

THE INDIAN FAMILIES IN BUSINESS CONFERENCE

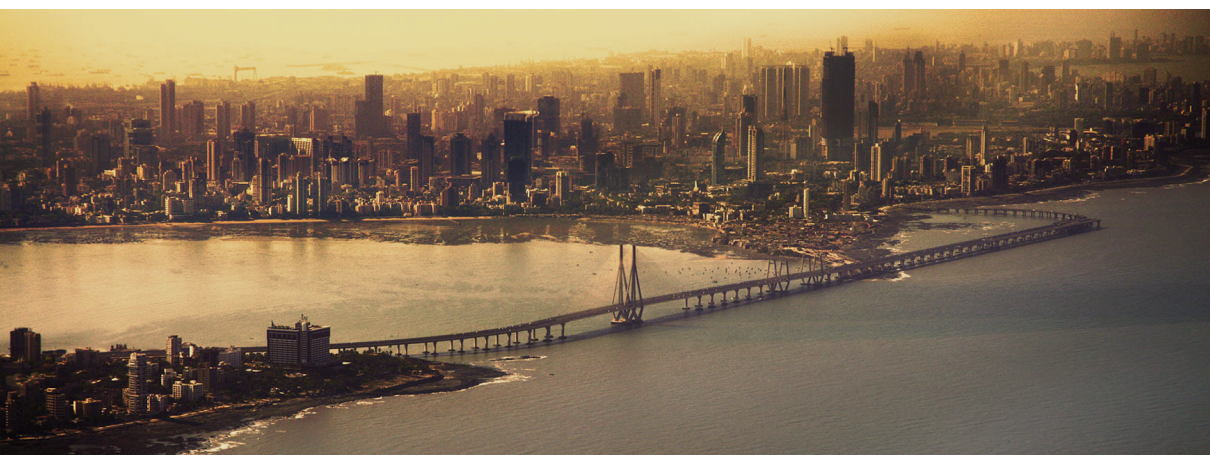
11 & 12 April, 2018

Trident BKC • Mumbai, India

Nurturing Family Engagement Across Generations



*The 5th annual Indian private conference for family business leaders,
owners and next generation family members*



Main Partner:

EDELWEISS GLOBAL WEALTH MANAGEMENT

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A Patni family & Campden alliance

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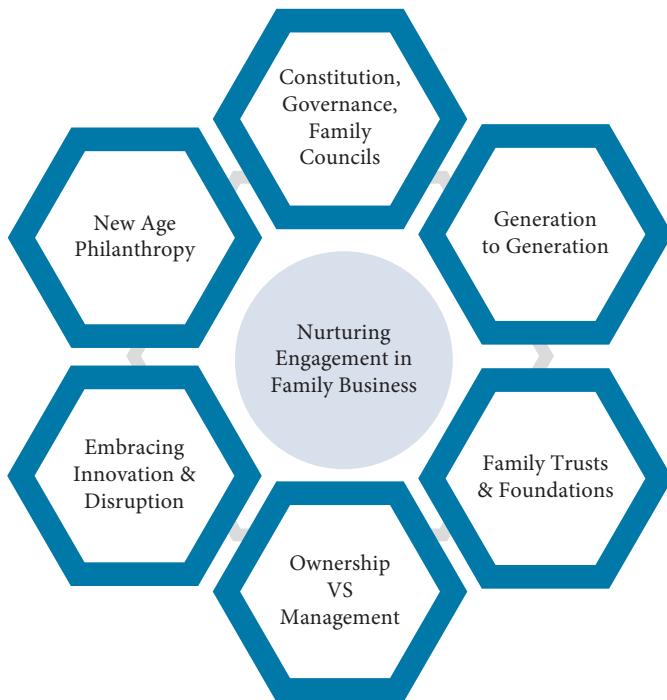
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Nurturing family engagement across generations



“Good fortune often happens when opportunity meets with preparation” – Thomas A. Edison

Some families have successfully engaged numerous relatives in the business and the business of the family. Family engagement is rooted in family values and culture, is nurtured through genuine communication, and is displayed in the family business, the family office, the board, and philanthropic activity to name a few. Attend this Forum to learn how families encourage engagement across all facets of the family. Hear stories around inclusion vs. exclusion, and practical ways to foster interest in the family through education, diversification, and the family bank.



6 REASONS TO ATTEND:

- 1 HEAR from the best – ultra high-net-worth families and their CIO who will share what they know and how they've dealt with the challenges that come their way.
- 2 ENGAGE in interactive group sessions that will help map out the future goals and direction of your own family office and business.
- 3 LEARN the latest strategies and successes for gaining strength in a volatile market.
- 4 GAIN ACCESS to new investment opportunities in both the closed-door sessions and panel discussions.
- 5 CONNECT with many leading families and key family office executives. Develop an impressive network of peers.
- 6 COCKTAIL RECEPTION A popular occasion where you are able to interact with your peers, will take place on Wednesday 11th April. Spouses, partners, children and all family members are invited.

WHO QUALIFIES TO ATTEND?

This conference is open exclusively to:

- Family principals and family members
- Family office executives of single and private multi family offices (unaffiliated with any bank or financial services firm or corporation)
- Ultra-High-Net-Worth private investors

No press admitted. This conference provides attendees with an exclusive, discreet and relaxed environment in which to share their experiences and expertise with like-minded peers.

4 WAYS TO REGISTER:

- 1 Phone: +91 22 66940176
- 2 E-mail: neha@campdenfamilyconnect.com
- 3 Online: www.campdenconferences.com/mumbaibusiness
- 4 Complete and return the enclosed booking form by either fax/scan or post (see enclosed booking form for details)

CONFERENCE CHAIRMAN:

LAVANYA NALLI • *Chairperson, Nalli Group, India*

Ms. Nalli the fifth-generation scion and the first woman executive of the USD 100 million dollar, 88 year old group. She has been featured as one of Asia's women to watch out for in Forbes List 2016. Ms. Nalli started her career 11 years ago with the group and focused on new business development, growth opportunities, retail store operations and a private-label strategy. Within the Nalli Group, she also incubated a mission-based venture that brought design-led products to the marketplace through artisan empowerment. During her tenure, the company doubled its revenues, expanding from 14 to 21 stores.

PROFILE OF CONFERENCE SPEAKERS:

MV SUBBIAH • *Former Chairman, Murugappa Group, India*

Mr Subbiah is an Indian industrialist, patriarch of the Murugappa family, and a former executive chairman of the Murugappa Group, known for his turnaround of EID Parry. In 2012, he was awarded India's third highest civilian honour, the Padma Bhushan From 2008 till 2013 he was the Chairman of National Skill Development Corporation. He studied Engineering at the University of Birmingham for two years (but did not graduate) and got his Diploma in Industrial Administration from Aston University. He also studied at Harvard Business School.

MERRILL J. FERNANDO • *Founder, Dilmah Tea, Sri Lanka*

Mr Fernando dedicated his life to tea when in the 1950s, he saw the concentration of ownership in the tea industry in the hands of a few large corporations. It took him nearly four decades and in 1988 he launched his own brand – Dilmah. Dilmah was the first producer owned tea brand, and offered tea 'picked, perfected and packed' at origin. Dilmah Founder Merrill J. Fernando received the Business for Peace Award on the 6th of May 2015, incidentally also his birthday, as one of the five 2015 Oslo Business for Peace Honourees, by the Award Committee of Nobel Laureates in Peace and Economics.

NAINIK RUPANI • *Chairman, Roopmeck Electricals, India*

Mr Rupani is an Indian Entrepreneur and Philanthropist who is the Chairman of Roopmeck Electricals Pvt. Ltd. He is also the Chairman Emeritus of Priyadarshni Academy, a prominent NGO which provides educational scholarships to needy and deserving students. He also introduced Contact Point on 27 November 1988 that was a huge leap for the nation He was the first to start communications in the private sector.

RAJAN NAVANI • *Vice Chairman & MD, Jetline Group, India*

Jetline Group of Companies has interests in packaging manufacturing, IT services, digital media and new ventures in innovative entertainment and organized consumer retail. Mr Navani is currently the Chairman of the CII National Council on India@75. He is a founding trustee of the India@75 Foundation which is working to help create an inclusive, developed India of 2022. He is a trustee of Aspen's Ananta Centre in India, fellow of the Aspen India Leadership Initiative 2011–2012 and member of the Aspen Global Leadership Network.

MADHUKAR TALWALKAR • *Managing Director, Talwalkars, India*

Mr. Talwalkar has over 5 decades of experience in the health and fitness industry. He holds a Bachelor's degree in Textile Engineering from Veer Jijamata Technical Institute, Mumbai, and was the Founder President of Greater Bombay Body Builders Association. He currently serves as the President of Maharashtra State Body Builders Federation. He is our motivation behind many of our fitness events and competitions including Talwalkars Classique. His guidance has been an indispensable asset, and he has significantly contributed towards our expansion and positioning as a leader in health and fitness.

TRISHYA SCREWVALA • *Founder, The Lighthouse Project, India*

Ms Screwala is Founder/ Director of Raindancer, a not-for-profit organization that aims to inspire urban Indian youth to affect change by generating awareness and creating platforms for sustained volunteering. She is a trustee of The Swades Foundation, which is committed to rural empowerment through interventions in water, health, agriculture, livelihood and education and is touching 3,50,000 people across Maharashtra.

ZIA MODY • *Founder, AZB & Partners, India*

Ms Mody is an Indian legal consultant. She is considered an authority on corporate merger and acquisition law, securities law, private equity and project finance. Born in a Parsi family to Soli Sorabjee, a former Attorney General of India, she is an active member in the Bahá'í community. She started her own practice in Mumbai in 1984, which she merged twice with other firms to form AZB & Partners, one of India's largest law firms, where she is the managing partner.

FEISAL ALIBHAI • *Founder & CEO, Qineticare, Hong Kong*

Born in the Democratic Republic of the Congo and a graduate of The University of Pennsylvania, The Wharton School, Feisal moved to Hong Kong in 1992 to open the buying office of his Eastern European company, which expanded into a successful FMCG distribution business across war-torn Africa. Feisal's personal experience was the inspiration for Qineticare. At the age of 35, married with two young boys, he was diagnosed with stage three cancer. Initially he didn't know where to turn, and he underwent a steep and rapid learning curve. His unique experiences form the basis of Qineticare's philosophy and approach.

CONFERENCE PROGRAMME

DAY ONE

“Nurturing Family Engagement across Generations”

Wednesday 11th April 2018

- 09.45 – 10.00 **Registration and Refreshments**
- 10.00 – 10.10 **Chairperson’s Opening Remarks**
Lavanya Nalli • *Chairperson, Nalli Group, India*
- 10.10 – 10.15 **Director’s Address & Welcome**
Ayushi Patni • *Director, Campden Family Connect, India*
- 10.15 – 11.00 **FAMILY CASE STUDY: SHINING A LIGHT: BUILDING RESILIENCY IN FAMILY AND BUSINESS**
Sustaining a multigenerational family enterprise is both an art and a science. How do thriving families achieve longevity? What are the challenges and key success factors to instilling resiliency in your family members, your business, and family enterprise? How do families overcome obstacles and continue to build family unity across generations? This panel will explore the role of communication, the balance between process, structure and freedom. Hear personal and family stories from two Families to see how they managed and succeeded through the challenges of family and business complexity.
Dr. Nalli Kuppupswami Chetti • *Chairman, Nalli Group, India*
Lavanya Nalli • *Chairperson, Nalli Group, India*
Anuj Khanna • *Managing Director, C&S Electric, India*
Rishi Khanna • *Managing Director, C&S Electric, India*
Moderator: Anil Sainani • *Director, S & S Empowering Solutions, India*
- 11.00 – 11.30 **Morning Networking and Refreshments**
- 11.30 – 12.15 **PANEL: INTRAPRENEURSHIP IN FAMILY BUSINESS – A KEY TO LONG TERM SURVIVAL**
By renewing the spirit for entrepreneurship within family firms, founders can optimise their succession plans and empower next gens to take over management control. How to value flexibility and adaptability in family businesses; how to develop entrepreneurship and innovation in family businesses; how to build a culture of innovative leadership; how to balance long-term planning with risk taking; how to involve next gen in the journey to succession Family Intrapreneurship is a bridge between entrepreneurship and corporate innovation, a link between the founder and descendants. Innovation, entrepreneurship and succession have always played a central role in the growth of family business
Rajan Navani • *Vice Chairman & MD, Jetline Group, India*
Parag Desai • *Executive Director, Wagh Bakri Tea Group, India*
Tanuja Gomes • *Co-Founder, Furtados School Of Music, India*
Moderator: Hemant Daga • *Deputy CEO -Global Wealth & Asset Management, Edelweiss, India*
- 12.15 – 13.00 **SESSION: NPA CRISIS: DISTRESSED COMPANIES GIVING A BOOST TO OPERATING OWNERSHIP, NOT JUST ECONOMIC OWNERSHIP**
Learning from the Indian banking crisis is that promoters have relied overtly on debt while choosing not to dilute their equity. The current crisis presents an opportunity for the new promoters to buy operating businesses (which have deep intrinsic value) at an attractive value, strategically fitting well, aiding them in:
• Growth into new vectors enabling diversification of businesses,
• Provides platform for the next-gen to grow something new outside the umbrella of the family business
• Allocation of surplus capital into new business opportunities
Nitin Jain • *CEO-Global Wealth & Asset Management, Edelweiss, India*
Shailesh Haribhakti • *Chairman, Haribhakti & Co, India*
- 13.00 – 14.30 **Networking Lunch**
- 14.30 – 15.15 **PANEL: NON-EXECUTIVE DIRECTORS AND THE NEED FOR A BALANCED BOARD**
Sourcing the right talent for your family’s business & board
• Selecting the right family and non-family members
• Holding family members and non-family executives to account
• How to remove family members who are not performing
Abhishek Lodha • *Managing Director, Lodha Group, India*
Gauri Kirloskar • *Non-Executive Director, Kirloskar Oil Engines, India*
Nanik Rupani • *Chairman, Roopmeck Electricals, India*
Moderator: Dilip Piramal • *Chairman, VIP Industries, India*
- 15.15 – 16.00 **EXCLUSIVE PANEL: HOW MILLENNIAL DONORS ARE REVOLUTIONIZING GIVING**
Next gen big donors are ushering in an “impact revolution,” They are willing to change whatever needs changing to achieve real, observable results from their giving and finally “move the needle” on some of our biggest social problems and aspirations. This panel explores how Millennials are different from their parents and grandparents as donors and how they are successfully engaged in Non-Profits, Philanthropy, CSR, Family Giving and Impact Investments. This discussion will observe how the Millennial Donors have a passion to wield their financial might differently than previous generations.
Ayushi Patni • *Director, Raay Foundation, India*
Radha Goenka • *Trustee, RPG Foundation, India*
Rajvi Mariwala • *Director, Mariwala Health Initiative, India*
Trishya Screwvala • *Founder, The Lighthouse Project, India*
Moderator: Leena Dandekar • *Director, Raintree Foundation, India*
- 16.00 – 16.30 **Afternoon Networking and Refreshments**
- 16.30 – 17.15 **PANEL: SUSTAINABILITY – THE SPRING BOARD FOR FUTURE GENERATIONS**
While many wealthy people desire to pass most of their wealth to their children, grandchildren, and other heirs, they often grapple with a fundamental question: “Can our wealth benefit our generation and be passed on to future generations while also having a positive impact on those future generations? This panel will discuss the varied viewpoints, thoughts and solutions.
Amit Patni • *Director, Raay Global, India*
Madhukar Talwalkar • *Managing Director, Talwalkars, India*
Nayan Patel • *Executive Director, Patel Extrusion Group, India*
Moderator: Kamini Saraf • *Director, Radha Smelters, India*
- 17.15 – 17.30 **Chairperson’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

CONFERENCE PROGRAMME

DAY TWO

“Nurturing Family Engagement across Generations”

Thursday 12th April 2018

09.14 – 09.45	Registration
09.45 – 10.00	Chairperson’s Opening Remarks for Day Two Lavanya Nalli • <i>Vice Chairman, Nalli Group, India</i>
10.00 – 10.45	INDIA & INTERNATIONAL: TEA & DYNASTY – FORTIFYING THE FAMILY’S FUTURE OVER GENERATIONS As the world around us changes, families and their family holdings must adapt accordingly in order to survive for future generations. This interesting session covering two large Tea Players from an International terrain and Indian Market as well, will explore the infusion of new ideas and enthusiasm that every next generation members must bring to the family firm if it is to survive and thrive over generations. From respecting the pioneering heritage of the Patriarch’s legacy and passion for tea, to appealing to a global market of billions of consumers with ever-changing tastes- how has the family stayed true to their values while re-engineering themselves to adapt to the challenges of the 21st century? This is the discussion of Two Markets, Two Families and Two large Tea Brands in Two different countries. Merrill J. Fernando • <i>Founder, Dilmah Tea, Sri Lanka</i> Moderator: Parag Desai • <i>Executive Director, Wagh Bakri Tea Group, India</i>
10.45 – 11.30	FIRESIDE CHAT: FROM GENERATION TO GENERATION: STABILITY, GOVERNANCE, GROWTH AND GIVING BACK <ul style="list-style-type: none"> • The key to prosperity – embracing change • Building Generational Business Success, Family Strength and an Ecosystem for Growth • Restructuring Family and Corporate Governance as the number of Family Members grows • Balancing different objectives, attitudes and intents of Family Members • Succession Planning and preparing the Next Generation to be sensible shareholders and leaders • Investing in Society – Impactful Philanthropy and Strategic Giving by Families • Key challenges, learnings and success in Philanthropy MV Subbiah • <i>Former Chairman, Murugappa Group, India</i> Moderator: Lavanya Nalli • <i>Chairperson, Nalli Group, India</i>
11.30 – 11.45	Morning Networking and Refreshments
11.45 – 12.15	MASTERCLASS: PREPARING THE FAMILY CONSTITUTION Zia Mody • <i>Founder, AZB & Partners, India</i>
12.15 – 13.00	CLOSING PANEL: WOMEN LEADERSHIP IN FAMILY BUSINESS – CHALLENGES & OPPORTUNITIES Women are not new to leadership; but are still outnumbered by men in the most prestigious positions. This panel examines the causes of women’s underrepresentation in leadership roles in business, the opportunities and the challenges that they face in their leadership journeys. Samina Vaziralli • <i>Executive Vice Chairperson, Cipla Limited, India</i> Nisaba Godrej • <i>Chairperson, Godrej Consumer Products, India</i> Moderator: Aditi Kothari Desai • <i>Additional Executive Director & Head – Sales & Marketing, DSP Blackrock, India</i>
13.00 – 13.10	Chairperson’s Closing Remarks
13.10 – 14.30	Networking Lunch
14.30 – 16.30	EXCLUSIVE CLOSED-DOOR ROUNDTABLE DISCUSSION TOPIC: THE DROP DEAD PLAN – MUCH MORE THAN A WILL If you want to ensure your business’s and your family’s wellbeing after you have gone, then join this interactive breakout session to discover more about the Drop Dead Plan. Be inspired about considering your last days wishes, your digital legacy, and what will actually happen to your business and your family if you suddenly died (not what you just hope will happen – that’s if you’ve even thought about it). If you have always shied away from this idea, then come along for a taste of how to address a very uncomfortable topic with your family and others in your business.
16.30 – 17.00	Evening Networking and Refreshments
17.00	Close of Conference

FEEDBACK FROM PREVIOUS CONFERENCES

“My family and I attended The Indian Families in Business Conference and we intend to make it the destination of our annual trip/family meeting for the years to come.”

CEO, Family Business, India

“Excellent organisation, great atmosphere and impressive speakers.”

Chairman, Family Business, India

“I enjoyed enormously spending two days surrounded by like-minded family business owners.”

Owner, Family Business, UK

“The conference was very high quality and exceeded my expectations. Beyond the quality of the core presentations the co-chairs and participating families presented themselves warmly and with authenticity and integrity.”

Family Member, Family Business, USA

“Excellent conference and very inspirational.”
Next Gen Family Member, Family Business, India

Main Partner:



Professional Partner:



AZB & PARTNERS
ADVOCATES & SOLICITORS

Organised by:

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