

# INDIAN FAMILIES IN BUSINESS FORUM

*Redefining Family Businesses For Success*

April 21, 2022

Four Seasons | Mumbai, India

*An annual forum dedicated to significant Family Business Owners,  
their Family Offices and Next Gen Family members*



*Main Partner:*

**TRUE NORTH**

*Professional Partners:*

**DSP INVESTMENT MANAGERS PVT LTD**

**AEQUITAS INVESTMENT CONSULTANCY PRIVATE LIMITED**

**AZB & PARTNERS**

# WELCOME



**Amit  
Patni**

**Dear Delegate,**

I hope you and your families are well.

I am delighted to extend a warm welcome to you for Campden Family Connect's annual **Indian Families In Business Forum**.

In this one-day forum, our experts will address topics across business and investment opportunities, through both perspectives – Indian and Global.

We have a great 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, expertise, and stories. We plan to keep the proceedings as informal as we can, with each session having time set aside for questions and debate. Please feel free to ask the speakers any questions at the end of each session.

We would like to thank our Main partner: **True North** and our professional partners: **DSP Investment Managers Pvt Ltd**, **Aequitas Investment Consultancy Pvt Ltd** and **AZB & Partners** who have so kindly assisted us in planning this forum.

Our endeavour was, is and will always be to enable peer-to-peer learning and networking. With this mission, in the past 2 years, we produced and hosted over 140 webinars including 6 annual flagship forums. With our upcoming annual Indian Families in Business Forum, we will resume our large in-person formats, enabling for face-to-face networking and insight sharing. Please be rest assured that we will adhere to all safety protocols.

I would like to thank our esteemed Members, for their overwhelming response and support and continually believing in our offering.

As we constantly strive to improve the quality of our sessions, we are keen to hear your thoughts on this in-person forum and receive your feedback.

Should you require any assistance during the sessions, please do not hesitate to contact any member of the Campden Family Connect team.

I wish you an enjoyable and stimulating day at the forum.

Yours faithfully,

**Amit Patni**

Director

Campden Family Connect



## REDEFINING FAMILY BUSINESSES FOR SUCCESS

Given the recent pandemic and challenges, it is commendable to note that family businesses have been one of the quickest to adapt to changes such that they continue to be the driving force behind the development and growth of economies across the globe. Family businesses in India constitute a significant chunk of the economy, contributing almost 70% to the GDP. They have achieved this by bringing varied diversifications to their business models- digitization, adapting ESG compliant measures, increased focus on CSR activities, market diversification, NXG leadership, professionalizing the team/ board/ management to steer through crisis, globalisation and/or even strategic consolidations.

Themed on 'Redefining Family Businesses For Success' the upcoming Indian Families in Business Forum will host family business owners, family office principals, NextGens, CIOs of single-family offices and large private investors to address innovative, topical issues that provide families with ideas and solutions ideal to their business environment. Through panel discussions, keynotes and interactive round-tables, this summit will see eminent business families share their current position, management and operations of the businesses; their strategy and their prospects.

### KEY HIGHLIGHTS OF THE IN-PERSON MEETING INCLUDES:

- **Cutting-Edge Content** - The programme is focused on the theme of "Redefining Family Businesses For Success"
- **Peer-To-Peer Insight And Intelligence** - Hear directly from both family principals and NexGens of some of the foremost global business families.
- **Networking with Leading Families** - We have curated this one-day forum with multiple dedicated sessions, allowing family business members and CIOs to network and discuss in private and discreet small groups, going beyond a regular conference with one-way talks and presentations.

If you wish to better understand the family business and investment landscape and ensure you have the expertise and knowledge to capitalise on the opportunities within the sector, this global macro event is a must-attend meeting which is built around 3 pillars showing families how to:

- **Align to a purpose in order to clearly define a multi-generational strategy**
- **Build a strategy around the individual/family taking into account inherent goals, objectives and biases**
- **Adopt cutting-edge investment strategies to achieve the best possible returns**

We designed this meeting to bring together highly prominent family principals, chief executives of private family offices and innovative strategists to share their experience, learn from each other and network within their peer group. Our excellent array of speakers representing global family businesses and investment experts will showcase best practice approaches to highlight the most vital trends and models and identify the investment opportunities of the future.

## WHO WE ARE



### WHO ARE THE CAMPDEN COMMUNITY

Campden Family Connect is the global membership organization providing thought-leadership, intelligence and networking opportunities for UHNW multi-generation families. Our member-only meeting help the community explore and discuss a range of topics from ethics, leadership and social trends to wealth management, estate planning, investment and governance. Our community members are the world's leading business-owning, financial and philanthropic families and their family office senior executives. All of our members are vetted before they join, based on a series of criteria including wealth level. Campden Wealth is the parent company of the institute for private investors ( IPI ).



### CORPORATE PARTNERS

In addition to our family members, we have a Campden corporate partner faculty. These organization have been hand - picked based on their expertise and knowledge areas. During the year, you will hear from the faculty and we encourage you to connect with them throughout and after the events as they can assist you with opportunities and challenges. If you would like to be introduced to any of the faculty, please connect with Kapil Divadkar at [Kapil@campdenfamilyconnect.com](mailto:Kapil@campdenfamilyconnect.com)



### CODE OF CONDUCT: SAFE HARBOR

To promote a safe- harbor environment and to encourage interaction and networking, all of Campden Family Connect's meetings are off-the-record. This means, what is said during the meeting cannot be repeated without the permission of the person who said it.

## THREE WAYS TO REGISTER

- 1 Call Godwin Dsouza +91 8433993963 or Swapnil Nelugal on +91 84339 94740
- 2 Email at [info@campdenfamilyconnect.com](mailto:info@campdenfamilyconnect.com)
- 3 Book online at [campdenfamilyconnect.com/IFBF\\_2022](https://campdenfamilyconnect.com/IFBF_2022)

## PRESENTATIONS & CONTACT

*Campden Family Connect endeavors to provide all presentations, subject to speaker authorization.*

### SHWETA DESAI

Email: [shweta@campdenfamilyconnect.com](mailto:shweta@campdenfamilyconnect.com)

Cel: +91 90040 86574

# ADMINISTRATIVE NOTES



## CONTENT

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



## BADGES

Please wear the name badge handed at registration at all times.



## MOBILE PHONES

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



## FEEDBACK FORM

Our team will provide a feedback form in digital format at the venue close to the end of the forum. 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 at The Gallery ballroom on Level 2F



## 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 at The Gallery, level 2F Pre-Function Area



## COPYRIGHT NOTICE

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



## LUNCH

Lunch will be held at The Gallery, Pre-function area, level 2F.



## REGISTRATION DESK AND ASSISTANCE

The registration desk will be located at The Gallery 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 chairperson. 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-ADDRESS

The Gallery, Level 2F  
Four Seasons Hotel  
Worli, Mumbai

# PROGRAMME SCHEDULE

*Thursday, April 21, 2022*

8.45 – 9.25 AM **REGISTRATION AND BREAKFAST**

9.25 – 9.30 AM **WELCOME REMARKS BY AMIT PATNI, DIRECTOR, CAMPDEN FAMILY CONNECT**

9.30 – 9.45 AM **OPENING REMARKS BY CHAIRPERSON**

**Abhinav Ram Reddy** • *Managing Director, GAR Corporation*

9.45 – 10.25 AM **KEYNOTE: SUCCESS STORY OF A FAMILY BUSINESS LEADER**

In this keynote session, Mr. Sudhakar Pai T, a third generation family business leader will share his inspirational journey in building a successful and growing brand - Kurl-On.

**Sudhakar Pai T** • *Chairman & Managing Director, Kurl-on Enterprise Ltd*

10.30 – 11.10 AM **MID-MARKET PRIVATE CREDIT OPPORTUNITY**

India offers a large structural opportunity for private credit investors and is perfectly poised to go mainstream because of three seminal events.

- Retreat of banks, NBFCs and mutual funds from the private credit market, especially in the mid-market segment
- Undiminished demand for patient & flexible financing from mid-market companies
- Maturing jurisprudence of the Insolvency & Bankruptcy Code (IBC).

The performing mid-market segment provides an attractive risk-reward proposition in providing well-collateralised be-spoke debt solutions to well-governed mid-market companies with strong business and cash flow profiles. In this session, hear expert views on how family businesses can raise funds through private credit while investing in personal or family wealth capacity.

**Kapil Singhal** • *Managing Partner, Private Credit, True North*

11.10 – 11.40 AM **NETWORKING AND REFRESHMENTS**

11.40 – 12.20 PM **HELPING C-SUITE EXECUTIVES SUCCEED IN FAMILY BUSINESSES**

Based on studies, family businesses managed by C-suite executives grew at a higher percentage than those managed by members of the family. However, it is challenging for family businesses to find the 'perfect fit'. In this session, we will discuss what steps family business owners are taking to attract and retain C-suite executives.

*Moderator: Vishal Shah • Executive Director, V Trans (India) Ltd*

**Apurva Parekh** • *Executive Director, Pidilite Industries Ltd*

**Bharat Jaisinghani** • *Executive Director, Polycab India Ltd*

**Vinati Saraf Mutreja** • *Managing Director & CEO, Vinati Organics Ltd*

12.25 – 12.55 PM **DEMYSTIFYING MULTIBAGGER EQUITY**

Family business promoters & private investors typically seek great returns on their investments. A portfolio of multibaggers, aka stocks that give returns several times their cost, would seem to be a great option. But is it that simple? In the exclusive session Siddhartha will provide a close look at multibaggers and all aspects that go into the making of a robust portfolio.

**Siddhartha Bhaiya** • *Managing Director and Fund Manager, Aequitas Investment Consultancy Pvt. Ltd.*

12.55 – 2.30 PM **NETWORKING LUNCH**



# PROGRAMME SCHEDULE

*Thursday, April 21, 2022*

- 2.30– 3.00 PM **HAS INDIA'S MOMENT OF SCALING UP IN GOVERNMENT INFRA SPENDING AND MANUFACTURING CAPEX ARRIVED?**  
Central govt. capex spending averaging 2.5% of GDP for over FY21 to FY23 and expected to sustain what it means for Roads, Railways, Defense and Water sectors? India's opportunity to become a factory to the world, will drive private capex in multiple areas never before seen in history. There is no shortage of financing for India as sovereign wealth funds are keen to fund long term capex, and private sector participation in PLI has far exceeded the government's expectations. In this session, Rohit will bring to light thematic investment opportunities and why UHNI family business owners should consider them.  
**Rohit Singhania • Co- Head Equities, DSP Investment Managers**
- 3.05– 3.35 PM **MANAGING CONFLICTS IN SUCCESSION OF FAMILY BUSINESSES**  
The next generation can bring fresh ideas and perspectives to the family businesses and at the same time pose unique challenges and conflicts. If these conflicts are not addressed at right stage it can disrupt the family business and erode family wealth. In this session Ms. Zia J. Mody, will share her insights on certain measures that can be taken to mitigate the conflicts, manage expectations and preserve the core values when next generation steps in the family business.  
**Zia J Mody • Co-Founder & Managing Partner, AZB & Partners**
- 3.40– 4.20 PM **NEW WORLD. NEW SKILLS: BUILDING A DIGITAL-READY WORKFORCE**  
While all businesses agree that digital transformation is the absolute need of the hour and we have seen businesses taking necessary steps to redefine their processes to align with the digital needs of the market. But is the transformation happening within the organization? How are businesses ensuring that employees are up to speed with the new mission statement and technology adoption? This session will highlight:  
• Importance and benefits of cultural alignment  
• How are family businesses grooming employees for a digitally transformed business  
**Moderator: Nitin Thakor • Founder and Chairman, GeBBS Healthcare Solutions**  
**Shanay Vikram Shah • President, Shalby Ltd**  
**Siddharth Mehta • Chief Strategist, Rajesh Exports Ltd**
- 4.20– 4.40 PM **NETWORKING AND REFRESHMENTS**
- 4.45– 5.45 PM **CHAIRMAN'S REMARKS FOLLOWED BY ROUND-TABLE DISCUSSION**  
**1. Segregating Business And Family Wealth**  
**2. Need For Family Governance And Periodic Restructuring**  
**3. Passing The Baton To The NexGens**
- 6.00– 8.00 PM **NETWORKING OVER COCKTAILS**

# MAIN PARTNER



True North traces its origins back to 1999, when it was originally named India Value Fund Advisors (IVFA). The firm was founded with a vision towards investing in mid-sized, profitable, India-centric businesses, and transforming them into world-class industry leaders that are predicated on a strong value system.

Our investment strategy identifies fast growing and structurally attractive segments that either address the needs of domestic consumers or leverage India's strengths to service the global markets.

Renowned for our investment philosophy of doing things 'The Right Way', our collaborative, value-aligned approach creates universally admired and socially responsible businesses which deliver boundless value for all stakeholders. We look to partner with entrepreneurs and business leaders of tomorrow who also share this vision.

## PRIVATE EQUITY

Our aim is to build universally admired and socially responsible businesses – ones that deliver industry-leading returns for all stakeholders while having a positive impact on society. One thing which has been consistent is our philosophy of always doing things 'The Right Way'.

## PRIVATE CREDIT

Our aim is to deliver superior risk-adjusted returns to our investors by offering flexible capital solutions to our investee/Borrowing companies. Our long term strategic aim is to build the credit business across the full spectrum including performing credit, special situations, distress, NPLs and real estate. In line with the overall True North Platform values, our core philosophy in credit will be a laser-sharp focus on governance, promoter and business quality and exit strategy.



**Kapil  
Singhal**

*Managing Partner,  
Private credit,  
Truenorth*

Kapil joined True North in 2021. He is responsible for establishing a best-in-class Credit platform for investing in private credit for True North. He has 25 years of investing experience in Credit in a variety of roles encompassing origination, structuring, trading and fund management.

Prior to joining True North, he was the Head of India Credit at KKR. In his recent roles, he also co-headed the Edelweiss Special Opportunities Fund and ran the India trading desk at Goldman Sachs. In the early part of his career, he was also associated with ICICI Bank as VP, Corporate Credit, with GE Capital as the Regional Head and with Deutsche Bank as Director, Credit Trading.

He holds an Electrical Engineering degree from IIT Delhi and an MBA from Faculty of Management Studies, Delhi.

For further information please contact:

Kapil Singhal, Managing partner, Private credit, Truenorth

Suite F9C, Grand Hyatt Plaza, Santacruz East,, Mumbai, Maharashtra 400055

Phone: 7400039454

Email: [kapil@truenorth.co.in](mailto:kapil@truenorth.co.in)



# PROFESSIONAL PARTNER



DSP Investment Managers is one of the premier asset management companies in India, with a track record of over two decades of investment excellence, currently managing assets (Mutual Fund schemes, Alternative Investment Fund schemes and investment management for Offshore Funds) amounting to US\$ 16 bn (~ Rs 1,26,000 crore\*).

We are backed by the 150+ year old DSP Group, one of the oldest and most respected financial services firms in India. DSP began its journey with a stock-broking business back in the 1860s. The earlier generation of the family was also among the founding members of the Bombay Stock Exchange in the 1870s. Over the past one and a half centuries, the family behind the Group has been very influential in the growth and professionalization of capital markets and money management business in India. DSP Group is currently headed by Hemendra Kothari (Chairman, DSP Investment Managers Pvt Ltd) and Aditi Kothari Desai (Vice Chairperson & Director on the Board, DSP Investment Managers Pvt Ltd).

Today, we have the honour of managing money for over 3 million investors from all walks of life: hard-working salaried individuals, high-net-worth individuals, NRIs, small and mid-sized business owners, large private & public corporations, trusts, and foreign institutions. We take great pride in knowing that we play a key role in the creation of wealth for all our investors and will always continue to be an organization with a purpose - helping investors gain confidence by guiding them to make more responsible investment decisions.

We are committed to providing our investors a broad range of investment solutions while striving for the right balance between risk and opportunity. Our process-oriented and well-researched approach to investing has held us in good stead over the years. We believe that experienced investment professionals using a disciplined investment framework and sophisticated analytical tools can consistently deliver value to investor portfolios. This philosophy, combined with a strong investment culture focused on excellence and teamwork, enables us to navigate different market conditions, take measured risks and optimize investment opportunities.

Our investors' interests will always remain at the core of our business and we will continue to maintain a relentless focus on doing what's best for them, as we together #InvestForGood.



**Rohit  
Singhania**

*Co-Head Equities,*  
**DSP Investment  
Managers Pvt. Ltd.**

Rohit Singhania is Co-Head Equities at DSP Investment Managers and the Fund Manager for the DSP India T.I.G.E.R fund (The Infrastructure Growth and Economic Reforms Fund), the DSP Opportunities Fund and the DSP Tax Saver Fund. He is also the co-fund manager of the DSP Natural Resources and New Energy Fund.

Rohit joined DSP Investment Managers in September 2005, as Portfolio Analyst for the firm's Portfolio Management Services (PMS) division, which manages discretionary accounts and provides advisory services to institutional clients. He was transferred to the Institutional Equities Team of DSP Investment Managers in June 2009. As a research analyst, Rohit focused on sectors like Auto, Auto Ancillaries, Metals, Infrastructure, Sugar and Hotels.

Previously, he was with HDFC Securities Limited as a part of its Institutional Equities Research Desk. He spent 13 months at HDFC Securities as Sr. Equity Analyst.

**For further information please contact:**

**Yamini Sood, Head- Institutional Sales and Family Offices**

**DSP Investment Managers, 10th Floor, Mafatlal Center, Nariman Point, Mumbai 400 021**

**Phone: +91 98206 02949 Email: Yamini.sood@dspim.com**

\*Source: Internal, as on March 31, 2022. Mutual Fund Investments are subject to market risks, read all scheme related documents carefully

# PROFESSIONAL PARTNER



Aequitas investments is a Top performing boutique PMS/AIF outfit which has delivered a 32% CAGR over the past 9 years. Aequitas has always believed in challenging status quo and has endeavoured to do things which are right by the investor and not by convention. Aequitas was started in 2013 by Siddhartha Bhaiya- at a time when most investors were disillusioned by PMS and Asset managers were surrendering their licenses. Aequitas not only took the plunge but also came up with a very novel approach of not employing distributors to sell their products. This was something unheard of in 2013 but it held us in good stead as we, not only bonded with our investors on a One to one basis but were also able to handhold them through difficult times. Our investor attrition rate speaks volumes of our client centricity - over a period of 9 years it is less than 5%. The second most unheard of thing that we did was to focus only on funds management and not on marketing of the fund just to garner AUM. So much so that till 6 months ago we didn't even have a Sales team and we're just dependent on referrals.

Our referrals alone made us reach an AUM of approx \$250 million across PMS/AIF and today we are a 7 member strong team in research with a cumulative research experience of over 60 years. As we take our next steps we have just opened the first India Dedicated , dollar denominated, DIFC domiciled fund for NRI's, overseas investors, pension and endowment funds. Our investment philosophy is to invest in high quality small and mid-cap listed companies that are industry leaders which hold a potential for long term wealth creation. Our approach is to identify the Stocks what ahead of the market and are currently ignored but have a catalyst in place which can catapults the company's Sales and earnings to a higher trajectory as well as re-rates the companies P/E. We identify the stock early and hold the stock through its entire wealth creation journey making our average holding period approx 6-7 years.



## **Siddhartha Bhaiya**

*Managing Director  
and Fund Manager*

**Aequitas Investment  
Consulting Private  
Limited**

Siddhartha Bhaiya is the Managing Director and Fund Manager at Aequitas Investment Consulting Private Limited.

He is a qualified Chartered Accountant with over 20 years of experience into Equity research and Equity Fund Management. He has been instrumental in taking Aequitas from a start-up to a \$250 mn AUM with one of the best performance track record in the industry. With Siddhartha's multi bagger and contrarian stock picking approach, Aequitas has delivered ~31% CAGR returns over the last 9 years leading to ~1020% absolute returns.

Siddhartha started his career as a Research Analyst with Sushil Finance and has worked with Stratcap Securities, Principal PNB AMC & Reliance Capital Asset Management (RCAM).

**For further information please contact:**

**Prithipal Singh, Director & Head of Business Development**

**704 / 705 Balrama, E Block, Bandra-Kurla Complex, Mumbai – 400 051.**

**Phone: +91 8879550756      Email: [prithipal.singh@aequitasindia.in](mailto:prithipal.singh@aequitasindia.in)**

# PROFESSIONAL PARTNER



AZB & Partners is one of the prominent law firms in India. It was founded in 2004 with a clear purpose to provide reliable, practical and full-service advice to clients, across all sectors. The Firm brought together the practices of CZB & Partners in Mumbai and Bangalore and Ajay Bahl & Company in Delhi. Having grown steadily since its inception, AZB & Partners now has 6 offices across Mumbai, Delhi, Bangalore, and Pune.

We have an accomplished and driven team of 450+ lawyers committed to delivering best-in-class legal solutions to help clients achieve their objectives. Our greatest strength is an in-depth understanding of legal, regulatory and commercial environments, in India and elsewhere. This strength enables us to provide bespoke counsel to help our diverse clients negotiate any dynamic or volatile business environment. At AZB & Partners, collaboration is an everyday reality – we combine individual and mutual strengths to achieve collective growth, think laterally and solve problems with a fresh and relevant.

The Firm's clients include an array of domestic and international companies. These range from privately owned to publicly listed companies, including Fortune 500 Entities, Multinational Companies (MNCs), Investment Banks and Private Equity Firms. The Firm has also built, through its many professional engagements, strong relationships with specialists and several international law firms.

AZB & Partners is proud of the quality of professional talent it fosters. Every lawyer is firmly dedicated to serving clients and delivering effective counsel at all times. Though our lawyers represent a diverse mix of backgrounds, they each share a proven record of academic and professional excellence. Several professionals in the Firm are graduates from premier global universities, including Harvard, Columbia, Cambridge, Oxford and the London School of Economics, among others. Several partners are members of international bar associations, notably New York.



**Zia J.  
Mody**

*Co-Founder &  
Managing Partner*  
**AZB & Partners**

Zia J. Mody, Co-Founder and Managing Partner of AZB & Partners, is one of India's foremost corporate attorneys. Zia is widely acknowledged for her expertise, ranking No. 1 in Fortune India's 'India's 50 Most Powerful Women in Business' list in 2018 & 2019, on which she has consistently ranked in the top 10 since 2011. According to the RSG India Report, clients praise Zia as a "problem solver," who is "meticulous," "thorough" and "accessible," and comes highly recommended for "any complex legal matter."

For further information please contact:

Zia Mody, Co-Founder & Managing Partner

AZB & Partners, AZB House, Penninsula Corporate Park, Ganpatrao Kadam Marg, Lower Parel, Mumbai - 400013

Phone: +91 22 4072 9999 Email: [mumbai@azbpartners.com](mailto:mumbai@azbpartners.com) Web: [www.azbpartners.com](http://www.azbpartners.com)

# SPEAKER BIOGRAPHIES

## CHAIRPERSON:



**Abhinav Ram Reddy**

*Managing Director,*  
**GAR Corporation**

Abhinav Ram Reddy is a second-generation entrepreneur and Managing Director of GAR Corp, a leading Commercial Real Estate asset creation company. An alumnus of Harvard Business School, he is currently overseeing a portfolio of 12 million square feet of office space.

Today, under his leadership GAR Corp is the largest owner of office space in Hyderabad. He has also been instrumental in diversifying the company's tenant roster to include clients from varying industries such as technology, BFSI, E-commerce, Insurance, GICs, etc. His philanthropic endeavours are focused on providing child care for the underprivileged.



**Apurva Parekh**

*Executive Director,*  
**Pidilite Industries Ltd**

Apurva Parekh is the Executive Director at Pidilite Industries Limited and a second generation family member. He is a Chemical Engineer from the University of Wisconsin at Madison and has been working in Pidilite Industries Limited since 1995. Apurva is closely involved in M&A, Strategy and Governance at Pidilite.



**Bharat Jaisinghani**

*Executive Director,*  
**Polycab India Ltd**

Bharat Jaisinghani, a second generation family member, an Executive Director and Board Member at Polycab India Limited which is one of the largest Electricals company in India with a revenue of USD 1.8 billion and a market cap of USD 5 billion.

He holds a master's degree in Operations Management from the University of Manchester. He has also completed his Executive Education from the Harvard Business School and an Executive Program on innovation from the Singularity University. He is also a member of a NGO called the Young Volunteers Organization through which they work on increasing sustainability in the lives of human beings.



**Nitin Thakor**

*Founder and Chairman,*  
**GeBBS Healthcare Solutions**

Nitin is a second generation family member, a recognized thought leader and trend spotter in healthcare, he continues to forge new inroads into innovation and champion value-driven, technology-enabled solutions. He provides strategic leadership in the key areas of Board Governance & Effectiveness and Mergers & Acquisitions.

He graduated in Finance & Economics from University of Texas and is an alumnus of the Harvard Business School. He is the winner of the 2020 Ernst & Young Entrepreneur of the Year® Award.



# SPEAKER BIOGRAPHIES



**Shanay  
Vikram Shah**

*President,  
Shalby Ltd*

Shanay Vikram Shah is a second generation family member and President of Shalby Limited, which is among the largest hospital chains in the country. After completing graduation in Accounting and Finance from University of Warwick(UK), and a Master's degree in International Health Management from Imperial College, London he is also a CFA charterholder (USA). With more than a decade of experience in the Healthcare industry, Shanay plays an important role in strategy and operations in the group. His strong financial acumen enables him to oversee the capital allocation at Shalby group, which includes 11 multi-specialty hospitals and a medical devices business. He has a strong command over corporate strategy and the International business as Shalby establishes itself as the global leader in orthopedic joint replacement surgeries and further extends its global presence.



**Siddharth  
Mehta**

*Chief Strategist,  
Rajesh Exports Ltd*

Siddharth is a second generation entrepreneur who joined the family business as a founding member of IT & strategy team and has been instrumental in introducing new technologies from manufacturing to organizing the business. He played a key role in the company's acquisition of Valcambi, the world's largest refinery. He is currently spearheading the company's expansion into new markets.



**Sudhakar  
Pai T**

*Chairman & Managing  
Director  
Kurl-on Enterprise Ltd*

Mr. Pai is a member of the third generation of Pairs of Manipal, who are widely recognised as "Visionary Bankers." They established the Syndicate Bank in the year 1925. The family also promoted several Public Limited Companies including Maha Rashtra Apex Corporation Ltd., ICDS Ltd., Manipal Finance Corporation Ltd. and Kurlon Ltd. to name a few.

Mr. Pai has been on the board of Kurl-On since 1990 and was appointed Managing Director in 2001. Under his leadership, Kurl-On has grown to become the largest mattress selling company and a house-hold name in India. Presently, "Kurl-on" enjoys the maximum market share in mattress industry in India. Over the course of his 48-year career, Mr. Pai has been actively managing more than 20 businesses.



**Vinati  
Saraf Mutreja**

*Managing Director &  
CEO,  
Vinati Organics Ltd*

Vinati is a second generation family member and has over 15 years of experience in the industry and is passionate about clean & green chemistry. She holds a dual degree in Engineering & Finance from the University of Pennsylvania. Economic Times Family Business Awards named her the Outstanding Woman Business Leader. She has been named to the World Economic Forum's Young Global Leaders list, the Economic Times' list of India's Top 40 Under 40, and Forbes Asia's Power Businesswomen 2020 list.



**Vishal  
Shah**

*Executive Director,  
V Trans (India) Ltd*

Vishal is the third generation family business leader of the six-decade-old logistics group, V – Trans (India) Ltd, and Director in charge of network & infrastructure of the group across the country and SAARC. He has over 17 years' experience in the industry. Previously he also headed the V-Xpress vertical of the group for over 10 years, during his tenure at V-Xpress, he took the organization to new heights. Under his leadership, V-Xpress won the prestigious Best Logistic Service Provider (south & west) India Award at Cargo Awards.

# CAMPDEN CALENDAR 2022

## JANUARY

12



**VIRTUAL**  
CYBER SECURITY SEMINAR  
US USA

21



**VIRTUAL**  
WEBINAR  
IN INDIA

27



**VIRTUAL**  
FAMILY OFFICE VIRTUAL FUND &  
DIRECT INVESTMENT EVENT  
EU EUROPE

## FEBRUARY

9 – 10



**IN-PERSON**  
IPI WINTER FORUM  
US SAN FRANCISCO

11



**VIRTUAL**  
WOMEN OF WEALTH  
IN INDIA

22



**VIRTUAL**  
NEXTGEN SERIES  
US USA

## FEBRUARY

23 – 24



**IN-PERSON**  
FAMILY ALTERNATIVE  
INVESTMENT FORUM  
EU LONDON

25



**IN-PERSON**  
CO-INVESTMENT  
WORKSHOP  
EU LONDON

## MARCH

9 – 10



**IN-PERSON**  
CAMPDEN FAMILY INVESTMENT  
& ALTERNATIVES MEETING  
US DENVER

11



**VIRTUAL**  
WEBINAR  
IN INDIA

30 – 31



**IN-PERSON**  
FAMILIES IN BUSINESS FORUM  
EU BERLIN

## APRIL

6



**IN-PERSON**  
MEGA TRENDS FORUM  
US USA

12



**IN-PERSON**  
ALTERNATE FUND MEET  
US NEW YORK

21



**IN-PERSON**  
FAMILIES IN BUSINESS FORUM  
IN MUMBAI

## APRIL

28



**IN-PERSON**  
CO-INVESTMENT WORKSHOP  
EU LONDON

## MAY

18 – 19



**IN-PERSON**  
IPI SPRING FORUM  
US NEW YORK

20



**VIRTUAL**  
WEBINAR  
IN INDIA

### LEGEND

VIRTUAL EVENT IN-PERSON EVENT EUROPEAN EVENT INDIAN EVENT ASIA-PACIFIC EVENT US EVENT

On occasion, dates, times and/or locations may change due to unforeseen circumstances. Prior to bookings, please confirm event details with the Campden Wealth team.



# CAMPDEN CALENDAR 2022

## MAY

24

 **IN-PERSON**  
CLUB MASTERCLASS SERIES  
 LONDON

27

 **IN-PERSON**  
ROUND TABLE  
 AHMEDABAD

## JUNE

1

 **VIRTUAL**  
NEXTGEN SERIES  
 USA

6 – 7

 **IN-PERSON**  
MEDTECH INVESTING FORUM  
 LAUSANNE

15 – 16

 **IN-PERSON**  
CAMPDEN, FAMILY INVESTMENT  
& IMPACT MEETING  
 CHICAGO

## JUNE

21-22

 **IN-PERSON**  
FAMILY INVESTMENT FORUM  
 GENEVA

24

 **IN-PERSON**  
ROUND TABLE  
 NEW DELHI

28 – 29

 **VIRTUAL**  
MEDTECH INVESTING FORUM  
 LONDON

## JULY

10-12



 **IN-PERSON**  
IPI SUMMER FORUM  
 BERMUDA  
USA

22

 **VIRTUAL**  
WEBINAR  
 INDIA

## AUGUST

23

 **IN-PERSON**  
FAMILY ALTERNATIVE  
INVESTMENT FORUM  
 MUMBAI

24

 **IN-PERSON**  
CO-INVESTMENT  
WORKSHOP  
 INDIA

## SEPTEMBER

8

 **VIRTUAL**  
NEXTGEN SERIES  
 USA

## SEPTEMBER

14 – 15

 **IN-PERSON**  
CAMPDEN FAMILY  
ENTERPRISES MEETING  
 KENTUCKY

21 – 22

 **IN-PERSON**  
CLIMATE TECHNOLOGY  
INVESTING  
 LAUSANNE

30

 **IN-PERSON**  
ROUNDTABLE  
 CHENNAI

### LEGEND

 VIRTUAL EVENT  IN-PERSON EVENT  EUROPEAN EVENT  INDIAN EVENT  ASIA-PACIFIC EVENT  US EVENT

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# CAMPDEN CALENDAR 2022

## OCTOBER

5-6



**IN-PERSON**  
FAMILIES IN BUSINESS FORUM  
PARIS

12-13



**IN-PERSON**  
IPI FALL FORUM  
DALLAS

14



**VIRTUAL**  
WEBINAR  
INDIA

## NOVEMBER

1-2



**IN-PERSON**  
FAMILY OFFICE FORUM  
LONDON

2



**VIRTUAL**  
NEXTGEN SERIES  
USA

16-17



**IN-PERSON**  
CAMPDEN FAMILY OFFICE  
MEETING  
PALM BEACH

## NOVEMBER

22



**IN-PERSON**  
FAMILY OFFICE FORUM  
MUMBAI

23



**IN-PERSON**  
CO-INVESTMENT WORKSHOP  
INDIA

30 NOV - 1 DEC



**IN-PERSON**  
FAMILY OFFICE MEETING &  
PRIVATE MARKETS  
SINGAPORE

## DECEMBER

4-5



**IN-PERSON**  
SAUDI ARABIAN FAMILY  
ENTERPRISE FORUM  
JEDDAH

7-8



**IN-PERSON**  
IPI END OF YEAR FORUM  
NEW YORK

16



**IN-PERSON**  
ROUNDTABLE  
HYDERABAD

### LEGEND

VIRTUAL EVENT IN-PERSON EVENT EUROPEAN EVENT INDIAN EVENT ASIA-PACIFIC EVENT US EVENT

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## CAMPDEN FAMILY CONNECT MEMBERSHIP

“Peer Networking and Education on a Global  
Scale for Families of Substantial Wealth”

The Campden Club, incorporating the Institute for Private Investors (IPI) and Campden Family Connect (CFC), is the pre-eminent membership club for:

- Multigenerational business owning families
- Families of substantial wealth and their family offices
- Private Investors

By joining the Campden Club, you become part of a global community of over 1,400 family members and family offices from 37 countries

Membership provides networking opportunities and unrivalled educational support to families and their next generation through:

- Access to our global community
- Global and regional family wealth events
- Online communication with members around the world
- Co-investment workshops
- Member profiling and facilitated introductions
- Research, reports and intelligence
- Multigenerational education programmes

“ In addition to gratitude, one of the strongest contributors leading to happiness is a sense of belonging to a community. I have to say that Campden has created an extraordinary community and I benefit from it by a large multiple of what I bring to it. Thanks for all you do. ”

*Member since 2008*

If you wish to network and engage with a global community of like-minded peers, make better decisions for your family's legacy and build trusted friendships & business relationships in a safe harbour environment, then we invite you to consider Campden Club Membership

To learn more about the membership opportunities,  
write to us at [info@campdenfamilyconnect.com](mailto:info@campdenfamilyconnect.com)

[www.campdenfamilyconnect.com](http://www.campdenfamilyconnect.com)

# INDIAN FAMILIES IN BUSINESS FORUM 2022

*Main Partner:*



*Professional Partners:*



**AZB & PARTNERS**  
ADVOCATES & SOLICITORS

*Organized by*

**Campden** **FamilyConnect**

Membership | Events | Research | Education | IPI  
A Patni Family & Campden alliance

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