

Helping UHNW families grow, nurture their wealth

Amit Patni looks back at an illustrious career and describes how he's used these learnings to lead Campden Family Connect in India

etpanache@timesgroup.com

Amit Patni is a third-generation member of the Patni family — founders of Patni Computers. He is the founder and director of RAAY Global Investment, a single family office, and also spearheads Campden Family Connect's business in India, focusing on the growth and strategy of the firm in the country. Excerpts from an interview:

How has your journey been after exiting Patni Computers a decade ago?

This has been an exciting, enlightening and adventurous journey. My father believed in separating personal and business wealth. He set up a family office in 2002, long before Patni Computers was sold. In those early years, I gained a lot of knowledge about family offices. One of the first things I did when our family business was sold was to establish RAAY Global Investments, a single family office with a detailed system, including extensive investment processes from trust and estate planning to philanthropy and more. RAAY anchored many new businesses and investments. The right team and practices have helped me preserve and grow my wealth.

What are your key strategic and private investments and which ones are close to your heart?

At RAAY, we invest in public and private markets and we also have anchored three venture funds: Nirvana Venture Advisors, The Hive, and IdeaSpring Capital. Our private investments include Wellness Forever, Bombay Shirt Company, Waterfield Advisors, etc. We work closely with the promoters and look for businesses driven by a competent promoter and founder.

How have family offices helped you in your personal journey, and what are your key learnings?

Despite being an established family office, I have learnt a lot by introducing Campden



Amit Patni, director, Campden Family Connect

Family Connect in India. We started this peer-to-peer networking platform for multi-generational business families and single-family offices, in 2016, in a joint venture with Campden Wealth of UK. The family office helped structure my daughters' trusts to safeguard their assets till perpetuity. Our family office seeded my daughter Aakriti's passion-driven venture. I learnt and benefitted a lot from my own single-family office and being part of the Campden community.

What is your most valuable advice to family offices and family businesses?

For multi-generational family businesses, structuring the family office is crucial for segregating your personal wealth from your operating business. Having a membership in a club like Campden helps families accomplish the same along with succession planning, trust and estate planning, philanthropy, etc, by learning and engaging with their peers. My advice to UHNW families is to join Campden Family Connect which has been existing in India for the past six years. It will be valuable as you grow bigger •