



# APEX'15

MARCH 12 | ITC Grand Central (Parel) | **MUMBAI**

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9.00: Registration

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## 9.30: How Long will the “Acche Din” Last?

A vigorous debate on whether the current euphoria in public and private markets is founded on solid factors versus being just another cyclical bubble.

### Speakers Include:

- **Raj Nair, Founder Chairman, Avalon Consulting**
  - **V. Anantha Nageswaran, Expert on Global Financial Markets (& Co-founder, Aavishkaar)**
  - **Vish Narain, Country Head, TPG Growth India**
  - **Rajesh Raju, Managing Director, Kalaari Capital**
  - **Mahesh Murthy, Managing Partner, Seedfund**
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11.00: Break for Coffee & Networking

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## 11.30: Keynote Address by Rakesh Malhotra, Founder, SAR Group

After divesting a 74% stake in his first entrepreneurial venture - Luminous Power Technologies - to French major Schneider Electric for INR 1,400 crore in 2011, Mr. Rakesh Malhotra has expanded the SAR Group across sectors like Water Purification, Energy Storage, Clean Energy, Telecom and Electricals. The Group's investment arm, Ncube Capital, partners with PE/VC firms to invest capital across multiple entrepreneurial ventures. As part of his address, Mr. Malhotra will share facets of his entrepreneurial journey, experience in raising private equity and outlook for the new ventures at SAR Group and the overall economy.

## 12.00: Lessons from the Cycles: Making PE/VC in India Sustainable

A discussion on the lessons learnt from the latest “boom-and-bust cycles” to distil a list of “Dos and Don'ts” - for both PE/VC investors and Entrepreneurs.

- What should the players do - and avoid - in 2015-16?
- Will public markets and M&A support the pent up need for PE/VC exits?
- Does the role of intermediaries require change?

### Speakers Include:

- **Sesh AV, Managing Director, Basiz Fund Services**
  - **Hetal Gandhi, Managing Director, Tano Capital**
  - **Chinnu Senthilkumar, Partner, Exfinity Ventures**
  - **Prakash Nene, Managing Director, Multiples Private Equity**
  - **Nilesh Mehta, Managing Partner, Access PE**
  - **Arvind Mathur, President, IVCA**
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13.30: Break for Lunch & Networking



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## 14.30: Family Offices & Private Equity

A highly welcome development in the private company funding ecosystem in recent years has been successful first generation entrepreneurs and traditional business families looking to make direct investments – either directly or via PE/VC funds. This session, featuring speakers from Family Offices and PE/VC Funds, will discuss issues such as:

- How does the Family view the world of private company investments?
- How “hands on” are Family Members in private company investment decisions?
- What are strategic objectives / benefits of investing directly (vs via PE/VC funds)?
- How does direct / fund investing intermix with Family launching new ventures internally?
- What are the dynamics of mixing of Social/Impact considerations?
- What has worked; what has not - for Family Office when it comes to private co investment?
- For an investee company, what are the differences in taking capital from a Family Office versus a PE/VC Fund?
- From a PE/VC Fund perspective, how do Family Offices compare (in terms of working relationship) with other traditional sources of capital?
- What are the bottlenecks in attracting more Family Office capital to the PE/VC asset class? What can be done about them?

### Speakers Include:

- **Sumit Dhanuka, Senior Investment Manager, NCubate Capital**
- **Benaifer Malandkar, CIO, RAAV Global, Patni Family Office**
- **Salil Musale, Executive Director, Astarc Ventures**
- **Rubi Arya, Vice Chair & Director, Milestone Capital**
- **Srikrishna Ramamoorthy, Partner, Unitus Seed Fund India**

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15.30: Break for Coffee & Networking

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## 16.00: “It’s Happening in India” Success Stories of PE/VC Funding, Impact & Exit

The session will provide a flavour of the various issues entrepreneurs should be prepared for as they plan the financing, growth and exit strategies for their enterprises.

### Speakers Include:

- **Chandu Nair, Member, Chennai Angels**
- **Parag Dhol, Managing Director, Inventus Capital**
- **Krishna Kumar, Founder & CEO, Simplilearn**
- **Ashwani Gaur, Founder, Playcez (acquired by IndiaMART)**
- **N.K. Dilip, Partner, Tatva Legal**

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17.30: Conference Closes

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