



# INDIAN ALTERNATIVE INVESTMENT THOUGHT LEADERS 2024

Presenting Partner



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Message From our

# Founder



## Aditya Gadge

*Founder*

*Equalifi | Priwexus*

In the ever-evolving landscape of global finance, the Indian alternative investment sector has emerged as a beacon of opportunity, attracting the attention of astute investors and thought leaders worldwide. As we navigate an era of unprecedented change, the Indian alternative investment space has proven to be a dynamic arena characterized by innovation, resilience, and untapped potential. This collection of insights from thought leaders in the Indian alternative investment realm serves as a testament to the vibrancy and maturity of this sector.

In celebrating the luminaries of the Indian alternative investment space through the Indian Alternative Investments Thought Leaders List, we honor the visionaries who have not only navigated the intricacies of the financial landscape but have redefined its contours. The alternative investment sector in India stands at the forefront of innovation and transformation, driven by the acumen and foresight of those recognized in this list.

The Indian alternative investment thought leaders have played a pivotal role in shaping the narrative of finance in our dynamic economy. Their resilience, strategic insight, and commitment to excellence have not only weathered the challenges of a constantly evolving market but have propelled India into a global hub for alternative investments. These awards are a testament to the dedication, expertise, and trailblazing spirit of the individuals and organizations who have demonstrated unparalleled leadership in private equity, venture capital, real estate, and beyond.

As we bestow these honors upon the distinguished awardees, we acknowledge their significant contributions to the growth and maturity of the alternative investment ecosystem in India. Their achievements serve as beacons, guiding the way for the next generation of thought leaders and investors who will continue to push boundaries, drive innovation, and contribute to the sustainable development of our nation.

I extend my heartfelt congratulations to all the recipients of the Indian Alternative Investment Thought Leaders Awards. May this recognition inspire continued excellence, foster collaboration, and encourage a collective commitment to advancing the frontiers of finance in India.





Trust, Technology, Thought Leadership

07



## Redefining the Fund Administration For **Alternate Investment Funds**



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# From the desk of Sreekanth Nadella, MD & CEO, KFin Technologies Ltd.

In recent years, India's investment landscape has undergone a substantial transformation, propelling comprehensive economic growth. High Net Worth Individuals (HNIs) are increasingly exploring beyond traditional instruments, enticed by the allure of diversification and enhanced risk-adjusted performance within the dynamic alternative investments market. At the core of this transformative journey stands KFinTech, an influential pillar providing unwavering support for growth, development, and innovation in the financial industry. As a key player in the fintech sector, KFinTech sets itself apart with a dedicated commitment to understanding and capitalizing on emerging opportunities. Its proactive approach in identifying and nurturing these opportunities reflects a profound grasp of market dynamics, offering strategic solutions that empower financial institutions to not only adapt but also thrive in a perpetually changing environment.

Beyond being a growth catalyst, KFinTech is proud to be associated with "Equalifi's Indian Alternative Investment Thought Leaders initiative", a proactive stance in recognizing thought leaders who drive disruption and innovation in the alternative industry. KFinTech's acknowledgment of these thought leaders underscores its commitment to fostering a culture of knowledge-sharing and collaboration within the alternative industry.

In honouring these leaders, KFinTech is going beyond merely applauding individual excellence to creating a platform for the exchange of ideas, sharing experiences, and harnessing collective intelligence. By ensuring a thriving ecosystem for alternative investments in India, we are confident KFinTech will be able to contribute significantly towards the overall growth of this sector.

Congratulations to all the Thought Leaders who have featured in the 2024 List!



# About Indian Alternative Investment Thought Leaders List

The inaugural edition of the Indian Alternative Investment Thought Leaders 2024 is an effort to celebrate outstanding leaders from the Indian Alternative Investments landscape. This initiative is designed to cast a light on the individuals working in the Alternative Investments industry who have played a part in shaping this dynamic and inimitable industry. The alternative investment sector has significantly grown over the past few years and behind this growth and success, are the leading lights whose innovation, dedication and inventive ways has delivered some award-worthy results. This list will include industry leaders who are contributing to the alternative investments and whose hard work and professionalism is allowing for the development and evolution of the Indian alternative investments sector.

## *Nomination Categories*

- |                                    |                        |
|------------------------------------|------------------------|
| ■ Founder/ Chief Executive Officer | ■ Marketing            |
| ■ Compliance                       | ■ Products             |
| ■ Fund Raising                     | ■ Regulator Advocacy   |
| ■ Digital & Technology             | ■ Social Impact        |
| ■ Operations                       | ■ Industry Initiatives |

This initiative by Equaifi & KFin Technologies is a pivotal step in recognizing and honoring individuals who have demonstrated excellence, innovation, and leadership in this dynamic sector, and we are confident this list will inspire a whole new generation of financial services professionals to strive for excellence.

## Methodology

The methodology for selecting Indian Alternative Investment Thought Leaders of 2024 involved a comprehensive and rigorous process to evaluate and recognize outstanding performance, innovation, and excellence within the alternative investments sector.

### *Nomination Process*

Various stakeholders of the alternative investments ecosystem nominated themselves on the basis of overall contribution to this segment and/or specific achievements, innovative practices, or proven excellence in the area of work in and around alternative investments.

### *Benchmarking Against Industry Standards*

We benchmarked nominees on the basis of best practices and standards to ensure that those who are shortlisted not only exemplify exceptional performance but also adherence to industry norms and ethical standards.

### *Qualification Criteria*

In addition to professional performance and other factors relevant to excellence in the alternative investments domain, one criteria that the organizing team and jury were very sure of was overall impact on the alternative investments ecosystem. This essentially included the selfless efforts made for the larger community outside one's own work requirement.

### *Confidentiality & Security*

To maintain strict confidentiality throughout the evaluation process and to protect sensitive information Equalifi created an anonymous and unconnected Jury. Secure system protocols were implemented to safeguard the integrity of the awards and maintain high standards.

# Indian Alternative Investment Leaders-2024



**Vineet Sukumar**

Founder & Managing Director  
Vivriti Group  
*Category-Founder*



**Amit Gupta**

Group Compliance Officer  
ASK Investment Managers  
*Category-Compliance*



**Hemant Daga**

Co-founder & CEO  
NEO Asset Management  
*Category-Fund Raising*



**Santoshi Kittur**

Chief Technology Officer  
360 ONE  
*Category-Digital & Technology*



**Hemal Mehta**

Chief Finance Officer  
Edelweiss Alternatives  
*Category-Operations*



**Sapna Prabhakaran**

Executive Director & Head  
Marketing & Corporate  
Communications  
Aventus  
*Category-Marketing*



**Hrishikesh Parandekar**

Senior Partner  
Alpha Alternatives  
*Category- Products*



**Rajeev Saptarshi**

Whole Time Director &  
Chief Operating Officer  
Kotak Investment Advisors  
*Category-Regulator Advocacy*



**Siddarth Pai**

Founding Partner  
3One4 Capital  
*Category-Industry Initiatives*



**Vineet Rai**

Founder  
The Aavishkar Group  
*Category-Social Impact*





## VINEET SUKUMAR

Founder & Managing  
Director  
Vivriti Group



*All our dreams can come true,  
if we have the courage to pursue them*



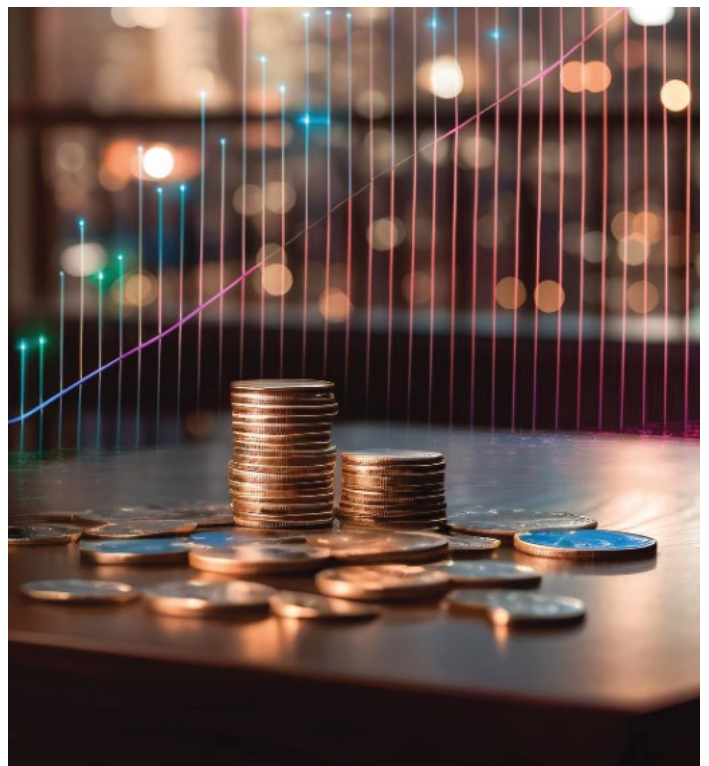
Vineet Sukumar is the Founder and MD of Vivriti Asset Management (VAM) and Vivriti Capital (VC). Vineet is also the co-founder of Vivriti Group which was founded in 2017 and comprises of India largest debt platform, 'Yubi', along with VC and VAM.

Vineet has 21 years of experience in financial services and is an industry expert in debt capital markets, credit, financial inclusion, and asset management. Prior to Vivriti, Vineet led IFMR Investment Managers as its CEO and IFMR Capital as its CFO for over 7 years, contributing to its growth from near inception to over US\$7.5 billion of business. Vineet earlier worked with the Tata Group and Standard Chartered Bank across roles in investment banking, strategy, and capital markets.

Vivriti Group - backed by marquee investors Creation Investments, LGT Lightrock and TVS Capital- is recognised as a "Soonicorn" owing to its phenomenal growth, innovation, and leadership position in the BFSI space.

Vivriti Asset Management Private Limited, a part of Vivriti Group, is an asset manager of fixed-income alternative investment fund schemes registered with the Securities and Exchange Board of India (SEBI). The asset management company, set up in 2019, offers unique investment opportunities in the private credit market carving out a new category, Performing Credit, in the Category 2 AIF space.

VAM addresses the demand-supply imbalances in the Indian debt market by providing tailored debt to mid-market operating companies. Its funds provide unmatched risk management and predictable risk-adjusted returns to its investors, which include HNIs, UHNIs, banks, financial institutions, offshore investors, family offices, and foundations.





## AMIT GUPTA

Group Compliance Officer  
ASK Investment Managers



*A comprehensive understanding of compliance ensures organizations can make informed decisions, minimize legal risks, and safeguard the company's reputation.*



Amit Gupta - ASK Group Compliance Officer, is a Chartered Accountant with over 17 years of experience in the Asset and Wealth Management industry. He has been working with ASK since 2010 and has grown from Manager – Compliance to ASK's Group Compliance Officer. At ASK, his biggest strength is his team of young and enthusiastic professionals who are empowered, trusted and supported by him, the senior management, and leadership team in ensuring that Compliance is a top priority in all strategic discussions.

He has been actively contributing to the industry as part of SEBI's Working Committees and is also a one-on-one representative to SEBI on industry-wide issues. As per him the bigger challenge today for an AIF Compliance officer is to keep pace with the volumes of regulatory issuances, the complexity of regulatory supervision, and the impact of these changes on the organization as well as the limited expertise available to handle these challenges. His aim is to set the gold standard when it comes to Compliance.

Prior to joining ASK, he was associated with Aditya Birla Sunlife and Morgan Stanley.

ASK Asset Wealth Management Group is one of the leading asset wealth management firms in India. ASK has been a true believer in the India growth story and has grown hand-in-hand with its clients, for over three decades. ASK is represented in India through its three key businesses: Portfolio Management Services Alternative Investment Funds – ASK Investment Managers; Real Estate Private Equity – ASK Property Fund; and Wealth Management and Multi-Family Office Service – ASK Private Wealth. ASK has over 25 offices and branches across India, Dubai, and Singapore and caters to multiple asset classes and investors (such as HNI, institutional, family office, pension funds, funds of funds and sovereign wealth funds) across Asia, the Middle East, Africa, and Europe. ASK group manages assets over Rs. 84,000 cr / US\$ 10.09 bn. as on 30th November 2023







## HEMANT DAGA

Co-founder & CEO  
NEO Asset Management



*People don't just buy products today  
they also buy visions of a better tomorrow.*



Hemant Daga is the CEO and Co Founder of Neo Asset Management. Hemant is a graduate from IIM Bangalore. He has spent more than 20 years in financial markets with experience across leading organisations. In his last career stint at Edelweiss Financial Services, Hemant was the CEO of the Asset Management business with responsibility of managing more than 30,000 crs of Alternative Assets and more than 75,000 cr of Mutual Fund Assets with several large global pension funds and insurance companies as marquee clients.

Neo Asset Management is driven to build India's preferred Alternatives Asset Management platform focussed on inflation beating regular income products generating superior risk adjusted yield for clients. In the last 18 months the Asset Management business manages assets of more than 4,000 crs.

Neo Group is a new age focussed financial services platform that aims to provide clients with trustworthy, transparent and unbiased solutions. Neo Asset Management is the asset management of Neo Group providing credit and regular income solutions to client needs across various asset classes in India - Private Credit, Real Assets and Core Credit. Very recently Neo Group has raised USD 35 mn in a growth round from Peak XV Partners (erstwhile Sequoia India) to further catalyse growth initiatives at Neo.







## SANTOSHI KITTUR

Chief Technology Officer  
360 ONE



*Technology is a useful servant  
but a dangerous master.*



Santoshi is the Chief Technology Officer at 360 ONE (formerly known as IIFL Wealth Asset Management). She has around 25 years of experience across technology strategy, market and product strategy, pricing, and innovation.

At 360 ONE, Santoshi conceptualises and executes technology and security strategies while ensuring the firm's technology capabilities enable growth and differentiation. Prior to joining 360 ONE, she was Managing Director at PriceWaterhouseCoopers (PwC) and a member of the leadership cadre at the Acceleration Centre in Bangalore. Her roles at other renowned firms like McKinsey & Co. and Gartner Consulting have seen her advising prominent global brands on matters of market strategy, product strategy, pricing, digital transformation, and enterprise cloud application implementations.

Santoshi has a reputation as an adept change leader. She has played influential roles, such as a Women in Technology and Diversity Inclusion Leader during her tenure at PwC. She has also been a speaker at prestigious leadership forums, including the Dale Carnegie Global Leadership Awards, TEDX KLSGIT, and PwC Germany Annual Technology Consulting Conference.

She holds a Bachelor degree in Electronics Communication Engineering from Karnatak University, Dharwad. She also has a PGDBA and Advanced Diploma in Business Finance from IBS. Her professional journey has seen her traverse the globe, with significant stints in locations such as Sydney, Singapore, and London.





## HEMAL MEHTA

Chief Finance Officer  
Edelweiss Alternatives



*Don't worry about being successful  
but work toward being significant and  
the success will naturally follow*



Edelweiss Alternatives is a part of the Edelweiss Group, among India's leading diversified financial services companies. The Asset Management business manages/advises over \$19bn across traditional mutual funds and alternative assets.

Edelweiss Alternatives is the private alternative asset management arm with over a decade of experience in Indian private debt and real assets. We manage/advise assets aggregating \$ 6bn. Our customers represent global institutional investors – pension funds, insurance companies, large family offices and ultra-high networth individuals.

Hemal Mehta, a qualified Chartered accountant from India and UK with 25 years of post-qualification experience have worked in various jurisdictions like UK, Mauritius, Dubai India. He is currently associated with Edelweiss Alternatives since last 5 years as Chief Finance Officer (CFO) and handles the overall Finance, Operations , Investor Relations Taxation spread across India, Singapore, Mauritius, and GIFT CITY. Edelweiss Alternatives currently has an AUM of over INR 50K crores ( US\$6bn) from over 3000 investors (global and local) spread across 30 funds mainly into Private Credit and Real Assets.

Earlier to Edelweiss, Hemal has worked with organisations like Kotak Alternatives for almost 9 years and with couple of other Real estate funds in the past. He started his career as a Chartered accountant with Hiranandani constructions handling their tax and internal audit.

Hemal has been instrumental in setting up the IT infrastructure at Edelweiss Alternatives for seamless operations and has many applications to his success which ensures his team delivers accurate and timely reporting to their LPs and to the management as large.







## SAPNA PRABHAKARAN

Executive Director & Head  
Marketing & Corporate  
Communications  
Avendus



*Good marketing makes the  
company look smart.  
Great marketing make the  
customer feel smart.*



Sapna Prabhakaran is a Marketing and Communications professional with over 22 years of experience in Strategic Marketing & Communications, across Financial Services and Technology. She is currently Executive Director and Head – Marketing, Corporate Communications and CSR at Avendus Group. Her role encompasses corporate brand development, driving content and thought leadership, guiding PR strategy, developing industry & channel partner collaborations and managing all digital/social media initiatives at the firm in addition to overseeing Avendus' CSR initiatives.

Prior to Avendus, Sapna was at Nuvama Group where she headed the Marketing function for all Group & its businesses. Sapna has also spent several years in the technology industry with Capgemini, where she earned her marketing chops and a deep understanding of thought leadership driven B2B businesses.

Sapna is an alumna of the prestigious Indian School of Business (ISB) Hyderabad, where she specialized in Strategic Marketing and Leadership. She also holds a BE in Electronics Engineering from Mumbai University.

Sapna is a classically trained Bharatanatyam dancer, passionate traveler, and an avid reader. In her own words, she is inspired by a good book, a piece of art, new places, new people, and a strong cup of coffee!







## HRISHIKESH PARANDEKAR

Senior Partner Director  
Alpha Alternatives



*You have to believe it  
before you see it*



Hrishikesh Parandekar is a senior partner at Alpha Alternatives where he leads domestic capital raising, real estate investing and business strategy.

He started his career as a consultant at McKinsey & Company and later worked as Managing Director at Morgan Stanley in New York. Additionally, Hrishikesh has worked as CEO for PE-backed Indian companies at Karvy Group and Ambit Holdings and has been a real estate entrepreneur as the Chairman of Sugee Group.

Hrishikesh holds an MBA in finance and business strategy from the Indian Institute of Management (Gold Medallist of his class) and a bachelor's degree in accounting and economics from the University of Mumbai.

Alpha Alternatives is a leading Multi Asset Class, Multi Strategy, Proprietary Capital investing, and Asset Management platform based in India and Singapore. Our investment solutions cover a wide range of asset classes, including commodities, equities, credit, fixed income, quant, and more, with a primary emphasis on generating alpha rather than seeking it. We are known for our innovative risk-return solutions and performance-led asset management approach. Since its inception ten years ago, Alpha Alternatives has grown to employ over 170 people, including more than 15 partners.





## RAJEEV SAPTARSHI

Whole Time Director &  
Chief Operating  
Officer  
Kotak Investment Advisors

“

*Be the change you wish  
to see in the world*

”

Rajeev Saptarshi is the Whole-time Director and Chief Operating Officer of Kotak Alternate Asset Managers Limited (KAAML). KAAML has till date raised USD 9.1 bn across various strategies and asset classes and is one of the oldest and the fastest growing Alternate Asset Managers in India. Over the years, KAAML has built long-standing relationships with its investors comprising large global institutions, Sovereign Funds, Domestic institutions and private clients.

Rajeev is responsible for the Finance, Legal, Compliance, Operations and Investor Relations functions of the Alternate Assets business and brings with him a wealth of experience in dealing with the regulatory authorities and is well versed with fund structuring and compliance matters. Rajeev is on the Executive Committee of the Indian Private Equity and Venture Capital Association (IVCA), is also co-head of the Regulatory Affairs council and is a member of the Standard Setting Forum set up by SEBI. He is also a founding member of the Private Equity Venture Capital CFO Association.

Rajeev is a Chartered Accountant and a Company Secretary by qualification and has been with the Kotak group for more than 29 years holding various leadership positions in other group companies till date.

Kotak Alternate Asset Managers has raised / advised / managed USD 8.8 billion across different verticals. The firm relies on its inherent strength of being part of a large diversified financial services group, to structure investments delivering better returns to investors. During this journey, the company has pioneered financial structures for effective cash management and better tax efficiency that have been adopted subsequently by various global majors.





## SIDDARTH PAI

Founding Partner  
Chief Financial Officer  
ESG Officer



*The way to get started is to  
quit talking and begin doing*



Siddharth Pai is a Founding Partner, Chief Financial Officer, and ESG Officer at 3one4 Capital. Siddharth works extensively on policy and growth of the Indian startup and alternative investment industry. He is the youngest member of the SEBI AIPAC, (Alternative Investment Policy Advisory Committee), created to work with the regulator on the ordered growth of the Indian AIF industry. Siddharth is also the youngest Executive Council member of the IVCA (Indian Venture Capital Association) – the apex body for Indian funds investing in alternative assets and serves as the co-chair of the Regulatory Affairs Council, working on matters related to security markets, alternative investment funds, taxation, foreign exchange, law and startups.

He is the founding member and vice-president of the PEVCFOA, a collective of the CFOs of Venture and Private Equity Funds investing in India and is part of the startup councils of CII and AIMA. He is an expert policy member of ISPIRT, the Indian Software Product Industry Round Table, a Bangalore-based think-tank. Siddharth completed his B.Com. from St. Joseph's College of Commerce Bangalore and is a qualified Chartered Accountant.

3one4 Capital is an early-stage venture capital firm based in Bangalore and GIFT IFSC, India. The firm works in select market categories and in the intersection of adjacencies that are large, growing, and ready for unique products and services. The themes pursued are SaaS, Enterprise & SMB Digitization, Fintech, Consumer Internet, and Digital Health, with a focus on areas such as machine-driven actionable intelligence services, climate tech, ambient intelligence technologies, logistics and distribution, IP-led deep tech, and full stack engineering solutions.

3one4's investments are biased towards companies exploiting technology to create, grow, or dominate large markets in India. The firm also invests a portion of its capital in global-GTM companies that have feedforward effects into the themes being pursued in India. With a focus on margins and on delivering uncompromised end-user experiences, the firm aims to detect new growth opportunities, manage risk, and return rewarding outcomes to all the stakeholders involved. 3one4 Capital has specialized in utilizing its deep access to strategic corporations and investors in building grounds-up theses that pre-empt the mainstream while exploiting macro trends. The firm has developed a proprietary sourcing engine to discover the next set of generational companies from the early stage. Once invested, the firm works through a deep involvement strategy with founding teams and subject-matter experts to prioritize and strategize for product-market fit, and then optimize for defensibility and growth in revenue and impact.







## VINEET RAI

Founder  
The Aavishkar Group

“

*Tough times never last,  
but tough people do*

”

Vineet Rai is the Founder of Aavishkaar Group and chairs its Board and Group Executive Council. Aavishkaar Group is an Impact Investment Platform impacting millions of people in Asia and Africa using an entrepreneurship based development approach.

Vineet believes in building impact ecosystems to deliver real Impact as enshrined in the vision of Aavishkaar Group “We exist to bridge the Opportunity gap for the Emerging 3 Billion”. Vineet believes that Impact Investing has the potential to change the world of finance irreversibly.

The Group’s ecosystems include Aavishkaar Capital – the Impact fund manager focused on Global South, Arohan – One of India’s largest & most digitally advanced microfinance institution (MFI) targeting low income households, Ashv Finance – a Fin Tech NBFC, offering unique cash flow based business loans to Micro, Small & Medium Enterprises and IntelleCap –building Impact Ecosystems globally.

Aavishkaar Group has 8000 employees, manages assets in excess of US \$ 1.2 Billion while trying to serve needs of entrepreneurs from debt of US \$ 150 (INR 10 thousands) to equity of US \$ 15 Million (INR 100 Crore) while aligning the group to 13 out of the 17 Sustainable Development Goals or SDG’s.

Vineet has received numerous awards including the 2021 Access-HSBC Inclusive Finance India Award for personal contribution to Financial Inclusion in India, TIE Hall of Fame 2018, the Impact Investor of the Year by News Corp for 2016, Porter Prize for Strategic Leadership in Social Space, 2016, CNBC TV 18 Award for being the Catalyst Fund for India 2016, G 20 – SME Innovation in Finance Award 2010 in Seoul South Korea, UNDP-IBLF –ICC World Business Award in 2005 and Lemelson Award for Social Venture Investing. In 2021 Vineet Rai and Swati Rai (Co-Founder) was awarded the Faces of Vibrant Bharat 2021 by Grant Thornton Bharat. He is an Ashoka Fellow and Honorary Member of XLRI Alumni Association.

In 2022, Vineet has been appointed on the G20 Start up 20 Engagement Group Task Force on Sustainability and Securities and Exchange Board of India has appointed him on Advisory Committee of the Social Stock Exchange. Vineet was invited by the Hon’ble Prime Minister Shri Narendra Modi for his “Roundtable interaction with Venture Capital and Private Equity Funds”. In 2021, Vineet was also invited by the Prime Minister Shri Narendra Modi for consultations on doubling the income of the farmers in September 2017 as part of his champions of change program. Vineet has also served on the advisory committee of SEBI for the formation of Social Stock Exchange, as Commissioner at the Business Commission for Sustainable Development, as Senior Advisor to Blended Finance Working Group at OECD and as an Advisor to United Nations Economic and Social Commission for Asia and the Pacific Science Technology and Innovation Advisory Board. Vineet featured on the cover of Forbes India, January 2018 issue. Paul Polman, CEO of Unilever endorsed Aavishkaar Intellectap Group for its efforts in furthering inclusive development. . Driving on Indian roads is one of his passions and he tries to cover 50,000 KM every year.

## About Equalifi

Equalifi (erstwhile AIWMI) is a global membership network of financial services organizations & professionals.

Equalifi Corporate Membership is meant for various organizations working in and with the financial services sector. The objective of Corporate Membership is to form an advocacy and representative voice for the various stakeholders of the financial services industry.

Equalifi's expanding network of national and international chapters and strategic partners offers the Corporate Members with an opportunity to develop business relationships with potential clients and partners. The Corporate Memberships provide the opportunity for institutions and their employees 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.

The corporate membership also provides multiple benefits to employees of corporate members including 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.

## Our Corporate Members



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

Equalifi

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