Association of International Wealth Management of India

INDIAN ASSOCIATION OF ALTERNATIVE INVESTMENT FUNDS

40 UNDER 40

ALTERNATIVE INVESTMENT PROFESSIONALS IN INDIA

Presented By

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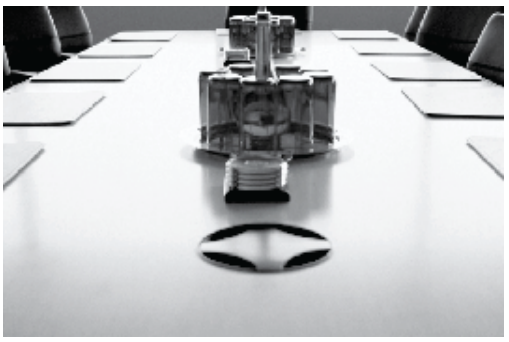

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Aditya Gadge
CEO
Association of International Wealth Management of India

"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 Iam 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 initative was 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 Enviable.

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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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,
Avendus 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 Enterpreneuship 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.

Alekh Dalal
Founder,
One Thirty Capital

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 keep interest of the client / investor first and work for that success - this will ensure your own personal sucess as well.

Inspiration
My inspiration is Yuvraj Singh who teaches us to keep fighting in life and in career.

Pillars of strength
My family.

Hobbies & Interests
Swimming and kayaking

Career Goal
Leadership role in a organisation which is respected not just for investment performance but also for client focus and doing business with ethical standards- fine to lose couple of deals but always remain on right side of ethical standards.

Role model in Indian alternative Investments sector
S. Naganath

The causes you are supporting
I support areas relating to conservation of natural resources.

5 members dream team in the alternative investments space?
1: S. Naganath - Templeton
2: Howard Marks - Oaktree
3: Mark Wiseman - BlackRock
4: Raymond Dalio - Bridgewater
5: Jonathan Ray - Blackstone

Mentor
My mentor is my father - learnt a lot of things including how to have an eye for detail in all work you do and how to always be fair in all dealings in life and hence also in business dealings.

Biggest Career Misstep
Early in my career i got various opportunities but i didn't take up any job/ role in one of the financial capitals outside India which would have given me a different global exposure and learning.

And Lessons learnt
Always keep your mind open to new avenues.

What next?
Work on creating a career in investments with a focus on long term client needs.

Ankita Vashistha
Chief Executive Officer & Founder, Saha Fund

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. Everystep / 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 of 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 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.

Ganesh Rao
Partner,
AZB & Parteners

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. Sriniwasan.

The causes you are supporting
Higher education for the less privileged.

5 members dream team in the alternative investments space
1: S. Sriniwasan
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.

Harsha Mukherjee
Founder and Managing Director,
Ekja Foundation

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.

Karan Mohla
Partner & Executive Director,
IDG Ventures India Advisors

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.

Litesh Gada
Vice President,
Seaf India Investment Advisors

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.

Miteshkumar Agrawal
Principal,
New Vernon (NV) Capital

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.

Nilesh 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 Sejpal

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 our 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.

Prabhakar Kudva
Executive Director / Fund Manager, Samvitti Capital

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.

Ravi Vukkadala
Chief Executive Officer,
IFMR Investment Managers

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 tourneys) 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 alternates 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!.

Sahil Nandu
Principal Advisor,
Citadelle Asset Advisors

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.

Santanu Chakraborty
Asia Markets Reporter,
Bloomberg LP

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 Sundareshan
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; Srini Sriniwasan 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).

Shalini Prakash
Venture Partner,
500 Startups

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 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 Strengtha.

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 problemsg.

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 Enterpreneuship 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."

Sridhar Sankararaman
Managing Director,
Multiples Alternate Asset Management

“ 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 strengthens 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.

Sunil Jain
Managing Partner,
Sprout Capital Advisors

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 - Intellecap 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!

Sushrut Chitale
Partner
Mukund M Chitale & Company

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 Accountats 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

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

IAAIF
INDIAN ASSOCIATION OF ALTERNATIVE INVESTMENT FUNDS

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

IAAIF

INDIAN ASSOCIATION OF ALTERNATIVE INVESTMENT FUNDS

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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