion-dollar capital-raising alternatives for Indian pre-IPO broadband services provider with networks in China, Australia, and Japan.

PROFESSIONAL EXPERIENCE

BANK OF UNITED STATES

New Delhi, India, and New York, NY
2006 – present

Vice President, Global Investment Banking Group

- ◆ Developed deep analysis of Bank of United States' \$900 million Indian telecommunications portfolio.
- ◆ Prepared "pitch" materials and analyzed DCF, multiples, comparable valuations, and regulatory framework for telecom companies with interest in Latin American countries.
- ◆ Created financial model, provided taxation and accounting advice, and revised financing proposal with international agent for \$350 million Indian energy project mandate.
- ◆ Conducted financial, strategic, and industry analyses for \$750 million storage company seeking to enter Indian market; screened potential acquisitions and joint venture partners; developed road show presentation.
- ◆ Prepared deep analysis of regulatory environment for \$125 million electric power privatization; provided economic valuation of industry; created investor information book.

ASHISH BANK, Ltd. Corporate Manager

New Delhi, India
1999 – 2004

- ◆ Led team of 14 managers in establishing banking relationships with Indian electric power sector.
- ◆ Managed two business units with combined \$200 million loan portfolio.
- ◆ Advised 10 state-owned companies in privatization process.
- ◆ Analyzed four largest regional power companies and performed strategic and industrial evaluations.
- ◆ Worked extensively with 20 clients to tailor corporate finance products.

EDUCATION

Stanford Graduate School of Business, Stanford, California

Master of Business Administration, dual major in Finance and Strategic Management, May 2006

- ◆ Scholarship from Asmi Institute (Indian institute sponsored by private companies)

Federal University of New Delhi

Bachelor of Science in Mechanical Engineering, December 1999

ADDITIONAL INFORMATION

Executive programs and management seminars in United States, Germany, and India . . . Youngest elected member of the Rotary International Club of New Delhi . . . Interests include travel, music, and photography.

