

THE INDIAN FAMILY OFFICE CONFERENCE 2018

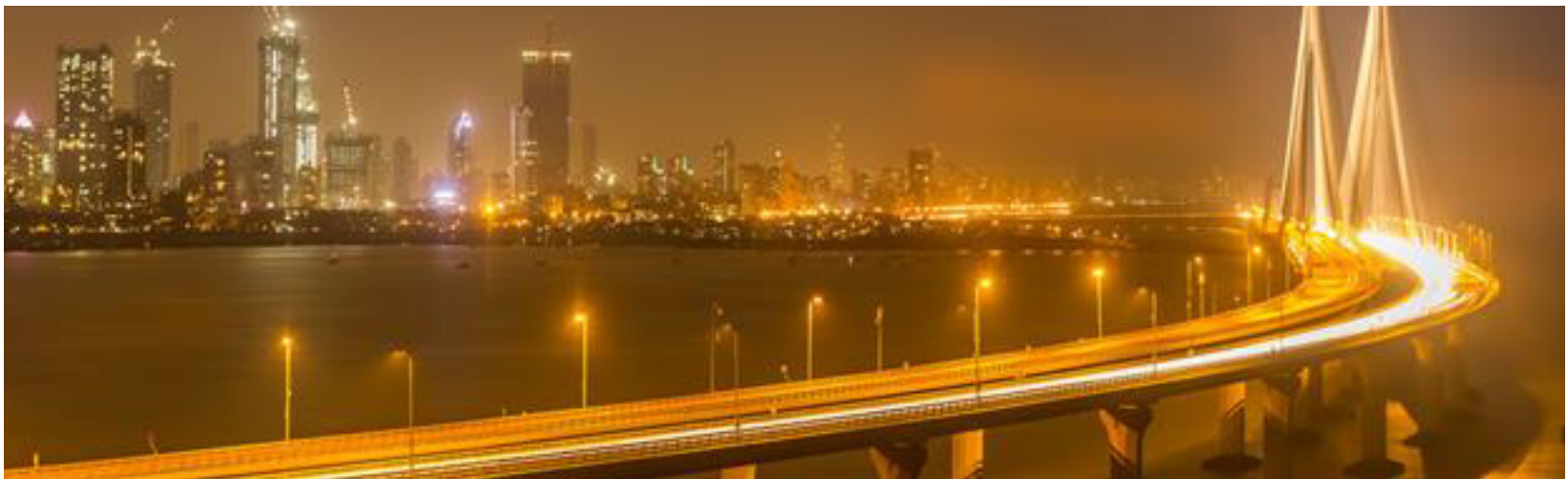
4 & 5 December, 2018

Four Seasons Hotel, Worli • Mumbai, India

Strategies for Prosperity & Preservation of Wealth



*An annual forum dedicated to significant family businesses,
their family offices and next generation family members.*



Main Partner:

EDELWEISS GLOBAL WEALTH & ASSET MANAGEMENT

Professional Partners:

AZB & PARTNERS

HENLEY INVESTMENTS

Knowledge Partner:

ORIOS VENTURE PARTNERS

Organised by:

Campden Family Connect

Membership | Events | Research | Education
A Patni family & Campden alliance

In affiliation with:

Campden Wealth

Events | Publishing | Research | Education | IPI

THE INDIAN FAMILY OFFICE CONFERENCE 2018

Strategies for Prosperity and Preservation
of Wealth

WELCOME

4 December, 2018

Dear Delegate,

We extend a very warm welcome to you for the Indian Family Office Conference 2018.

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 discussions.

We would like to thank all those who kindly assisted in planning this event; in particular our conference partners Edelweiss Global Wealth & Asset Management, AZB & Partners, Henley Investments and Orios Venture 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, 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

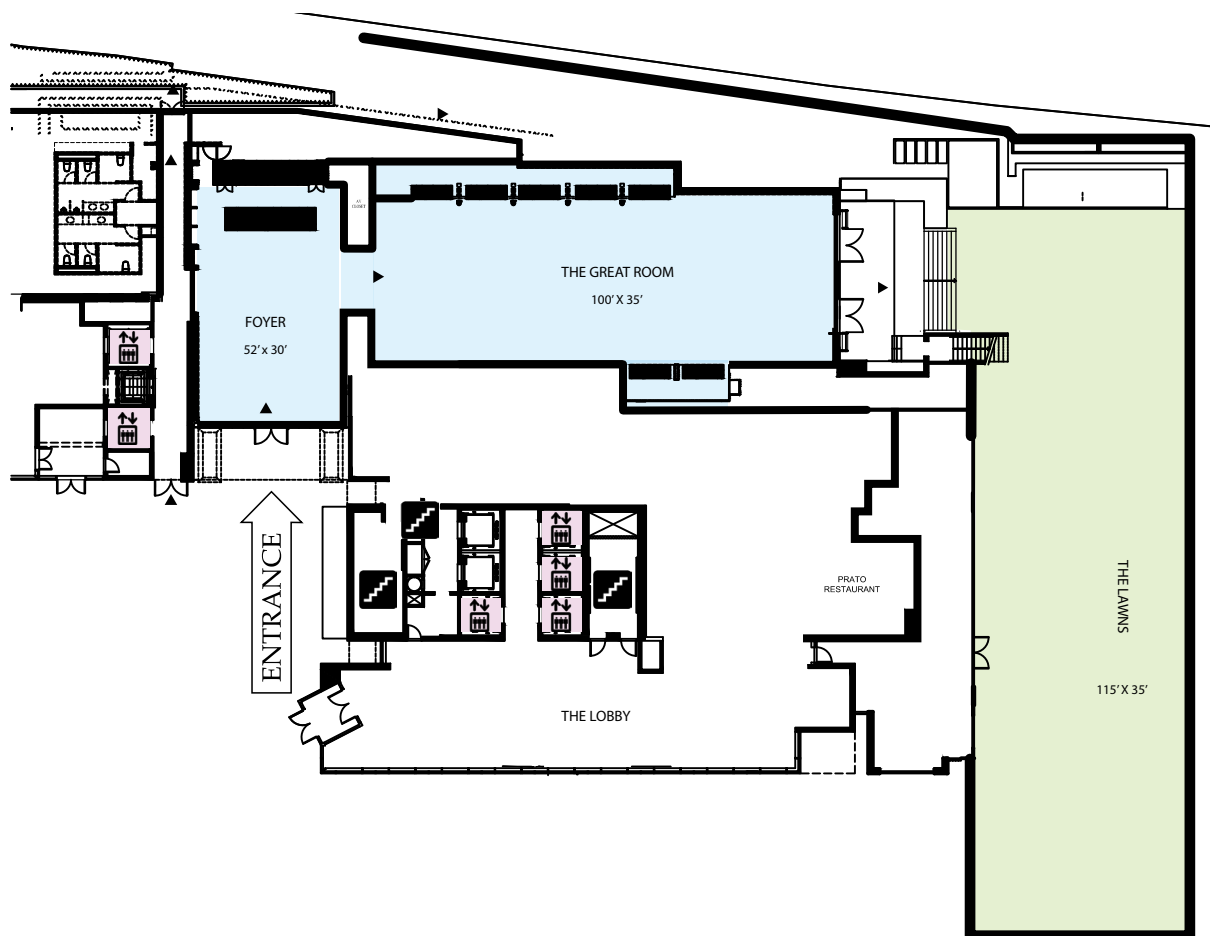


Traditionally, Campden Family Connect included all available speaker presentations in the workbook for delegate reference in a monochrome format.

Moving forward, 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.

FLOOR PLAN



ADMINISTRATIVE NOTES



CONTENT

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



BADGES

Please wear the name badge you would be 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 Great 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 Great Room's Pre-Function Area.



COPYRIGHT NOTICE

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



LUNCH

Lunch on Day 1 will be held at the Gallery North, Level II.
Lunch on Day 2 will be held in the pre-function area of The Great Room, lobby level.



REGISTRATION DESK AND ASSISTANCE

The registration desk will be located at The Great Room's 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 Chairman. All sessions have time set aside for questions and discussions. In this way we hope as many delegates as possible can participate in the conference proceedings.



VENUE

The Great Room,
Lobby Level
Four Seasons, Worli,
Mumbai

CONFERENCE PROGRAMME • DAY 1

Tuesday, 4 December, 2018

- 09.30 – 10.00 REGISTRATION AND REFRESHMENTS
- 10.00 – 10.15 CHAIRMAN'S OPENING REMARKS:
Suresh Chitturi • *Vice Chairman & Managing Director, Srinivasa Farms Pvt. Ltd.*
- 10.15 – 11.00 **FAMILY OFFICE INVESTMENT IN 2018 – THE BIG PICTURE**
This opening panel discussion will bring together some of the sharpest minds and the foremost practitioners of the best family office investment strategies in India today. They will discuss the current global landscape and examine the macro opportunities and challenges facing family offices in the investment arena.

Moderator: Salil Thanawala • Practice Head, Edelweiss Family Office & Institutions Group

Jai Rupani • *Chief Investment Officer, Dinesh Hinduja Family Office*
Nitai Utkarsh • *Lead- Investments Strategy & Chairman's Family Office, Hero MotoCorp*
Prashant Mehta • *Chief Investments Officer, KEF Holdings*
- 11.00 – 11.45 **HOW FAMILIES & INVESTORS ARE TAKING UP VENTURE CAPITAL ROLES TO GENERATE EXCEPTIONAL RETURNS**
As investors look to bring a more entrepreneurial focus to their investment strategies, accessing the best deals and targeting the right amount of diversification are key to long-term success. Hear how being a part of an appropriate co-investment ecosystem network is the core to success.

Moderator: Sanjay Mehta • Private Investor, Mehta Ventures

Abhijeet Pai • *President, Puzzolana Machinery*
Anirudh Damani • *Managing Partner, Artha Venture Fund*
Chris Kolenaty • *Founder, Snow Leopard Ventures*
Siddharth Kothari • *Chief Investment Strategist, Om Kothari Group*
- 11.45 – 12.15 NETWORKING AND REFRESHMENTS
- 12.15 – 13.00 **SIMPLIFYING THE ALTERNATE INVESTMENT AVENUE
EQUITY, DEBT, ALTERNATE – WHAT DOES ALTERNATES ENTAIL?**
Volatility in capital markets is never going away, how investors can take advantage of newer investment avenues to reduce their correlation to equity markets for alpha. Risks & Returns of alternate investing- how should you look to classify it in your macro allocation?

Moderator: Radhika Gupta • CEO, Edelweiss Asset Management

Sidhartha Mehra • *Chief Financial Officer, Jupiter Capital*
Vinati Saraf Mutreja • *Managing Director & CEO, Vinati Organics Ltd.*
Yash Poddar • *Head- Investments, Vikas Poddar Family Office*
- 13.00 – 14.30 NETWORKING LUNCH

CONFERENCE PROGRAMME • DAY 1

- 14.30 – 15.10** **CHARACTERISTICS OF NEW AGE BUSINESSES**
Today at \$ 5.6 bn, OYO is worth more than any of the leading hotel chains combined, while Apple has more cash on books than the US & EU treasuries combined. The top 10 tech companies are neck to neck with any of the fortune 500. This shows us how the new age businesses have unprecedented value and cash creation.

Rehan Yar Khan • *Co-founder & Managing Partner, Orios Ventures*
- 15.10 – 15.55** **OVERCOMING CONFLICT IN THE FAMILY – A MODEL FOR ADDRESSING AND RESOLVING FRICTION, CONTENTION AND HOSTILITY**
They say blood is thicker than water; yet however today all families of wealth have a propensity for conflict and unique set of challenges. With the newer generations coming in, we see more contemporary ideas and visions. This session will discuss how to align these ideas with the current generation & business while overcoming the challenges and working together.

Moderator: Kamini Saraf • *Founder, Fashion Yatra*

Dilip Piramal • *Chairman, VIP Industries*
Dr. Niranjan Hiranandani • *Co-founder & Managing Director, Hiranandani Group*
Ghazalah Moloobhoy • *Director, A. S. Moloobhoy Pvt. Ltd.*
Sumeet Kabra • *Director, RR Global*
- 15.55 – 16.20** NETWORKING AND REFRESHMENTS
- 16.20 – 17.05** **NEW ‘RIGHT-HAND MEN’: THE GROWING ROLE OF WOMEN IN INDIAN FAMILY OFFICES/ BUSINESSES**
Globalization, liberalization and a growing emphasis on education have helped to raise the status of women in family offices/ businesses. Earlier, women were given limited exposure through restricted roles. However, with women gaining capability and recognition to handle rougher and tougher roles today we have women at various leadership positions. This panel will therefore deliberate on
 - Different roles adopted by women in family office/business space
 - Extent of involvement in taking decisions and running the business
 - Exploring roles that are beyond family/ business wealth management
Moderator: Amit Patni • *Director, Campden Family Connect*

Aarti Gupta • *Chief Investment Officer, DBR Ventures*
Aditi Kothari Desai • *Director and Head-Sales & Marketing, DSP Investment Managers Pvt. Ltd.*
Uma Kollareddy • *Executive Director, Midwest Group*
- 17.05 – 17.35** **REPORT ANALYSIS: THE FAMILY WEALTH REPORT 2018- A ROADMAP FOR THE INDIAN FAMILY OFFICE**
In collaboration with Edelweiss, this is India’s first research report dedicated to family offices and will provide an in-depth view of how UHNWIs look at family offices to manage their needs, be it wealth management, governance, investment, succession planning or philanthropy

Dominic Samuelson • *CEO, Campden Wealth*
- 17.35 – 17.55** CHAIRMAN’S CLOSING REMARKS FOR DAY ONE
- 18.30 – 20.00** COCKTAIL RECEPTION

CONFERENCE PROGRAMME • DAY 2

Wednesday, 5 December, 2018

09.30 – 10.00 REGISTRATION AND REFRESHMENTS

10.00 – 10.15 CHAIRMAN'S OPENING REMARKS FOR DAY TWO

10.15 – 11.00 JOURNEYS OF FIRST GEN ENTREPRENEURS AND STRATEGIES FOR WEALTH LONGEVITY
2018 has seen the emergence of more unicorns as compared to the previous years. The past year alone has seen at least 10 start-ups which are unicorns. Irrespective of economic conditions, we are likely to see many more unicorns emerge over the next few years thanks to mega VC funds and plenty of dry powder. The resulting liquidity events will have a self-reinforcing effect of refilling the coffers of VCs for future investment and unleashing a wave of wealth creation for individuals.

This session will aim at understanding the journey of these first gen entrepreneurs on how they built their businesses and how will they manage & preserve their wealth generated through liquidity events such as exits/IPOs / strategic sales/ fund raised etc.

Moderator: Aditya Vazirani • VP-Corporate Strategy and Operations, Robinsons Cargo & Logistics Private Ltd.

Jitendra Gupta • Managing Director, PayU
Miftaur Rahman • Co-founder, WOW! Momo
Ramakant Sharma • Founder, Livspace

11.00 – 11.30 FAMILY BUSINESSES – KAL, AAJ AUR KAL

More often than not, a family business does not continue beyond three generations. This could be attributed to the fact that the family business at some point gets crowded. As they say “too many cooks spoil the broth” - is it preferable to split up the family business before it starts to suffer? This is where family business planning, governance and exit strategies gain importance. The end goal is to focus on running the family business and minimize dealing with internal family issues which would ultimately affect the business.

Zia Mody • Founder & Managing Partner, AZB & Partners

11.30 – 11.45 NETWORKING AND REFRESHMENTS

11.45 – 12.00 REAL-ESTATE, A LOCAL BUSINESS BUT A GLOBAL OPPORTUNITY

This session will examine perspectives and examples of deal/fund types to watch out for when considering diversifying in real estate outside your domestic market. The session will also highlight major macro trends and real estate disruptors that may change the way one invests in the sector.

Will Dickens • Director Investor Relations, Henley Investments, UK

12.00 – 13.00 CASE-STUDY: THE PROBLEM OF PLENTY

A second generation business man recently sold his business for a substantial sum of money. He desires to plan for

- His indemnification obligations pursuant to sale of business
- To preserve and grow his wealth
- Distribute it amongst his heirs during lifetime and post his death, such that he provides for successive generations and at the same time providing for adequate security for himself.

This session will seek audience participation in assisting such a person in planning each of these aspects.

CONFERENCE PROGRAMME • DAY 2

13.00 – 13.15 CHAIRMAN’S CLOSING REMARKS FOR THE CONFERENCE

13.15 – 14.30 NETWORKING LUNCH

14.30 – 16.30 **CO-INVESTMENT WORKSHOP**

A highly interactive two hour workshop will bring together Family Principals and their Next Generation Family Members looking to co- invest with like-minded peers. The workshop will deliver exclusive case studies and co-investment best practices designed to overcome challenges while also hearing about some interesting Co-Investment opportunities currently available.

16.30 – 17.00 CLOSE OF CONFERENCE

MAIN PARTNER



Founded in 1995 as a boutique Investment Banking firm, Edelweiss is now one of India's leading financial services conglomerates, offering a robust platform, to a diversified client base across domestic and global geographies.

Our continuous and single-minded focus is on understanding customers' needs and offering the right financial solutions. Being present in every financial life stage of a customer, helping them create, grow and protect their wealth, are our key lines of business.

- Credit (Retail, Corporate)
- Investment & Advisory (Wealth Management, Asset Management and Capital Markets)
- Distressed Asset Reconstruction
- Insurance

This diversified business model reflects our experience across India's multiple consuming facets, from industrial behemoths and large companies to small business as well as the average Indian urban and rural household.

Our 1,200,000+ strong client base is serviced through a network of over 450 offices, with over 10000 employees. The Group has a presence across all major cities in India.

We are one of the fastest growing private wealth management firms in India, offering private wealth solutions and strategies to new age entrepreneurs, business owners/promoters, family offices, C-suite and corporate treasuries. The group offers expert advice across a diversified spectrum of asset classes, backed by in-depth insights and expertise of the Edelweiss group. There is a strong focus on governance and transparency, with a comprehensive risk-monitoring process to protect client interests even during volatile times.

MAIN PARTNER



The Family Office group at Edelweiss is an independent platform which focuses on the long-term sustainability of the family values, wealth and business. This is achieved by a whole host of services driven by a common goal which is defined by the family charter. These services include succession planning, investment management, new business advisory, estate services, risk management, next-gen mentorship and philanthropy. The group focuses on preserving and growing the family wealth while keeping the key family values intact.

The 4 cornerstones of our Family Office that enable us to do this are :

1. Our wide internal and external Platform & Partnerships
2. Exceptional quality of People
3. Open architecture which allows transparency
4. Risk-focus ensuring maximisation of capital efficiency

Our objective is to connect with families on the deepest level and help them manage their legacy in a more sustainable manner.

Radhika Gupta • CEO, Edelweiss Asset Management Ltd

She has over 12 years of experience in domestic and global asset management across investments, sales and distribution. Prior to this, she was with Edelweiss Global Asset Management as business head – multi strategy funds. As the Business Head, she was responsible for setting the strategic direction for the team’s investment, distribution and platform. Her experience spans across product development, investments and sales distribution for national distributors, private banks, wealth managers and IFAs. Prior to joining Edelweiss in 2014, she was a Portfolio Manager with the US based AQR Capital Management, now a \$170 billion dollar asset manager, and a consultant with McKinsey & Company. She subsequently co-founded Forefront Capital Management Pvt. Ltd., a boutique PMS and AIF manager, which was acquired by Edelweiss in 2014. Radhika was an integral part of the acquisition of Forefront in 2014, the acquisition of the onshore business of JPMorgan Asset Management in 2016, and the acquisition of Ambit Alpha Fund in 2016. Radhika is a graduate of the Jerome Fisher Program in Management and Technology from the University of Pennsylvania, receiving joint degrees in Economics from the Wharton School and Computer Science Engineering from the Moore School.

Salil Thanawala • Practice Head, Edelweiss Family Office and Institutions Group

Salil has been a co-founder for Edelweiss Family Office business. This group dedicatedly cater only to family offices in India to create bespoke financial solutions for their clients. Salil has been part of Edelweiss since 2006 where-in he has been a key member of various business. He started his journey on the proprietary trading desk where he managed investments in India and the Asia-pacific markets. He has also setup the Asia Pacific trading desk of Edelweiss. He has additionally played a role in the commodities and insurance business of Edelweiss. He is a graduate of Bachelor in management studies from H.R College (Mumbai) and a MBA in finance and Strategy from ISB, Hyderabad.

For further information please contact:

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Practice Head,
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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).

For further information please contact:

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PROFESSIONAL PARTNER



Founded in 2006, Henley is a full service value add and opportunistic Private Equity Real Estate Investment Manager focussing on the geographies of the UK, Northern Europe, and the USA, across several property sectors.

We originate and manage opportunistic deals in their own SPV funds and invite institutional, family office and High Net Worth investors to join us in structured investments. We have an active deal flow, and investors can cherry pick which deals to participate in. We currently have around 40 different active SPV funds in operation having exited over 20, with an average IRR in excess of 40%. Fund structures can range from one large investor to several. Total equity invested per deal currently ranges from \$5m – \$150m.

Our current investment thesis is that we are long into the cycle and are far more situation based than macros theme based. We have adopted an approach called ADD (Arbitrage Distress Dislocation) to reduce downside risk, but still deliver opportunistic returns. Henley creates a Fund SPV for the investment and carries out all of the financing and asset management, providing a full service approach for investors. Given our broad base of asset management skills within the business, we are sometimes mandated by specific investors to search for a particular asset type, which we then operate on behalf of the investor. Henley will underwrite and participate in all of its own deals.

For further information on Henley Investments, please refer to the Henley Investment website: www.henleyinvestments.com

For further information please contact:

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KNOWLEDGE PARTNER



Orios Venture Partners is an early stage VC Fund, investing in next-generation Indian consumer business models. It is recognised for #BackingMisfits: companies and founders which are working in unchartered territories, disrupting the status quo. Some of its well-known investments are Pharmeasy, Country Delight, GoMechanic, ZipGo and Prettysecrets. Previously the fund's founders were the seed round lead investors of Druva and Ola. It has offices in Mumbai, Delhi & Bangalore, and a team of 20 people.

Using an "extreme selection" process, Orios looks at 1000s of investment opportunities each year to invest in approximately 0.1% of them. In 2016, it reviewed 4,183 startup presentations, met a 1000 of them to invest in 4. Companies with exceptional teams, leadership potential, massive markets, asset-light structure, strong margins, viral and network effect models, are invested in. It then backs this selection with extensive post investment mentoring, professional coaching, fundraising and hiring assistance. This combination has produced value creation close to \$10B and 500,000 jobs over the last 10 years.

In 2019 Orios will be investing extensively in Fintech, Insuretech, Vernacular Media, FMCG 2.0, Subscription Services, New Gen Transport and Social Media.

Please visit OriosVp.com for more information

Rehan Yar Khan • *Co Founder & Managing Partner*, Orios Venture Partners
Rehan has been an entrepreneur since 1992 building 3 companies; was also closely involved in the establishment of Indian Angel Network Mumbai Chapter and Harvard Angels. He is an active supporter of entrepreneurship development in India as a TiE Charter and an IVCA Executive Committee member. Rehan previously led investments in OlaCabs and Druva.

For further information, please contact:

Rehan Yar Khan
Co Founder & Managing Partner,
Orios Venture Partners

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SPEAKER BIOGRAPHIES

CONFERENCE CHAIRMAN

Suresh Chitturi • Vice-Chairman & Managing Director, Srinivasa Farms Pvt. Ltd.

Suresh Rayudu Chitturi is at the helm of Srinivasa Farms Pvt. Ltd. He holds a Bachelor's Degree in Computer Science Engineering from R.V. College of Engineering, Bangalore, and an MBA from Goizueta Business School, Emory University, USA. Additionally, he constantly sharpens his learning curve by doing short stints in top B-Schools like Indian School of Business (ISB) and Harvard Business School (HBS). He has the distinction of successfully completing 'The President's Programme in Leadership' from Harvard Business School. He holds strong analytical base and flair for innovative thinking that gives him wherewithal to pursue new opportunities. He is presently Chairman of CII Southern Regional Start-uppreneurs Forum and also the Vice Chairman of International Egg Commission (IEC) for next 2 years. Also he is the only 2nd Indian to be awarded this. He is an avid traveller and his hobbies extend to photography and reading.

Aarti Gupta

Chief Investment Officer,
DBR Ventures

Married into the promoter family of the Jagran Group, Dr. Gupta has been managing the family office of Mr. Devendra Mohan Gupta, for the last 8 years. She directs the Management and execution of the family's value-aligned investment strategy. Additionally, her role as the Chief Investment Officer of angel investing entity, DBR Ventures, involves diversifying the family's portfolio through investments in early stage start-ups. Named amongst the 22 Top Women Investors in the country by Inc42, she looks for companies with smart and transformative solutions to problems that exist on a larger scale. Dr. Gupta holds a doctorate in Economics from IIT Kanpur, a post graduate diploma in business studies from Harvard University, and a Master's degree in Economics from Northeastern University.

Abhijeet Pai

President,
Puzzolana Machinery

Mr. Pai is actively involved in the five decade old reputed family business 'PUZZOLANA GROUP', based in Hyderabad which has diversified interest in Engineering, Infrastructure, IT, FMCG and Dairy Industry. He made vital contribution in creating new age management by implementing SAP, Improved brand recognition, Strategic marketing, HR Tools, Practices in Cloud Analysis and Dynamic CRM for sales tracking. To his credit Puzzolana is now the promoter company of 'Infrastructure Equipment Skill Council' of India, aided by National Skill Development Corp. He has in his private time invested in several start-up companies and organizations beyond the activities of parent company.

Aditi Kothari Desai

Director and Head
-Sales & Marketing,
DSP Investment
Managers Pvt. Ltd.

Aditi joined Merrill Lynch's investment banking group in New York in 1998, primarily working on M&A activities in the Financial Institutions Group. Subsequently Aditi worked in DSP Merrill Lynch as part of the fixed income sales team and later joined DSP BlackRock in 2002 (then DSP Merrill Lynch Fund Managers), working on various initiatives, including establishing an offshore fund for foreign investors. Aditi is actively involved in social initiatives. She is a member on the Advisory Board of Dasra, India's leading strategic philanthropy foundation and also a trustee of the Hemendra Kothari Foundation and Wildlife Conservation Trust, actively involved with their educational initiatives in both urban and rural areas, as well as initiatives on saving India's forests and wildlife. Aditi holds a Bachelor of Science degree in Economics from the Wharton School of the University of Pennsylvania and an MBA from Harvard Business School.

Aditya Vazirani

VP- Corporate Strategy
and Operations,
Robinsons Cargo &
Logistics Private Ltd.

A passionate and meticulous professional, Aditya oversees the 3PL aspects of the company, ensuring the highest level of quality service is maintained. Aditya was also instrumental in obtaining the ISO 9001:2015 for RCNL, making it the first Indian Logistics & Supply Chain Management Company to be awarded the major quality accreditations. Aditya is an alumnus of Massachusetts Institute of Technology (MIT), Sloan School of Management and obtained an MSc. in Global Supply Chain Management from the prestigious Bordeaux Business School (KEDGE), France.

Amit Patni

Director,
Campden Family Connect

Amit Patni is the Indian Promoter of Campden Club and eldest scion of the Patni family. Currently he is the Founder & Director of RAAAY Global Investments (Single Family Office), Director at Raay Foundation, Co-founder & Chairman at Nirvana Venture Advisors, Co-founder and Partner in Elysium Investment, Co-Founder and Partner in The Hive-India, Director and Investor in Waterfield Advisors.

SPEAKER BIOGRAPHIES

Anirudh Damani

*Managing Partner,
Artha Venture Fund*

Anirudh has been an angel investor in India since 2011, prior to which he was an entrepreneur in the energy sector in the US and in India. Some of the key winners in his portfolio include Oyo Rooms, NowFloats, Exotel, Tala, Purple, Couflood and LenDenClub. Anirudh a.k.a AD began his professional journey as a door to door salesman in the arid climatic region of West Texas, where he would go knocking on 80-100 doors per day, convincing home owners to switch their electricity provider. His natural penchant for sales coupled with the ability to recruit, train and motivate others led to his quick rise in the ranks of the company. Anirudh strongly believes that investing in start-ups at an early stage creates the maximum impact in their lifecycle.

Chris Kolenaty

*Founder,
Snow Leopard Ventures*

For the past six years, Chris has been the Managing Director and Founder of Snow Leopard Ventures, an early stage venture fund that invests primarily in young, private, Indian businesses, with capital from Pune's Kirloskar family. In 2011, Chris moved to India with his wife, Gauri, after spending eight years in M&A investment banking at Merrill Lynch and at Centerview Partners. He is a graduate of Brown University. Chris was born and brought up in New York City. Today he enjoys spending time with his children, yoga, meditation and running.

Dilip Piramal

*Chairman,
VIP Industries*

Scion of the 100 year old Piramal family, Mr. Piramal's career as an independent entrepreneur began in 1973 with his takeover of VIP Industries Ltd., then known as Blowplast Ltd a diversified plastic processing company. An erstwhile ailing company, it was turned around in three years through professional management and innovative marketing strategies. VIP Luggage, which had a modest beginning, has today gone on to become one of the most famous Indian consumer brands. It has more than 50% market share in the organized luggage sector. Mr. Piramal has been the Past President of Organization of Plastic Producers of India (OPPI) and the prestigious IMC (Indian Merchant Chambers). Mr. Piramal takes active interest in social and philanthropic activities. He is involved with the Piramal Education Trust in his ancestral hometown Bagar, in the State of Rajasthan. In 1987, Mr. Piramal sponsored the establishment of the Piramal Gallery at the prestigious National Centre for Performing Arts in Mumbai.

Dominic Samuelson

*CEO,
Campden Wealth*

Dominic joined Campden in 2007 and became CEO in 2013. During his tenure he has been responsible for launching the research business in 2008, establishing US and Asian operating businesses in 2007 and 2012, overseeing the acquisition of the Institute of Private Investors in 2011 and the development of Campden's private meetings and awards series globally for ultra-affluent business-owning families and family offices.

Ghazalah Moloobhoy

*Director,
A. S. Moloobhoy Pvt. Ltd.*

Ghazalah handles the leisure market segment in the UAE and GCC countries and manages OEM relations on an International Scale. She is also in charge of the Advertising, Marketing, PR, Website development, Branding and Strategy for the Moloobhoy Group of Companies and she has been working with Moloobhoy since 2009. Taking A. S. Moloobhoy Pvt. Ltd. global is her goal for the next 5 years. Ghazalah graduated on the Deans List from Annenberg School of Communication at the University of Southern California, Los Angeles with a Major in Communication and a Double Minor in Advertising and Theatre Arts. Ghazalah is a brand mascot for USC.

Henry Samuelson

*Director of Membership
& Education,
Campden Wealth*

Henry Samuelson joined Campden Wealth as Director of Membership & Education in July 2013. He is responsible for growing the international Membership and developing new Private Wealth Management programs with leading universities around the world.

Jai Rupani

*Chief Investment Officer,
Dinesh Hinduja Family Office*

As the CIO of the Dinesh Hinduja Family Office, he oversees investments across all asset classes for the group: real estate, stocks, bonds, structured products, private equity and venture capital. He also has primary responsibility for Gokaldas Lifestyle, a real estate development company focused on luxury projects. He has completed his formal education in Finance and Real Estate at the University of Michigan, Ann Arbor and the University of Texas at Austin in the United States. In his free time he enjoys mentoring start-ups, playing golf and spending time with his family.

SPEAKER BIOGRAPHIES

Jitendra Gupta

*Managing Director,
PayU*

Jitendra was Founder and CEO of Citrus Pay, a leading digital payments company in India. Post-acquisition of Citrus Pay by Naspers, he is at PayU India, as their Managing Director. He has more than 12 years of work experience in banking and financial services industry and is considered an expert in payments industry. During his tenure at Citrus, he grew the company to a 300 member+ strong team and the company was counted among Top 3 payment companies in India within a span of 4 years. Citrus counted its investors base from Sequoia Capital and E-context Japan to Ascent Capital in Series C round. He also led Citrus to the largest all-cash deal in the fintech space in India, with the acquisition of Citrus by Naspers Group in September 2016. He graduated from Sydenham College, Mumbai and is a qualified Chartered Accountant.

Kamini Saraf

*Founder,
Fashion Yatra*

Apart from her involvement in her Family Business, she also founded Fashion Yatra in 2005 as the largest Fashion Exhibition in Hyderabad - a one of its kind concept which created a market place for new and upcoming designers to showcase their designer garments, jewellery and lifestyle products under one roof. She expanded The Fashion Yatra Exhibition to Chennai in 2007 and to 6 other major cities in 2008 conducting 10 exhibitions per year successfully in Delhi, Hyderabad, Mumbai, Calcutta and Jaipur. Ms. Saraf also founded one of the leading multi-designer luxury fashion boutique - Angasutra in Hyderabad. Ms. Saraf is the Chairperson of FICCI FLO 2017-18. She has also been actively supporting the education of 500 under privileged girls per year under the banner of 'Nanhi Kali' and 'Teach For Change'.

Miftaur Rahman

*Co-founder,
WOW! Momo*

Miftaur is a qualified Chartered Accountant and Company Secretary. He is the Co-founder and CFO (Chief Finance and Operations Officer) of the Company. He currently takes care of the Cost Controls and Operations and is responsible for keeping the business profitable as it scales up across territories in India. He was previously with PwC in the Risk Advisory Department for 5 years. He left his Corporate profile to join his college friends as a third Co-Founder in Wow! Momo to scale up the start-up and turn it to a world class corporate.

Dr. Niranjani Hiranandani

*Co-founder & Managing Director,
Hiranandani Group of Companies*

Dr. Niranjani Hiranandani is known as the 'Builder Extraordinaire' and as the Man responsible for changing the skyline of Mumbai with the delivery of landmark project 'Hiranandani Gardens' in Powai. With his profound knowledge, sharp business acumen and an ambitious attitude, he has been conferred with leadership roles across various prominent business organisations and chambers by Industry pundits. He completed his F.C.A. from the Institute of Chartered Accountants of India and his Doctorate in Philosophy - "Housing Revolution in India- Challenges and Prospects."

Nitai Utkarsh

*Lead- Investments Strategy &
Chairman's Family Office,
Hero MotoCorp*

Nitai is a Financial Services professional with deep expertise in Family Office and the Investment Advisory space and is currently managing Chairman's Office at Hero MotoCorp, the world's largest two-wheeler manufacturer. Over the years, Nitai has been exposed to different asset classes and markets (domestic and global), giving him rich experience and an extensive network. As part of Private Banks, Institutional and Boutique Multi and Single Family Offices, Nitai has worked closely with Ultra High Net Worth Families, Corporate Treasuries, highly placed professionals, and entrepreneurs. Nitai holds a degree in engineering from the Indian Institute of Technology and MBA from the Indian Institute of Management.

Prashant Mehta

*Chief Investments Officer,
KEF Holdings*

Prashant Mehta is a banking professional with over 18 years of experience in the industry. In his role, he advises the KEF group on investment decisions, new investment products and identifying new opportunities in local and global markets. A native of Mumbai, he has experience in wealth management and private banking.

Ramakant Sharma

*Co-founder,
Livspace*

Ramakant Sharma is the co-founder and COO of Livspace.com, India's no. 1 home interiors and renovation platform for interior designers, homeowners and suppliers. Before founding Livspace, Ramakant was a core team member and VP of engineering at Myntra.com. Prior to joining Myntra, Ramakant headed online gaming platform Zapak.com. He holds a B.Tech degree from IIT, Kanpur, and an MBA in Finance and Marketing from Indian School of Business, Hyderabad. He is passionate about giving back to the community by mentoring and investing in technology startups. Ramakant was recently named as one of GQ's 50 Most Influential Young Indians for 2018. He was also awarded the Business World Young Entrepreneur Award, 2018.

SPEAKER BIOGRAPHIES

Sanjay Mehta

*Private Investor,
Mehta Ventures*

Sanjay Mehta is a Venture Capitalist and runs family office investments through proprietary fund called Mehta Ventures. Mehta Ventures is designed as an independent, privately-owned boutique family office, which provides comprehensive start-up, estate and crypto co-investment opportunities to trusted network of HNI families globally. He has investments in over 100+ start-ups and is a technology evangelist and serial entrepreneur.

Siddharth Kothari

*Chief Investment Strategist,
Om Kothari Group*

Om Kothari Group was founded by Siddharth's grandfather in 1971 and has interests in engineering construction, infrastructure, automotive dealerships, manufacturing and real estate. The group's flagship company, Om Metals Infraprojects Ltd., (listed on the NSE and BSE) is a global leader in hydro-mechanical equipment for dams. Upon graduating from Boston University with Finance and Entrepreneurship degrees, Siddharth has invested in and scaled multiple businesses. His close engagement in companies at each stage of their lifecycle has helped him find investment success in stocks and start-ups.

Sidhartha Mehra

*Chief Financial Officer,
Jupiter Capital*

Sidhartha Mehra serves as the Chief Financial Officer at Jupiter Capital, the Family Office of Rajeev Chandrashekhar. Mr. Mehra has been Non-Executive Director at AXISCADES Engineering Technologies Limited since August 10, 2016. Before this, he was associated with companies such as GE Capital, UK and Barclays. He is a Chartered Accountant by education.

Sumeet Kabra

*Director,
RR Global*

Sumeet is an astute & result oriented professional with extensive experience in Deal Negotiation, Customer Acquisition, Idea Generation and Analysis. He is regarded as a highly versatile and proactive leader with a passion to deliver extensive managerial skills, natural ability to identify & nurture the right talent & capitalize upon opportunities to maximise performance and optimise company profits. An Engineer and an Alumni of S P Jain School of Business he is regarded as one of the creative entrepreneurs and most knowledgeable resources of RR Global. He has been awarded "Emerging Business Leader" by WCRC, in London (2014). He enjoys sharing what he has learned with others and strongly believes that success comes with constant innovation and ability to deal with change.

Uma Kollareddy

*Executive Director,
Midwest*

Midwest is the largest Indian natural stone company, mining over 3.5 mtpa of granite globally, employing over 1600 personnel worldwide and exporting its products to over 30 countries. Ms. Kollareddy started her career in Bank of America Securities, New York as an investment banking analyst which made her an expert at innovative fundraising structures. At Midwest, she entered a JV with Shapoorji-Pallonji group, negotiating a milestone-based investment for Midwest's African coal asset, without giving up controlling stake. She pioneered a trade finance relationship with Cargill that boosted Midwest's access to credit lines. She set up a tax efficient corporate family office holding structure for overseas assets involving multiple jurisdictions to take advantage of Double Taxation Treaties and Investor Protection agreements. She has a double master, MS Financial Engineering from Columbia Engineering School and MBA from Columbia Business School.

Vinati Saraf Mutreja

*Managing Director & CEO,
Vinati Organics Ltd.*

Ms. Vinati Saraf Mutreja served as a Consultant for Mercer Oliver Wyman, a New York based consulting firm specialising in financial services and risk management. Ms. Mutreja joined Vinati Organics Limited in 2006 and has been its Managing Director since 2018. She is instrumental in securing long-term sales contracts with several MNC customers as well as in streamlining finance, and production processes. Ms. Mutreja has been a Non Independent Executive Director of Vinati Organics Limited since 2006 and serves as its CEO since 2018. She attended the University of Pennsylvania where she received Bachelors in Economics and Finance from the Wharton School and Bachelors in Applied Science, Biotech and Pharmaceutical Development from the School of Engineering and Applied Sciences.

Yash Poddar

*Head- Investments,
Vikas Poddar Family Office*

As a Nextgen family member, he monitors, filters and controls investments across asset classes for the group: Equities, Equity Products, structured products, private equity and venture capital. He has the prime role of actively running the family office, and is constantly on the lookout for the next big opportunity. He has completed his formal education in Entrepreneurship, Investment Management and Financial Analysis at Babson College in the United States.

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To learn more about the membership opportunities for families and private investors, call Priya Ganesh on +91 22 66940176 or email priya@campdenfamilyconnect.com

www.campdenfamilyconnect.com

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