



**Mr. Rajender Mohan Malla**, who takes over as Chairman & Managing Director of Small Industries Development Bank of India (SIDBI) on July 11, 2007, epitomizes rich and varied experiences and professional expertise of over 30 years in the arena of both commercial and developmental banking. Academically, Mr. Malla had qualified in two Masters Degrees, one in Commerce followed by another in Business Administration from the Faculty of Management Studies, University of Delhi. Besides, he is a Certificated Associate of the Indian Institute of Bankers, Mumbai.

Starting his professional career as a Probationary Officer in Syndicate Bank in 1975, he handled various areas of core commercial banking like resource mobilisation, advances to small industries and foreign exchange. He fondly recalls his association with a Branch, which achieved the distinction of having the largest number of deposit accounts, at that time, in the world.

Though assured of a successful commercial banking career, Mr. Malla consciously opted to switch gears to developmental banking when he joined IDBI in the Middle Management cadre in December 1979. The next two decades turned out to be an eventful era in his life during which he handled diverse responsibilities in various capacities at the Head Office and Branches of the erstwhile DFI, including Business Development, Treasury & Funding, Corporate Finance, Accounts, Merchant Banking, Human Resources and Administration. His deft handling of the above responsibilities brought him many accolades,

which saw him rising to the position of Executive Director of IDBI, whereafter he took voluntary retirement from IDBI.

In recognition of his varied experience and astute leadership qualities, Mr.Malla was seconded to IFCI, the first development bank of the country, in October 2001, when the organization was in the vortex of a serious crisis. He was a key member of the Top Management Team at the institution, which helped script a turnaround story for IFCI. From a serious liquidity and solvency crisis, IFCI, within a short span of five years, today has a comfortable liquidity position and strong financial fundamentals with zero NPA – a record in the banking industry. The profit before tax of over Rs.1200 crore during FY 2007 was the highest ever in the history of IFCI. Mr. Malla's lasting relationships and proven capabilities with the decision-making fraternity of the shareholders of IFCI played a decisive role in this regard.

Now, with such a rich and distinguished professional expertise, Mr. Malla assumes the mantle of CMD in SIDBI, which is the apex bank for the SME sector in the country. It is worth noting that with internationalization and strong competition, the SME sector in India is at the criss-cross of many challenges and opportunities. The challenges include making available adequate credit at affordable rates and initiating rapid technology up-gradation to meet the competition from imports. Notwithstanding the challenges, the SME sector is poised on the threshold of an upward growth trajectory. SIDBI being the principal Bank for the SMEs, has a daunting task to meet the diverse credit needs of the sector in a cost effective and timely manner, besides building its capabilities through focused developmental initiatives. At the same time, SIDBI also faces a number of challenges which include raising resources at competitive rates in view of the drying up of low cost windows, increasing its branch network to reach out to SME clusters, tying up with other banks/ institutions for channel financing

arrangements, co-financing and developing innovative products for the SME clients, besides managing the SFCs' portfolio.

At this critical stage, Mr. Malla's entry into SIDBI will not only bring in fresh strategic thinking in the Bank, but would also provide a consummate leadership to the SME sector as a whole. Mr. Malla's varied experience, positive attitude, conceptual clarity and vision, man-management/ motivation skills and untiring zeal for accomplishing the organisation's objectives effectively, combined with a friendly disposition, will help in steering SIDBI to greater heights in the years to come.

Notwithstanding his punishing schedule, Mr. Malla is not a votary of the '*work is life*' school of thought. He still finds time to indulge in his twin hobbies of reading and listening to music.

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