



## **DINESH KUMAR KHARA**

Mr. Dinesh Kumar Khara is the Managing Director of State Bank of India since 9th August 2016. He holds a Board level position in the Bank. Mr. Khara oversees the International Banking book, Corporate Banking book & Treasury operations of the Bank. Additionally, he supervises the businesses of Non-Banking subsidiaries of the Bank. The subsidiaries are engaged in diverse financial activities such as Asset Management, Life Insurance, General Insurance, Custodial Services, Primary Dealership, Investment Banking, Broking, Credit Cards, Pension Funds and Factoring services. He is also entrusted with the role of supervision of 15 Regional Rural Banks (sponsored by SBI) having more than 5,318 branches, serving more than 55 million customers.

Mr. Dinesh Kumar Khara, 58 did his Master's in Business Administration from Faculty of Management Studies (University of Delhi) and is a post-graduate in Commerce. He is also a Certified Associate of Indian Institute of Bankers (CAIIB). Mr. Khara joined SBI as Probationary Officer in 1984 and has over 35 years of experience in all facets of Banking.

Mr. Khara believes strongly in being prepared for the next 'S curve' transformation of organizations, which is quite evident in all the positions he has held.

In his current role as Managing Director (Global Banking & Subsidiaries) of SBI, Mr. Khara has been able to take the Bank to an elevated level in terms of booking revenue by implementing effective collaboration with various Business Verticals and Subsidiaries of the Bank. He drove home the point that the Bank can achieve its goal by harnessing the all-inclusive business opportunity available from existing / new proposed customers of the Bank.

Few key achievements of Mr. Khara in his role spearheading the Subsidiaries Vertical of SBI

- SBI Life stood market leaders with number 1 position in Individual New Business Premium among private insurers during the year.
- SBI General grew faster than the Industry with 51% YoY growth in Gross Written Premium, which was higher than the industry growth of 16% (Sep-19).
- SBI Mutual Funds crossed the historic milestone of USD.44.66 billion Average Assets under Management (AAUM) as on Sep-19.

- SBI Mutual Funds became the largest ETF manager in India with over 50% market share in fast growing ETF market.
- The Card base of SBI Cards grew by 35% YoY with total number of credit cards reaching to 9.5 million (Sep-19).
- SBI Pension maintained lead position amongst Pension Fund Managers in terms of AUM in both Government and Private Sectors. Overall AUM market share of SBI Pension in Private Sector was 58%, while in the Government Sector it was 35%.

The valuations of subsidiaries crossed landmark of USD. 27.76 billion as on Sep-19.

SBI divested a part of its stake in SBI Life Insurance through a highly successful initial public offering. The IPO had put the Company in a league of selected prestigious companies having a valuation of USD. 14 billion as on Sep-19.

The tone was set by Mr. Khara by regular interactions with the Joint Venture partners to set the direction and pace for the respective Company, keeping in view the strengths and capabilities that each partner can bring to the Joint Venture.

Mr. Khara successfully accomplished a major feat of merging SBI with its five Associate Banks and Bhartiya Mahila Bank. With this feat State Bank of India has joined the league of top 50 banks globally.

Prior to being appointed as Managing Director of State Bank of India, Mr. Khara was the MD&CEO of SBI Funds Management Pvt. Limited (SBIMF). Under his leadership, the Company stagnating for last 10 years leaped one position up and became the 5th largest Mutual Fund in India with total Assets Under Management (AUM) of about USD.20 billion by improving its market share to 8.8% from 7%. Various transformational initiatives were taken in the Company which resulted into Company pursuing sustained growth trajectory.

As Chief General Manager - Bhopal Circle, State Bank of India, he was responsible for managing retail distribution network of around 1400 branches and handling deposits and advances portfolio of approx. US\$ 23.20 billion. During his tenure, the Bank increased market share in its area of operation and improved profitability of key businesses by formulating and implementing strategies for effective delivery of products and services with a clear focus on maximizing profits.

Key skills and competencies:

- Strong leadership skills in board governance, new business development.
- Understanding of a multi-faceted business operations.
- Comprehensive understanding of the economy & financial sector.
- Strong financial acumen.
- Self-motivated, result-oriented with a positive outlook.