



12-13 November 2010
Vivanta by Taj-President, Mumbai

POST EVENT REPORT

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Foreword

On behalf of INK Business Media Pvt. Ltd., I would like to thank you for your participation and support of the first edition of Indian Private Investors Conference 2010. It was indeed a pleasure to host the conference over the two day period at Vivanta by Taj President, Mumbai on 12th & 13th November 2010. I sincerely hope that IPIC 2010 provided you some valuable insights on the current trends and opportunities in the Indian investment industry.

Capitalizing the full potential of the Indian investment industry, the conference topics, presentations and intensive panel discussions were well received by all the participants. Needless to say, the conference attracted senior level professionals from the industry. The event also boasted of an impressive speaker line-up that included both national and international professionals of high repute thus adding an international edge to it.

The key sessions during the two day conference was 'Deal Flow, Exits and Deal Structuring', on Day 1 and 'Discovering Sector Specific Opportunities', on Day 2. The morning breakfast, refreshment and lunch breaks turned out to be very lively as they provided a platform for delegates to interact with one another. Other major highlights of the conference involved interactive sessions that were strategically included at the end of every session. The interactive sessions allowed delegates to address session specific issues of concern to the speakers. By the end of the conference it was clearly established that investments in India is set to grow, thereby making it imperative for Indian investors to seize the moment and leverage the opportunity.

I once again wish to wholeheartedly thank all our participants, speakers and sponsors for a fantastic event, with special appreciation to our Knowledge Partner - Welkin Partners, who has worked towards making this conference an immensely successful event.

We look forward to see you again next year!



Ramesh Chetwani
Executive Director
INK Business Media

Introduction

India has witnessed dramatic shift in the size and composition of foreign investment inflows over a couple of years. Even now, institutional investors in developed countries, for their portfolio diversification, are continuously seeking new destinations and innovative and alternative asset class. With increasing number of deals the subject becomes an important aspect of Indian economy as this could lead the Indian economy in either direction.

The present market scenario is transforming, as doors have been widened for foreign players to enter. Investments in India first chased IT and outsourcing during their boom period, but now the opportunities are expanding in sectors such as pharmaceuticals, real estate, finance and several other sectors with immense potential that are yet to be tapped. The profits are expanding 20-30% annually drawing some big names to the industry. The situation demanded a detailed discussion to be conducted to figure out the success path for the firms entering and presently working in the industry and how these firms are finding and creating new economy to earn huge profits.

Such factors led to the conception of the 1st Indian Private Investors Conference (IPIC 2010).

IPIC was initialized with a thought in mind in early 2010 when INK Business Media and Welkin Partners put an initial concept on a paper, drawing the exact requirement and trends of the industry that could be discussed in a group of like-minded professionals. Thereafter, the concept graduated to a theme and IPIC was born. With over 3 months of research and consultation with industry leaders, IPIC was announced and the process to execute a successful conference amidst other players was initiated.



The Need for this Conference

The idea to introduce IPIC was to bridge the gap we identified within this area. As mentioned by Mr. Ramesh Chetwani, Executive Director – INK Business Media Pvt. Ltd, during his inaugural speech, that though there are several events that take place within the PE & Investment Industry, seldom quench the need for a right content and networking opportunity. The idea of conceptualizing IPIC was to fulfil this gap by delivering high quality discussion with quality and experienced speakers who present and discuss the actual picture of the industry – the inside story, with tremendous networking opportunity with peers, industry leaders and other like-minded professionals.

The Indian Private Investors Conference will every year address the role of investments in India, analyzing and studying the investment and entry strategies into Indian financial markets, regulatory norms in India and how it is beneficial of Indian companies. It will also focus on understanding the competitive profile of different players in the investment industry and the different types of funding done by them in India and understanding of the Private Equity model of investments and analyzing the reason for investments in selective sectors.

IPIC will be an annual affair and will be organized in India and overseas bringing together the entire Investment Industry under one roof.

IPIC 2010 Conference Highlights

The two day conference was programmed such that it was segregated into five equally spaced sessions on each day, with each session being more inspiring than its predecessor, providing delegates with an increasingly enriching learning experience. Each of the sessions on both days were executed using a varied mix of formats ranging from presentations featuring several renowned speakers to intense, thought provoking panel discussions chaired and moderated by top ranking industry professionals to highly stimulating and interactive question and answer sessions between panellists and delegates. The fact that this conference was being organized for the first time did little to deter the organizers from scheduling a robust line up of 24 speakers to lead delegates through the conference proceedings, making it an immensely extensive event. The agenda for the conference was outlined after undertaking thorough research that involved reaching out to leading industry experts and seeking their opinion on critical topics bearing key relevance to prevalent market conditions. The core conference schedule included 22 presentations and 10 panel discussions with an equal number of question answer sessions.

Day One

The conference commenced with Ramesh Chetwani, Executive Director – INK Business Media Pvt. Ltd., taking a moment to welcome the gathering. As a part of his welcome address he shared a gist of what the participants could expect during the course of the two day event. Keeping his address as brief as possible, Mr. Chetwani wholeheartedly thanked the gathering and called upon Mr. Pankaj Dutt, President – Welkin Partner to steer the conference.

Having played a critical role in organizing this conference, Mr. Dutt had the opportunity to invite the speakers for the first session – Ms. Anubha Shrivastava, MD & Asia Head – CDC Group, & Mr. Jairaj Purandare, Leader Financial Services – PricewaterHouseCoopers, onto the dais and introducing them to the audience. He also presented a brief background about the speaker and spoke in short about their involvement and contribution in the Indian investment industry.



Session One Highlights

'Macro Economic Trends'

This session by Ms. Anubha Shrivastava tracked the growth trend of PE in India from the last decade of the 20th century when the investment industry displayed a positive trend. PE investments in India were inactive right up to the late 80's. The PE market in India only looked promising as it entered into the last decade of the 20th century i.e. from the early 90's. Yet, the growth continued at a very slow pace throughout the decade and it finally reached a standstill when the market was hit by GFC. Moving on, an outlook of PE trends in India in the coming decade was presented. The need for investors to understand the underlying risks and the need to be prepared to tackle it was emphasized.

Of late, India is emerging as a great destination for investments simply due to the emergence of a new breed of fund managers. On the basis of these factors, it can be conclusively said that the quality of Indian business is improving and improvement in quality would surely ensure an easy exit. The emergence of LP, Hedge Funds and how VC trends in Indian organizations differed from VC trends in organizations abroad was also discussed.

Our second speaker, Mr. Jayant Purandare, commenced with a brief overview about macro-economic profiles in the past two years and in the next two years. The extreme nature that the market experienced with a largely negative influence persisting in the past three years and the present scenario which projected emerging markets as providing required stimulus for growth was also described. The session also highlighted global trends which presented an entirely different picture of the emerging market such as - the rapid growth of the middle class sections of the society & the rise of service economies. With this, this session also drew to a close.

Mr. Dutt then invited both the speakers to participate in a panel discussion wherein members from the audience were asked to query the panellists on issues of their interest.



Anubha Shrivastava
Managing Director, Asia
CDC Group PLC



Jairaj Purandare
Leader Financial Services
PricewaterhouseCoopers India

Session Two Highlights

'Fund Allocations to India Post GFC (LP's or FoF Focussed)'

Mr. Samir Inamdar's session commenced by providing an insight into how Forum Synergy PE Fund came into existence and the core philosophy and ideologies followed by them. The core philosophy practiced by the company is focussed on bringing business leadership and operational expertise to the table.

Delving into the topic of the session, a point about critical issues faced by investors was raised. It was emphasized that according to market findings there were several issues of concern that investors had to address, which were - lack of transparency, feeling of lack of control, lack of confidence in manager's ability to operationally manage investments, hesitation with first time managers, first time funds and first time exits, discomfort with long term nature of investments, fund manager's conflict of interest and lastly asset allocation strategies. A rough outline of what needed to be done to amicably tackle the said concerns of investors was also presented. While Mr. Jayanta Banerjee, Principal – Pravi Capital's session emphasized the need to work with entrepreneurs with relatively small operation but with a calculated plan to build it.

The session was again concluded with a question & answer session that involved active participation of the audience.



Samir Inamdar
Founding Partner
Forum Synergy PE Fund



Jayanta Banerjee
Founding Partner
Pravi Capital

Session Three Highlights

'Deal Flows, Exits & Deal Structuring'

This session was one of the most extensive and well appreciated session.

Chairperson, Mr. Suneet Maheshwari, CEO – L&T Infrastructure introduced the speakers for the third session of the conference post lunch inviting the first speaker Mr. Vijaydeep Singh who commenced with a presentation on the scope for private sponsors in buyers market. The emergence of the SME sector as the most promising market sector amongst others was also discussed. Continuing the session, an insight about deal cycles, identifying deals, deal sourcing, deal flow based investment criteria was presented. The fact that most funds were based out of metros viz., Mumbai, Delhi, Chennai & Kolkata etc., was highlighted. The discussion further moved to deal evaluation. Some key factors that determined the success of due diligence were outlined which were – reluctance to change the operation and functioning of family run business, growth and concerns of key issues, an accountants contribution, need for maintaining a strong rolodex which could prove critical in gaining leverage.

Our second speaker was Mr. Bharat Bakshi, Partner – Jacob Ballas Capital. Mr. Bakshi's presentation was basically bifurcated into three core areas which were – 1) evolution of Indian investments, 2) current state of the market and 3) specific discussion areas. Each of the three core points were discussed extensively. A brief perspective of the market activity in relation to PE/VC industry in India revealed existing market trends. Issues related to deal distribution were also raised. A quick glimpse into sector wise investments was presented. Compelling examples of several success stories from the corporate world were presented which cited examples of Bharati Airtel, Mphasis, SKF Microfinance, Excelsoft, Makemytrip.com etc.

Following Mr. Bakshi's session, Mr. Rajesh Begur, Managing Partner, ARA Law, was then invited to address the gathering. The focus of Mr. Begur's presentation revolved around 'PE Exit Rights & Legal impediments'. This session highlighted the challenges faced by PE's at the time of exiting. Multiple judicial pronouncements created confusion whereas the situation took a turn for better in the past decade. 'Pre-Exemption Rights' of investors while making an exit was also brought to the fore. Some of the pre-exemption rights available to investors included – call & put options, liquidation preferences, buybacks, initial public offering etc. With this the conference proceeded to the fourth session.



Suneet Maheshwari

CEO
L&T Infrastructure



Vijaydeep Singh

Director
Welkin Partners



Bharat Bakshi

Partner
Jacob Ballas Capital



Rajesh Begur

Founder & Managing Partner
ARA LAW

'Secondary Market & its Liquidity'

This session was opened by Mr. Pankaj Dutt, President – Welkin Partners, who introduced the speakers and invited Mr. Piyush Goenka to address the gathering. Mr. Goenka commenced his address by presenting a brief about the scenario of PE in India. In the past 5-6 years around USD 50 million approximately was invested in Indian market and the said amount had been invested across sectors. Exits in PE by sale to other PE firms were also raised. As compared to the primary PE market, the number of transactions in the secondary PE market had increased. Key sectors from the secondary PE market in India such as – healthcare, infrastructure & its derivatives, energy, financials, micro finance & industries, IT, ITES etc. was also focussed.

Mr. Goenka's session was followed by a session by Mr. Roopchand Betala, Director – Volvie Capital. Starting with an overview of the past investment scenario in the year 2009 proved to be a bad year for investments that ultimately led to companies making a fast exit. In view of the situation, investors were very wary to invest with only 2000 companies, investing in India and only 300-400 going public. Few investors transferred their investments from one fund to another. Though companies are now growing, they are still not ready to go public. Mr. Betala's session was then followed by a panel discussion and an interactive question & answer session.



Roopchand Betala
Director
Volvie Capital Management



Piyush Goenka
Director
Tano Capital

Session Five Highlights

'Corporate Governance & Talent Management'

Mr. Shobhit Agarwal, Director - Protiviti commenced this session. His presentation focussed on 'Role of Corporate Governance'. Accordingly, his session highlighted the advantages of corporate governance and attributed success to organizations practicing good governance. Corporate governance also offers the best form of security to private equity managers. When good governance policies are put in place and practiced, it tends to enhance a company's reputation which directly reflects in a rise in their stock prices. Corporate governance is also known to drive performance. Organizations operating on the tenets of good governance are rewarded with the kind of funding they require. However, it is extremely necessary to customise the requirements of corporate governance based on each host nation's business cultures, environment etc. 'One size fits all' policy is not applicable in corporate governance and ethics also play a vital role in establishing good corporate governance.

The next speaker for the session was Mr. Atul Khosla, Partner & Country Head – Oliver Wyman. The topic of his discussion related to the second part of the session topic i.e. 'Talent Management'. Every institution expects to add value to their organization by undertaking different initiatives. But what really matters is that adding value can only be possible with growth of the organization. The level of growth in an organization ultimately defines the value addition it can provide. Growth of an organization is only possible with the help of a high level of talent. The challenge lies in attracting the right kind of talent. Team work also plays a very critical role here. A team should comprise of like-minded people. Not only should the team members be highly talented but they should also share a common wavelength, vision, quality and willingness to influence and transform the company. Corporate Governance and Talent Management go hand in hand with each other. The overall success of an organization is wholly dependent on these two factors. While corporate governance is easy, talent management is difficult. Both these factors have to be strategically implemented.

The session ended with the Q&A and the first day of IPIC 2010 concluded with a refreshing networking cocktail session.



Shobhit Agarwal
Director
Protiviti India



Atul Khosla
Partner
Oliver Wyman

Day Two

The proceedings of the second day commenced with a welcome note by Mr. Ramesh Chetwani, Executive Director – INK Business Media Pvt. Ltd. This was followed with the audience taking a peek into the first day of the conference. Reminiscing about the events of the first day of the conference, Mr. Chetwani summarized the proceedings while specifically mentioning the highlights of each of the five sessions. He also appreciated the efforts of each of the speakers who had addressed and presided over each of the sessions of the previous day. He further shared with the audience some of the responses that were generated at the end of the first day. After he was through with summarizing the proceedings of day one, Mr. Chetwani then spoke briefly about what the second day of the conference had in store for the audience. He also listed out the line up of speakers from the industry who were scheduled to address the audience during the course of the day. Mr. Chetwani then paved the way for the commencement of the second day of the conference by inviting to stage the speakers for the first session.



Session One Highlights

'Discovering Sector Specific Opportunities – Education '

This session was opened by the Session Chair, Mr. Sachin Maheshwari, Principal – DFJ, who briefly spoke about the scenario of education in India. Later, he introduced the speakers for the session and invited Mr. Sandeep Aneja, the first speaker for the session to address the gathering.

Mr. Sandeep Aneja, described the present trends in Indian education and the changes that have occurred in this field. Compared to education in the 70's and 80's education has developed in more ways than one. At present the scope of education has expanded beyond the classroom and become a huge sector with several tools for learning now available in the market. The sector will continue to grow and change in the coming years. However, to leverage these changes in education effectively the nation needs to look into changes in educational policy and effective moderation.

Following up on Mr. Aneja's session was Mr. Dushyant Singh. His session explored opportunities for investment in the educational sector. The need for education is exceptionally high which presents immense scope for more and more educational institutions. A large number of individuals and corporates have recognized the scope and are ready to take the plunge in this niche sector. The emergence of K-12 mode of education is gradually being tapped by investors. K-12 form of education reverses the entire educational model wherein in the old model of education a student goes to school and the learning is school centric. On the contrary, in the K-12 model, the school comes to the student and learning is student centric. As of now, in India K-12 model of education is being provided largely by corporates, which has to change.

Succeeding Mr. Dushyant Singh was Mr. Manish Chhajed. Mr. Chhajed presented a brief about his organization and their involvement in the educational sector. The investments in education, by setting up 'Pathways IB School' in India has changed the educational landscape. There has been a ten-fold hike in fees that are being charged today and the fees that were charged yesterday which clearly implies the vast changes education has undergone over the years. Future growth of the nation will be driven by education and more investments are required from private sector and government.



Sachin Maheshwari

Principal
DFJ



Sandeep Aneja

Managing Partner
Kaizen PE Fund



Dushyant Singh

Associate Director & Lead, Trans-
action Services Strategy
PricewaterhouseCoopers



Manish Chhajed

Vice President
Reliance PE

'Discovering Sector Specific Opportunities – Cleantech '

This particular session was chaired by Mr. Jasmin Patel who took to the lectern to present a brief about the topic and introduced the speakers for the session to the audience. Cleantech is an often used word which could be split to reveal two meanings: 1) Energy & Energy related activities, 2) Resources. Energy in India is a tremendous market which also provides ample investment opportunities with a large part of investment opportunities lying in 'Carbon Trading'. Water and sanitation sector form a core part of resources. India will face 33% water shortage in water supply by 2030. Mr. Patel then invited Mr. Raj Pai to address the gathering.

At the outset, Mr. Pai presented a brief about himself, his organization and a fair idea about his presentation. The underlying point that he wanted to highlight during his presentation was 'why India has emerged as a great market for Cleantech'. This could be attributed to three core factors which were; 1) Supply & Demand, 2) Demographics of the nation and 3) Micro factors. Also India has tremendous potential for investments as of late, as Indian talent is now migrating back to India.

The next speaker Mr. Vikram Nagargoje presented an overview of his organization which has a highly experienced team and also the topic he was going to present. Cleantech according to him is simply something that is 'environment socially sustainable'. India as a nation has achieved a lot recently. Another development is that India has a separate ministry for renewable energy. Growth sectors in India in the present day happens to be 1) Recycling, 2) Energy Efficiency, 3) Water & 4) WEEE – Waste Electronic & Electric Equipment. At this stage the critical question is 'how to move to the next level'. Moving to the next level would require transfer of technology i.e. acquiring technology and developing new technologies.



Jasmin Patel
Managing Director
Fidelity Growth Partners - India



Raj Pai
Managing Director
GEF Advisors India



Vikram Nagargoje
Investment Director
Aloe Private Equity

Session Three Highlights

'Discovering Sector Specific Opportunities – Infrastructure'

The Session Chair, Mr. Sumeet Mehta, CEO – Paradigm Advisors addressed the audience briefly to introduce the speakers for this session and also presented an overview of the topic of the session.

Both the speakers in this session covered the entire gamut of infrastructure services in India. The first speaker for this session was Mr. Roopchand Betala followed by Mr. Ramesh Bhujang. The core & passive infrastructure in India at present were listed out. 1) Roads & Bridges, 2) Ports, 3) Airports, 4) Power, 5) Railways & Metro, 6) Telecom and lastly, 7) Oil & Gas. While roads & bridges in India has the widest network, ports in India play a major role in import & export activities, Airports also plays a crucial role in providing transportation. The power scenario in India has also witnessed ample developments with the entrance of several private players. Similarly, Railways & Metros also form a vital part in connecting different parts of India. On an average 13 million passengers use the railways for transportation and metros are fast gaining popularity too. Telecom is yet another vital infrastructure which covers all major cities and towns of India. However, complete rural penetration is yet to occur. Finally Oil & Gas sector holds much promise with increase in consumption patterns set to further increase the demand for it. Creation of world class infrastructure requires large scale investment, which cannot be achieved by government alone. The situation demands private public partnerships.



Sumit Mehta

CEO
Paradigm Advisors



Ramesh Bhujang

Vice President - Risk & Asset Management
L & T Infrastructure Finance



Roopchand Betala

Director
Volvie Capital Management

Session Four Highlights

'Discovering Sector Specific Opportunities – Healthcare'

Mr. Pankaj Dutt, presented an overview of this session, introduced the speakers and invited Mr. Jasmin Patel to address the audience.

The topic for this particular session was 'Healthcare & Life Sciences'. Considering the existing market scenario for healthcare in India, it is evident that it is a very exciting and fast growing sector that has the capacity to generate amazing profits for an investor. The current trends in this sector were discussed at length. As of now, leading institutions providing healthcare sector in India viz., Apollo Hospitals and Fortis etc., has managed to enter in almost all major cities of India. However, these healthcare providers are yet to enter 2 and 3 tier cities of India. The ground reality is the need to seek out opportunities and leverage such opportunities in this sector. Healthcare sector also involves the use of various devices / equipments. As of now the demand for such devices are being fulfilled by international organizations, which naturally makes acquiring it very expensive. The challenge is to manufacture these devices in India itself. Manufacturing these devices in India will bring down the cost to a large extent.

The next part of this session saw Mr. Rajesh Dalal addressing the audience, wherein he spoke extensively on Megatrends in Indian Healthcare.

According to Mr. Dalal, trends in Indian healthcare is influenced by five core factors where the first factor being the Booming Middle Class in India, second factor is the Accelerated out of pocket healthcare coverage, the third factor being Lifestyle diseases gaining prominence, the fourth factor being the boom in medical tourism and the fifth and final factor being the boom in healthcare infrastructure. Some negative factors that exist in healthcare infrastructure is the conflict between hospitals and insurance organizations and the other being government's contribution to healthcare for economically weaker sections is very low, which needs to be increased.



Jasmin Patel
Managing Director
Fidelity Growth Partners - India



Rajesh Dalal
Venture Partner
OrbiMed Advisors

Session Five Highlights

“Fund Structuring, Tax & Regulatory Issues”

The session was introduced by Mr. Pankaj Dutt who presented an overview of this session and introduced the speaker. Though two speakers were originally scheduled to cover this session, one of them was unable to attend due to certain unavoidable circumstances.

Mr. Gautam Mehra, presented an overview and presented a brief idea about fund structuring. The period from November’2010 to April’2011 is supposed to be very crucial for fund structuring. The basic framework of fund structuring in an investment strategy is very complex. Tax issues also play a critical role in achieving success in private equity and other funds. The session also covered various types of funds such as onshore & offshore funds, domestic pooling vehicles, pooling options etc. Pooling options can be further classified into unified model & co-invest model. Various tax structures and regulatory issues were also discussed with live examples from the industry being presented.

This session was followed by a panel discussion and a Q&A session following which Mr. Ramesh Chetwani once again took to the dais to thank the audience for their support & co-operation. The conference adjourned on a positive note with a vow to assemble yet again for the second edition of the Indian Private Investors Conference in the coming year 2011.



Gautam Mehra
Executive Director
PricewaterhouseCoopers

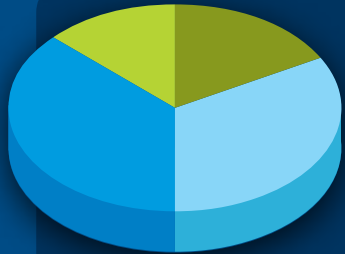
Glimpse of the program



Glimpse of the program



Attendee Statistics



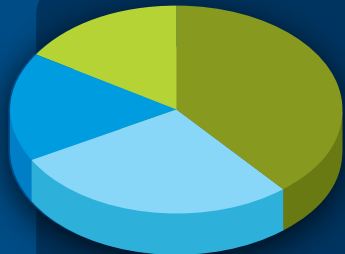
Event Awareness

Website	37%
Emailers	33%
Print	17%
Partners	13%



Event Appeal

Speakers	41%
Networking	27%
Theme / Topics	19%
Knowledge Acquisition	13%



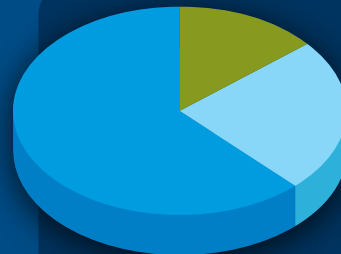
Programme Quality

Speakers Experience	39%
Relevance of Topics	28%
Interactiveness	17%
Flow of Sessions	16%



Speakers Quality

Knowledge	53%
Market Relevance	25%
Oratory Skills	13%
Presentation	09%



Attendee Profile

(by management level)

Sr. Management	62%
Middle Level	24%
Associates	14%

Testimonials



The overall event was very good however it could've been enhanced further if more consultants could've been included in the speaker line up

Ketan Kataria, Fusion Advisors Pvt. Ltd.



An excellently produced and executed event. You have done a wonderful job by organizing this conference. Please ensure that you include a session on 'Inbound – Outbound Investments', while organizing this conference next year

Amar R. Kataria, Fusion Advisors Pvt. Ltd.



Though the entire concept of the event was excellent, the speakers only spoke with reference to certain specific industries. I personally feel that the event should've panned across industries, providing ample knowledge and expertise

H. P. Shah, Value Plus Investment Advisors Pvt. Ltd.



No doubt the event was exceptional but, there is always scope for improvement. More industry specific sessions should have been included as these sessions generated good response. I also feel that participation of more funds would have been a good idea

Ajay Jain, Juris Prudent Consulting Partners



A brilliantly conceived, planned and executed event that simply exceeded all expectations

Samir Inamdar, Forum Synergies

Testimonials



I simply feel that the event was superbly organized and I don't see any scope for further improvement because it's difficult to improve perfection

Harsh Shethia, Investcorp Bank



Every aspect of the event was meticulously planned, with due attention given to even the smallest details. Starting with the venue, setup, speakers and the equally delightful menu, everything was well organized. To top it all, the co-ordination amongst the organizers throughout the event, especially between sessions was excellent as they skilfully led the audience at end of one session to the commencement of the next flawlessly

Sunil, Safire Capital Advisors



The event provided an in-depth insight in to the current trends prevailing in the Indian investment market

B. M. Aggarwal, ABM Corporate Consulting Pvt. Ltd.



A one of a kind event that presented the audience with a clear cut insight into industry trends and discussed sector specific opportunities in emerging sectors

Sanjay, Silverdale Group



The conference was very informative and I strongly believe it should be organized at regular intervals that would keep those who are planning to venture into the investment industry, up to date with the market scenario. It would also be of immense help if an extensive session on 'Clean-tech' is conducted during the session the next time around

Yogesh Asher, Seenol Finance & Investments Pvt. Ltd.



The Indian Private Investors Conference was a very enlightening event and at the same time, it also provided participants with a platform to meet, interact and even explore mutually beneficial business associations

G. Ravishankar, Grant Thornton

Testimonials



The overall conference certainly ranked high as compared to other similar conferences. Nonetheless, for the next time around, it would help if the

organizers included the following topics:- inclusion of strategy & technology driven aspects, enhancing opportunity driven discussions (sectorwise), framing and modelling the structural values to private equity & venture capital terms

Ashish Tapuria, Fortune Financials



An outstanding event that provided an enriching experience. You have really organized it very well. I have attended several seminars and workshops in the

past but, not one of them came as close as IPIC. Well done, keep it up

Durga DP, Bootstrap PE



This conference was helpful and presented fantastic information which was disseminated by speakers of high repute, having years of experience

behind them. We would also be highly obliged if you could provide us with the speaker presentations of both the days. Please include more sessions on PE, VC and Deal Structuring during the conference next year

Ganesh Hadvale, Unicorn Capital Services Pvt. Ltd.



The organizers should ensure that the same event is organized in other Indian cities also. Participation from government and regulatory agencies

should also be invited. While organizing the event the next time, topics such as pension funds & family funds should also be included along with other relevant topics

Rohit Singh, SBI Caps

Testimonials



The event was good no doubt but, more speakers of similar calibre or maybe speakers from mergers & acquisitions / venture capital should be invited

Samit Ghodke, Union Capital



The use of basic presentations should be avoided in such high level conferences. More LPs, & GPs should've been involved during the panel discussions

Harsh Doshi, AVP-PUG Securities



IPIC came across as an event par excellence. This kind of event should also be organized in other metros too

Durga DP, Bootstrap PE



The conference not only provided valuable knowledge but, it also allowed us to interact with others from the same fraternity. The next time around I hope that more companies are roped in

Priyadarshini Chowdhary, Aegeus Capital Advisors



The conference was highly informative. Will be eagerly looking forward to attend the event next year also. Also ensure that you invite speakers who are 'Secondary Market Specialists

Soham Das, Falcon Pride



INK Business Media Pvt. Ltd. is one amongst India's leading establishments that has created a niche for itself in the realm of conferences, exhibitions, publications and event management. The forte of INK Business Media Pvt., Ltd., lies in excellently planning and organizing a wide range of conferences, exhibitions, domain specific business-to-business conferences and events for leading trade promotion associations and corporate houses across the country. The company primarily provides three key components of business; Information, Networking & Knowledge.

Aided with a realistic vision, practical mission and unending passion to serve the industry, INK has established strategic alliances with leading organizers of similar events world wide. Thus, allowing INK to conceptualize, produce market & organize superior quality events that are exclusively market driven and cover a wide range of topics that are relevant, intrinsic and in tune with the industry trends. INK ensures that the events they organize are presided over by an elite panel of speakers who happen to be the foremost authorities in their respective fields.

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