

40 UNDER 40

ALTERNATIVE INVESTMENT PROFESSIONALS IN INDIA

Presented By



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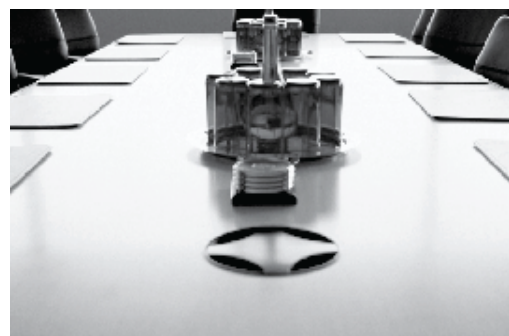
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Aditya Gadge

CEO

Association of International
Wealth Management of India

**“It’s not about reaching the finishing line,
it’s about discovering new starting points”**

This is the best way we can define our top “40 under 40 – Alternative Investment Professionals” for the year 2017-18.

The Indian Alternative Investments (AI) industry has been exponentially growing for the last few years with 2017 being a landmark year. The recent surge in alternative investments is only the beginning of a new wave of growth. As allocation to alternatives increase, the expectation of investors is constantly changing. Alternatives are fast moving in to the mainstream investment markets. In the context of increasing alternative allocations, it’s become imperative for the industry to have a qualified talent pool and high-impact teams.

Our objective behind this campaign was to identify some of the standout talent in the Indian AI sector and document their success secrets for others to follow. In that sense the entire screening process has been a tremendously enriching process for everyone associated with this campaign. However picking these top 40 professionals from the 175+ nominations we had received was not easy. There was a very thin line of separation between the accomplishments of most of the candidates. While this must have surely created a selection dilemma for the Jury, we are sure they were more than happy to see the burgeoning all-round talent which is boosting the development of this sector.

The “40 under 40” list highlights individuals from firms big and small who have made a difference to their organizations and the industry at large. These successful professionals have youth, intellect and grit in common. They also have a work ethic that sets them apart from the competition.

The average age of professionals on this year’s list is 35. Three of our picks are aged 30 or younger. Many are, of course, older and have been in the profession longer but continue to climb the ranks, setting up new benchmarks, building their reputations and scaling new professional peaks. This year, 20% of the names are women - a number which is encouraging but can definitely be much better in the years to come.

Considering the fact that few sectors face such complex talent management challenges as the alternative investment industry, availability of such diverse pool of talent is the testimony to the inherent strengths of this sector and more importantly to the effective mentoring role being played by industry veterans.

We at AIWMI look forward to playing a constructive role in building an alternative investments eco - system which is second to none globally. We sincerely hope this initiative takes us a step closer to our endeavor.

Congratulations to all our top “40 under 40” leaders!

Sincerely,

Aditya Gadge

JURY MESSAGE



Zia Mody

*Founder & Managing Partner,
AZB & Partners*

It was indeed a pleasure to share the Jury which selected the '40 under 40' young professionals in this very quickly growing space on Alternate Investment Asset Management. What we as jurors could see was the very exciting young talent that is emerging across all sectors and its ecosystem. The fact that it is now becoming an important specialized space is apparent. I celebrate all these young professionals who have been awarded entry into this prestigious list.



Amit Shah

*CEO,
IIFL Asset Management Business.*

The importance of alternative investments is gaining attention not just for diversification of portfolios but rather for tapping newer avenues of investments. The new generation investors display higher risk appetite while being actively involved in the decision making. In this context, it is very encouraging to see such an overwhelming response to AIWMI & IAAIF's "40 Under 40" campaign.

While investment managers are grappling with what products or investment options to offer to clients, there are some exciting developments happening in the financial world with innovative products. Alternative investments are getting integrated into the mainstream asset management ecosystem and this augurs well for financial planning as well as careers in this segment.

The shortlisted candidates have displayed impressive accomplishments not just in their profession but have gone out of their way to be actively involved in areas of corporate social responsibility, education besides playing leadership roles in their respective organizations. Passion and adaptability are pre-requisites for any professional and our short-listed youngsters have them in abundance.

"I wish each of the short-listed candidates the very best and I am sure their success stories will be an inspiration to many more to pursue a career in alternative investments."



Andrew Holland

*CEO,
Avendus Capital Alternate Strategies*

This is a brilliant initiative by AIWMI for the Alternates Industry in India. Given the still nascent stage of the Industry it was a complete eye opener for me to see how many young people are making a difference and it was a tough task to narrow this down to 40. For the winners, many congratulations for your substantial contributions in helping to build our Alternates Industry into one of the fastest growing asset classes and I am confident that our industry will continue to grow rapidly under your enthusiasm and leadership. Finally, I am sure that the "40 under 40" awards will be highly sought after and prized, year after year.



Anuradha Rao

**MD & CEO,
SBI Mutual Fund**

What is it that never grows old? The burning desire of the youth to reinvent the world. The response to this initiative was an overwhelming response to this initiative and it has also been one of the toughest tasks to skim through this list of nominees and select 40 youthful visionaries from amongst a pool bursting with talent. It was my pleasure to be part of the esteemed jury and we endeavor to create a strong alumni network and hope that this list, year on year continues to spotlight - the Impressive, the Inspiring and the Envious.

Ambition and perseverance is on full display in our maiden edition of the “40 Under 40 – Alternative Investment Professionals in India”, our encyclopedia of creative disruption featuring 40 young stars across diversified profiles representing the Indian alternative investments industry. It is our pleasure to acknowledge this young and talented set of professionals who have in one way or the other made a meaningful contribution to the alternative investment industry. My heartiest congratulations to the list of winners and wishing them the best of luck for the future!



Vikas Khemani

**President & CEO,
Edelweiss Securities Ltd.**

As any economy grows rapidly and undergoes a transformation phase, the need to diversify from conventional investment avenues arises; this is happening in India. The alternative investment space is in its infancy and has been expanding rapidly in recent years. As wealth creation takes place in India, both demand and supply of AIF products is bound to increase.

I am glad AIWMI is taking these initiatives to build an ecosystem around this space, and more importantly is recognizing the people credited with furthering this space. It gives me immense personal satisfaction to see such a strong pedigree of intellectual capital in the AIF space, and this bodes well for the future of this industry in general and for investors in the space, in particular.

At Edelweiss, we have always recognized and encouraged young talent, have helped them scale and given them leadership opportunities.

This year as part of the jury to select the '40 under 40' - we faced a truly uphill task, having to choose 40 winners from a wide array of distinguished and deserving young leaders in the ecosystem. After a lot of debate and discussion we finally arrived at the winners; but in my opinion every one of the nominees is remarkable.

I would like to congratulate the winners and all the other candidates. All of you are achievers in your own right and I wish you the very best in your future endeavors!



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OUR CHAMPIONS



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*General Partner,
Operator VC*



Abhishek Loonker
*Vice President,
Ascent Capital*



Ajay Mahipal
*Head - Alternative Investment,
Patni Family Office*



Alekh Dalal
*Founder,
One Thirty Capital*



Anil Ghelani
*Senior Vice President
DSP BlackRock
Investment Managers*



Ankita Vashistha
*Chief Executive Officer & Founder
Saha Fund*



Anuj Golecha
*Co-founder,
Venture Catalysts*



Bhautik Ambani
*Director - Business Development,
Aventus Capital Public Markets
Alternate Strategies LLP*



Dheeraj Jain
*Managing Director,
Redcliffe Capital*



Ganesh Rao
*Partner,
AZB & Partners*



Gaurav Prakash
*Associate Director,
FW Asset Management
(FidelisWorld)*



Harsha Mukherjee
*Founder & Managing Director,
Ekja Foundation*



Jay P. Shah
*Fund Manager -
Edelweiss Alpha Fund
Edelweiss Global Asset Management*



Karan Mohla
*Partner & Executive Director,
IDG Ventures India Advisors*



Karthik Prabhakar
*Director & Head - Fundraising,
IDG Ventures India Advisors*



Litesh Gada
*Vice President,
SEAF India Investment Advisors*



Manish Singla
*Executive Director,
Client Associates*



Mitesh Agrawal
*Principal,
New Vernon (NV) Capital*



Nalin Moniz
*Chief Investment Officer -
Alternative Equity,
Edelweiss Global Asset Management*



Neha Grover
*Principal and India Chief Financial Officer,
Baring Private Equity Partners India*



Nilesh Borana
*Managing Director &
Chief Investment Officer,
Athena Investment Management*



Norbert Fernandes
*Vice President / India Lead,
TR Capital*



Pallabi Ghoshal
*Senior Associate,
AZB & Partners*



Prabhakar Kudva
*Executive Director / Fund Manager,
Samvitti Capital*



Ravi Kaushik
*Partner,
WaterBridge Ventures*



Ravi Vukkadala
*Chief Executive Officer ,
IFMR Investment Managers*



Richa Natarajan
*Vice Presiden,
Unitus Capital*



Sahil Nandu
*Principal Advisor,
Citadelle Asset Advisors*



Sameer Brij Verma
*Partner,
Nexus Venture Partners*



Santanu Chakraborty
*Asia Markets Reporter,
Bloomberg LP*



Saurabh Gupta
*Fund Manager,
IIFL Asset Management*



Shalini Prakash
*Venture Partner,
500 startups*



Shweta Singh
*Founder & Chief Operating Officer
Women Innovation Entrepreneurship
Foundation*



Sridhar Sankararaman
*Managing Director,
Multiples Alternate Asset Management*



Sumer Juneja
*Partner,
Norwest Venture Partners*



Sunil Jain
*Managing Partner,
Sprout Capital Advisors*



Sushma Kaushik
*Investment Director,
Aavishkaar*



Sushrut Chitale
*Partner,
Mukund M Chitale and Company*



Swapnil Pawar
*Head of India Office,
Engineers Gate*



Tariq Aboobaker
*Managing Director,
Amicorp Trustees*



Abhishek Agarwal
General Partner,
Operator VC

“ COMPETING FOR THE FUTURE

Success Mantra

Always forward.

Inspiration

I'm continually inspired by the people and teams I meet, building companies - building their versions of a better world - building what to them makes a hell lot of sense.

Pillars of strength

- 1: My family - My parents, sister, brother in law, and their lovely son.
- 2: My team - I would truly be nowhere and nothing without the stellar, hard-working and very dedicated team members. I'm privileged to work with at Bold Kiln and OperatorVC
- 3: My dog, Shifu

Hobbies & Interests

Running & Photography

Career Goal

To have grown personally, to have enabled the growth and satisfaction of those who have worked with me during my career, and to have added value to entities and people I've partnered with along the way. To have taken thought out risks and to be happy with the results. To have contributed meaningfully to people building businesses with my support, time and capital.

Role model in Indian alternative Investments sector

- 1: Sanjeev Bikhchandani
- 2: Ritesh Banglani - Stellaris
- 3: Miten Sampat - Times Internet

The causes you are supporting

- 1: Animal welfare causes I have run an animal welfare NGO myself for a while.
- 2: I also feel deeply about the carbon footprint each of us has on the world and while I have been trying my own bit to help minimise this I'm hoping to also start to help others be more cognisant of this.

5 members dream team in the alternative investments space?

- 1: Sanjeev Bikhchandani
- 2: Miten Sampat
- 3: Ritesh Banglani
- 4: Kris Nair (he's been an entrepreneur, investor, operator and more)
- 5: Rishabh Kaul (erstwhile Aavishkaar, now Co-founder at Belong)

Mentor

I wouldn't say I have one mentor per se - I'm fortunate to be able to have several people in my life who help me navigate it better, in more ways than one. To me they're all mentors and guides on this journey.

Biggest Career Misstep

I really don't think any of the phases of my career have been missteps, each one has helped me learn an immense lot and has been pivotal in being a building block to whatever has come after that.

And Lessons learnt

Oh just so many! But I would say the biggest is - shit happens, move forward.

What next?

Scale is the core from both impact as well as investor perspective, so backing opportunities that have the ability to achieve limitless scale will be the objective. I firmly believe only through scale can one achieve larger impact.

Abhishek Loonker

*Vice President,
Ascent Capital*



“ THE CIRCLE OF INNOVATION

Success Mantra

Action speak louder than words.

Inspiration

My Parents.

Pillars of strength

My wife Manisha and My kids Yuvam & Saksham.

Hobbies & Interests

Reading books, travelling & exploring, listening to music.

Career Goal

To start my own asset management firm.

Role model in Indian alternative Investments sector

Ashish Dhawan.

The causes you are supporting

Working as a volunteer with CFA Society India to promote highest ethical standards & professional excellence. Supporting organisation who are involved in sponsoring education for underprivileged kids.

5 members dream team in the alternative investments space

- 1: Howard Marks
- 2: David Rubenstein
- 3: William Conway Jr.
- 4: Ray Dalio
- 5: Henry Kravis

Mentor

Prof. Bhavin J. Shah (IIM Indore).

Biggest Career Misstep

Joining Private equity industry at a very early age. I should have worked in some other industry before joining the silver hair club.

And Lessons learnt

Experiential learning matters. More so with age.

What next?

Expect large flows into Indian Alternative Asset management industry. It's time to ride the wave and multiply the monies.



Ajay Mahipal
*Head - Alternative Investment,
Patni Family Office*

“ THE ALPHA MASTER

Success Mantra

Keep improvising.

Inspiration

Stanley Druckenmiller.

Pillars of strength

My family.

Hobbies & Interests

Tennis, Poker, Stock Markets & helping Founders of start up companies strategise to build their business better & faster.

Career Goal

To be Known for being an astute Investor.

Role model in Indian alternative Investments sector

I admire several Fund Managers including Avnish Bajaj: Matrix, Vinit Sambre, Fund Manager: DSP BlackRock Mutual Fund and Andrew Holland: Avendus.

The causes you are supporting

I support Akshay Patra Foundation; Also participate actively in various community activities as active member of Residential Society.

5 members dream team in the alternative investments space

Charlie Munger
Peter Lynch
Peter Thiel
Stanley Druckenmiller
Carl Icahn

Mentor

Chandresh Mehta, Senior Partner, Edelweiss.

Biggest Career Misstep

Restless career beginner.

And Lessons learnt

Patience pays (both in investing & in career).

What next?

Continue building alternate assets.



“ EARNING IT

Success Mantra

Learn, adapt, grow.

Inspiration

Pujya Gurudevshri Rakeshbhai, my Guru.

Pillars of strength

- 1: Regular Inspiration from Enlightened Masters
- 2: Meditation
- 3: Practice of Detachment
- 4: Discipline
- 5: Humility
- 6: Introspection

Hobbies & Interests

- 1: Spirituality and service.
- 2: Active member of Shrimad Rajchandra Mission's spiritual and service activities.

Career Goal

To build One Thirty Capital as a recognized investor who creates value in their investee companies and generates superior risk-adjusted returns for our clients.

Role model in Indian alternative Investments sector

Pulak Prasad – Nalanda Capital.

The causes you are supporting

At the Tata Mumbai Marathon, Shrimad Rajchandra Love and Care is raising funds for the Shrimad Rajchandra Hospital Dharampur, a 250 bed hospital in rural Gujarat, for which our 9 and 5 year olds also are raising funds.

5 members dream team in the alternative investments space

- 1: Warren Buffett, Berkshire Hathaway, the greatest investor of all time
- 2: Bill Conway, Carlyle for the consistency of performance
- 3: David Rubenstein for his ability to raise money
- 4: Steve Schwarzman for being a great alternatives business builder
- 5: Dan Loeb, Third Point for the truly unabashed activism, and entertainment

Mentor

Rajeev Gupta, Founder, Arpwood

Biggest Career Misstep

There was a phase when I accepted a phase of non-learning and non-growing. However, I don't think any are missteps: they are part of a journey and evolution.

And Lessons learnt

Without a goal, there is no inner incentive to learn and grow. Thus was born One Thirty Capital. And a 180 degree turn for the better in all aspects.

What next?

Continue to build One Thirty Capital as a recognized investor who creates value in their investee companies and generates superior risk-adjusted returns for our clients. If we do that, rest will take care of itself.



Anil Ghelani

Senior Vice President
DSP BlackRock Investment Managers

“ GOOD TO GREAT

Success Mantra

Always forward.

Inspiration

I'm continually inspired by the people and teams I meet, building companies - building their versions of a better world - building what to them makes a hell lot of sense.

Pillars of strength

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And Lessons learnt

Oh just so many! But I would say the biggest is - shit happens, move forward.

What next?

Scale is the core from both impact as well as investor perspective, so backing opportunities that have the ability to achieve limitless scale will be the objective. I firmly believe only through scale can one achieve larger impact.



“ TOOLS OF TITANS

Success Mantra

Be entrepreneurial every day.

Inspiration

Travelling, meeting new people and learning about new cultures.

Pillars of strength

My family.

Hobbies & Interests

Yoga, travelling, food and music.

Career Goal

To build a sustainable and scalable platform to create successful businesses and employment.

Role model in Indian alternative Investments sector

Saurabh Srivastava.

The causes you are supporting

Women Entrepreneurship, Financial, Healthcare and Educational Sustainable investments across growth markets.

Mentor

My Father, Mr Avinash Vashistha.

Biggest Career Misstep

No regrets. Every step / misstep is a learning and opportunity.

And Lessons learnt

Always believe in yourself.

What next?

Creating a sustainable and inclusive global platform.



Anuj Golecha
Co-founder
Venture Catalysts

“ I WILL TEACH YOU TO BE RICH

Success Mantra

Being opportunistic & collaborative.

Inspiration

Mr. Radhakishan Damani. His ability to foresee future & relentless execution capacity, his humility to create value not only for himself but also for people around him, inspires me in everything & anything that I do.

Pillars of strength

My strength comes from the family as the foundation and a solid layer of colleagues, business partners and resources built over time on top of such foundation.

The causes you are supporting

Financial Inclusion, Employment, Rehabilitation of emotionally disturbed and those with severe personality disorders.

5 members dream team in the alternative investments space

- 1: Apoorv Ranjan Sharma, Venture Catalysts, Early Stage Investments
- 2: Nemish Shah, ENAM Securities, Capital Markets
- 3: Ray Dalio, Bridgewater Associates, Hedge Funds
- 4: Peter Thiel, Founders Fund, Investor in Futuristic Tech
- 5: Jeff Bezos, Amazon.com, Visionary Founder & Investor

Mentor

Mr. Gaurav Jain, Director of Product- AirDev.

Biggest Career Misstep

During early years of my career, I did not explore opportunities outside my family business. It took me few years to realize the power of synergies & collaboration.

And Lessons learnt

- 1: Pace of execution is the key to lead. In today's fast moving world, the pace of execution outruns perfection of strategy.
- 2: If somebody offers you an amazing opportunity but you are not sure you can do it, say yes then learn how to do it later” as said by Richard Branson. The world tomorrow is definitely not going to be the same as today, you are a dinosaur if you aren't a relentless learner & adoptable.

What next?

Everyday there is an opportunity to strengthen yourself. My next step is always focused towards strengthening my existing business by adapting the best practices & next generation tech into organizations.

I am excited to be part of new initiatives around Fintech. What Internet was to the world 30 years back, Fintech is to the financial industry today. India will witness radical transformation of financial sector in next 10 years, than all changes combined in last 100 years.

Bhautik Ambani

Director - Business Development
Avendus Capital Public Markets Alternate Strategies LLP



“ JAB, JAB, JAB RIGHT HOOK

Success Mantra

Be True to your Passion.

Inspiration

My Wife.

Pillars of strength

My Family, Especially my children.

Hobbies & Interests

Running, Philately, Travelling , Music & Spending time with my kids.

Career Goal

Lead a successful asset management business (Alternative).

Role model in Indian alternative Investments sector

Andrew Holland.

The causes you are supporting

Education and we prefer to do this directly for kids who need support.

5 members dream team in the alternative investments space

My team at Avendus.

Mentor

Andrew Holland.

Biggest Career Misstep

All career steps have only been a learning move.

And Lessons learnt

Plenty, not to mention relationships made.

What next?

Its this dream team for now! One step at a time.



Dheeraj Jain
*Managing Director,
Redcliffe Capital*

“ MONEY'- MASTERING THE GAME

Success Mantra

Spot opportunities that could become significant value creator early enough. Drive them to success with full commitment and not just capital.

Inspiration

Steve Jobs. The best to say about the selection is a quote from Ray Dalio book Principles - is that any fool can make sophisticated things but it takes a genius to simplify. Its only Steve Jobs we have seen big technology boom in design, innovation, communication. See what he did for music player, mobile phone, watch, laptop category.

Pillars of strength

My parents, my wife and some great people around.

Hobbies & Interests

Reading, sports, movies and music. Outing and Travelling too.

Career Goal

To be an impactful Venture Capitalist changing people life genuinely towards something better, also someone like Peter Thiel.

Role model in Indian alternative Investments sector

Sanjay Nayar of KKR apart from the ones I mentioned in my note.

The causes you are supporting

Genetic healthcare using next generation sequencing for masses, education beyond classroom to improve learning outcomes, cleantech power, etc.

Mentor

None these days but I had a mentor for many year during Finland and UK and he was Kalevi Kontinen (ex- chairman of a Nordic bank and ex-Nokia executive) in Finland for very long time.

Biggest Career Misstep

Trusting some investee companies emotionally not rationally.

And Lessons learnt

Deeper due diligence.

What next?

Disruptions and just disruptions.



“ THE JUSTICE LEAGUE

Success Mantra

Do things with full commitment, or don't do it at all.

Inspiration

My father.

Pillars of strength

My wife.

Hobbies & Interests

Enjoys scuba diving and motorcycling.

Career Goal

To be regarded as amongst the foremost asset management lawyers, globally.

Role model in Indian alternative Investments sector

Ashwath Rau and S. Srinivasan.

The causes you are supporting

Higher education for the less privileged.

5 members dream team in the alternative investments space

- 1: S. Srinivasan
- 2: MK Sinha
- 3: Renuka Ramnath
- 4: Gautam Mehra
- 5: Ashwath Rau

Mentor

Ashwath Rau.

Biggest Career Misstep

Haven't really recognized a misstep. Every unfortunate situation has led me to something better.

And Lessons learnt

Every 'mistake' is a lesson.

What next?

Do more, learn more and have fun while doing it.



Gaurav Prakash

Associate Director,
FW Asset Management (FidelisWorld)

“ FIRST THINGS FIRST

Success Mantra

Never stop learning and never give up.

Inspiration

Like for most investors, Mr Warren Buffet is a source of great inspiration for me.

Pillars of strength

I've been fortunate to have had a diverse investment experience and also to have been guided by terrific mentors throughout my career. Learnings from these experiences form key pillars of strength for me.

Hobbies & Interests

Travelling, reading and investing.

Career Goal

I aspire to play a leadership role in a financial institution that will contribute towards transforming India.

Role model in Indian alternative Investments sector

Successful investors and entrepreneurs in the Indian asset management space such as Mr. Ashish Dhawan, Mr. Gopal Jain, Mr. Sandeep Singhal, among others are role models for me.

The causes you are supporting

I am passionate about the Indian investment space right from startups to public markets. I use my learnings to work along with as well as to advise entrepreneurs and investors.

5 members dream team in the alternative investments space?

The 5 member investment team at FW Asset Management is a fantastic team.

Mentor

Mr. Anand Krishnan, Managing Partner, FW Asset Management is one of my key mentors.

Biggest Career Misstep

With the benefit of hindsight, I feel I should have invested much more actively during the financial crisis and other market downturns.

And Lessons learnt

A key learning for me has been to keep investment plans ready for different market conditions and to accordingly deploy the appropriate investment strategy depending on the market environment.

What next?

Work to develop FW Asset Management into a top tier investment firm and partner with entrepreneurs to address India's challenges.



“ THE CONTENT FORMULA

Success Mantra

What you are seeking, seeks you, keep going.

Inspiration

- 1: Angela Merkel
- 2: Indira Nooyi
- 3: Christine Lagarde
- 4: Indira Gandhi
- 5: Margaret Thatcher.

Pillars of strength

- 1: Mentors
- 2: Employees
- 3: Vendors
- 4: Family
- 5: Friends

Hobbies & Interests

Writing, Reading, Listening to music and workouts.

Career Goal

To set new goals every day.

Role model in Indian alternative Investments sector

Mr. Ratan Tata

The causes you are supporting

- 1: Sustainable Development Goals (SDGs)
- 2: Women Empowerment - Self defense training for women.
- 3: Skills Training
- 4: Education - Library, Digital Literacy
- 5: Tree plantation
- 6: Waste Management - By associate partner
- 7: Medical health check-ups

Mentor

Mr. Satish Jha, Subodh Bhargava, Nanik Rupani, and I learn from every person I meet.

Biggest Career Misstep

All learnings, no misstep.

And Lessons learnt

Thus, all learnings.

What next?

To get my dream alternate investment space team together.



Jay Shah

Fund Manager - Edelweiss Alpha Fund
Edelweiss Global Asset Management

“ THE CHAOS IMPERATIVE

Success Mantra

Discipline, Dedication & Team Work.

Inspiration

Sandeep Bhandari. (Fund Manager, Edelweiss) His ability to quickly understand, decipher implications and take active calls based on new information on a continuing basis is something that I have tried to inculcate.

Pillars of strength

I like to break things to simple bits and pieces when solving a problem. Defining the entire scope of the task at hand and then efficiently allocating resources.

Hobbies & Interests

Adventure Sports & Molecular Gastronomy.

Career Goal

To be considered in the top 2 alternative fund managers in the country.

Role model in Indian alternative Investments sector

Radhika Gupta, she was one the first people to interview me for my current role. What sets her apart is her knack to shift through multiple engagements, prioritize and execute seamlessly.

The causes you are supporting

EdelGive.

5 members dream team in the alternative investments space?

Sandeep Bhandari - Fund Manager, Edelweiss

Hemant Daga - Deputy CEO, Global Asset & Wealth Management, Edelweiss

Nalin Moniz - Chief Investment Officer, Alternative Equity, Edelweiss

Radhika Gupta - Chief Executive Officer, Edelweiss AMC

Nitin Jain - President & CEO, Global Asset & Wealth Management, Edelweiss

Mentor

Nitin Jain, He was my first manager in 2004. Over the years has guided me through various profiles and organizations, while keeping abreast on all changes & challenges in the alternative Investment sector.

Biggest Career Misstep

I did not give myself enough time to mature in the early days of my career at Edelweiss. Hence took the call to leave Edelweiss in 2006 to pursue my MBA.

And Lessons learnt

Each opportunity that presents itself has to be given a sufficient amount of time to fully reap it's benefits. They undulate, but trend up over time.

What next?

Ideate more. Motivate more. Innovate more.



“ UNSHAKABLE

Success Mantra

Partnering with the best-in-class entrepreneurs.

Inspiration

Having learnt the virtues of having the correct values (personally and professionally) from my father and maternal grandfather.

Pillars of strength

My wife and family

Hobbies & Interests

Golf, club football, yoga, poker, sarod.

Career Goal

To become the investor of choice for entrepreneurs and LP's.

Role model in Indian alternative Investments sector

Gaurav Ahuja, ChrysCap.

The causes you are supporting

TiE Young Entrepreneurs and Sudeva (a not for profit organization focused on taking football to the grassroots levels and bring a change in the upbringing of lower strata, in both urban and rural population).

5 members dream team in the alternative investments space

- 1: Ajay Relan
- 2: Ashish Dhawan
- 3: KP Balraj
- 4: Sudhir Sethi
- 5: Marc Andreessen

Mentor

Sudhir Sethi

Biggest Career Misstep

Betting on technology that was unique but solved no real business problems.

And Lessons learnt

Always bet on the entrepreneur. Especially in early-stage investing, the right entrepreneur can make all the difference.

What next?

India is on it's way to becoming the next big market for technology companies. We will grow at our own pace and have our own unique growth curve. India is not the next US or China but the first India presents a very unique and interesting platform for years to come. I'm excited and motivated about playing a key role in this evolving ecosystem over the next 10-15 years.



Karthik Prabhakar
*Director and Head - Fundraising,
IDG Ventures India Advisors*

“ THE 10X RULE

Success Mantra

Giving your best every single day trying to better none other than yourself with empathy towards others.

Inspiration

A quote I read somewhere that said “Leadership is about trying to lose your job everyday by enabling others to do what you do well, so you can strive to do something even bigger”.

Pillars of strength

My family.

Hobbies & Interests

Trekking / travelling and nature photography.

Career Goal

Make a difference to my surroundings in a meaningful way. Investing as a means to create wealth for investors and entrepreneurs by investing in opportunities that can positively change the ecosystem should be the theme.

Role model in Indian alternative Investments sector

Sudhir Sethi – as someone who has built an organization grounds-up with demonstrable leadership in enabling younger members of the organization to take up important leadership roles early on, I consider him a role model.

The causes you are supporting

Education and livelihood for the differently abled children at the Samarthanam Trust, Bangalore.

5 members dream team in the alternative investments space?

I am fortunate to have a wonderful team with me at IDG Ventures India and would pick my colleagues any day.

Biggest Career Misstep

Spent too much time in a big and well established firm at the beginning of my career.

And Lessons learnt

While big and well established firms allow one to learn immense amount of structured working approach, it is when one gets his hands dirty at a small and rapidly growing organization that one learns to adapt for change enabling rapid growth.

What next?

Building on the partnerships already established, continue to build for IDG Ventures India to be the most sought after and trusted platform for investors, entrepreneurs and ecosystem partners.



“ ENTREPRENEURIAL YOU

Success Mantra

Grit, Integrity, Perseverance, Positive attitude and Passion for work.

Inspiration

My father, Steve Jobs, Warren Buffet and Narendra Modi.

Pillars of strength

My family

Hobbies & Interests

Stock markets - Investing in stock markets in personal capacity since 12th grade

Sports – Cricket, long distance running and trekking

Travel – Travel places and live life of a local person

Career Goal

Want to start my own Asset Management Company

Role model in Indian alternative Investments sector

Renuka Ramnath

The causes you are supporting

1: Increasing awareness for education and physical fitness within the community

2: Working with local people and elected representatives to resolve local issues

5 members dream team in the alternative investments space

1: Renuka Ramnath

2: Avnish Bajaj

3: K.V. Ramakrishna

3: Vipul Mankad

5: Litesh Gada

Mentor

My Father was the one who introduced me to value investing. His investment strategy manifests from the business which he has developed through his experience. What has been my inspiration in him is that his business acumen and the ability to identify good fundamental companies without a formal education, financial analysis or technical analysis knowledge.

Biggest Career Misstep

After passing my CA exams i continued with PWC with the M&A tax advisory team.

And Lessons learnt

Subtract the emotional element from the key decisions whether its investing or a career move.

What next?

Value unlocking for investee companies through complete or partial exit.



Manish Singla
*Executive Director,
Client Associates*

“ UNLOCKING POTENTIAL

Inspiration

Law of Karma.

Pillars of strength

Belief in God.

Hobbies & Interests

Discovering irrational behaviours, Reading books, Discussing about unknown.

Career Goal

To add value to everyone's life whom I come in contact.

Role model in Indian alternative Investments sector

Renuka Ramnath.

The causes you are supporting

Education for underprivileged.

5 members dream team in the alternative investments space

- 1: Renuka Ramnath
- 2: Andrew Holland
- 3: Sudhir Sethi
- 4: Nalin Moniz
- 5: Rajan Anandan

Mentor

Rajesh Magow.

Biggest Career Misstep

Not accepting EA role to CEO of bank early in my career.

And Lessons learnt

Luck is what happens when opportunity meets preparation.

What next?

Keep growing network of clients and keep adding value to their wealth.



“ BEATING THE STREET

Success Mantra

Be inquisitive & learn from every source possible, think long term & sustainability on all fronts – people, processes & resources.

Inspiration

History of greatest Indian/ global entrepreneurs & investors.

Pillars of strength

My Family, Values & Principles.

Hobbies & Interests

Reading, Travel, History

Career Goal

Build from scratch a best in class Investment Firm which stands for competence and complete commitment and trust towards its Investors.

Role model in Indian alternative Investments sector

(Late) Ved Prakash Arya, who was a true pioneer and far ahead of times in recognizing the investment play on yield assets in India and building a domestic franchise around it.

The causes you are supporting

Education.

5 members dream team in the alternative investments space

- 1: Ashish Khandelia (KKR)
- 2: Vikram Garg (Blackstone)
- 3: Amit Pachisia (Altico)
- 4: Tripoorraj Dhavale (ICICI Prudential)
- 5: Miteshkumar Agrawal

Mentor

- 1: Sanjoy Bhattacharya
- 2: Managing Partner, Fortuna Capital, doyen of value investing in India.

Biggest Career Misstep

Confusing ‘cheap quality’ for ‘cheap price’.

And Lessons learnt

It is better to pay a premium (& go for better quality) rather than to get a discount (for low quality).

What next?

Develop the Real Estate Investment Trust (REIT) market/ industry in India.



Nalin Moniz

Chief Investment Officer - Alternative Equity,
Edelweiss Global Asset Management

“ THE OUTLIER

Success Mantra

Investing and a career in investing are both a marathon. There is no finish line, but you should enjoy the race.

Inspiration

My Dad: Luis Moniz who taught me to always carry myself with integrity and to treat others with respect.

Pillars of strength

My family

Hobbies & Interests

Marathon Running. Presently training for the 2018 Berlin Full Marathon.

Career Goal

To be India's top hedge fund manager and to create an industry that impacts the lives of millions of investors.

Role model in Indian alternative Investments sector

Ashish Dhawan

The causes you are supporting

The Edelgive Foundation, Take Charge Foundation

5 members dream team in the alternative investments space?

- 1: Ashish Dhawan
- 2: Pranav Parikh
- 3: Siddharth Shah
- 4: Rashida Roopawalla
- 5: Nilesh Saha

Mentor

- 1: Sunil Shah
- 2: Shailesh Haribhakti.

Biggest Career Misstep

Losing money in 2008.

And Lessons learnt

Always respect risk.

What next?

I already have my dream job.

Neha Grover

*Principal and India Chief Financial Officer,
Baring Private Equity Partners India*



“ CROSSING THE CHASM

Success Mantra

Don't wish for it, work for it.

Inspiration

My parents.

Pillars of strength

My family

Hobbies & Interests

Dabbling in gardening and enhancing my culinary skills.

Career Goal

Life is too uncertain to have one goal, its keeps evolving over time.

Role model in Indian alternative Investments sector

Warren Buffet and Rahul Bhasin.

The causes you are supporting

Kids health and education.

Mentor

Lots of individuals have had a deep impact during different phases of my life, I cannot name only a single individual here. Example my mother, my supervisor - Rahul Bhasin , my teacher at IIML etc.

Biggest Career Misstep

Learning, unlearning and relearning is a continuum.

And Lessons learnt

Pushing myself out of my comfort zone, to be acknowledged as an astute investor.

What next?

Investing smartly while creating a social impact.



Nilesch Borana

Managing Director & Chief Investment Officer,
Athena Investment Management

“ IN A LEAGUE OF HIS OWN

Success Mantra

Investment discipline and patience are the biggest virtues of an investor.

Inspiration

Steve Jobs – respect him for his creativity and attitude towards excellence.

Pillars of strength

My family, business partners and anchor investors in my fund have been great source of strength in both good times and bad.

Hobbies & Interests

Reading, music and traveling.

Career Goal

To be known as an intelligent investor with consistent track record backed by methodical investment approach.

Role model in Indian alternative Investments sector

Ashish Dhawan

The causes you are supporting

- 1: Women empowerment
- 2: Right to education

5 members dream team in the alternative investments space?

- 1: Amit Manocha
- 2: Ambrish Gautam
- 3: Lalit Menghani
- 4: Salvin Shah
- 5: Yash Sejjpal

Mentors

- 1: Amulya Charan
- 2: Adesh Gupta
- 3: Amit Manocha
- 4: Rakesh Arora

Biggest Career Misstep

Shutting down portfolio management practice for lack of adequate assets under management.

And Lessons learnt

Never quit what you strongly believe in.

What next?

Stay focused on learning more about investing and strengthen the investment discipline within inside me

Norbert Fernandes

*Vice President / India Lead,
TR Capital*



“ THE MILLIONNAIRE MIND

Success Mantra

The best investment is in yourself, never stop learning.

Inspiration

The luminaries of value investing - Warren Buffett, Benjamin Graham for their amazing discipline in the face of irrational market behavior; and virtuoso guitarists - Nuno Bettencourt, Derek Trucks are current favorites - for their creativity and dedication to their chosen craft.

Pillars of strength

My family - they let me do my own thing without asking too many questions, and support me unconditionally.

Hobbies & Interests

Beyond work, I play guitar with local Mumbai band, which has been a source of great joy for me, and is also a fantastic stress-buster.

Career Goal

To be recognized as someone who consistently creates long term value for investors.

Role model in Indian alternative Investments sector

- 1: Ravi Adusumalli (SAIF)
- 2: Haresh Chawla (IVF/True North)

5 members dream team in the alternative investments space

- 1: Ravi Adusumalli
- 2: Haresh Chawla
- 3: Subrata Mitra (Accel)
- 4: Naren Gupta (Nexus)
- 5: Me (so I can learn from the best in the biz)

Mentor

Many senior professionals have influenced me positively over the years, but none I can single out as a mentor.

Biggest Career Misstep

There are no missteps, only risks that didn't pan out. If you are in this industry, you must be comfortable taking calculated risks, even with your own career. By definition, some of these decisions won't pay off fully - that is OK. In the long-term, it is still better than staying in one's comfort zone. All my decisions so far, even the ones that weren't a slam dunk, have led me to this point, so I have zero regrets.

And Lessons learnt

Hard work, discipline and integrity always wins in the end. Everything else is a shortcut, and I don't believe in shortcuts.

What next?

Building the best secondary investment team in India.



Pallabi Ghosal

Senior Associate,
AZB & Partners

“ OUT OF THE BOX

Success Mantra

Working smart, working hard and having the courage of one's convictions.

Inspiration

I draw inspiration from interesting people I meet, events that occur in everyday life, a particular book or article that I come across, even a painting or photograph that I chance upon. Inspiration, for me is everywhere.

Pillars of strength

My pillars of strength are my family and me.

Hobbies & Interests

I am an avid writer and my second area of interest is dance. I have trained in Odissi under Padmashree Smt. Kiran Segal since I was 7 years old and have performed professionally.

Career Goal

My career goal is to achieve professional excellence in the alternative investments practice.

Role model in Indian alternative Investments sector

Renuka Ramnath & Ashwath Rau

The causes you are supporting

I regularly support underprivileged members within my ecosystem in their educational and social development pursuits.

5 members dream team in the alternative investments space?

As a lawyer in the alternate assets space, my dream team would comprise of: a senior member, who will give necessary guidance to the team and help them see the transaction from a 360 degree perspective, a team leader who will seamlessly execute the transaction from start to finish, 2 junior members who will assist the team leader on documentation and research, and 1 senior adviser who has the experience in handling complex regulatory issues and who will assist the team in liaising with the concerned regulators.

Mentors

I have chosen to look up to my colleagues, and today they are my mentors. It is my belief that given one interacts with their colleagues closely on a regular basis, a colleague based mentorship has several advantages – it is specific, immediate, and effective.

And Lessons learnt

To always focus on the objective at hand and to quickly change gears to work towards the objective rather than deliberating excessively on the problem.

What next?

- 1: collaborate with the government, Indian regulators, and industry representatives to contribute towards policy
- 2: collaborate with law schools/universities to generate awareness.



“ IN SEARCH OF EXCELLENCE

Success Mantra

Focus. In work, life and the portfolios i manage.

Inspiration

Charlie Munger - a lifelong pursuit of knowledge.

Pillars of strength

My parents, my wife and my partners.

Hobbies & Interests

Reading and Reflecting.

Career Goal

In the first half of my career, to learn as much as i can about the business of business and in the second half to teach, mentor and enable others to succeed.

Role model in Indian alternative Investments sector

Kenneth Andrade - for his unassuming and put-your-head-down-and-work attitude.

The causes you are supporting?

Spirituality and Education.

5 members dream team in the alternative investments space

I have come to believe that investing is a single player game, not a multi-player one - so a dream team is a bit of an oxymoron in investing.

Mentor

My partners Athul & Shivaram, who bring with them several years of experience both in investing and business. I learn something new everyday, without fail.

Biggest Career Misstep

Honestly, there have been no major mis-steps or regrets. All the dots have connected when i look back.

And Lessons learnt

Knowledge is power. Learn as much as you can about your business with a curious mind and opportunities will come and get converted on their own.

What next?

Focus on scaling up our firm Samvitti Capital and reach out to as many people as we can providing differentiated, no conflicts advice.



Ravi Kaushik
Partner,
WaterBridge Ventures

“ MARKET WIZARD

Success Mantra

work hard and pursue excellence in whatever you do.

Inspiration

PN Vasudevan (CEO and Founder Equitas Holdings) - his humble background, his commitment and dedication to his profession, his ethical and moral standards and his ability to build an organisation are facets I would like to imbibe in myself.

Pillars of strength

My family, they are always there for you no matter what.

Hobbies & Interests

I am an outdoors person - football, adventure sports (sky diving, scuba diving, bungee jumping), road trips, hiking etc

Career Goal

To be one of the best investors to not only have done high quality investments but to also have delivered real return for my shareholders.

Role model in Indian alternative Investments sector

Manish Kheterpal (founder WaterBridge Ventures) - his drive, pursuit of excellence and his ability to read people and risks is without parallel. Everyday is a new learning with him.

The causes you are supporting

I regularly donate to multiple foundations and charity organisations.

5 members dream team in the alternative investments space?

- 1: Manish Kheterpal (Founder Waterbridge Ventures)
- 2: Rahul Mukim (Director Carlyle)
- 3: Vamsi Ravuri (VP Aquarius Investment Advisors)
- 4: Gopal Jain (MD Gaja Capital)
- 5: Ravi Adusumalli (MD Saif Partners)

Mentor

SN Subramanya (MD Aquarius Investment Advisors).

Biggest Career Misstep

There are no missteps or regrets, there are just lessons from which I learn and move forward.

And Lessons learnt

Plan in advance, think long term and do a lot of homework before taking a big decision.

What next?

Life is a journey and success is not a destination, I want to continue to become better at what I do, to continuously learn and grow.



“ RUNNING LEAN

Success Mantra

I believe in frequent disruption to challenge and develop the mind with new skills. Think long term, take risks, and learn from mistakes.

Inspiration

Every day spent in the field is an inspiration. It is here that I observed first-hand the transformative power of every rupee directed to the unbanked and the underserved, and saw the power of intermediation delivered by IFMR, a financial inclusion focused company.

Pillars of strength

I am blessed for the ability to lean on my immediate family and close knit group of friends for stability to navigate difficult situations with a clear mind.

Hobbies & Interests

I am a firm believer that a healthy body equals a healthy mind. My interests lie mainly in active outdoor activities (mountain treks, adventure activities), sports (participating and captaining football and cricket tournaments) along with reading eclectic topics and long form articles.

Career Goal

My career goal is to lead IFMR Investment Managers to a globally recognized specialized asset manager with a stellar track record across innovative products and strategies. Our aim is to deliver investor expectations consistently over cycles with high levels of transparency and corporate governance.

Role model in Indian alternative Investments sector

Gopal Srinivasan, Andrew Holland and Nitin Jain are the role models I look up to in the alternatives space.

The causes you are supporting

Financial inclusion and wellbeing via savings / credit / literacy and customer protection by ensuring complete access and empowerment at the bottom of the pyramid.

5 members dream team in the alternative investments space

I have a very capable, trustworthy and driven current team at IFMR Investments. As they say in sport – Teamwork trumps individual brilliance !

Mentor

I have been lucky to have access to mentors / sounding boards in both my professional and personal life. My parents and immediate supervisors have been the key contributors and life coaches.

Biggest Career Misstep

No missteps so far.

And Lessons learnt

Honesty is a highly underrated attribute but the most important in a fiduciary business.

What next?

Relish and celebrate current successes without losing sight of the aggressive personal and professional goals in 2018 and beyond.



Richa Natarajan
Vice President,
Unitus Capital

“ THE POWER OF IMPACT INVESTING

Success Mantra

Work ‘smart’ and invest in people and relationships, the rest will follow

Inspiration

My brother, Rishi Sethia.

Pillars of strength

My family.

Hobbies & Interests

Reading, Travelling, Baking and Spending time with my kids.

Career Goal

Become an integral part of the impact investing ecosystem in Asia through direct investments and active mentoring.

Role model in Indian alternative Investments sector

Narayan Ramachandran.

The causes you are supporting

Education and women’s empowerment.

5 members dream team in the alternative investments space

- 1: Eric Savage
- 2: Ishita Verma
- 3: Gauravjeet Singh
- 4: Amit Rathi

Mentor

My best mentor till date has been Henry Ventura from my time at Deloitte.

Biggest Career Misstep

Second guessing myself when my instinct tells me to move in a certain direction.

And Lessons learnt

Trust my instincts and speak up.

What next?

What next? Make an impact!.



“ BLUE OCEAN SHIFT

Success Mantra

Keep Learning, Keep Moving.

Inspiration

Elon Musk, Uday Kotak, Nirmal Jain.

Pillars of strength

My team, my mentors, my family.

Hobbies & Interests

Reading, CrossFit, Motorcycles, Swimming, Horse Riding, Spirituality.

Career Goal

To set up India's foremost Multi Family Office.

Role model in Indian alternative Investments sector

Andrew Holland.

The causes you are supporting

Education, Healthcare, Nature Conservation.

5 members dream team in the alternative investments space

- 1: Andrew Hollan
- 2: A V Srikanth
- 3: Gaurav Pant
- 4: Mukesh Dedhia
- 5: Rohan Ghalla

Mentor

A V Srikanth (CEO, Citadelle Asset Advisors).

Biggest Career Misstep

Defined my career like a job, and vice versa.

And Lessons learnt

You are what you decide to be, not what you are told you are.

What next?

A Multi Family Office with international standards and practices.



Sameer Brij Verma

Partner,
Nexus Venture Partners

“ FIRST AMONG EQUALS

Success Mantra

There is no substitute for hard work.

Inspiration

Elon Musk and Reid Hoffman.

Pillars of strength

My family.

Hobbies & Interests

Entrepreneurship, finance, economics, foreign affairs and strategy.

Career Goal

Assist over a 150 entrepreneurs build category-creating and enduring companies as an early stage investor.

Role model in Indian alternative Investments sector

- 1: Ashish Dhawan
- 2: Ajay Relan
- 3: Ravi Adusumalli.

The causes you are supporting

Education and healthcare..

5 members dream team in the alternative investments space?

- 1: Ashish Dhawan
- 2: Ajay Relan
- 3: Ravi Adusumalli
- 4: Sumir Chadha
- 5: Vishal Nevatia

Mentor

Naren Gupta and my mother.

Biggest Career Misstep

Not being able to convince my team on some of the deals I believed in.

And Lessons learnt

Try harder to build consensus.

What next?

I would love to be the best early-stage investor in India. All efforts are in that direction.



“ TOP OF MINDS

Success Mantra

Hard work and a focus on service and kindness.

Inspiration

Swami Vivekananda and Rabindranath Tagore.

Pillars of strength

My family.

Hobbies & Interests

Music, poetry, spirituality, education and teaching kids.

Career Goal

To grow in a leadership role in the alternative investments industry.

Role model in Indian alternative Investments sector

Amit Shah, India Infoline.

The causes you are supporting

Yoga, education for girl child, building schools in rural areas.

5 members dream team in the alternative investments space

- 1: Andrew Holland
- 2: Naganath Sundaresan
- 3: Amit Shah
- 4: Pratik Sharma, Atyant Capital
- 5: Madhusudhan Kela

Mentor

My graduate advisor Professor Glen Feighery who taught me that ethics and kindness are competency issues.

Biggest Career Misstep

To pass off a PhD offer from a reputed university in the U.S.

And Lessons learnt

Never say no to education and career development.

What next?

I want to grow in a leadership role in the alternative investment industry in India as I have strong understanding of the field and experience of managing investment portfolios.



Saurabh Gupta
Fund Manager,
IIFL Asset Management

“ BUILT TO LAST

Success Mantra

Resolve, focus, hard work. And above all, the humility to keep learning.

Inspiration

My Father.

Pillars of strength

My wife, who does not see the limits that I see.

My mother, family and friends who stoically stand by me, giving me the strength to push the boundaries to where I could not imagine.

Hobbies & Interests

I am an explorer at heart. I am an avid reader, a prolific traveller, a budding photographer and a marathon runner.

Career Goal

To build a large sustainable and inclusive investment fund house.

Role model in Indian alternative Investments sector

The management team at IIFL AMC. They are young and innovative. Yet they are rethinking, reworking and growing fast. They have the vision, and the mission, to make a big impact in a big industry.

The causes you are supporting

Education. It has the power to change lives.

Working with the differently-abled. We cannot do enough to help them lead independent, fulfilling lives.

5 members dream team in the alternative investments space?

A dream team is really about the attributes each member brings. Undoubtedly, I would pick Karan Bhagat/ Amit Shah for their drive and zeal; Tuhin Parikh for the patient and focused investing approach that Blackstone has demonstrated; Srinu Srinivasan for the pioneering, innovative and knowledge driven spirit Kotak has given to real estate investing; and of course me - the best analyst I can find.

Mentors

- 1: Kavi Arora
- 2: Sachin Khandelwal
- 3: Balaji Raghavan
- 4: Keshav Porwal

Biggest Career Misstep

Moving to Mumbai without a well defined opportunity.

And Lessons learnt

Hard work.

As Steve Jobs famously said “You can’t connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future.”

What next?

“42” (As the Hitchhikers Guide to the Galaxy will tell you, that is the Answer to the Ultimate Question of Life, the Universe, and everything).



“ HACKING INNOVATION

Success Mantra

Great things never come from comfort zones...step out and do not be afraid to try. And do not ask permission to try.

Inspiration

Sports. The perseverance, determination and hard work that it takes to be the best, and strive towards becoming a champion.... this is no different from entrepreneurship. Every entrepreneur has obstacles and it is a tough journey.. but their ability to Keep going and not give up is inspiring.

Pillars of strength

My Mental Strength.

Hobbies & Interests

Badminton and reading about human behaviour / behavioural science.

Career Goal

Going forward, as a career goal, I want to be amongst India's top investors who can successfully seed investments that harness the power of digitization and solve country's most pressing problems.

The causes you are supporting

- 1: Women Safety at XPrize.
- 2: Women entrepreneurship at Facebook's SheLeadsTech.
- 3: Entrepreneurship in Northeast India through Times Group.

5 members dream team in the alternative investments space

These people I would love to learn from, so I want to surround myself with

- 1: Kanwaljit Singh
- 2: Ravi Adusumalli
- 3: Andrew Holland

Mentor

I do not have a specific mentor. But I do have many friends who I seek advice from.

Biggest Career Misstep

Taking a job that I really do not want or enjoy, and then waiting for a challenge to find me.

And Lessons learnt

When I was 18, I was always afraid to explore new ideas and opportunities, and did not invest in my identity capital. Identity capital is what we do to invest in ourselves. It is our collection of personal assets- which is mostly our learnings and experiences. My human fears of failure and facing the unknown stopped me a few times from trying new things. But little did I know that I have to rise above these fears and my life's journey is a culmination of many near wins, failures, & small varied experiences.

What next?

Goal is to start a fund and investing in product / IP innovation in India, and taking them global!



Shweta Singh

Founder - Chief Operating Officer
Women Innovation Entrepreneurship Foundation

“ THE BUSINESS OF GOOD

Success Mantra

Unleash your Passion, Stay connected to your roots and start giving back to society.

Inspiration

Actively working toward upliftment of women and girl child, i.e. helping educated women and rural women entrepreneurs to start their business/in their business through my own not-for-profit foundation. I wake up every morning and think and plan how can I make women financially independent and work progressively toward it every day.

Pillars of strength

My Mother & my Husband.

Hobbies & Interests

Teaching, mentoring and training under privileged women entrepreneurs and mentoring Startups and SME's regarding importance of IPR.

Career Goal

To see India under top 5 in global innovation Index and help Indian women to be financially empowered through all my strength and efforts.

Role model in Indian alternative Investments sector

Priyanka Chopra & Vani Kola.

The causes you are supporting

- 1: Women and Girl Child Development, creating an ecosystem of financially independent women
- 2: Supporting Educated Women to start their business/in their business.
- 3: Supporting Rural and illiterate women to start their business/in their business by training/skill development and establishing SSI (Small scale Industry)

5 members dream team in the alternative investments space

- 1: Lakshmi Iyer - CIO - Kotak Mahindra Asset Management Company
- 2: Radhika Gupta - CEO - Edelweiss Asset Management
- 3: Puja Kochhar - Director at IIFL Wealth Management Ltd
- 4: Rakesh Jhunjunwala
- 5: Anand Rathi

Mentors

- 1: Dr. R.K. Panigrahi
(Former Director – Ministry of Micro, Small & Medium Enterprise, Govt. of India – IAS - 1992)
- 2: Sutapa Sanyal
(Public Speaker, Advisor & Expert on Gender (Women, Diversity & POSH) and Leadership. Former Director General of Police)

Biggest Career Misstep

Playing dumb - Choosing Wrong business partner, which eventually resulted in blindside and lead the company in mishap.

And Lessons learnt

- Accept what you hold and possess inside of you.
- Continuous expansion of my professional toolbox.
- Creating Balance between “Knowing exact expectation from employees to what the employers owe them”.
- Growing my network, manage my professional relationship and foster it.

What next?

Working toward progressive upliftment of Women and girl child.

“A Women best Protection is her Financial Independency, So dare to dream and make it happen.”



“ RUNNING MONEY

Success Mantra

Have an open mind – unbox thinking to new possibilities.

Inspiration

Entrepreneurs! Because they go through near death experiences many times over before building a successful enterprise.

Pillars of strength

My parents and Chandrika.

Hobbies & Interests

Writing poetry; Enjoying the beauty of nature in moonlight.

Career Goal

Develop a track record as a successful investor and a reputation with entrepreneurs that one will have a positive impact on their thinking.

Role model in Indian alternative Investments sector

Renuka Ramnath

The causes you are supporting

Education

5 members dream team in the alternative investments space

My existing team.

Mentor

I have a lot of friends as sounding boards but would love to have a mentor.

Biggest Career Misstep

Joined bullion trading @ ICICI Bank in 2004 – just because I thought it was cool to be a trader in a bank.

And Lessons learnt

Think of your strengths as relative grades. Take up roles where you can leverage these core strengths and your intuition. If your role thrives on your strengths, you will enjoy what you do (on most days!). Never take up a role just because it creates a perceived social status among people around you.

What next?

Enjoy each day. Celebrate the hits and learn from the misses.



Sumer Juneja
Partner,
Norwest Venture Partners

“ PUSHING THE ENVELOP

Success Mantra

There is no alternative to hard work or short cut to success. You need to be patient, focus on what you enjoy, be apolitical at the work place and success will come.

Inspiration

Successful sportsmen / sportswomen. To remain committed and disciplined from such a young age is very commendable. To watch them perform under pressure consistently is extremely inspiring.

Pillars of strength

Family, especially my wife.

Hobbies & Interests

Competitive sport- tennis, golf, maratho.

Career Goal

To start and build my own organization and leave behind an institution like the ones I have worked for (Goldman Sachs and NVP).

Role model in Indian alternative Investments sector

Ashish Dhawan: Understood the Indian opportunity before others and created an institution that could outlast him, enabling him to give back to society and focus on educating India, which is very close to my heart as well.

The causes you are supporting

Consistently contribute to a variety of causes and charities focused on children's education.

5 members dream team in the alternative investments space

- 1: Ashish Dhawan
- 2: Prashant Jain
- 3: Nandan Nilekani
- 4: Romesh Sobti
- 5: Radhakishan Damani

Mentor

Past teachers, current and former colleagues and family. A lot of people have helped and supported me throughout my life.

Biggest Career Misstep

Not taking enough risk and not thinking out of the box.

And Lessons learnt

No opportunity comes perfectly wrapped, need to look deeper and be less risk averse to exce

What next?

Keep learning and growing on the job and as a person. Every investment is like an internship and investing is a very humbling career.



“ COMPETITIVE ADVANTAGE

Success Mantra

Desire for Success should be Greater than the Fear of Failure.

Inspiration

Warren Buffet - he has consistently backed his desire for success, even at times when the odds were against.

Pillars of strength

A Great Team, Very supportive family, Clear vision & Rock Solid Determination to Succeed.

Hobbies & Interests

I love my game of Snooker, enjoy Ice Skiing (when I can) and hit the road often to travel.

Career Goal

Raise an INR 1000cr AIF Fund largely on the back of domestic wealth.

Role model in Indian alternative Investments sector

Ravi Adusumalli - Managing Partner, SAIF

The causes you are supporting

Education for the Underprivileged.

5 members dream team in the alternative investments space

I don't have specific names but a dream team in the Indian AIF scene to imitate would be Westbridge Capital.

Mentor

I have a lot of friends as sounding boards but would love to have a mentor.

Biggest Career Misstep

Underplayed my potential in the first five years as an entrepreneur.

And Lessons learnt

A clear vision imbibes an irrefutable “power to attract” – a power which will bring together the pieces.

What next?

maybe a Real Estate AIF!



Sushma Kaushik
Investment Director,
Aavishkaar

“ LEADING CHANGE

Success Mantra

Perform duties without attachment; be mentally strong to walk away no matter how involved one is!

Inspiration

I draw a lot of inspiration from the unsung heroes of our city of Mumbai i.e. house-help, cooks, drivers, office help etc. The level of perseverance they exude in the face of adversity, inspires me to give my 100%.

Pillars of strength

My strength rests on two pillars – my mother & my husband.

Hobbies & Interests

Adventure Sports & Trekking. Whenever I can take a long break, I try to head to the Himalayas. For me, trekking is akin to meditation.

Career Goal

I would like to be an active participant in charting the course of Change, taking responsible actions and investment decisions that positively impact all the stakeholders, including the society and the environment.

Role model in Indian alternative Investments sector

Ashish Dhawan - Founder, Ashoka University & Co-founder, Chrys Capital, has paved the way for responsible investing and shown that financial sustainability and social impact can be integrated.

The causes you are supporting

- 1: Enabling Financial Inclusion for the underserved population.
- 2: Building sustainable livelihoods through traditional and non-traditional opportunities that reduces Rural-to-Urban migration.

Mentor

Vineet Rai - Founder of Aavishkaar - Intellect group.
From him, I have learnt to balance financial gains with positive civic outcomes, to be assertive yet compassionate and not to compromise on core values. These are key learning's for any professional in my space.

Biggest Career Misstep

There have been learnings, undoings and changing but nothing I can put in the Career Misstep box. My attitude towards life has been “ If life gives you lemons, make lemonade!”

What next?

Scale is the core from both impact as well as investor perspective, so backing opportunities that have the ability to achieve limitless scale will be the objective. I firmly believe only through scale can one achieve larger impact!



“ STRENGTHS BASED LEADERSHIP

Success Mantra

Persistence and resilience

Inspiration

My parents

Pillars of strength

My family, friends and colleagues.

Hobbies & Interests

Travel, food, books.

Career Goal

To be the advisor of choice for my clients.

Role model in Indian alternative Investments sector

- 1: Vallabh Bhansali
- 2: Sanjeev Singhal

The causes you are supporting

Actively involved in the Institute of Chartered Accountants of India.

5 members dream team in the alternative investments space

- 1: Amit Saboo
- 2: Saurabh Chitale
- 3: Amol Gogate
- 4: Shantanu Neogi
- 5: Shrirang Tambe

Mentor

My father

Biggest Career Misstep

I have every step in my career with a conviction and believing in the best. So I have learnt from each step in the journey.

And Lessons learnt

Client satisfaction is always the key.

What next?

Continue with what I believe in!



Swapnil Pawar
Head of India Office,
Engineers Gate

“ SECOND TO NONE

Success Mantra

Take bold steps, dig deep and persevere.

Inspiration

The sea change in living standards brought about by human beings applying mind (as in science and technology) through the two industrial revolutions.

Pillars of strength

My wife, mom & siblings.

Hobbies & Interests

Monetary Macroeconomics, Consciousness Studies, Behavioral Finance, Creative writing, Machine Learning.

Career Goal

Macroeconomic policy-making (preferably in India).

Role model in Indian alternative Investments sector

Mr. Ajay Piramal

The causes you are supporting

Widening the reach of high quality education into rural areas in India
Thinking in a more open-minded manner about solutions to the macroeconomic challenges that face humanity.

5 members dream team in the alternative investments space

- 1: Chhavi Moodgal - Business Development
- 2: Akhilesh Tilotia - Research
- 3: Yogesh Radke - Research
- 4: Kanika Khorana - Products
- 5: Dev Sampat - Products

Mentor

Mr. Hrishikesh Parandekar

Biggest Career Misstep

Didn't stay on course while working on a new idea, when faced with headwinds

And Lessons learnt

New ideas that work get only a grudging nod, those that don't get a lot of flak. If one is in the business of working with mostly new ideas, this should be incorporated into the decisions regarding what to stop doing and what to keep on doing.

What next?

Build differentiation based on intellectual property (rather than on tax arbitrage, structuring efficiency, temporarily fashionable strategy etc.)

Tariq Aboobaker

*Managing Director,
Amicorp Trustees*



“
**I DO
WHAT
I DO**

Success Mantra

Never give up, stay focused & keep working hard. my definition of success is doing what you love.

Pillars of strength

Relationships, Hard work, Knowledge, Honesty & Persistence.

Hobbies & Interests

Golf, Horse Riding, Hockey, Reading & Driving sports cars.

Career Goal

Continue to do what I love doing and live your passion.

Role model in Indian alternative Investments sector

Karan Bhagat.

The causes you are supporting

Women welfare & Senior citizens.

Mentor

Aditya Puri.

Biggest Career Misstep

Every step has been a learning.

And Lessons learnt

Never develop ‘I know it all.’ attitude.

What next?

Continue to focus & build Amicorp to be the most reputed full-fledged Trust company in India. Value to their wealth.

Association of International Wealth Management of India (AIWMI)

The Association of International Wealth Management of India (AIWMI) is a not-for-profit organization and a globally recognized membership association for finance professionals. AIWMI primarily focuses on the broad and strategic role of developing a more robust and forward-looking training infrastructure for the financial services sector and to promote more active industry involvement and collaboration in training and continuing education.

AIWMI is offering advanced international certification programs along with a wide variety of high-quality executive education programs.

AIWMI plays a key role in guiding the development of the financial services sector. AIWMI works with key industry participants' viz. the Government, the Regulators, the Industries/Associations, the Corporate, the Media and the General Public to achieve its objectives. Besides enhancing technical competence and professionalism in the industry, AIWMI organizes events and facilitates discussions to promote best practices in leadership and talent development in the financial sector with an aim to become Asia's premier center of excellence for financial education.

www.aiwmindia.com



Indian Association of Alternative Investment Funds

Indian Association of Alternative Investment Funds (IAAIF) was founded in January 2016 with the objectives of promoting and protecting the interest of Alternative Investment Funds (AIFs) in India. Started with just 5 members, IAAIF today, is being supported by 25 prominent financial institutions which includes 21 fund management houses managing SEBI registered AIFs, 1 asset management company and 3 consulting organizations.

Since inception IAAIF has been regularly working with various Regulators through representations and formal meetings on behalf of the AIF industry. IAAIF is also committed to bring global knowledge resources and best practices to the Indian AIF industry. IAAIF has partnered with the Association of International Wealth Management of India (AIWMI) and National Institute of Securities Market (NISM) in designing a unique professional qualification on alternative investments.

www.iaaif.com

The Indian Association of Alternative Investment Funds (IAAIF) has been established as a non-profit organization, with the objective of promoting and protecting the interests of the Alternative Investments industry in India.

Our Members



Need a solid platform you can count on? Look no further!

IAAIF is committed to act as representative & advocacy body devoted to promote transparency, professional standards and trust in alternative investments. IAAIF strives to promote the professional development of the alternative investments industry as well as facilitate interaction and collaboration among its members. The association also acts as a platform for dialogue on regulatory and policy issues pertaining to AIFs and building linkages among various stake-holders.

Our Mission

To promote the development of Alternative Investment Industry in India and be a representative voice for all the SEBI Registered Alternative Investment Funds We hope to achieve it through:

- Helping build trust in the industry by promoting best market practices.
- Bringing all stakeholders of the industry together and encouraging regular among them.
- Promoting networking and information flow among market participants.
- Curating industry focused high quality education programs, events and investor education initiatives.

Our Objectives

- To provide a professional forum for our membership and act as a catalyst and promoter of the Alternative Investment Industry's development in India.
- To be the pre-eminent voice for the Alternative Investment industry.
- To benefit the global community by establishing, upholding and promoting worldwide professional standards in alternative investment advisory.
- To develop sound practices, enhance industry transparency and education.
- To liaise with the wider financial community, institutional investors, the media, regulators, governments and other policy makers

For membership enquiries, please contact

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