

Interview

with **SAM MANIPADAM, CFO & COMPANY SECRETARY**

● Employees are generally happy about the response from Finance & Accounts. Could you briefly tell us, how you ensure it from your team members?

◆ Each member of the finance and purchase team has absolute clarity on their Roles and responsibilities. Suitable systems, procedures and process are also in place for each activity. Wherever required, timely support is given to the team member to excel in his/her work. All the members of the team works in a collaborative and mutually supportive manner. Hence, if some one is on leave or if a team member require any assistance, another team member step in and handle the necessary activities. The team leader ensures that problems or hardships are discussed and overcome at the best possible way. Team members are appreciated for achieving the assigned goals, which boosts their morale and spirit, and also helps the team to remain pleasant and cheerful.

● What would your priorities be for the next year? What are the areas you plan to improve up on in the coming financial year?

◆ IGT operations are still not profitable. So the primary focus is to make the RGCT operations profitable. At RGCT all the equipments, infrastructure including the draft and main line calls are all in place. We need to ensure that RGCT, within its limited area, is able to handle up to 350,000 to 400,000 TEUs. Also, as we start the

construction of ICTT, equal focus will be on Vallarpadam too.

● What are the plans from Finance to make Vallarpadam a reality?

◆ The funds for phase one of the ICTT project is already tied up with Infrastructure Development Finance Corporation (IDFC) and ICICI Bank Ltd. HDFC Bank is the operating bank and is also providing the working capital facilities. Apart from funding, our team will support in contracts, procurements and regulatory compliances. Finance and purchase functions are all geared up for the construction phase of the ICTT project and are looking forward to exciting time in implementing the Vallarpadam project.

● Would you like the Finance function to be perceived as a supporter or a controller or both and how do you take your customers into confidence to sell it?

◆ Over the past decade, finance function has evolved well beyond the traditional roles of accountants and organizational police to become valued analysts and strategic business partners to the top management. The Finance role today is about execution, strategy support, growth enabling, productivity and process transformation, as well as compliance and risk management. In many companies, the finance concentrates

on these aspects and book keeping, payments and internal audit are outsourced. Like any critical management role, finance function is also all about people, processes, timely execution and money. The role of CFO is that of the enabler, the problem-solver, and the analyzer. Finance function today need vision, all those business building skills and have the added responsibility of both communicating with the market and for the quality and transparency of financial reporting.



Handling a special cargo again...



On the request from M/s LOTS Shipping Cochin and Aspinwall & Co Ltd, with the concurrence of Cochin Port. DP World Cochin has begun to handle heavy pipes for the Rs 730 crore Single Point Mooring (SPM) project of Kochi Refineries Limited. The project involves the laying of sub sea pipe lines from the SPM which is 20 km off Vypin light house to the tank farm at Puthu Vypeen.

These cement coated steel pipes, 40 feet long, 48inch in dia and weighing between 23T and 27T are being handled with our Mobile Harbour Cranes at Q7 berth.

1650 pipes are expected to be handled in the Terminal. The pipes are brought to the terminal from the storage yard and loaded on to barges for onward delivery to the lay barge at work site. The handling operation at this terminal is likely to be completed by 15th April 2007.

The subject work is being taken up by DP World Cochin with great pleasure, and as part of our endeavour to help the Society in which we live in every possible way.

-Cherian Abraham

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