



Private meetings for the world's leading families

# THE INDIAN FAMILIES IN BUSINESS CONFERENCE

26 & 27 April, 2017

Taj Mahal Palace Hotel, Apollo Bunder • Mumbai , India

*India's premier private conference for family business leaders,  
owners and next generation family members*

Long Term Prosperity: Preparing the family business  
for the future

*Knowledge Partner:*

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**Campden Family Connect**  
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# THE INDIAN FAMILIES IN BUSINESS CONFERENCE

Long Term Prosperity: Preparing the  
family business for the future

# WELCOME

26 April, 2017

Dear Delegate,

We extend a very warm welcome to you for the Indian Families in Business Conference 2017.

We have a full programme ahead of us, with sessions being led by a panel of distinguished speakers, who have so generously given their time to share their knowledge and experiences with us. We plan to keep proceedings as informal as we can, with each session having time set aside for questions and discussion.

We would like to thank all those who kindly assisted in planning this event; in particular our conference partners Deloitte Touche Tohmatsu India LLP, Edelweiss Global Wealth Management and Motilal Oswal Wealth Management as well as our professional partner AZB & Partners.

You will find all the information about the conference that you are likely to need in this book. We would recommend you first read the 'Administrative Notes' and in particular ask you to note the point regarding mobile phones.

As we constantly strive to improve the quality of our event programmes, we are keen to hear your thoughts on the event and receive your feedback. There is a feedback form enclosed in the front of this workbook and we would greatly appreciate it if you could find the time to complete it.

Should you require any assistance concerning the conference or your stay in Mumbai please contact any member of the Campden Family Connect team as the event unfolds.

We wish you an enjoyable and stimulating few days.

Yours faithfully,



**Amit Patni**  
Director  
Campden Family Connect



**Dominic Samuelson**  
Chief Executive Officer  
Campden Wealth

# PRESENTATIONS



Traditionally, Campden Family Connect included all available speaker presentations in the workbook for delegate reference in a monochrome format.

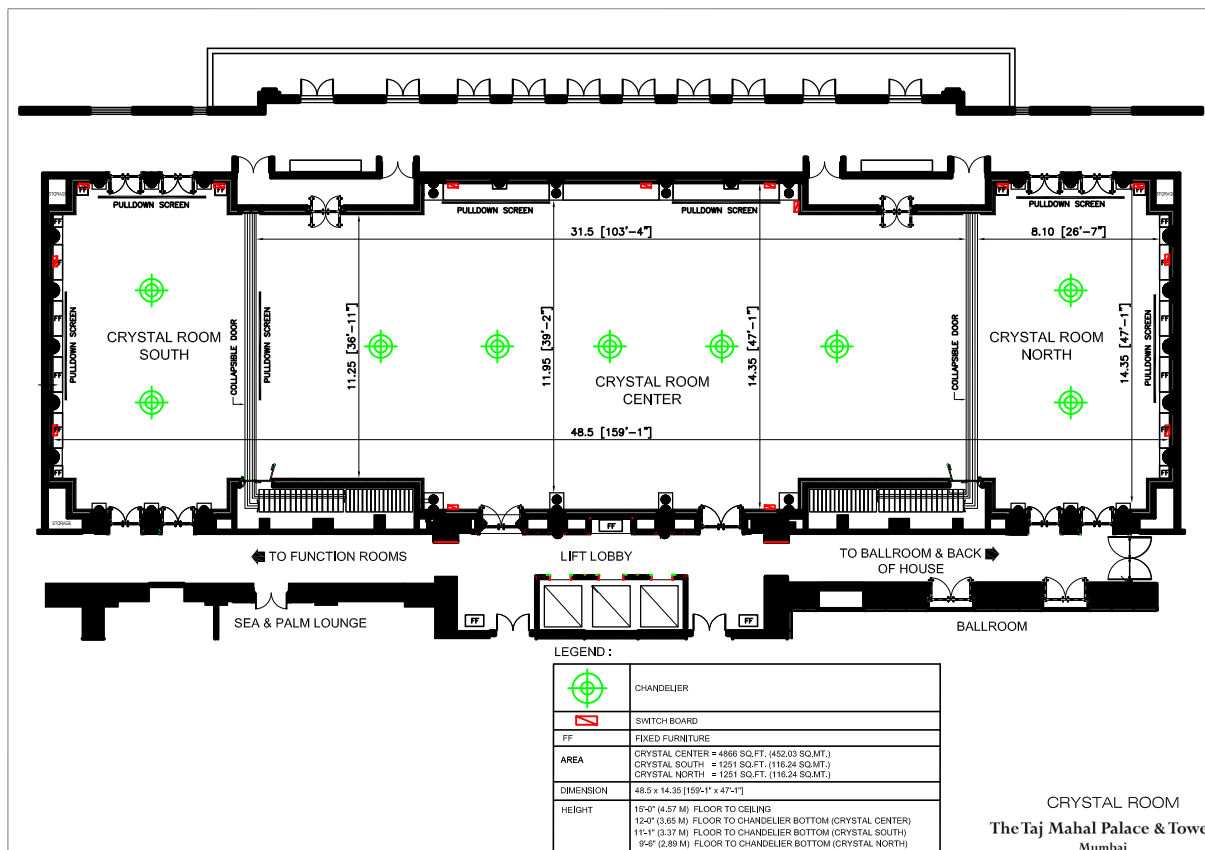
Moving forwards, in order to reduce our environmental impact and deliver the latest colour versions of speaker presentations made throughout the conference, we now present them online.

Shortly after the conference you will receive an email with a special URL that will give you access to our feedback form as well as presentations.

For further information please contact:

**Neha Kaira**  
 Membership Manager  
 neha@campdenfamilyconnect.com  
 022 66940176 | +91 9004086574

# FLOOR PLAN



# ADMINISTRATIVE NOTES



## CONTENT

In this folder you will find: administrative notes, programme, delegate list, speaker biographies, partner information and details of forthcoming events.



## BADGES

Please wear the name badge you were handed upon registration at all times.



## MOBILE PHONES

Please ensure your mobile phone is switched to silent at all times during presentations.



## FEEDBACK FORM

There is a feedback form enclosed in the front of this workbook. We very much welcome and appreciate your feedback about the conference. Your comments will be helpful to us in planning future events.



## THE CONFERENCE VENUE

The main conference will be held in the Crystal Room on both days



## CLOAKROOM

In order to deposit bags please ask at the conference registration desk.



## PROMOTIONAL MATERIAL

Distribution of promotional materials at the conference is not permitted without the consent of the organisers.



## COFFEE BREAKS

Coffee breaks will take place in the Crystal Room.



## COPYRIGHT NOTICE

Campden Family Connect retains copyright on Indian Families In Business Conference and all materials relating to it, unless otherwise stated.



## LUNCH

Lunch will be held in the Crystal Room on both days



## REGISTRATION DESK AND ASSISTANCE

The registration desk will be located at Crystal Room Pre-Function Area. It will be attended by the conference management team throughout the event. Should you require assistance, please contact any member of the team who will be happy to help you in any way they can.



## MESSAGES AND DELIVERIES

Any messages and/or faxes received will be delivered to the conference management team at the registration desk. If you are expecting a delivery please ensure it is clearly addressed c/o Campden Family Connect stating the date of the meeting and delivered to the venue address (listed under Venue in these notes).



## PROGRAMME

Conference timings are indicated in the programme – any changes to these will be announced by the conference chairmen. All sessions have time set aside for questions and discussion. In this way we hope as many delegates as possible can participate in the conference proceedings.



## VENUE

The Crystal Room  
Taj Mahal Palace Hotel  
Apollo Bunder  
Mumbai

# CONFERENCE PROGRAMME • DAY 1

## Wednesday 26 April, 2017

09.00 – 09.30 REGISTRATION AND REFRESHMENTS

09.30 – 09.45 CHAIRMAN'S OPENING REMARKS AND INTRODUCTIONS  
**Peter Leach** • *Partner, Deloitte, UK*

09.45 – 10.30 **KEYNOTE: NXG VISION - LOOKING BEYOND A LEGACY FAMILY BUSINESS**  
The Rossi di Montelera family have been associated with Martini & Rossi for over 137 years. The family sold the business to Bacardi in 1994. This case study will focus on the development of Birks Jewellers, one of the businesses within the Family Office portfolio. Birks Group founded in 1879, is one of North America's most prestigious and trusted jewellers, with revenues of over \$200m per annum, and in 1993 Dr. Lorenzo Rossi di Montelera and his family took majority control. Now NXG member, Niccolo Rossi di Montelera, Chairman of the Board, is looking to develop the brand into a global force. Niccolo, as a NXG family member, will share key insights into the development of a new active business and his vision for the next generation and beyond.  
**Niccolo Rossi di Montelera** • *Executive Chairman, Birks Group, Italy/Canada*

10.30 – 11.15 **MANAGING RISK IN A VUCA WORLD**  
Audience interactive session highlighting 3 case studies which families have to deal with in a dynamically changing world. The themes of the cases would revolve around governance issues of family offices, alignment of interests, returns v/s risk, wealth preservation or growth, multi-generation issues in businesses and beyond etc. Real life case situations which could be applicable to problems faced by many families – an audience interactive approach would provide a platform for knowledge sharing and peer to peer learning.  
**Anshu Kapoor** • *Executive Vice President, Edelweiss Global Wealth Management, India*

11.15 – 11.45 **MY MONEY, MY WAY**  
Einstein said the power of compounding is the eighth wonder of the world. One, who understands it, earns money and one who does not, pays it. Mr. Agarwal being a veteran in the stock market for over 30+ years and having seen fortunes being made and lost will share about how his own wealth is creating more wealth and how he has proudly made wealth creation his profession.  
**Raamdeo Agrawal** • *Chairman, Motilal Oswal Asset Management, India*

11.45 – 12.15 MORNING NETWORKING AND REFRESHMENTS

12.15 – 13.00 **PANEL: SECRET OF SUCCESSION PLANNING**  
Succession in family business is an emotional and sensitive process, which requires a careful balance between business and personal concerns. But without a succession plan, families businesses suffer. This session will explain how good family governance can help to make these generational changes successful.  
**Salil Singhal** • *Chairman Emeritus, PI Industries, India*  
**Sunil Kant Munjal** • *Chairman, Hero Corporate Service, India*  
**Nishith Desai** • *Founder, Nishith Desai Associates, India*  
*Moderator: Tatwamasi Dixit* • *Founder & CEO, Ojas Foundation & FABRIC, India*

# CONFERENCE PROGRAMME • DAY 1

- 13.00 – 14.30 NETWORKING LUNCH
- 14.30 – 15.15 **INTERVIEW: FROM KITCHEN TO THE SHOPFLOOR – URVI PIRAMAL'S AMAZING JOURNEY**  
**Urvi Piramal** • *Chairperson, Ashok Piramal Group, India*  
*Interviewer: Peter Leach, Partner, Deloitte, UK*
- 15.15 – 16.00 **PANEL: CHANGING DIRECTION WITH THE NEXT GEN**  
Next gen family members have great potential to bring new ideas and insights to the family business. Winning acceptance and buy-in from older generations to change the direction of a multi-generational enterprise requires a unique skill set. This session will examine how successful next gen family members have:
- Identified new ways to grow the family business
  - Worked with older generations and within family governance structures to affect change
  - Created growth opportunities for the future
- Anirudh V Dhoot** • *Director, Videocon Group, India*  
**Devita Saraf** • *Founder & CEO, Vu Luxury Televisions, India*  
**Radha Kapoor Khanna** • *Founder & Executive Director, ISDI, India*  
*Moderator: Sougata Ray • Professor, Indian Institute of Management (IIM) Calcutta, India*
- 16.00 – 16.30 AFTERNOON NETWORKING AND REFRESHMENTS
- 16.30 – 17.15 **PANEL: DEVELOPING STEWARDS OF WEALTH IN FAMILY BUSINESSES**  
While implementing the right wealth transition structure and governance system helps families manage the complexity of wealth transfer, it remains incomplete without role clarity and development of competencies within the family members to manage the same on a long term basis. This requires lifelong learning for potential heirs and stewards of this wealth through planned education, training and practice to bolster family wealth continuity instead of undermining it. Are Indian Family business principals training their next generation of stewards and developing them as human capital in family wealth transition planning?
- Amit Patni** • *Director, Raay Global Investments, India*  
**Vinay Mahendru** • *Executive Director, Eon Electric, India*  
**Vijay Mansukhani** • *Co-promoter, Mirc Electronics, India*  
*Moderator: Aditi Kothari Desai • Kothari Family Office, India*
- 17.15 – 17.30 CHAIRMAN'S CLOSING REMARKS FOR DAY ONE
- 18.00 – 19.30 COCKTAIL RECEPTION  
All conference participants are warmly invited to join us for a networking cocktail reception at the Prince's Room located on the same floor.

# CONFERENCE PROGRAMME • DAY 2

## Thursday 27 April, 2017

- 09.00 – 09.30 REGISTRATION AND REFRESHMENT
- 09.30 – 09.45 CHAIRMAN'S OPENING REMARKS FOR DAY TWO  
**Sougata Ray** • *Professor*, Indian Institute of Management (IIM) Calcutta, India
- 09.45 – 10.45 **KEYNOTE: EXITING A FAMILY BUSINESS – PROCESS, REASONS AND CONSEQUENCES**  
The sales of a Family Business are not always a preferred option or one that does not have consequences. Mr. Eric Allyn spent most of his career at Welch Allyn, a 100-year old medical device manufacturer owned by the Allyn family, employing 2,800 people world-wide. Welch Allyn is ubiquitous in patient care worldwide, with its instruments used in every US hospital and physician office, as well as every country in the world. In September 2015, Welch Allyn closed on its sale to Hill-Rom for over \$2 billion. Today, Eric is working with 58 members of his family to create a comprehensive family office. This case study will explore the reason behind and the sale of the business and how that has affected the family to day.  
**Eric Allyn** • *Former Chairman*, Welch Allyn
- 10.45 – 11.15 MORNING NETWORKING AND REFRESHMENTS
- 11.15 – 12.00 **INTERVIEW: GMR FAMILY - AN INTERGENERATIONAL PARTNERSHIP**  
**Grandhi Kiran Kumar** • *Corporate Chairman*, GMR Group, India  
**Susroni Bommidala** • *GMR Group*, India  
*Interviewer: Peter Leach* • *Partner*, Deloitte, UK
- 12.00 – 12.45 **PANEL: ESSENTIAL TAX CONSIDERATIONS FOR AN EFFECTIVE SUCCESSION PLAN**  
Tax and regulatory landscape is constantly evolving. With far reaching implications, it is imperative that income-tax implications are accorded due consideration. Clear understanding of the laws enables effective preparation and planning. Also, with families becoming more “global”, it becomes imperative that relevant income-tax and regulatory aspects are carefully considered.  
In this session, Peter Leach will interview Vijay Dhingra and seek inputs on essential Tax considerations for an effective succession plan. As a part of discussion specific mention will be made for the changes announced in the Finance Act, 2017 and its potential impact for business owners. Peter will also solicit views on specific situations involving Family Arrangements, Private Family Trust, etc.  
**Vijay K Dhingra** • *Partner*, Deloitte Haskins & Sells LLP, India  
*Moderator: Peter Leach* • *Partner*, Deloitte, UK
- 12.45 – 14.15 NETWORKING LUNCH



# CONFERENCE PROGRAMME • DAY 2

- 14.15 – 15.00**    **PANEL: FAMILY BUSINESS PHILANTHROPY – A SOCIAL INVESTMENT**  
Family business philanthropy operates at the intersection of family, business and society and is of crucial importance to social goods such as education, health and humanitarian aid around the world. Two family businesses will discuss how philanthropy is increasingly regarded as a social investment — not unlike the corporate investment by the families — but with a clear value base and transgenerational motivations in mind.  
**Dr. Huzaifa Khorakiwala** • *Trustee & CEO*, Wockhardt Foundation, India  
**Zarina Screwvala** • *Founder & Managing Trustee*, Swades Foundation, India  
*Moderator: Sougata Ray* • *Professor*, Indian Institute of Management (IIM) Calcutta, India
- 15.00 – 15.30**    **PANEL: STRUCTURING PRIVATE FAMILY TRUST**  
Trusts are increasingly being used in India for succession planning because of the flexibility that a trust structure offers with respect to passing on and managing family assets, safeguarding interests of the family members and avoiding family disputes over assets. However, for all these objectives to be fulfilled, it is critical that the trust is structured in a manner that takes into account the interests and wishes of the settlor/contributor, balancing the needs of beneficiaries on the one hand with reasonable deterrent on such beneficiaries should they stray from the objectives with which the trust was set up, extent of control in the hands of the trustees, analysis of the nature of assets proposed to be transferred together with implications of such transfer under various laws in India. This session will evaluate the checks and balances which need to be considered during succession planning and for structuring private family trusts in India.  
**Zia Mody** • *Founder & Senior Partner*, AZB & Partners, India  
**Siddharth Shah** • *Founder and CEO*, Ascent Health and Wellness Solutions, India
- 15.30 – 16.30**    **EXCLUSIVE CLOSED-DOOR ROUNDTABLE DISCUSSION**  
We will offer both family business owners and next generation family members the opportunity to participate in exclusive discussions tailored to their needs and agendas.  
*Moderator: Peter Leach* • *Partner*, Deloitte, UK  
*Moderator: Sougata Ray* • *Professor*, Indian Institute of Management (IIM) Calcutta, India
- 16.30 – 16.45**    CHAIRMAN'S CLOSING REMARKS
- 16.45 – 17.00**    AFTERNOON NETWORKING AND REFRESHMENTS
- 17.00**            CLOSE OF CONFERENCE

# KNOWLEDGE PARTNER



We believe that we're only as good as the good we do.

All the facts and figures that talk to our size and diversity and years of history, as notable and important as they may be, are secondary to the truest measure of Deloitte: the impact we make in the world.

So, when people ask, "what's different about Deloitte?" the answer resides in the many specific examples of where we have helped Deloitte member firm clients, our people, and sections of society to achieve remarkable goals, solve complex problems or make meaningful progress. Deeper still, it's in the beliefs, behaviors and fundamental sense of purpose that underpin all that we do.

Our hard work and commitment to making a real difference, our organization has grown in scale and diversity—more than 245,000 people in 150 countries, providing multidisciplinary services yet our shared culture remains the same.

For us, good isn't good enough. We aim to excel at all that we do—to help clients realize their ambitions; to make a positive difference in society; and to maximize the success of our people. This drive fuels the commitment and humanity that run deep through our every action.

That's what makes us truly different at Deloitte. Not how big we are, where we are, nor what services we offer. What really defines us is our drive to make an impact that matters in the world.

In India, Deloitte member firms are spread across 13 locations with more than 40,000 professionals who take pride in their ability to deliver to clients the right combination of local insight and international expertise.

**Vijay K Dhingra**, *Partner*, Deloitte Haskins & Sells LLP, India

Mr. Dhingra is a partner with Deloitte India and leads Deloitte Private practice in India. He is a Chartered Accountant having experience of more than 20 years. Mr. Dhingra advises families in the area of succession, with a focus on governance. He has also extensively worked with HNIs in estate planning. In addition, he also brings on board expertise in the area of tax and regulatory matters which need close consideration at the time of planning and implementation.

Mr. Dhingra will talk about the essential tax considerations for an effective succession plan. We look forward to meeting you during the course of this conference.

For further information please contact:

Nitin Shingala  
Partner,  
Deloitte Touche Tohmatsu India LLP

Indiabulls Finance Centre, Tower 3  
28th Floor, Senapati Bapat Marg,  
Elphinstone Road (West),  
Mumbai 400013

Mob.: +91 9820057694  
Email: [nshingala@deloitte.com](mailto:nshingala@deloitte.com)

Website: [www.deloitte.com](http://www.deloitte.com)

# MAIN PARTNER



Edelweiss Global Wealth Management (EGWM) is the wealth advisory arm of the Edelweiss Group, one of India's leading diversified financial services companies. EGWM is dedicated to ensuring that clients differentiate it as the most trusted advisor in the wealth management space. The highly experienced team comprises of a diverse set of people with rich experience, not only in Wealth Management, but also in Asset Management, Investment Banking, Capital Markets, Currencies and Fixed Income. EGWM's Assets Under Advisory (AUA) have grown to INR 60,000 crores from 9,000 crores in 2014 (growing at a CAGR of 111% over the last three years); and the business currently adds over INR 1,000 crores of AUM every month.

As one of the fastest growing Wealth Management businesses in the country, EGWM boasts of helping ~4 lakh customers in their financial and personal decision-making journeys. A key differentiator that has helped EGWM gain the trust of many clients has been the ability to align with clients' interests by bringing in transparency and higher governance standards in its approach.

**Anshu Kapoor**, *Executive Vice President*, Edelweiss Global Wealth Management

Mr Kapoor joined Edelweiss in 2010 and currently heads the Private Wealth Management (PWM) business. He joined Edelweiss to start the PWM which caters to the needs to Ultra-high net worth individuals, Family Offices and Institutions. Under his leadership, the group has added incremental assets of over INR 20,000 cr. A CFA and a business management graduate from Delhi University, Mr Kapoor brings with him over 19 years of experience in Private Banking, International Financial Markets and Consumer Banking. Prior to joining Edelweiss he was a Director at Merrill Lynch in India, where he was instrumental in developing the Private Banking Investments Advisory platform and the cross-border business that straddled Middle East, Asia Pacific and North America. He brings with him expertise in International Financial Markets owing to his earlier stint with HSBC Private Bank in Dubai.

Mr. Kapoor will be talking about Managing Risks in a VUCA world on Wednesday morning by way of discussing real life case studies which could be applicable to problems faced by many families in business. We look forward to meeting you during the course of this conference.

For further information please contact:

Salil Thanawala  
Senior Partner,  
Family Office and Institutions Group  
Edelweiss Global Wealth Management

Address: 6th Floor, off CST Road,  
Kalina, Mumbai, Maharashtra  
Mob.: +91 9867387140  
Email: Salil.thanawala@edelweissfin.com

Website: [www.edelweissfin.com](http://www.edelweissfin.com)

# MAIN PARTNER



Motilal Oswal Asset Management Company (MOAMC) is one of the fastest growing asset management companies in India with one investment philosophy driving all our equity products be it Mutual Funds (MF) or Portfolio Management Services (PMS). Our endeavour has been to offer focused equity funds and PMS strategies based on our strength i.e. Equity. We inherited the equity expertise from our sponsor, Motilal Oswal Securities Limited which has 30+ years of experience in the same field. Our equity offerings have been riding on our investment philosophy, Buy Right : Sit Tight where Buy Right means buying quality companies at a reasonable price and Sit Tight means staying invested in them for a longer time to realize the full growth potential of the stocks. This philosophy has helped us become a company that has an Equity AUM of over 19,665cr across Mutual Fund and Portfolio Management Services as on 31st March 2017.

MOAMC team is steered by knowledge driven experts with 136 employees across 15 cities in India. Of which, 20 in investments and 46 in sales; which makes it a true blue investment management house focused on wholesaling through marquee distribution platforms and strong relationships, backed by consistent performance.

**Raamdeo Agrawal, Chairman, Motilal Oswal Asset Management Company**

Mr. Agrawal is the Joint Managing Director of Motilal Oswal Financial Services Limited (MOFSL) and the driving force behind the company's approach to investing. MOFSL is a well-diversified financial services firm offering a range of products and services in securities, commodities, investment banking, asset management and venture capital. As Chairman of Motilal Oswal Asset Management Company Ltd. (MOAMC), one of the fastest growing Asset Management Company in India, Mr. Agrawal has created the "QGLP" (Quality Growth Longevity & favorable Price) Investment Process and its 'Buy Right, Sit Tight' investing philosophy. Mr Agrawal is also the driving force behind the MOFSL Groups highly awarded research. He has been authoring the annual Motilal Oswal Wealth Creation Study since its inception in 1996. Mr. Agrawal is an Associate of ICAI and a member of the National Committee on Capital Markets of CII. He has also featured on 'Wizards of Dalal Street on CNBC TV 18'. In 1986, he wrote the book Corporate Numbers Game, along with co-author Mr. Ram K Piparia. He has also authored the book "The Art of Wealth Creation" which compiles insights from 21 "Wealth Creation Studies" authored by him. Mr. Agrawal has been awarded the Rashtriya Samman Patra by Central Board of Direct Taxes for a consistent track record of highest integrity in tax payments for a period of 5 years from FY95-FY99.

Mr. Agrawal will be talking about his journey of wealth creation on Wednesday noon. We look forward to meeting you during the course of this conference.

For further information please contact:

Akhil Chaturvedi  
Executive Vice President &  
Head- Sales & Distribution

Motilal Oswal Towers, 10TH Floor,  
Junction of Gokhale & Sayani Road,  
Prabhadevi, Mumbai- 400025

Mob.: +91 9820809937  
Email: akhil.chaturvedi@motiloswal.com

Website: [www.motiloswalms.com](http://www.motiloswalms.com)

# PROFESSIONAL PARTNER



**AZB & PARTNERS**  
ADVOCATES & SOLICITORS

AZB & Partners is one of the prominent law firms in India. Our aim is to provide clear, concise and practical advice based on an in-depth knowledge of the legal, regulatory and commercial environment within which our clients operate and a full understanding of their overall business objectives. We have 8 offices across Mumbai, Delhi, Bangalore and Pune, with a total strength of approximately 370 lawyers.

Our core values embrace operating to the highest professional standards and building supportive and strong relationships with clients. These values are communicated throughout the firm and serve to instil in all our lawyers, a full appreciation of the professional and ethical responsibilities the firm places upon them.

Our clients are central to everything we do. Their needs determine how we organise ourselves and the range of specialised services we provide. We aim to work in partnerships with clients to anticipate and deal successfully with the legal and regulatory aspects of their business aims and objectives.

Our lawyers are members of broad practice areas which work together closely. These practice areas are structured to facilitate the sharing of technical know-how and the development of a consistently high standard of legal advice across the firm.

The legal services rendered by us cover the corporate, commercial, regulatory, financial and tax planning aspects of modern businesses. We have been involved in advising in the field of mergers, acquisitions, joint ventures and general corporate, regulatory practice and securities laws, private equity, capital markets, funds practice, banking and finance, compliance & investigation, anti-corruption, anti bribery, anti money laundering and corporate governance, microfinance, derivatives, infrastructure and project finance, real estate, media and entertainment, information technology and business process outsourcing, employment, insurance, intellectual property, pharmaceuticals and biotechnology, taxation, aviation, competition law, and litigation and arbitration.

#### **Zia Mody**, *Founder & Senior Partner*, AZB & Partners

Mrs. Mody is the Founder and Senior Partner of AZB & Partners and one of India's foremost corporate attorneys. She is non-executive director of the HSBC Asia Pacific Board, a member of the World Bank Administrative Tribunal, Washington D.C. (2008-2013), and a Vice President and Member of the London Court of International Arbitration (2010-2013). Awarded the "India Managing Partner of the Year – 2016" by Asian Legal Business (Thomson Reuters), Mrs. Mody is listed by Forbes and Fortune India (2013, 2014, 2015 & 2016) as one of 'India's 10 most Powerful women'; and is also listed by Forbes Asia as one of 'Asia's 50 Power Businesswomen' (2015). She was the vice president of the London Court of International Arbitration (2009–13).

Mrs. Mody will be talking on Structuring Private Family Trust on Thursday afternoon. We look forward to meeting you during the course of this conference.

For further information please contact:

Zia Mody  
Founder & Senior Partner  
AZB & Partners

AZB House,  
Peninsula Corporate Park,  
Ganpatrao Kadam Marg,  
Lower Parel, Mumbai - 400013

Phone: +91 22 66396888  
Email: [mumbai@azbpartners.com](mailto:mumbai@azbpartners.com)

Website: [www.azbpartners.com](http://www.azbpartners.com)

# SPEAKER BIOGRAPHIES

## Adivi Kothari Desai

*Executive Vice President,  
DSP BlackRock Investment  
Managers,  
India*

Ms. Kothari is the Head of Sales & Marketing at DSP BlackRock Investment Managers. DSP BlackRock Investment Managers Private Limited is a joint-venture between the DSP Group and BlackRock. She also serves as a member of the Executive and Corporate Social Responsibility (CSR) Committees. She joined DSP Merrill Lynch Fund Managers in 2002 (now DSP BlackRock) where she worked on various projects, including establishing an offshore fund for foreign investors. Today, at the helm of Marketing, she leads the Investor Education initiatives as well. She was instrumental in launching Winvestor, a special initiative aimed at empowering women with financial knowledge to plan for their economic and long-term security. Through the firm's partnership with NGOs such as Sanchayan and Parinaam, over 2000 underprivileged women have already been impacted. Ms. Kothari has also volunteered to partner with Vogue India's social awareness initiative by pledging to support the education of at least 5000 women from underprivileged backgrounds across India. She is a Trustee in the Hemendra Kothari Foundation and the Wildlife Conservation Trust. She also serves on the Advisory Board of DASRA

## Amit Patni

*Director,  
RAAY Global  
Investments,  
India*

Mr. Patni has more than 25 years of experience in computer hardware and components market in India and abroad. He was a promoter shareholder of Patni Computers and former Director of PCS Technology Ltd.(pioneer in Indian ITES). The promoter family sold its stake in Patni Computers in May 2011 to iGate Corporation at value of \$1.5 billion. Currently he is Founder & Director of RAAY Global Investments (Family Office), Director at Raay Foundation, Co-founder & Chairman at Nirvana Venture Advisors (40 Million USD Digital & Internet Venture Fund), Co-founder and Partner in Elysium Investment Advisors Hedge Fund) and Co-Founder and Partner in The Hive-India (A Big Data incubator), Director and Investor in Waterfield Advisors (Wealth Management and Multifamily advisor)..

## Anirudh V Dhoot

*Director,  
Videocon Group,  
India*

Mr. Dhoot hails from the illustrious Dhoot family that owns India's multi-billion dollar global business conglomerate – the Videocon Group. Having joined the family business at a young age of 21 years, Mr. Dhoot today is the Director of the Videocon and is also heading the Sales & Marketing of Videocon's Consumer Electronics Division. Mr. Dhoot is an alumnus of the prestigious Cardiff University, UK from where he completed his MBA. He has to his credit the title of being one of India Inc's youngest CEO's. He is one of the youngest members of ASSOCHAM and FICCI and is also associated with Indian Merchant Chamber and other similar bodies. He has also served as the President of Consumer Electronics and Appliances Manufacturers Association (CEAMA) - an all India body of organizations of the Rs. 40,000 Crore Consumer Electronics and Durables Industry for two years (2012 -2014).

## Devita Saraf

*Founder & CEO,  
Vu Luxury Televisions,  
India*

By the age of 35, Ms. Saraf's company recorded revenue of nearly \$100 Million and is the highest selling TV online. She started Vu after establishing her own New Product Development lab in conjunction with Intel which is based on MIT Media Lab's human factors approach to innovation. Unable to find a great technology retail experience in India, she started retailing from her own flagship stores that are inspired by luxury fashion stores and then moved her distribution online. Within ten years, Vu has been profitable and has over one million customers in homes and office across the world. Bringing her own sense of style to match the intelligence of her products, she started to model for her own brand and is one of India's most successful women. Born in India and educated in Southern California and Harvard Business School, she was the youngest woman to feature on Fortune's Most Powerful Women. Her father, Mr. Raj Saraf is the Founder of Zenith Computers, and from the age of 16 she started working in various departments of the company to learn the ropes of running a firm.

## Eric Allyn

*Former Chairman,  
Welch Allyn,  
United States*

Mr. Allyn was an owner of Welch Allyn Inc, and worked at the company from 1982 through 2010 in a variety of roles from accounting to international sales. He left his role as employee in 2010 to join Welch Allyn's Board of Directors, where he served as Chairman of the company's Voting Trust, as well as its Board of Directors, through 2015. In September 2015, after 100 years of family ownership, the company made the decision to combine with Hill-Rom, in order to compete more effectively in a fierce global market for medical devices. The Welch Allyn brand, and its local presence in upstate NY, remains strong after the merger. Outside of his work at Welch Allyn, Eric also serves on the Board of Directors of GOJO (makers of Purell), Pharma Tech Industries, EagleDream Health, Auburn Community Hospital (past-Chairman), Hospital Trustees of New York (Vice Chairman), HANYS, 50 State LLC (Investment Committee, and Managing Member), and the Allyn Family Foundation (Treasurer). Eric is Founder and Managing Partner of two private investment funds, and is also an LP Advisor to Armory Square Ventures.



# SPEAKER BIOGRAPHIES

## Grandhi Kiran Kumar

*Corporate Chairman,  
GMR Group,  
India*

Mr. Kumar is the Corporate Chairman of GMR Group overseeing Group Finance and Corporate Strategy, Planning & Development. He is also Member of the Group Holding Board, GMR Group. Prior to this assignment, he was Chairman – Urban Infrastructure & Highways and Chairman – Airports. Mr. Kumar joined family business in 1996 as Management Trainee and has subsequently held several leadership positions. Mr. Kumar was instrumental in winning several successful infrastructure bids for the Group. Under his leadership, GMR Airports became world's fourth largest private company in the sector. Mr. Kumar has built a portfolio of airports servicing more than 50 million passengers per annum. As Chairman of Urban Infrastructure & Highways, he managed a portfolio of ~1,200 kms of Highways across 10 projects. He was also instrumental in GMR Group's foray into development of sports vertical through acquisition and management of the Delhi Daredevils IPL team. He also takes active part in GMR Varalakshmi Foundation. Mr. Kumar is a Member of Young Global Leader Class of 2015 of World Economic Forum and Young Presidents Organization.

## Huzaifa Khorakiwala

*CEO,  
Wockhardt Foundation,  
India*

Wockhardt Foundation is a not-for-profit organization which runs several programmes in health, education, water and sanitation across the country, benefitting & touching millions of lives every year. An MBA from Yale University, USA, Dr. Khorakiwala is also the Executive Director of Wockhardt Limited and is part of the promoter family of the Wockhardt Group - a leading pharmaceutical and healthcare group. He is the Founder of "The World Peacekeepers Movement", an online movement comprising of more than a million peacekeepers, forming the world's 2nd largest army. Dr. Khorakiwala is also the Chairman of "The Peace Mission Pvt. Ltd." which sells Peace Chocs – chocolates spreading peace. For his contribution to society, he has received many prestigious awards & titles, the most recent being – Knighthood – which was bestowed on him by the Ecumenical Medical-Humanitarian Order Knights of St. John of Jerusalem (Knights of Charity).

## Niccolo Rossi di Montelera

*Executive chairman,  
Birks Group,  
Italy / Canada*

Mr. Rossi di Montelera is the Executive Chairman of Birks Group Inc. which is a leading operator of 47 prestige jewelry stores in Canada and the United States. He joined Birks Group Inc in 2005 and prior to becoming a Member of the Board held responsibilities in the areas of product development, e-commerce and wholesale. In addition to his position as Executive Chairman of Birks Group Inc. He is also involved in various business initiatives within the Rossi di Montelera Family Office. Before joining Birks Group Inc, he was a group product manager with Ferrero S.A. working in Northern Europe developing and testing New Product Strategies and new Channels of Distribution. Mr Rossi earned an MBA degree in Milan – Italy and is a former Officer of the Italian Mountain Troops.

## Nishith Desai

*Partner,  
Nishith Desai & Associates,  
India*

Mr. Desai is the founder of the research-based strategy driven international law firm, Nishith Desai Associates created in 1990 with offices in Mumbai, Silicon Valley, Bangalore, Singapore, Mumbai – BKC, New Delhi, Munich and New York. Mr. Desai himself is a renowned international tax, corporate, IP lawyer researcher, published author and lecturer in leading academic institutions around the world. He specializes in Financial Services sector and assisted Government of Mauritius and Government of India in establishment of their offshore financial centers. Soon after India opened up its economy to the outside world in 1991, he established the first five India Focused funds and pioneered the roots of asset management industry and the firm has now worked for over 900 funds across all classes of asset.

## Peter Leach

*Partner,  
Deloitte,  
UK*

Mr. Leach has over 30 years of experience as a business adviser, teacher and facilitator working with family business owners internationally; he is seen as the "founding father" of family business thinking in the UK. He is author of Family Enterprises: The Essentials, and co-author of Indian Family Business Mantras. Mr. Leach has worked with hundreds of business families around the world, specialising in working with multi-generational family businesses on governance issues. Mr. Leach holds the position of Adjunct Professor in Family Business at Imperial College London and is currently a Partner at Deloitte LLP, where he leads the Family Enterprise Consulting practice, he is also chairman of the Advisory Board of the UK Institute for Family Business, and is a Fellow of the Family Firm Institute of the USA, the international body for family business advisers, where he was awarded Richard Beckhard Award in 2011.

# SPEAKER BIOGRAPHIES

## Radha Kapoor Khanna

*Founder and Executive Director,  
Indian School of Design and  
Innovation (ISDI),  
India*

Ms. Kapoor wears more than one hat in her professional endeavors. She pursued a degree in fine arts majoring in Communication Design at the Parsons School of Design New York. She is the first Parsons alumnus to have collaborated with the school to set ISDI in association with Parsons, New York, in 2013, in Mumbai. Her passion for design made her launch DO IT Creations. Ms. Kapoor has also set up ISDI ACE (accelerating creative entrepreneurs) in a partnership with Microsoft Ventures to foster the start-up ecosystem in India, in 2015. She had the breadth of view to establish LPID- Lower Parel Innovation District, a burgeoning district in Mumbai, aiming to boost economic activity. Fuelled with an appetite to excel, Ms. Kapoor's dynamism overflows into her most recent venture – 'Awfis'. A new-age venture aimed at providing ready to use, plug & play, co-working offices spaces, embedded with the latest technology solutions for flexible and 'Just in Time' space utilization. Linking back to her fascination for design and fashion, under DOIT Retail she has tied up with the iconic French luxury brand Longchamp, Paris. Together they have set up their first store in New Delhi, at DLF Emporio and will be inaugurating the second store in Mumbai at Palladium in May, 2017.

## Salil Singhal

*Chairman Emeritus,  
PI Industries,  
India*

Mr. Singhal has been associated with Industry since 1965. P.I. Industries Ltd., with headquarters at Udaipur (Rajasthan) is in the business of agrochemicals and Fine Chemicals; the Group employs ~7500 people and does business in 50 countries. Mr. Singhal brings a strong marketing and business development focus to the businesses, making them not only international in outlook but also strong in research and development. Each company in the Group is known to be in the forefront of technology. Mr. Singhal has won numerous accolades in his long entrepreneurial career. He is also associated with various social, cultural and educational organizations. He is chairing the board of several group companies and apart from that he is also on the board of several large listed companies as an independent directors and member of board committees.

## Siddharth Shah

*Founder and CEO,  
Ascent Health &  
Wellness Solutions,  
India*

Mr. Shah leads the strategy, business development and financial verticals at Ascent Health and Wellness Solutions. He is a passionate entrepreneur and has pursued a degree in Computer Science Engineering from the Mumbai University and holds a Management Degree from the Indian Institute of Management, Ahmedabad. He has been an internationally awarded racing driver and was recently invited at the 44th St. Gallen Symposium, Switzerland, as one amongst the "200 Global Leaders of Tomorrow", in recognition of his contribution to Indian healthcare and entrepreneurship. Ascent Health and Wellness Solutions Pvt. Ltd., is engaged in wholesale distribution of pharmaceutical and nutraceutical products, and fast moving consumer goods to pharmaceutical distributors and pharmacy chains in India, by online as well as offline distribution.

## Sougata Ray

*Professor of Strategic Management,  
Indian Institute of Management  
Calcutta (IIMC),  
India*

Mr. Ray is also the Adjunct Professor and Advisor of the Thomas Schmidheiny Centre for Family Enterprise of Indian School of Business, Hyderabad. Earlier he served as the Dean of IIMC. An alumnus of IIM, Ahmedabad and IEST, Shibpur Mr. Ray blends nearly three decades of experiences in diverse roles – a frontline executive in a Maharatna State Owned Enterprise, in a strategic role in an emerging market MNC at a senior management level as General Manager and Head of Innovation Labs, a researcher, visiting scholar, teacher and institution builder in some of the finest institutions in Asia, Europe and North America, corporate advisor to a number of companies, family business groups and technology start-ups in India and abroad, an independent director in the Boards of Indian Oil and Tata Group Companies, as Principal Consultant to leading International Development Agencies. Mr. Ray specializes on strategy, international business, innovations, and entrepreneurship. He has written over 100 research papers, monographs, book chapters, and case studies and published in top tier international journals. Sougata has been a recipient of several academic and professional awards at the national and international levels.

## Sunil Kant Munjal

*Chairman,  
Hero Corporate Service,  
India*

Mr Munjal's family has promoted the Hero Group, India's premier automotive manufacturing group that has evolved from being the world's largest bicycle-maker to being the largest two-wheeler maker. Mr Munjal is actively involved as a business promoter, an institution builder, a social entrepreneur, an angel investor, and as a thought leader. Mr Munjal directly manages the interests of the Hero Enterprise in insurance distribution, auto components, real estate, knowledge services and e-commerce. He has incubated several businesses across domains, and has recently invested in a host of start-ups in promising and high-growth areas. He founded BML Munjal University, Hero's unique higher education venture that has quickly made a mark as a contemporary institution pioneering next practices in knowledge delivery and student development. Mr. Munjal is also President of the Dayanand Medical College and Hospital, Ludhiana and has set up Serendipity Arts Trust. Mr Munjal currently heads a CII task force on Ease of Doing Business, and is President of the All India Management Association (AIMA). India Today chose Mr Munjal as one of the "Faces of the Millennium" for business. In 2016, he won the Jehangir Ghandy Medal for Social and Industrial Peace and was also conferred a D. Lit by SRM University, Chennai, and became a Distinguished Fellow at the Institute of Directors. He has also received the GlobScot Award from the Scottish government.



# SPEAKER BIOGRAPHIES

## Tatwamasi Dixit

*Founder & CEO,  
Ojas Foundation & FABRIC,  
India*

Founder of FABRIC (Family Business Research International Centre) and Ojas Foundation, advisor and coach specializing in family businesses, has uniquely mastered the integration of Vedic principles with contemporary psychology and business management and has been working in multi-cultural environments across the globe since 1998. Mr. Dixit was conferred "Maharishi Badrayan Vyas Samman" in 2006-07 by Dr. A.P.J. Abdul Kalam, for his work on 'Synergy between Modernity and Tradition'. He has co-authored a book with Mr. Peter Leach, leading family business advisory in UK, titled – Indian Family Business Mantras in October 2015. The first copy was received by President of India, Shri Pranab Mukherjee.

## Urvi A Piramal

*Chairperson,  
Ashok Piramal Group,  
India*

Ms. Piramal oversees a professionally managed business conglomerate with business interest in real estate, textiles, auto components, cutting tools and renewable energy. She is the guiding force behind the Group's sustained and profitable growth: which is bringing the Group companies closer to realizing her vision of touching the lives of one in five people across the globe. Ms Piramal has a Bachelor of Science degree and has attended the Advance Management Program at Harvard Business School. She is a member of Technology and Quality Improvement Committee of IMC since its inception in 1994. Ms. Piramal has received a number of awards for her contribution to business. She is a Trustee of the Piramal Education Trust, Ashok G Piramal Trust, Urvi Ashok Piramal Foundation (UAPF) which has been set up for the underprivileged and Conservation Wildlands Trust. Through these trusts, Ms Piramal has initiated social projects in Rajasthan, Maharashtra and Madhya Pradesh. She is also on the board of Population First, an NGO working on creating awareness for the girl child.

## Vijay Mansukhani

*Co-Promoter,  
Mirc Electronics,  
India*

Mr. Mansukhani is a co-promoter of Mirc Electronics Limited and is also its Managing Director. He has been associated with Mirc since its inception in 1981. A graduate from the College of Marine Engineering, Mumbai. Mr. Mansukhani has over 30 years of experience and proven expertise in driving the organisational growth through the enhancement of existing growth areas and developing potential opportunities. As the key member in devising and implementing corporate growth strategy for Mirc, he is also involved in the telecom sector. He is the Managing Director of Adino Telecom Limited, a joint Venture with Enkay Telecommunications (India) Limited. Mr. Mansukhani is also on the Board of several companies, including Akasaka Electronics Limited etc.

## Vinay Mahendru

*Executive Director,  
Eon Electric,  
India*

Mr. Mahendru is currently involved in the pivotal role of formulating Corporate Strategy and management of business affairs of Eon Electric Ltd. Having diversified industry experience, he is actively involved in the implementation and management of new LED Lighting & Lithium ion battery products and projects, to the existing range of products manufactured by Eon Electric Ltd. Eon Electric Ltd. was earlier known as Indo Asian Fusegear Ltd. It is a family business started in 1958 by Mr. V.P. Mahendru, father of Mr. Mahendru who has been a pioneer in import substitution of electrical products in the Indian market. In 2010, the family exited from electrical switchgear business through a strategic sale to a French company and created tremendous value for its shareholders. Currently, Mr. Mahendru along with his brother have since set up a new business under the name of Eon Electric Ltd. and in the last 4 years have developed business again in the new products and the same level of revenue as they exited the previous business in 2010. The family debated and adopted the code of conduct for constitution more than 15 years ago, which has helped the family remained strongly bonded.

## Zarina Screwvala

*Founder & Managing Trustee,  
Swades Foundation,  
India*

Ms. Screwvala is the Founder of the Swades Foundation & works full time as its Managing Trustee. Previously known as SHARE (Society to Heal Aid Restore Educate), Swades Foundation operates with the single-minded focus of empowering rural India through holistic and sustainable growth by creating partnerships between Rural India, Corporates, Young India, the Government and other Foundations to create permanent, irreversible change for good, her special passion is for transformational education that is both joyful and empowering. Ms. Screwvala is also one of the three Founder-Directors of UTV, which is now Disney UTV. She has lead the creation and launch of highly successful broadcast brands and also supervised the creation and launch of the #1 Kids Channel in Indonesia & Malaysia called Astro Ceria. Prior to that she has produced over 3500 hours of high TRP, award-winning television programming in multiple languages for every major broadcaster. She has been featured in Business Today's Most Powerful Women in Indian Business List for the last three years.

# NOTES

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