CFA Society India

3RD INDIA WEALTH MANAGEMENT CONFERENCE

Trends, Opportunities, and Catalysts for Change

Friday, 31 August 2018 | The Leela, Mumbai

#INWealth

OVERVIEW

Robust and widespread economic growth has enhanced the importance of wealth management in India. Yet, from asset allocation and manager selection to behavioural coaching and succession planning, the need for understanding best practices and frameworks that work has never been higher. CFA Society India, in collaboration with CFA Institute and its diverse worldwide membership, is uniquely positioned to bring together global experts to share their insights. The third edition of our full day wealth management conference will be a unique opportunity for industry stakeholders to debate, discuss, and learn from leaders.

DELEGATE REGISTRATION FEES (EXCLUSIVE OF 18% GST)

	Regular Rate	Early-Bird Rate (before 10 August 2018)
CFA Institute / CFA Society India Members	INR3,000	INR2,000
CFA® Program Candidates	INR4,000	INR3,000
Nonmembers	INR7,500	INR5,000
Group Rate (minimum of 5 delegates)	INR4,750 per delegate	N/A

MORE INFORMATION

Website: https://cfa.is/IWMC2018
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AGENDA

TIME	SESSION AND SPEAKERS
08:30–09:00	**REGISTRATION**
09:00–09:30	**CONFERENCE OPENING AND WELCOME** Message on behalf of CFA Society India **Jayesh Gandhi, CFA** President, CFA Society India Senior Portfolio Manager, Aditya Birla Sun Life Asset Management Company Ltd. Message on behalf of CFA Institute **Nick Pollard** Managing Director, Asia Pacific, CFA Institute
09:30–10:30	**GLOBAL MACRO – RELEVANCE TO INDIA** **William Poole** Distinguished Scholar in Residence, University of Delaware Senior Advisor, Merk Investments **Xu Sitao** Chief Economist and Partner, Deloitte China **Sajjid Chinoy** ***Moderator*** Chief India Economist, JP Morgan
10:30–11:15	**THE FUTURE OF WEALTH MANAGEMENT IN INDIA** **Rashesh Shah** Chairman and Chief Executive Officer, Edelweiss Group **Sunil Singhania, CFA** ***Moderator*** Founder, Abakkus Asset Manager LLP
11:15–11:35	**NETWORKING COFFEE BREAK**
11:35–12:20	**BUILDING A WEALTH BUSINESS IN INDIA** **Karan Bhagat** Founder, Managing Director, and Chief Executive Officer IIFL Investment Managers **Kalpen Parekh** ***Moderator*** President, DSP BlackRock Investment Managers Pvt. Ltd.
12:20–13:05	**BEHAVIOURAL INSIGHTS ON CULTURE AND WEALTH** **Meir Statman** Glenn Klimek Professor of Finance, Santa Clara University **Paresh Thakker, CFA** ***Moderator*** Managing Partner, ValueQuest Capital
13:05–14:05	**NETWORKING LUNCH**
14:05–14:50	**PANEL: ADVANCES IN ASSET ALLOCATION** **Andrew Holland** Chief Executive Officer, Avendus Capital Public Markets Alternate Strategies LLP **Benaifer Malandkar** Chief Investment Officer, RAAY Global Investments **Rajeev Thakkar, CFA** Chief Investment Officer and Director, PPFAS Mutual Fund **Rajendra Kalur, CFA** ***Moderator*** Founder, Director, and Chief Executive Officer TrustPlutus Wealth Managers (India) Pvt. Ltd. TrustPlutus Family Office & Investment Advisers (India) Pvt. Ltd.

TIME	SESSION AND SPEAKERS
14:50–15:35	**PANEL: FAMILY BUSINESSES – OPPORTUNITIES AND CHALLENGES** **Girish Agarwaal** Promoter-Director, DB Corp Ltd., Dainik Bhaskar Newspaper Group **Shiv Gupta** Founder and Chief Executive Officer, Sanctum Wealth Management **Ashish Gumashta** Chief Executive Officer, Julius Baer Wealth Advisors **TBC** ***Moderator***
15:35–15:55	**NETWORKING COFFEE BREAK**
15:55–16:55	**PANEL: FINTECH — WILL ROBOS WORK IN INDIA?** **Srikanth Meenakshi** Founder and Chief Operating Officer, FundsIndia **Sanjiv Singhal** Founder and Chief Operating Officer, Scripbox **Nitin Vyakaranam** Founder and Chief Executive Officer, ArthaYantra Corporation Pvt. Ltd. **TBC** ***Moderator***
16:55–17:55	**PANEL: INVESTING MASTERS** **Navneet Munot, CFA** Chief Investment Officer, SBI Funds Management Pvt. Ltd. **Bharat Shah** Executive Director, ASK Group **Saurabh Mukherjea, CFA** ***Moderator*** Independent Market Expert
17:55–18:00	**CLOSING REMARKS**
18:00	**CONFERENCE CLOSE**

** Conference agenda is subject to change without notice.*

SPEAKERS (IN ALPHABETICAL ORDER)

GIRISH AGARWAAL

Promoter-Director, DB Corp Ltd., Dainik Bhaskar Newspaper Group

Girish Agarwaal is the promoter director of DB Corp Ltd., where he is also a board member and heads the marketing and related operations of the company. He has approximately 22 years of experience in the publishing business. Mr. Agarwaal is also an active member of the Indian Newspaper Society and holds the distinction of being its youngest chairman for the Madhya Pradesh region. Mr. Agarwaal has been honoured as the 'Entrepreneur of the Year' for the media category by EY and as an 'Outstanding Entrepreneur' by the Asia Pacific Entrepreneur Awards.

KARAN BHAGAT

Founder, Managing Director and Chief Executive Officer, IIFL Investment Managers

Karan Bhagat is founder, managing director, and chief executive officer of IIFL Investment Managers (formerly known as IIFL Wealth & Asset Management). He joined IIFL Holdings Ltd. (formerly India Infoline) to set up IIFL Wealth Management Ltd. in early 2008. Mr. Bhagat is responsible for providing direction and leadership toward the achievement of the organisation's philosophy, mission, and vision and its strategic goals and objectives. He has built a team of experienced and talented professionals from within and outside the industry who work with and for wealthy families in India and abroad. Mr. Bhagat has over 15 years of experience in the financial services industry. He earned his bachelor's degree in commerce from St. Xavier's College, Kolkata, and an MBA in finance from the Indian Institute of Management Bangalore.

JAYESH GANDHI, CFA

President, CFA Society India
Senior Portfolio Manager, Aditya Birla Sun Life Asset Management Company Ltd.

Jayesh Gandhi, CFA, is president of CFA Society India (volunteer) and a senior portfolio manager at Aditya Birla Sun Life Asset Management Company Ltd. He has nearly 20 years of experience in equity research and investment and previously served as lead portfolio manager for the India on-shore business at Morgan Stanley Investment Management. Mr. Gandhi holds the chartered accountant designation from the Institute of Chartered Accountants of India, a bachelor's degree in commerce from the University of Mumbai, and a master's in international management from the Thunderbird School for Global Management.

ASHISH GUMASHTA

Chief Executive Officer, Julius Baer Wealth Advisors (India) Private Limited

Ashish Gumashta is chief executive officer of Julius Baer Wealth Advisors (India) Private Limited. He has more than two decades of experience in senior management positions in the Indian private banking industry. Previously, Mr. Gumashta was a managing director at DSP Merrill Lynch. He was a founding member of DSP Merrill Lynch's Private Client Group and held various leadership positions at the firm, where he was responsible for establishing the wealth management platform for the organisation. Mr. Gumashta is involved in several corporate social responsibility activities, as well as in philanthropic initiatives related to disability, education, health, and community services. He attended the Chevening Gurukul Executive Program at the London School of Economics and has taken executive courses at Harvard University, Peking University, and the Haas School of Business. Mr. Gumashta has a master's degree in management studies (finance) from the University of Mumbai.

SHIV GUPTA

Founder and Chief Executive Officer, Sanctum Wealth Management

Shiv Gupta is the founder and chief executive officer of Sanctum Wealth Management. He oversees all aspects of the wealth business, where he heads a team of more than 90 staff members, including 25 wealth managers located across five offices in India. Previously, Mr. Gupta worked for the RBS Group, where he oversaw the firm's private banking business in India, prior to its acquisition by Sanctum. He also had a stint as the co-head of Coutts' Middle East business, operating from Dubai, and was one of the founding members of Coutts' International South Asian business, based in Singapore. In addition, Mr. Gupta has worked with the private banking divisions of BNP Paribas and Citibank. He holds a bachelor's degree in economics (Honours) from the University of Delhi's Hindu College and is a graduate of the Harvard Business School's General Management Program.

ANDREW HOLLAND

Chief Executive Officer, Avendus Capital Public Markets Alternate Strategies LLP

Andrew Holland is the chief executive officer of Avendus Capital Public Markets Alternate Strategies LLP. Previously, he was the CEO of Ambit Investment Advisors, where he built one of India's largest and most successful hedge funds. Mr. Holland has also served as the managing director of the Strategic Investment Group, as well as the chief administrative officer and head of research, at Merrill Lynch in India. He successfully built DSP Merrill Lynch to a research brokerage house rated by *Asiamoney*, *Institutional Investor* and Greenwich. Mr. Holland has also worked at County Nat West, Barclays (BZW), and Credit Suisse.

RAJENDRA KALUR, CFA

Founder, Director, and Chief Executive Officer
TrustPlutus Wealth Managers (India) Pvt. Ltd.
TrustPlutus Family Office & Investment Advisers (India) Pvt. Ltd.

Rajendra Kalur, CFA, is the founder, director, and CEO of TrustPlutus Wealth Managers (India) Pvt. Ltd., TrustPlutus Family Office & Investment Advisers (India) Pvt. Ltd. He has over 21 years of experience in the financial services industry, including experience in asset management, investment banking, wealth management, and insurance. Mr. Kalur has worked across the value chain and has expertise in nurturing nascent businesses and transforming business models. Previously, he worked in various capacities at RBS N.V., ABN AMRO N.V., Wealth Advisors India Pvt. Ltd., ICICI Prudential AMC, DSP Merrill Lynch, and General Insurance Corporation of India. Mr. Kalur is a certified financial planner from the Financial Planning Standards Board India and is a public speaker, an occasional blogger, and a newspaper columnist. He has an MBA from Cranfield School of Management and holds a post-graduate diploma in marketing from the Chartered Institute of Marketing.

BENAIFER MALANDKAR

Chief Investment Officer, RAAY Global Investments

Benaifer Malandkar is the chief investment officer of RAAY Global Investments, the family office of the Amit Patni Group of Patni Computers. In addition, Ms. Malandkar is a director on the board of Bombay Shirt Company and an advisor to the board of Waterfield Advisors. Previously, she worked at Citibank, ICICI Prudential AMC, Royal Bank of Scotland, SMIFS Securities, and served as a director on the board of Nirvana Venture Advisors. Ms. Malandkar's forte is setting up new businesses and she has experience in identifying early-stage and unlisted company investments, succession planning, and estate management. She has raised funds for early- and mid-stage companies and has been instrumental in leading the business strategy for a few ventures to achieve sustainable profitability. Ms. Malandkar is often invited to speak at national and international industry events and often writes opinion pieces in various publications. She received her MBA from Janaki Devi Bajaj Institute of Management Studies, Mumbai.

SRIKANTH MEENAKSHI

Cofounder, FundsIndia

Srikanth Meenakshi is founder and chief operating officer of FundsIndia. He is known for his out-of-the-box approach to business and customer-centric business philosophies. Mr. Meenakshi started his career as a software engineer with IBM Global Services. He subsequently served as a systems architect at a startup online brokerage platform, FOLIOfn, where he contributed to several innovative concepts in the personal finance industry, such as basket trading, fractional ownership, and personal folios. In addition, Mr. Meenakshi has worked at Fannie Mae, where he specialised in the securitisation and capital markets divisions. He received his master's degree in computer science from the Oregon Graduate Institute.

SAURABH MUKHERJEA, CFA

Independent Market Expert

Saurabh Mukherjea, CFA, was chief executive officer of Ambit Capital. Prior to joining Ambit, he co-founded an equity research firm, Clear Capital, and successfully built the equities business for Execution Noble in India, right from its inception. Voted as the No. 1 Strategist in India in 2014, 2015 and in 2016 by *Asiamoney*, Mr. Mukherjea has played a crucial role in transforming Ambit into one of the most successful brokers in India. Under his stewardship, Ambit has been ranked by *Asiamoney* as the 'Most Improved Brokerage House in India' for five consecutive years. In 2016, Ambit was also rated as the 'Most Independent Brokerage' in India. He is the bestselling author of *Gurus of Chaos* and *Unusual Billionaires*, contributes monthly columns for *Outlook Business* and *VC Circle*, and writes several pieces for newspaper editorials. Mr. Mukherjea has BSc and MSc degrees from the London School of Economics and Political Science and is a CFA® charterholder.

NAVNEET MUNOT, CFA

Chief Investment Officer, SBI Funds Management Private Limited
Director, SBI Funds (International) Private Limited

Navneet Munot, CFA, is chief investment officer at SBI Funds Management Private Limited and director of SBI Funds (International) Private Limited. Previously, he served as executive director and head of the multi-strategies fund boutique at Morgan Stanley Investment Management. Mr. Munot also worked as chief investment officer (fixed-income and hybrid funds) at Birla Sun Life Asset Management Company Ltd. he serves on the Board of CFA Society India. Mr. Munot is a post-graduate in accountancy, business statistics, and is a chartered accountant. Mr. Munot is a charterholder of CFA Institute and Chartered Alternative Investment Analyst (CAIA) Institute. He is also a Financial Risk Manager (FRM).

KALPEN PAREKH

President, DSP BlackRock Investment Managers Pvt. Ltd.

Kalpen Parekh is the president of DSP BlackRock Investment Managers Pvt. Ltd. and a member of the firm's Executive Committee. He has over 19 years of experience in sales across client segments, distribution, and marketing. Previously, Mr. Parekh was managing director and head of sales and marketing at IDFC Mutual Fund. He has also worked at Birla Sun Life Asset Management Company and ICICI Prudential Asset Management Company, after beginning his career at L&T Finance. Mr. Parekh has a bachelor's degree in chemical engineering from Bharati Vidyapeeth University and a master's degree in management studies in finance from the Narsee Monjee Institute of Management Studies.

NICK POLLARD

Managing Director, Asia Pacific, CFA Institute

Nick Pollard joined CFA Institute in 2016 as managing director for Asia Pacific. Based in the Hong Kong office, he also oversees operations in Beijing, China and Mumbai, India. Mr. Pollard is responsible for working with all CFA Institute stakeholders, increasing the number of candidates entering and moving through the organisation's credentialing programs, and working with institutional partners (employers) throughout the region. He is a seasoned wealth management and banking executive and skilled at growing businesses in Europe and Asia. He brings a unique combination of strategic leadership skills as well as learning and professional development expertise. Prior to joining CFA Institute, Mr. Pollard was chief executive officer of The Royal Bank of Scotland's Coutts Asia division and, most recently, he was the Head of International Learning and Professional Development for Coutts International. Mr. Pollard earned his BA from University College, London and is a member of the Private Wealth Management Association.

WILLIAM POOLE

Distinguished Scholar in Residence, University of Delaware
Senior Advisor, Merk Investments

William Poole is the distinguished scholar in residence at the University of Delaware, and senior advisor to Merk Investments. Previously, he was president and chief executive officer of the Federal Reserve Bank of St. Louis and Herbert H. Goldberger Professor of Economics at Brown University. Dr. Poole was a member of President Reagan's Council of Economic Advisers 1982-85, and author of two books, *Money and the Economy: A Monetarist View* and *Principles of Economics*. He has served in several academic and governmental roles and received several honours including the Adam Smith Award from the National Association for Business Economics. Dr. Poole holds an AB degree from Swarthmore College and MBA and PhD degrees from the University of Chicago.

BHARAT SHAH

Executive Director, ASK Group

Bharat Shah is executive director at ASK Group, where he provides strategic guidance and support to the CEOs in managing their respective businesses. He is intimately involved with and supervises the investment management business of the firm. Mr. Shah has nearly 30 years of experience in the Indian capital markets. He is the author of *Of Long-Term Value & Wealth Creation from Equity Investing: Observation, Ideas & Reflections*. Mr. Shah has written several articles on investment in Indian business magazines and has been a speaker at several forums on Indian opportunities. He was featured in the investment series 'Wizards of Dalal Street' and 'Classroom', and the book *India's Money Monarchs* includes a 30-page chapter on him. Mr. Shah was named one of the '20 Market Wizards' by *Forbes India*. He is a qualified rank-holding chartered accountant and cost accountant and has an MBA in finance from the Indian Institute of Management Calcutta.

RASHESH SHAH

Cofounder, Edelweiss

Rashesh Shah is cofounder of Edelweiss. He has nearly 30 years of wide-ranging experience in financial markets and has been instrumental in turning Edelweiss into one of India's leading diversified financial services conglomerates. Mr. Shah is passionate about financial services and the role they can play in transforming India's vast savings into investments. A regular commentator on macroeconomic policies, he is president of the Federation of Indian Chambers of Commerce and Industry. Mr. Shah is part of the high level task force on Public Credit Registry for India and the Insolvency Law Committee. Previously, he was on the executive committee of the National Stock Exchange and the committee tasked with reviewing insider trading regulations set up by the Securities and Exchange Board of India. Mr. Shah has a diploma in international trade from the Indian Institute of Foreign Trade and an MBA from the Indian Institute of Management Ahmedabad.

SANJIV SINGHAL

Founder and Chief Operating Officer, Scripbox

Sanjiv Singhal is founder and chief operating officer of Scripbox. With over 25 years of experience at the intersection of finance and technology, he has a deep understanding of how technology and behavioural finance can be combined to deliver better personal finance outcomes for consumers. With a passionate focus on user experience, Mr. Singhal has been instrumental in conceiving and building the Scripbox platform and assembling the outstanding team that powers it. He has held leadership positions at several financial institutions, such as Kotak Mahindra Bank, ABN AMRO, and Citigroup, and at technology pioneers, such as CyberCash. In the last 25 years, Mr. Singhal has helped build wealth management, retail banking, and internet payment systems for financial institutions in India, the United Kingdom, Europe, southeast Asia, and Japan. He is a graduate of the National Institute of Technology, Kurukshetra and the Indian Institute of Management Bangalore.

SUNIL SINGHANIA, CFA

Founder, Abakkus Asset Manager LLP

Sunil Singhania, CFA, is the founder of Abakkus Asset Managers LLP, a recently formed India-focused asset management company. Previously, he led Reliance Nippon Life Asset Management Ltd.'s international efforts and was instrumental in launching India funds in Japan, South Korea, and the United Kingdom. Mr. Singhania also served as global head of equities and chief investment officer of equities at Reliance Capital Ltd., where he led the Reliance Mutual Fund's equity schemes. He is the first person from India to be elected director of the Board of Governors of CFA Institute. Mr. Singhania is the chairman of the Investment Committee of CFA Institute and was on its Standards of Practice Council. He founded CFA Society India (formerly Indian Association of Investment Professionals), and served as its president for eight years. Mr. Singhania graduated in commerce from the University of Mumbai and completed his Chartered Accountancy from the Institute of Chartered Accountants of India, with an all-India rank.

XU SITAO

Chief Economist and Partner, Deloitte China

Xu Sitao is chief economist and partner at Deloitte China, where he spearheads the firm's economic and industry research. Previously, he was chief representative of China and Economist Intelligence Unit forecasting director at the Economist Group. Mr. Sitao has also worked for MMS International of Standard & Poor's Group in Singapore as the economist for Indonesia, Korea, and Thailand; served as regional treasury economist at Standard Chartered Bank; and was Societe Generale's chief economist for Asia and head of economics at ICBC (Asia). He has written for *YaleGlobal Online, the Asian Wall Street Journal, the Financial Times, Caijing, Caixin, and the 21st Century Business Herald.* Mr. Sitao appears regularly on CNBC, Bloomberg, CCTV, and other media outlets as a commentator on China. He was a visiting scholar at the Hoover Institution at Stanford University and is a guest professor at the School of Economics and Management of Tsinghua University. Mr. Sitao holds a BA in economics from Peking University, an MA in economics from the University of Connecticut, and an MS in finance from Boston College.

MEIR STATMAN

Glenn Klimek Professor of Finance, Santa Clara University

Meir Statman is the Glenn Klimek Professor of Finance at Santa Clara University. He consults with investment companies and presents his work to academics and professionals in many forums in the United States and abroad. Dr. Statman's most recent book is *Finance for Normal People: How Investors and Markets Behave.* He is an associate editor of the *Journal of Behavioral Finance and the Journal of Investment Management*. Dr. Statman is a recipient of a Batterymarch Fellowship, a William F. Sharpe Best Paper Award, a Bernstein Fabozzi/Jacobs Levy Outstanding Article Award, a Moskowitz Prize for best paper on socially responsible investing, a Matthew R. McArthur Industry Pioneer Award, three Baker IMCA Journal Awards, and three Graham and Dodd Awards. He was named one of the 25 most influential people by *Investment Advisor*. Dr. Statman received a BA and an MBA from the Hebrew University of Jerusalem and a PhD from Columbia University.

RAJEEV THAKKAR, CFA,

Chief Investment Officer and Director, PPFAS Mutual Fund

Rajeev Thakkar, CFA, is the chief investment officer and director at PPFAS Mutual Fund. He has over two decades of experience in various segments of the capital markets, such as investment banking, corporate finance, securities brokering, and fund management. Previously, Mr. Thakkar was the fund manager for the scheme of the portfolio management service called 'Cognito' at PPFAS Private Limited. He is a strong believer in the school of value investing and is heavily influenced by Warren Buffett and Charlie Munger's approach. Mr. Thakkar is a regular contributor to Mint and has appeared on such business channels as Bloomberg India TV and ET Now. He is a qualified chartered accountant and cost accountant.

NITIN B. VYAKARANAM

Founder and Chief Executive Officer, ArthaYantra

Nitin Vyakaranam is the founder and CEO of ArthaYantra. He leveraged his global experience and expertise in finance and technology to build Arthos, ArthaYantra's proprietary online financial advisory product for retail customers. Built on the pillars of artificial intelligence, statistics, modeling, behavioural finance, econometrics, and modern finance, Arthos reimagines the financial advisory industry in India. Mr. Vyakaranam is passionate about making a positive impact in the lives of retail customers who lack access to quality financial advice. He is on the Securities and Exchange Board of India's Mutual Funds Advisory Committee and on the FinTech Committee of the Internet and Mobile Association of India. Mr. Vyakaranam is a founding trustee of the endowment fund of the Indian School of Business, and he holds multiple patents in the field of retail financial services and customer value measurements. He regularly appears in national print and electronic media. Mr. Vyakaranam earned his PGDM in analytical finance and leadership from the Indian School of Business and has an MS degree in electrical engineering from Northern Illinois University.

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