

TOP 40
UNDER

40

2021

ALTERNATIVE INVESTMENT
PROFESSIONALS IN INDIA

Presenting Partner

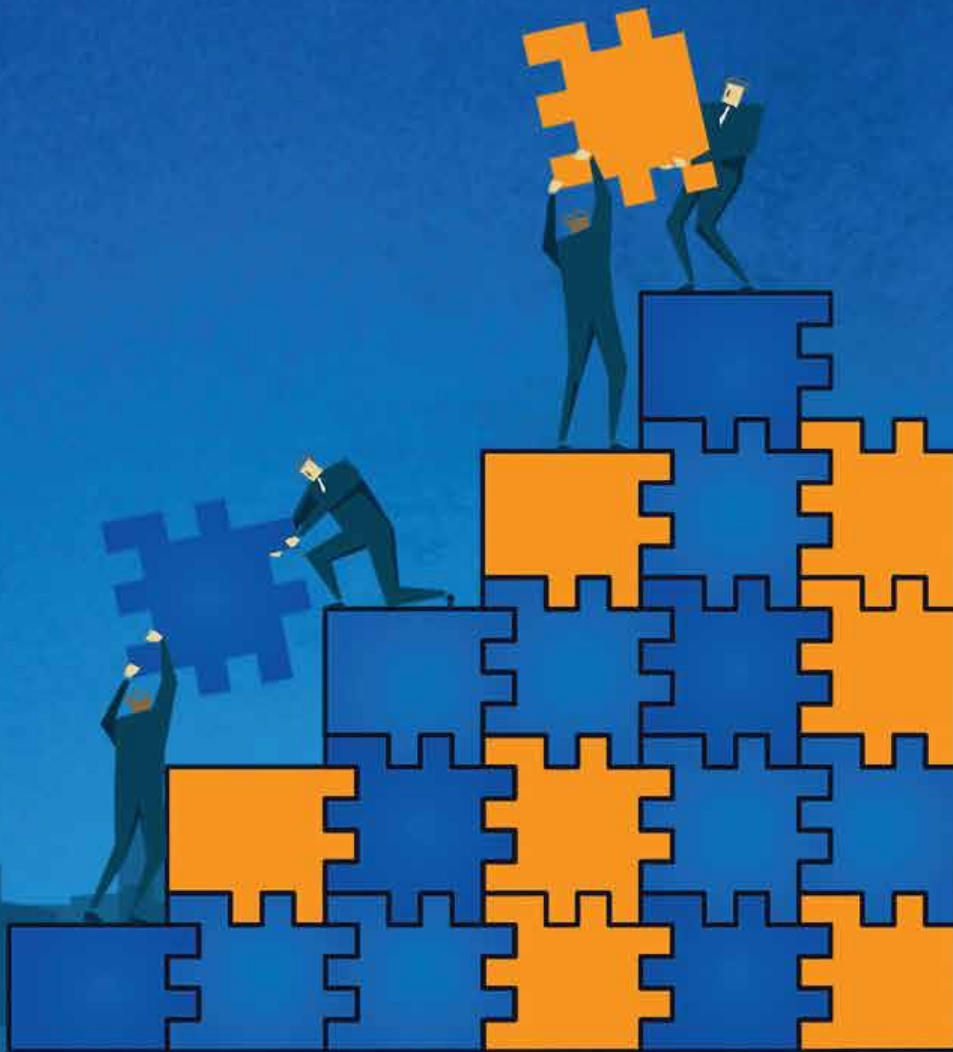


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About the Campaign

AIWMI's "40 Under 40" campaign has been a super-unifier for the Indian alternative investment industry since its inception in 2018. Today this campaign is synonymous with merit and excellence in the field of alternative investments.

This initiative was designed to recognize some outstanding work being done and format was decided upon to ensure that each year new talent is recognized. In the 4th edition this year, AIWMI tweaked the format to ensure this campaign identifies only the best alternative investment professionals under the age of 40 without any compulsion to choose any particular number of winners. Thus the "40 under 40" campaign was renamed- "Top Under 40". This ensured the Jury had complete flexibility to shortlist any number of winners between 0-40 purely on the basis of merit.

The nominees were considered by jury based on the following criteria:

- Accomplishment (Success in profession)
- Contribution (Promotion of the profession, financial literacy, pro-bono work, etc.)
- Leadership (Within a company, The industry, etc.)
- Promise (Passion, Enthusiasm, Ideas, etc.)

About Association of International Wealth Management of India (AIWMI)

The Association of International Wealth Management of India (AIWMI) is a globally recognized educational institution for finance professionals. 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.

About Indian Association of Alternative Investment Funds (IAAIF)

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.

IAAIF is committed to act as a representative & advocacy body devoted to promote transparency, professional standards and trust in alternative investment.

Jury Testimonials



Aditya Gadge

Founder & CEO, AIWMI

I wish to congratulate all the winners of this edition. These "Special 26" are doing a phenomenal work towards development of the Indian alternative investment ecosystem. The selection process this year was very intense and time consuming but as I look back at the entire experience, I must say it was one of the most enriching academic exercises of my life. I also take this opportunity to thank Edelweiss Team for being such wonderful co-organizers since inception. It's amazing to see what was just an idea 4 years ago, has today developed into a 146 member strong community of alternative investment leaders. Also grateful to all my fellow jury members of this year and those from the earlier editions for their time, efforts and guidance in making this campaign a success.

It was a terrific experience being on the Jury as I got to learn about the Indian alternative investment industry so closely.

The entire selection process to choose the deserving candidates in the diversified fields of alternative investments was a very memorable experience for me. This award will continue to have an esteemed position in coming years. My best wishes to the AIWMI Team for a wonderful job.



Annurag Batra

*Chairman & Editor in Chief,
BW Businessworld*



Punita Kumar-Sinha

*CFA Board of
Governors & Chairperson,
InCred AMC*

I congratulate the AIWMI Team for designing this initiative. The entire selection process was very well conducted and I am happy that this campaign not only covers the investment professionals but also those from the other supporting functions. With this award, AIWMI has added the responsibility on winners to see that their future contribution overcomes their existing benchmark.

Jury Testimonials



Sanjay Mehta

*Founder & Partner,
100X VC*

It was heartening to see so many deserving candidates apply for the recognition & honour. As a jury, we had to have multiple rounds of discussions and debates on each profile, the evidence presented in the application and online presence and then select the winners. The award definitely has a reputation for transparency and fair play. I wish all the best to the winners and those who participated equally.

It was a pleasure to serve as a jury member for the Top under 40 Alternative Investment Professionals recognition platform. This is a fast growing segment of the capital markets and investment management ecosystem, and I was very pleased to see the breadth of profiles and contributions across the entire value chain, all the way from investment management and distribution to structuring, regulation, legal, and operations. My congratulations to the talented professionals who made the list this year.



Shiv Gupta

*Founder & CEO,
Sanctum Wealth
Management*

If the current crop of winners of the Top under 40 is anything to go by, I would say that the alternatives industry is in very good hands. It was heartening to see the sheer talent, confidence, and enterprising nature of every candidate.

I am glad that AIWMI is at the forefront of taking initiatives to build and grow this ecosystem and recognizing the next generation that is entrusted with furthering this space.

Congratulations to the Top under 40 and all the candidates who applied – all of you are winners in your own right.



Shiv Sehgal

*President and Co-Head
Institutional Clients Group,
Edelweiss Global Investment
Advisors*

Winners



Abhilash Sethi

*Principal,
Omnivore*



Ami Sampat

*Vice President,
Derivium Tradition
Securities (India) Pvt. Ltd.*



Amit Jhanvar

*Director,
Unitus Capital*



Anjana Seshadri

*Head ESG,
Neev Fund*



Archana Khosla Burman

*Founder Partner,
Vertices Partners*



Arnab Kumar

*India Director of Strategy,
Payments and Fintech,
Prosus*



Ashish Ahluwalia

*Co-Head, Direct Equity-
Consumer, Healthcare, Food,
CDC*



Ashish Ahuja

*Managing Partner,
IIFL Wealth and Asset
Management*



Janavi Papriwal

*Investment Director,
Aavishkaar Capital*



Kailash Nath

*Vice President,
Bharat Innovation Fund*



Kislay Shashwat

*Senior Investment Manager,
Xiaomi Technology India Pvt. Ltd.*



Neeraj Ojha

*Senior Vice President-
Structured Products &
International Business,
Centrum Wealth*



Nidhi Chawla

*Director - Product Advisory,
Kotak Investment Advisors Ltd.*



Ninad Mohan Haibat

*AVP - Legal,
Kotak Investment
Advisors Ltd.*



Niutpol Handique

*Senior Manager AIF Products,
Nippon Life India AIF Management
Ltd.*



Rajkumar Rathi

*Director, Advisory,
Kotak Investment
Advisors Ltd.*



Rohan Paranjpey

*Head - Alternative Investments,
Waterfield Advisors*



Roopan Aulakh

*Managing Director,
pi Ventures*



Sarika Shah

*Head - Legal & Compliance,
Julius Baer Wealth Advisors
(India) Pvt. Ltd.*



Sharad Pachisiya

*Chief Executive Officer,
SageOne Investment
Advisors*



Siddarth Pai

*Founding Partner and CFO,
3one4 Capital Advisors LLP*



Suraj Malik

*Partner,
BDO India LLP*



Swati Bhartia

*Vice President,
Tata Capital Healthcare Fund*



Tapan Bhatt

*Managing Partner,
Toro Finserve LLP*



Vijay Dhanuka

*Principal (Executive Vice President),
Motilal Oswal Private Equity*



Vivaik Sharma

*Partner,
Cyril Amarchand
Mangaldas*



Abhilash Sethi

*Principal,
Omnivore*

Creative Capital

Abhilash Sethi is a Principal at Omnivore. He is currently responsible for developing future strategy for existing portfolio companies along with scouting of deals, conducting due diligence and investing in the areas of agriculture inputs, mechanization, precision agriculture, biotechnology and market linkage amongst other subsectors.

Before Omnivore, Abhilash has spent almost 6 years with Mahindra & Mahindra Ltd. in Automotive and Farm Sectors where he was the founding member of their digital agriculture team.

Abhilash is a Mechanical Engineer from NIT Warangal where he was the institute gold medalist and a Post Graduate Diploma in Management from IIM Bangalore.

Your Success Secret

Have a clear goal in life and don't take shortcuts to achieve it.

Your Role Model in the Indian Financial Services Sector

Rakesh Jhunjhunwala



Ami Sampat

Vice President,
Derivium Tradition
Securities (India) Pvt. Ltd.

The Alchemist

Ami is a dynamic debt markets professional with 9+ years of experience in fund-raising, wealth management and secondary dealing. Starting her career as an associate in 2012, she has resolutely moved up the ranks and is currently heading the Alternative Investments desk & Wealth Partnerships Business at Derivium India. Having understood the DCM eco-system from the grass-root level and analyzing the flow of PE capital, she convinced her company to look beyond the traditional bond segment and founded the Alternatives desk. She and her passionate young team have completed 500+ crores of fundraising since 2017 for several marquee as well as emerging NBFCs. Offering a win-win proposition and adopting an unwavering alignment of interest approach, she has been growing Derivium's investor clientele which now comprise of 50+ IFAs, Family offices and Corporates across India. She has been adding considerable value to these investors, who were typically focusing on Bank FDs and Plain Vanilla Debt MFs, by guiding them into the world of Alternative Investments like Structured NCDs, Market Linked Debentures, INVITs, Tax-Free bonds, Perpetual Bonds etc.

Ami is commerce post-graduate from Mumbai University and holds an MBA from NLDIMS. She is an avid swimmer and volunteers in animal welfare activities regularly.

Your Success Secret

Don't wish for it, work for it.

Your Role Model in the Indian Financial Services Sector

Kshama Fernandes – MD and CEO, Northern Arc Investments



Amit Jhanvar

Director,
Unitus Capital

Outliers

Amit is a career Investment Banker with 15+ years of experience. He has worked across spectrum of transaction from capital raising through Private Equity / Venture Capital Investor, M&A and on Corporate Strategy, etc. Over the years he has done fund raising of more than USD 500 million through equity transactions. He has demonstrated solid transaction execution capabilities, which has translated into remarkably high transaction closure rate. He joined Unitus Capital 6 years ago and here he has been focusing on fundraising for companies who are creating impact on the society.

Over the period Amit has worked across sectors viz. Financial Inclusion (MFI, NBFC, HFCs and FinTech), Healthcare, Renewable Energy, Agri & Dairy, Engineering etc.

Your Success Secret

One needs to be very focused in approach to work and always give right advice to clients irrespective of your interest level in that advice.

Your Role Model in the Indian Financial Services Sector

Eric Savage, CEO, Unitus Capital



Anjana Seshadri

Head ESG,
Neev Fund

*Saving Capitalism
from the Capitalists*

Anjana is a seasoned ESG and sustainability professional having over a decade of experience in consulting, financial services and private equity. Being an ESG veteran she has experience of integrating ESG in equity as well as debt instruments and raising development capital from various global development financial institutions. She believes that development capital is a formidable source of capital for nation building and helping SMEs grow and achieve scale. She leads the ESG, social impact and industry policy efforts for Neev Funds. She is passionate about the clean-tech sector and is a trained musician. Her long term plan is to set up a music studio for young musicians who do not have access to quality studio infrastructure. She holds Bachelors in Architecture and a Masters in Environmental Planning.

Your Success Secret

Success is not final; failure is not fatal: It is the courage to continue that counts.

Your Role Model in the Indian Financial Services Sector

Gita Gopinath



Archana Khosla Burman

Founder Partner,
Vertices Partners

Becoming

Archana Khosla Burman is a Founder Partner of VERTICES PARTNERS. Her specialization areas are Corporate Commercial Laws, Venture Capital and Private Equity Investments, Joint Ventures, Mergers, Acquisitions, Buy-outs, Media & Entertainment and POSH. She is a trusted mentor and advisor to start-ups, right from inception to different stages of growth.

Archana has featured in the Indian Rising Stars 2021 by Asia Legal Business (Thomson Reuters) and the 40 under 40 Rising Star by Legal Era. Under her aegis, the Firm has been enlisted by Forbes India in the Legal Powerlist 2020 for Private Equity and Venture Capital as well as Corporate Commercial Practices and recognized for Private Equity by Legal 500 and Chambers and Partners 2021.

Archana sits on the advisory board of several start-ups. She vociferously supports gender diversity and fair treatment. She is an active member of key industry organizations including FICCI, WICCI and ICC. With FICCI FLO, the women wing of FICCI, she spearheaded the workshop series, the 'Start-Up Caravan' that engages new and aspiring entrepreneurs at the grassroot levels. She also played a critical role in creating The Game Changers – Women Entrepreneurship Awards 2021 that brought together reputed investors to recognize promising women leaders in business.

Your Success Secret

Archana strongly believe in the philosophy, "The difference between 'who you are' and 'what you can be' is 'what you do'."

Your Role Model in the Indian Financial Services Sector

A woman driven by the two key I's: Impact and Independence. Vijayalakshmi Das or 'Viji'. A woman without whom the role of the Indian Microfinance sector, which lies at the very core of financial inclusion, may have remained yet unwritten.

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.

CHARTER MEMBERS



AFFILIATE 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.

For membership enquiries, please reach out to
Ms. Lopa Achuthan
Email: info@iaaif.com
Mobile: 91-8657487784



Arnab Kumar

*India Director of Strategy,
Payments and Fintech,
Prosus*

*How Non-Conformists
Move the World*

Arnab Kumar is India Director of Strategy & Growth for Payments and Fintech for Prosus, one of the largest technology investors globally. Arnab has previously served as Program Director, Frontier Technologies for NITI Aayog, where he led strategy and implementation initiatives in Artificial Intelligence, FinTech and Digital Economy.

An ex-investment banker, Arnab has worked for Deutsche Bank's New York and Singapore offices and has raised more than USD20bn in M&A, equity, and debt transactions. Arnab is an alumnus of the Indian School of Business and Birla Institute of Technology Mesra, is a Chartered Financial Analyst and a Chevening CRISP Fellow.

Your Success Secret

Passionately curious and determined to make a difference.

Your Role Model in the Indian Financial Services Sector

Mr. Nandan Nilekani – one of the pioneers of IndiaStack



Ashish Ahluwalia

*Co-Head, Direct Equity-
Consumer, Healthcare, Food*
CDC

*Culture Eats Strategy
for Breakfast...*

Ashish Ahluwalia currently co-heads direct equity investments for CDC in consumer, healthcare, food and agriculture. CDC is the UK's development finance institution and one of the largest impact investors in South Asia and Africa, investing in the private sector to support business growth that lifts people out of poverty.

Earlier, he was with AIF Capital, a South East Asia and India focused private equity firm that managed more than \$2bn of investments across funds. He joined as an analyst and was last Head of India at the fund.

Ashish has significant experience across the lifecycle of private equity investing, from sourcing, investing, nurturing and supporting portfolio through growth and expansion; to leading exits.

He has built substantial interest in impact focused investing during his tenure at CDC – and believes that technology and impact investing will be huge contributors to creating large businesses that address emerging market problems at scale.

He considers the opportunity to work with high quality entrepreneurs and management teams as the best privilege of this profession, and counts Depth of Knowledge, Creativity, Speed and Persistence as key lessons to success in alternate investing.

Your Success Secret

No short cuts in the long only game!

Your Role Model in the Indian Financial Services Sector

Ashish Dhawan, Former MD, Chrys Capital



Ashish Ahuja

*Managing Partner,
IIFL Wealth and Asset
Management*

Rise of the Advisor

Ashish is a senior Private Banker with 15 years of experience providing private wealth management to UHNW families and professional family offices.

He is an entrepreneurial minded strategist with experience in applying innovative approaches to expand market segments, niches & opportunities in order to scale a profitable business. Ashish has a strong acumen for Business, Finance & Leadership

Your Success Secret

Breakthroughs do not happen in comfort zones

Your Role Model in the Indian Financial Services Sector

Deepak Parekh & Keki Mistry (HDFC)



Janavi Papriwal

*Investment Director,
Aavishkaar Capital*

***In Search of
Excellence***

Janavi is an investor, development enthusiast, cheerleader of entrepreneurship, mother to twins, wife to a loving husband and an activist citizen. She is an Investment Director at Aavishkaar Capital, a global leader in impact investing, undertaking deal sourcing, execution, and exits. She also partakes in and leads the sector specific efforts from a fundraising perspective.

She actively engages in board activities and decision making of portfolio companies to guide and assist the management in achieving long term goals. She has always been a big believer in entrepreneurship, having been one herself earlier.

In another life, graduation in engineering was followed by short but satisfying stints at GE Money and AGC Networks. MBA in Finance piqued her curiosity in Investment Banking, leading her to JPMorgan, which armed her with skills in Corporate Finance and in-depth knowledge in Consumer, Healthcare and Retail sectors. Post that, she led strategic transformation at my automotive business as a second generation entrepreneur. Together, these experiences and learning in banking and entrepreneurship led to her foray in the investment industry.

Your Success Secret

Don't wish for it, work for it.

Your Role Model in the Indian Financial Services Sector

Falguni Nayar



Kailash Nath

Vice President,
Bharat Innovation Fund

*Tiny changes,
Remarkable results*

Kailash Nath serves as Vice President at Bharat Innovation Fund. As part of the investment team at the firm, he is involved with evaluation of investment opportunities, due-diligence and portfolio management. In his current stint, he has and continues to support engagement with investee companies like CreditVidya, PlayShifu, Zumutor Biologics etc.

Prior to Bharat, Kailash was an Investment Associate with Unitus Ventures (erstwhile Unitus Seed Fund), another early stage investor in companies building technology solutions for the masses. He comes with a healthcare management background having served as Vice President at the Corporate office of Narayana Health, one of the leading hospital chains of the country, where he was closely associated with the offices of the Group CEO and CFO. He has completed his MBA PGDM from IIM-Bangalore, has Bachelors in Electronics and Communication Engineering from NITK Surathkal and is a CFA Charterholder.

Your Success Secret

Avoiding putting the cart before the horse: A long-term mindset with relentless focus on building sustainable processes rather than prioritizing the output / milestones

Your Role Model in the Indian Financial Services Sector

Sameer Kumar, Managing Director, Inventus Capital Partners

Kunal Upadhyay, Managing Director, CII.co, Infuse Ventures and Bharat Innovation Fund

Premier Membership Network for Financial Services Professionals

Exqualifi is a premier membership network set up by Association of International Wealth Management of India (AIWMI) for financial services leaders, professionals and aspirants. Exqualifi has been designed as a continuing education platform meant to offer its members opportunities to earn professional designations; to participate in multidisciplinary knowledge initiatives, enable networking at conferences; and offer one single platform for interaction, cross-pollination of ideas and collaboration.

Exqualifi provides the opportunity for practitioners and related professionals to connect and advance their focused area of practice. They aim to benefit the practitioner, their area of specialization, the clients they serve, and the industry at large.

An exclusive, by-invite membership for Thought Leaders, Entrepreneurs and Prominent CXOs working in the Financial Services Sector.

Charter Membership

Professional Membership

A prolific membership for career-oriented professionals working in the financial services and allied sectors.

An exciting membership for full time/ part time students of undergraduate and post-graduate courses under 25 years of age.

Student Membership



Kislay Shashwat

Senior Investment Manager,
Xiaomi Technology India
Pvt. Ltd.

*Zen and the Art of
Motorcycle Maintenance*

Kislay is part of Xiaomi's Global Investments team, where he leads Consumer Internet investments in India and manages their existing portfolio companies, spanning various sectors such as Content, Mobility and Fintech which includes recently turned unicorn Sharechat and other category defining leaders such as Zest money, Oye Rickshaw, WorkIndia among others.

Apart from managing Xiaomi India's portfolio, Kislay also covers Deep Tech and IoT investments in Europe & Israel. Kislay transitioned to investing, having started his career as a tech investment banker and later moved to the operating side, where he worked in several high impact roles leading cross-functional teams driving Strategy, P&L, Finance and Fund Raising in early stage startups to tech Unicorns. Kislay was also instrumental in helping Xiaomi expand its smartphone business in South Asia.

Your Success Secret

The only real mistake is the one from which we learn nothing.

Your Role Model in the Indian Financial Services Sector

Sachin Bansal



Neeraj Ojha

*Senior Vice President-
Structured Products &
International Business,
Centrum Wealth*

*“Straight From the
Gut”*

After graduating from the prestigious Indian Institute of Technology Roorkee, I began my career in valuation services for real estate & infrastructure sector. Further, I got an opportunity to support the core team at Centrum Wealth as an integral part of the Alternative Products desk. Within a short span of time, I transitioned from an analyst to a “deal maker” and led various transactions. Although I found this transition a natural progression, I did recognize the need to improve in many other areas of alternative investments, especially as my responsibilities required me to interact with clients and experts across global markets. Alongside my current role, I decided to attend the Masters in Finance programme at Singapore Management University (SMU) that helped me attain novel skills in the domain of global investments and develop an invaluable network of investment professionals across Asia Pacific region. Soon after, I was handpicked to lead Centrum Wealth’s Structured Products business. Since then, I have managed to considerably scale up the business. Currently, I am also a part of the core team identified to drive the growth of the firm’s international business in Singapore by spearheading all aspects of setting up and managing an offshore fund.

Your Success Secret

“There are no secrets to success. It is the result of preparation, hard work and learning from failure.”
– Colin Powell

Your Role Model in the Indian Financial Services Sector

Mr. Uday Kotak – for being one of the greatest wealth creators across the entire financial services sector.



Nidhi Chawla

Director - Product Advisory,
Kotak Investment Advisors
Ltd.

A shot at history

Nidhi heads the Private Markets practice at Kotak. Prior to this, she handled Alternative Investments at Aventus Wealth. In the past decade as traditional businesses got disrupted by digital innovators, she has worked towards building alternative asset class portfolios for her clients and shifted focus and exposure from traditional debt and equity to alternates.

She has done MBA from IIM Bangalore and engineering from RV College of Engineering, Bangalore.

In her free time when she is not attending to her 6 year old, she loved to bake and make digital illustrations.

Your success secret

I believe the devil is in the details and if one is thorough in his work and manages the details keeping the big picture in mind, no problem is difficult enough to solve and success will come.

Your Role Model in the Indian Financial Services Sector

Ms. Arundhati Bhattacharya, Former MD, SBI



Ninad Mohan Haibat

AVP - Legal,
Kotak Investment Advisors
Ltd.
Of Counsel

Ninad has over 10 years of experience in the fund space. Over the years, he has worked on a wide range of transactions involving platform structures, investments, exits, corporate advisory and dispute resolution. His exposure across multiple asset classes and diverse products has given him a very unique perspective on the investment fund regime in India.

Ninad is a Law and Commerce graduate, a Company Secretary and has completed Sustainable Finance programme from University of Cambridge. Ninad is passionate about food, photography, travelling and reading.

Your success secret

Keep moving forward, with wings spread wide.

Your Role Model in the Indian Financial Services Sector

Mr. Ratan Tata, Mr. Uday Kotak



Niutpol Handique

*Senior Manager AIF Products,
Nippon Life India AIF
Management Ltd.*

***Taking Chances
on Self***

Niutpol has an overall experience of 10 years in the Finance Industry. Currently he is working as a Product Lead for Nippon Life India AIF Management Limited. He has expertise in structuring and offering various products under AIF (Category II and III) & PMS across multiple asset classes such as Real Estate, Credit, Equity, Tech/VC FoF, Commodity, etc.

He has structured funds exclusively for domestic as well as overseas investors. Niutpol has been representing the company before global investors and partners for various fund raising activities.

He has also been involved in strategic business planning, scaling up of business, undertaking various digital initiatives to enhance investor engagement, etc. for the Company. He has experience in handling business analytical products such as index and benchmarks, financial analysis and equity valuation of companies.

Your Success Secret

Passion guided by determination and fuelled by persistency.

Your Role Model in the Indian Financial Services Sector

Mr. Shahzad Madon – Head Alternative Investments, Nippon Life India AIF Management Limited

Mr. Amit Saxena – Director and Head Alternative Investment Funds, Dolat Capital Market Private Limited



Rajkumar Rathi

*Director, Advisory,
Kotak Investment
Advisors Ltd.*

*The 7 habits of highly
effective people*

Rajkumar has over 15 years of experience across wealth management and investment banking. Currently he is working with Kotak Investment Advisors as Director - Product Advisory and manages 3rd party equity products.

Earlier he worked with ICICI Securities, Centrum Capital, Anand Rathi Financial Services and Cipher Capital Advisors.

He is a CFA, CAIA, FRM and Chartered Accountant. He was shortlisted for Phase 2 of The Economics Times Young Leaders Awards in 2014.

His hobby is reading about investing and behavioral finance.

Your Success Secret

Focus on key priorities and efficient time management.

Your Role Model in the Indian Financial Services Sector

Warren Buffett, Charlie Munger and Howard Marks, Radha Krishna Damani and Rakesh Jhunjhunwala



Rohan heads Alternative Investments at Waterfield. He is responsible for assisting clients with their strategy for the unlisted space, along with sourcing and evaluation of private equity and venture capital funds and private placement in startups. He is also the co-head of the Fund of Funds platform. Rohan has over 10 years of diverse work experience spanning across global investment banking at Deutsche Bank, a startup leadership role at Carbon Clean Solutions, and early stage investment experience at Blume Ventures.

Rohan Paranjpey

*Head - Alternative Investments,
Waterfield Advisors*

Thinking, Fast & Slow

Your Success Secret

Success is the art of staying alive till you get lucky.

Your Role Model in the Indian Financial Services Sector

Soumya Rajan, Founder and CEO, Waterfield Advisors



Roopan Aulakh

*Managing Director,
pi Ventures*

The Empathy Edge

Roopan has 15+ years of experience across Venture Capital, corporate development and technology. Currently an MD at pi Ventures, she invests in early stage Deeptech startups across diverse sectors. Prior to pi Ventures, she invested in early to growth stage global startups at Applied Ventures (corporate Venture Capital arm of Applied Materials). Before turning an investor, she worked as a technologist. Passionate about Deeptech, she aspires to help make India a Deeptech powerhouse. She holds a BTech degree from NIT Jalandhar and an MBA from ISB Hyderabad

Your Success Secret

Keep learning and continue to surprise yourself!

Your Role Model in the Indian Financial Services Sector

Kanwaljit Singh, Founder, Fireside Ventures, Manish Singhal, Founding Partner, pi Ventures



Sarika Shah

*Head - Legal & Compliance,
Julius Baer Wealth Advisors
(India) Pvt. Ltd.*

*Life is what you
make it*

Sarika always had big dreams. Her unflinching belief in herself along with the love and support of her family helped her to achieve her professional goals as well as be an inspiration to the younger generation of her traditional marwari family. She is passionate about the financial markets and has been a part of the industry for over 14 years. Her strong inclination towards the efficient functioning of business, with highest standards of governance, drives her to work passionately. In her current role, she is responsible for the Legal and Compliance function at Julius Baer Wealth Advisors, India. She has handled compliance's of various financial platforms like Mutual Funds, PMS, AIFs, Investment Advisors, Offshore asset management, Wealth Management and NBFC. In her previous role, she was part of the core team that set up the Asset Management business of Motilal Oswal. She thrived when she took up the mantle of heading the Compliance and Legal department at a young age.

She holds a bachelor's degree in Commerce and Law and is a qualified Company Secretary. Apart from working, she loves doing Yoga, reading and listening to music. She also enjoys teaching students.

Your Success Secret

There are no secrets to success. It is a result of preparation, hard work and learning from failure. For me, the harder I work the more luck I seem to have.

Your Role Model in the Indian Financial Services Sector

Mr. Raamdeo Agrawal



Sharad Pachisiya

*Chief Executive Officer,
SageOne Investment
Advisors*

*Straight from the
Gut*

Sharad Pachisiya is the Chief Executive Officer (CEO) of SageOne Investment Managers LLP. He leads and drives all the non-investment functions of the organization, right from business development, client relations to operations. The investment function is led by Founder & Chief Investment Officer (CIO), Samit Vartak. Started in 2011, SageOne standing today is regarded as one of the respected investment managers (PMS, AIF) in the Indian listed equities asset class with current AUM of ~INR 1,700 crores. Sharad brings over 14 years of rich experience & expertise in Indian equity capital markets. Prior to joining SageOne in November 2019, he worked for over 12 years at Edelweiss Financial Services in the investment banking (~3 years) and private wealth management (~9 years) divisions. In his last role as Senior Vice President, Edelweiss Private Wealth Management, Sharad played a lead role in conceptualizing, building and scaling up a much differentiated equity practice called the Professional Investors Equities Desk. He was also part of the senior leadership (SL) group at Edelweiss Financial Services. Sharad is a commerce graduate from St. Xavier's College, Kolkata and M.B.A from NMIMS, Mumbai. He is also a guest lecturer at several colleges in Mumbai.

Your Success Secret

Be diligent, focused and persistent to the means of the outcome i.e. the process and success will follow. In this process, be open to change i.e. unlearn and learn.

Your Role Model in the Indian Financial Services Sector

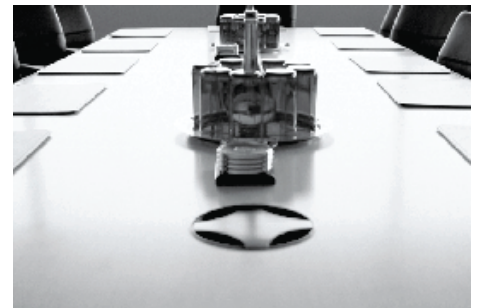
Uday Kotak for the financial services conglomerate he has built in such a competitive landscape. I have great respect for his financial acumen and execution capabilities.



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Siddharth Pai

*Founding Partner and CFO,
3one4 Capital Advisors LLP*

Zero to One

Siddharth Pai is the Founding Partner and CFO of 3one4 Capital, an early-stage Venture Capital Fund house based in Bangalore with cumulative assets under management of \$200M. At 3one4 Capital, Siddharth leads a team that manage the end-to-end processes from deal evaluations and diligence over legal and financial dimensions to portfolio management operations across the set of deployments. He has help develop proprietary software systems for portfolio management, financial analysis, metrics tracking and simulations. Some notable investments include Licious, Koo, Darwinbox, Open, amongst others.

Siddharth is the youngest Executive Council member of the IVCA (Indian Venture Capital Association) and is co-chair of the Regulatory Affairs committee, having worked with the Indian government and regulators on investor and startup matters.

He is an expert policy member of ISPIRT, the Indian Software Product Industry Round Table, a Bangalore based think-tank and is part of the startup councils of CII and AIMA.

Siddharth has championed several initiatives such as “Angel tax”; “Stay in India” and “List in India” – initiatives to help Indian startups remain Indian by liberalising regulations and enhancing Rupee capital in the Indian ecosystem. Siddharth completed his BCom from St Joseph’s College of Commerce Bangalore and is a qualified Chartered Accountant.

Your Success Secret

Approach everything from a first-principles lens and learn to check biases at the door.

Your Role Model in the Indian Financial Services Sector

Saurabh Mukherjea



Suraj Malik

Partner,
BDO India LLP

The Use of Lateral Thinking

Suraj Malik is a Partner, Tax and Regulatory Services at BDO India, the India member firm of BDO International, a global network of independent firms specializing in full service, assurance, accounting, tax & advisory. He is an industry expert with vast experience in deals and fund structuring, inbound and outbound investments, M&A transactions, corporate and business restructuring, family offices, private equity and corporate laws & Exchange Control Regulations.

He has successfully spearheaded the setting up of family office and trusts, succession strategy for individuals, entrepreneurs, business owners and HNIs in India, and plays an active role in mentoring start-up founders on critical strategic areas such as planning, growth and finance, providing innovative solutions on deal structuring and fundraising. He has led and managed sizeable transactions across multiple sectors such as Media Hospitality, Real Estate, IT/SEZ and manufacturing industries, and has successfully spearheaded and implemented one of the largest family settlements in India.

Prior to BDO India Suraj Malik was Director – Mergers & Acquisitions at PwC India.

A member of the Institute of Chartered Accountants of India (ICAI), he is a prolific speaker and he regularly speaks an industry expert on industry topics across national and International industry forums.

Your Success Secret

Being consistent at doing routine things exceptionally well.

Your Role Model in the Indian Financial Services Sector

Vineet Rai, Founder, Aavishkar



Swati Bhartia

Vice President,
Tata Capital Healthcare Fund

The Fountainhead

Swati is a Vice President at Tata Capital Healthcare Fund. She has around 15 years of experience in private equity investments and equity research domain. Before joining Tata Capital, she was working with Oman India Joint Investment Fund (OIJIF), where she was involved in deal evaluation, execution and monitoring investments in diverse sectors such as healthcare, machine tools, auto ancillaries, specialty chemicals and pharmaceuticals.

Prior to that, Swati worked with Eredene Capital, an AIM listed USD 100 Million PE fund. She started her career with Crisil as equity Research Analyst in 2005, covering European mid & large-cap Biotech companies.

Swati is a 37th All India rank-holder Chartered Accountant and a CFA charter-holder. She is a part of Bloomberg's Women Buy-side Network (India) and a council member of Women's Indian Chamber of Commerce & Industry.

Your Success Secret

Think unconventionally and follow your dreams passionately.

Your Role Model in the Indian Financial Services Sector

Ms. Renuka Ramnath, Founder & MD, Multiples Alternate Asset Management



Tapan Bhatt

Managing Partner,
Toro Finserve LLP

Playing it my way

Tapan is a Senior Investment Professional with over 15 years of experience in the field of private equity, hedge fund and investment banking in US, UK and India. He has closed transactions worth over USD 42 billion globally including Blackstone's acquisition of Equity Office Properties which was for over USD 39 billion, the largest LBO and CMBS transaction ever at the time.

Most recently, Tapan started Toro Finserve, manager to India's first dedicated healthcare infrastructure fund, to increase access to and quality of healthcare services across India by providing growth capital to hospital operators, diagnostic chains and senior living / assisted living facility operators.

Tapan is an MBA from London Business School and BA in Economics and Math from Rutgers University.

Your Success Secret

Follow your passion. Always be keen to learn and grow. Keep networking!

Your Role Model in the Indian Financial Services Sector

Nalin Moniz & Radhika Gupta



Vijay Dhanuka

Principal
(Executive Vice President),
Motilal Oswal Private Equity

Adventure Capitalist

Vijay has been working at Motilal Oswal Private Equity since 2013 and is currently serving as a Principal. He is the Head of Investments, (Consumer, Early stage & Business Services) and has also handled the entire BFSI investing for the fund.

Vijay is a rank holder Chartered Accountant (All India Rank- 25th), a CFA and a rank holder Company Secretary (All India Rank 1st).

Vijay made a transition to private equity in 2013 after 8 years of operating experience and after at least 5 rejections on the ground that he could not be a part of the investment team at any PE fund for lack of investing experience. Today he is heading investment for some of the key sectors at one of the country's most successful private equity funds.

As a key member of the fund, he represents the fund on the Boards of four companies and leads all strategic discussions with his promoters/CEOs.

A day well spent for him is about meeting new management teams, discussing areas of improvement with his existing CEOs and developing his team.

Your Success Secret

The journey is as important as the destination. So enjoy the journey and the outcome will definitely be great.

Your Role Model in the Indian Financial Services Sector

Raamdeo Agarwal



Vivaik Sharma

Partner,
Cyril Amarchand Mangaldas

The Grit Factor

Vivaik is a partner in the Investment Funds Practice at Mumbai office of Cyril Amarchand Mangaldas. Vivaik has over 11 years of experience of advising reputed fund houses on structuring and setting up investment vehicles like venture capital funds, private equity funds, hedge funds, real estate funds, infrastructure funds, PIPE funds, fund of funds, pre-IPO funds.

He has advised fund managers in structuring and formation of bespoke investment structures, obtaining regulatory approvals and with investor disputes. Vivaik has also represented DFIs and sovereign investors for their investments in fund vehicles and set-up curated managed accounts for global investors.

Your Success Secret

Persistence and Perseverance.

Your Role Model in the Indian Financial Services Sector

Mr. Rashesh Shah, CEO, Edelweiss Group

