

# VCCircle Financial Services Summit 2013

21 August

08:30am - 09:20am | **Tea & Registration**

09:20am - 09:30am | **Introduction Note**

09:30am - 10:30am | **Panel 1: Investing In Indian Financial Services Businesses**

This industry has lately been one of the favourites of investors with sustained growth, profitability and some notable exits. With BFSI being the backbone of any economy and regulations in the overall Indian BFSI sector witnessing changes for its development, the sector is seeing growth, innovation and new opportunities every day. With the growth expectation of 16-17% in the sector, high quality companies in the sector are expected to deliver high investor returns. What is the road ahead for India's BFSI sector and its companies? How are the macro indicators that drive BFSI's performance impacting the companies today? How attractive is the sector today vis-à-vis other sectors and other international markets? Where is the industry expected to move over the next 10 years, what is expected to change? How will the increasing role of regulations and RBI pan out for the industry?

**Ashishkumar Chauhan** - CEO & MD, BSE Ltd

**R Sridhar** - MD & CEO, Shriram Capital Ltd

**Sudip Bandyopadhyay** - MD & CEO, Destimoney Securities

**Shrenik M Khasgiwala** - Director, Brand Capital

**Sachin Chopra** - MD, Everstone Capital Advisors  
(Moderator)

10:30am - 11:00am | **Tea & Networking Break**

11:00am - 11:50am | **Panel II: Banking**

The basic picture of banking in India is one of long-term potential, despite the current uncertainty. Where are the opportunities for growth and investments? What is the long term outlook for India's banking sector, businesses and regulation? How will the move of giving new licenses impact the industry and its performance overall? Does it make sense for investors to bet on new licensees or existing banks? How will the conversion process work for them and will the new banks be equally competitive?

**Hemant Contractor** - MD & Group Executive, SBI  
**Maresh Chhabria** - Partner, Actis  
**Rajeev Ahuja** - Head-Strategy & Financial Markets,  
The Ratnakar Bank Ltd  
**Rujan Panjwani** - Executive Director, Edelweiss  
Securities  
**Pratibha Jain** - Partner, Nishith Desai Associates  
**Niren Shah** - MD, Norwest Venture Partners (Moderator)

11:50am - 12:40pm

### Panel III: NBFC

What is the long term potential of this sector? Where is the next level of growth and innovation in this segment coming from? What is the thesis followed when investing in NBFCs? How is the revival of credit demand enhancing the value of these businesses overall? What is the future of NBFCs as a lot of them diversify and some apply for bank licenses? How will the regulations for the sector pan out in the future? What are the P/B and ROE levels that can be expected from this sub-sector?

**Sanjay Agarwal** - MD, AU Financiers India  
**Pankaj Thapar** - CFO, IndoStar Capital Finance  
**Kavi Arora** - MD & CEO, Religare Finvest Ltd  
**Mukesh Gandhi** - Co-founder & Director, Mas Financial Services  
**Ashish Agrawal** - Director, ChrysCapital Investment Advisors (Moderator)

12:40pm - 02:00pm

### Lunch & Networking

02:00pm - 02:50pm

### Panel IV: Housing Finance

How will the Housing Finance Companies (HFCs) make money, given that now banks are also operating in the same space? How are the competing low rates offered by banks affecting HFCs? Will the supply side challenges affect the industry? Will some companies continue to fund the developers? How will companies manage the lack of cheap funds – tackling challenges to both equity and debt finance. What are the opportunities in rural housing? What is the role of NHB, how does the future regulations outlook look like for this segment?

**Amit Mantri** - VP, Zephyr Peacock  
**Rajnish Dhall** - CEO & MD, Micro Housing Finance Corporation Ltd  
**Sujan Sinha** - MD & CEO, Shriram Housing Finance Ltd  
**Vishal Gupta** - MD, Bessemer Venture Partners  
**Anup Kumar Agarwal** - Senior Investment Officer, IFC (Moderator)

02:50pm - 03:40pm	<p><b>Panel V: Serving Bottom Of The Pyramid &amp; Microfinance</b> How are firms tackling the challenges to the lack of funding – both debt and equity? Is diversifying to banks or starting other services a viable growth strategy? What are the new avenues for growth? What are the big players in the segment doing? Is there an opportunity for consolidation? What are the expected regulatory changes? What is the road ahead for investments in this space, will investors comeback to the sector?</p> <p><b>Chandra Shekhar Ghosh</b> - CMD, Bandhan Financial Services <b>V.S. Radhakrishnan</b> - MD &amp; CEO, Janalakshmi Financial Services <b>S Dilli Raj</b> - CFO, SKS Microfinance Ltd <b>Anurag Agarwal</b> - CEO, Intellecap (Moderator)</p>
03:40pm - 04:10pm	<b>Tea &amp; Networking Break</b>
04:10pm - 05:00pm	<p><b>Panel VI: Financial Services Technology Innovation &amp; Businesses</b> What are the leading technology-led plays and businesses for India's financial ecosystem? What are tangible innovations and investments in segments such as: payments, ATMs, software services, mobile payments, SaaS products, online banking/trading/broking, mobile POS payments among others? Which of these segments and companies will do well over the next 5-7 years? What will be the impact of Aadhaar cards on financial services technology and businesses? What is the next level of innovation for India's financial services ecosystem? What are the tangible innovations in the India financial services businesses and processes?</p> <p><b>Srinivasu M.N (Vasu)</b> - Co-Founder &amp; Director, Billdesk <b>Rishi Gupta</b> - COO &amp; ED, FINO PayTech Limited <b>Manish Patel</b> - MD &amp; CEO, Mswipe <b>Niren Shah</b> - MD, Norwest Venture Partners (Moderator)</p>
05:00pm - 05:10pm	<b>Concluding Remarks</b>
05:10pm - 07:30pm	<p><b>VCCircle Unwind</b> Continue the energy and networking of the day with more networking time over cocktails with top financial services companies and investors.</p>



## SPEAKERS



### AMIT MANTRI

*VP, Zephyr Peacock*

Amit joined Zephyr Peacock in 2010 and has been involved in several transactions in the Logistics, Financial Services, IT and Pharma industry. At Zephyr, Amit is actively involved in the investment process - sourcing, investment evaluation, transaction execution and post-investment monitoring. Amit currently monitors Zephyr's investments in NetAmbit, Trimax IT, 20Cube Logistics and Miles Software. Amit assists the Zephyr portfolio companies in business development, hiring and overall strategy.

Amit has an MBA from the Indian Institute of Management, Bangalore and an undergraduate degree in Computer Science & Engineering from the Indian Institute of Technology, Kharagpur. Prior to his MBA, Amit worked as a software analyst at Strand Life Sciences and has also completed brief stints at Standard Chartered, CRISIL and Nvidia.



### ANUP KUMAR AGARWAL

*Senior Investment Officer, International Finance Corporation*

Mr. Anup Kumar Agarwal, Senior Investment Officer in IFC, leads investments (both equity and debt) in the financial sector in South Asia. During the last six years in IFC, he has led investments across the financial services space in India, including bank, NBFCs, microfinance, housing finance, broking, PE/VC fund, etc. Prior to joining IFC, Anup worked as Group Head - Credit and Deputy General Manager in ICICI Bank (one of India's largest private sector banks) and as Assistant General Manager with ICRA Limited (a leading credit rating agency of India and an associate of Moody's Investors Service).

Anup is a Chartered Accountant (Rank Holder), additionally qualified as a CFA, ICWA, and CS with over 17 years of experience in equity investing, lending, portfolio management, credit rating, and consulting.



**ASHISH AGRAWAL**

*Director, ChrysCapital Investment Advisors*

Mr. Agrawal joined ChrysCapital Investment Advisors in May 2003 and was previously with the global research division at McKinsey & Company.

He received an MBA with a specialization in finance from Mumbai University and a Bachelor's degree in commerce from Garhwal University. He has also completed all three levels of Chartered Financial Analyst (CFA) from CFA Institute, USA.



**ASHISH KUMAR CHAUHAN**

*MD & CEO, BSE Ltd.*

Ashish is the MD & CEO of the BSE Ltd., Asia's first stock exchange. He serves on the Board of ICCL, CDSL, BOISL, BSE Training Institute and Marketplace Technologies Limited, is a member of the Board of Governors of IIIT D&M, Jabalpur and a few SEBI committees. He has also served on several government and regulatory committees; CBDT and FMC, among others.

Ashish was part of the 5 member team that set up NSE and set up NSE's equities and derivatives segments. He was the Group CIO of the Reliance group and was ranked amongst the top 50 CIOs in the world by several magazines and institutions. He also headed the Corporate Communications for Reliance group in between and was the CEO of Mumbai Indians.

Ashish holds a B.Tech in Mechanical Engineering from IIT Bombay and PGDM from IIM Calcutta.



### **ANURAG AGARWAL**

*GEO, Intellectap*

As Intellectap's Chief Executive Officer, Anurag is responsible for ensuring execution of the Company's strategic business plan. He also manages some of the key Client and investor relationships and represents the management team on the Board of Directors.

In a career spanning more than a decade, Anurag set up and built the Company's Investment Banking Practice Area with a specific focus on assisting early and growth-stage multiple bottom-line enterprises to raise capital. Anurag has the unique distinction of working with most of the leading microfinance institutions in India and has helped many of these institutions in their fund raising efforts.

Before joining Intellectap, Anurag worked at ICICI Bank in the Cash Management and Operations Department. He has a Bachelor of Business Administration and a Master of Commerce Degree from Madras University, Chennai (India), and a Master of Business Administration in Finance from TAPMI Management Institute, Manipal (India).



### **CHANDRA SHEKHAR GHOSH**

*CMD, Bandhan Financial Services*

Mr. Ghosh is a Senior Ashoka Fellow with over 29 years of experience is on the Governing Board of Sa-dhan. He is the Vice President of Micro Finance Institution Network (MFIN), a self-regulatory body of NBFC MFIs. He is also one of the founding fathers of Association of Microfinance Institutions (AMFI) West Bengal. He is one of the Committee Members of the Core Team that Small Industries Development Bank of India (SIDBI) has formed for its Partner MFIs.

Mr. Ghosh is a member of 'State Level Review & Coordination Committee on Credit Delivery Innovation' constituted by NABARD. He is also a distinguished member of ASSOCHAM two special committees on 'Financial Inclusion & Microfinance' and 'Banking & Finance'. Mr. Ghosh is also the member of Microfinance India Group of Advisors. He has been elected as a member of the Managing Committee of The Bengal Chamber of Commerce and Industry (BCCI).

He holds an M.Sc. in Statistics and has attended the HBS-ACCION Program on Strategic Leadership for Microfinance at Harvard Business School.



### **KAVI ARORA**

*MD & CEO, Religare Finvest Ltd*

Mr. Kavi Arora currently the MD & CEO at Religare Finvest Limited manages the SME focused commercial lending business of Non Banking Financial Services Company.

Kavi has previously worked at GE Capital, Hong Kong as Director- Secured Assets & Cross-sell. Prior to GE, over the course of 5 years at ABN Amro Bank (now RBS), he has worked in various roles like Head of Consumer Bank for South region and also as National Sales and Distribution Head for Unsecured Assets covering Personal Loans and Credit Cards.

With nearly 20 years of diverse experience within the financial services, Kavi has been associated with reputed companies such as ABN Amro Bank, ATS Services, CitiFinancial, 20th Century Finance, Consortium Finance and GE Capital. Kavi is currently the Co-Chairman of Regional Council on MSMEs for CII in Northern Region and also a part of CII's National Council on MSMEs.

His has a Bachelor's Degree in Commerce from Punjab University, a Diploma in Systems Management from NIIT and a MBA Degree from University Business School, Chandigarh.



### **HEMANT CONTRACTOR**

*MD & Group Executive, State Bank of India*

Mr. Hemant Contractor, B.A (Economics) and an Associate of Chartered Institute of Bankers, London joined State Bank of India as a Probationary Officer in 1974. He took over as the MD & Group Executive (International Banking), SBI in April 2011.

Prior to his present assignment, he had a brief stint as the Dy. MD & Chief Financial Officer of State Bank of India, before which he was the Dy. MD & Group Executive (Corporate Banking) for 3 years.

During his illustrious career spanning 38 years in SBI, he held several other important positions viz; Chief GM (Wholesale Banking), Mumbai, Chief GM Chandigarh Circle, GM, Mid Corporate, Chennai, GM (Commercial Banking), Chennai, Dy. GM, Treasury, Mumbai, Asst. GM, IFB, Baroda, Manager (Syndication & Mktg.), Bahrain.



**MANISH PATEL**

*MD & CEO, Mswipe*

Manish is the CEO of Mswipe and has 20 years of experience leading sales. Prior to Mswipe, he co-founded Milestone Merchandise, an Alcobeve distribution company with FY012 sales of Rs 140 crores. Manish has a degree in Medicine from Mumbai University.



**MUKESH GANDHI**

*Co-founder & Director finance, Mas Financial Services Limited*

Shri Mukesh Gandhi is one of the promoters and Director Finance of MAS Financial Services Limited, Ahmedabad, an NBFC engaged in retail lending business predominantly in the states of Gujarat, Rajasthan and Maharashtra. He has done his Masters in commerce and has been actively involved in strategic decisions of the company since last 24 years.

He is Chairman of Gujarat Finance Company Association & Committee member of Finance Industry Development Council (FIDC). He was a professor at Nav Gujarat College and was visiting faculty member of ICFAI business school.



### **MAHESH CHHABRIA**

*Partner, Actis*

Mahesh is a Partner at Actis, which is recognised as a long-standing investor in India with an emerging market sector-based approach to investing both in minority and control deals.

Mahesh previously worked at 3i India, where he was a partner in the firm's Growth Capital Group and the lead partner globally for the Healthcare sector, heading up and contributing to 3i investments in India and international markets. Before making the move to private equity in 2006, Mahesh was co-head of investment banking at Enam, one of the leading domestic investment banks in India.

Mahesh holds a Bachelor of Commerce from the University of Mumbai, and is an Associate Member of the Institute of Chartered Accountants of India.



### **NIREN SHAH**

*MD, Norwest Venture Partners*

Niren brings to NVP India 16 years of operational, finance, investment banking and entrepreneurial experience from leading consumer oriented companies and global financial institutions. Niren serves as an advisor on India-based investments across a wide range of sectors and across various stages - from early and mid-stage venture to growth equity. Niren advised Norwest Venture Partners' investments in Cholamandalam Finance, DealsandYou.com, FashionandYou.com, IndusInd Bank, Jain Irrigation, Komli Media, Pepperfry, Quikr, Ratnakar Bank, Shriram City Union Finance, Suvidhaa and Yes Bank.

Prior to joining NVP India, Niren was the Senior Director of Strategy and Ventures at eBay Inc. (NASDAQ: EBAY) in California, where he helped drive the worldwide strategy across eBay's Global Marketplaces. Niren was also part of the Marketplaces Ventures leadership team, where he was responsible for considering new business opportunities, acquisitions and potential investments across the Global Marketplaces. The Marketplaces business unit is eBay's largest business unit and conducts gross merchandise volume of more than \$50 billion annually.



**PRATIBHA JAIN**

*Partner, Nishith Desai Associates*

Ms. Pratibha Jain is a Partner and Head of the New Delhi Office of Nishith Desai Associates, an Indian firm with a global outlook. Ms. Jain's also heads the Regulatory practice at Nishith Desai Associates. Her areas of practice include banking and finance, mergers and acquisitions, private equity investments and structured finance.

She was till recently the Vice President and Counsel for Goldman Sachs in Mumbai, India. She has earlier worked with Sullivan & Cromwell, LLP in their New York, Tokyo and Hong Kong offices and with Skadden Arps Slate Meagher and Flom, LLP in their Hong Kong office.

Ms. Jain's educational qualifications are Bachelor of Economics (B.A.) and Bachelor of Laws (LL.B.) degrees from the University of Delhi; a Bachelor of Civil Law (B.C.L.) degree from the University of Oxford, and a Master of Laws (LL.M.) degree from the Harvard Law School.

She is admitted to the Bar of the State of New York in the USA and the Bar Council of Delhi in India.



**PANKAJ THAPAR**

*CFO, IndoStar Capital Finance*

Pankaj has over 25 years of experience in Corporate Finance, M&A and Capital Markets with large global and Indian companies. Previously, he worked as a Managing Director in the Private Equity business of Everstone Capital Advisors.

Previously, he was the Group CFO for Dentsu, a Japanese advertising major, where he was responsible for their business in India. He has held a variety of senior corporate finance roles with global companies such as Coca-Cola, ANZ Bank, Citibank and ICICI and has over 20 years exposure to M & A and capital markets.

He holds a Bachelor of Commerce degree and an MBA from the University of Delhi.



### **R SRIDHAR**

*MD & CEO, Shriram Capital Ltd*

Mr. R. Sridhar has been appointed as the Managing Director & CEO of Shriram Capital Limited, the holding company of financial services companies of the Shriram group, with effect from 1st April 2012.

Mr. Sridhar has been associated with the Shriram Group since 1985. He was appointed as the Managing Director of Shriram Transport Finance Company Limited (STFC) for the first time in the year 2000 and was re-appointed in the year 2005. He has over twenty five years of experience in the financial services sector, especially in commercial vehicle financing.

Mr. Sridhar holds a bachelor's degree in Science and is a fellow member of the Institute of Chartered Accountants of India.



### **RUJAN PANJWANI**

*Executive Director, Edelweiss Securities Limited*

A veteran in the financial services industry, Rujan Panjwani has over two and half decades of experience in the industry working across all asset classes. Rujan has been with Edelweiss group since 2000 and has played an important role in setting up several businesses for the Edelweiss Group including Asset Management and Credit. He helped set up the Group's Treasury and Balance sheet unit and is a member of the Assets & Liabilities Committee (ALCO) that primarily oversees the implementation of an effective process for managing Edelweiss's interest rate, liquidity and similar market risks relating to the balance sheet and associated activities, including the adoption of policies, risk limits and capital levels from time to time. He also set up Edelweiss's Global Risk Group – the nodal point for all risk monitoring and management and is a member of the Global Risk Committee – the highest decision making body in Edelweiss on Risk-related issues.



### **RISHI GUPTA**

*COO & ED, FINO PayTech Limited*

Rishi Gupta is the Executive Director and Chief Operating Officer in FINO PayTech Limited. He is responsible for the entire business of FINO which includes Products Development and Sales, Operations including Channel management, and Project execution. Prior to taking over as COO, Mr. Gupta was the Chief Financial Officer and was overlooking the Corporate Functions like Risk and Audit, Legal and Company Secretary.

Rishi has more than 19 years of experience in manufacturing, banking and international institutions. Rishi's career began with Maruti Udyog Limited where he went on to head Budget and MIS department. Rishi then moved on to join ICICI Limited and ICICI Bank. Prior to joining FINO, he was working with International Finance Corporation in New Delhi.

In 2011, 2012 and 2013 Rishi was awarded "CFO100 Roll of Honor". Rishi was also awarded the "Excellence in Finance in a Startup" by IMA in 2013. Rishi is a certified chartered accountant and cost & works accountant. Rishi also holds a bachelors degree in commerce from SRCC, Delhi University.



### **RAJNISH DHALL**

*CEO & MD, Micro Housing Finance Corporation Ltd*

Rajnish completed his P.G.D.M from IIM (Ahmedabad), after which he worked with American Express Bank in a variety of roles and locations (Mumbai, Singapore, London) for 17 years. He left the Bank as a Senior Director in 2006 and returned to Mumbai to work in the social sector and initially joined Aangan, an NGO which works with children in state run children homes.

In 2008, he co-founded (along with Madhusudhan Menon and Nachiket Shelgikar) Micro Housing Finance Corporation Limited ("MHFC") to provide housing finance to lower income households in urban India. Over the last 5 years, operating in 5 major states, MHFC has sanctioned home loans aggregating about Rs 150 cr to about 3500 financially excluded families.

Rajnish is also on the Justice Dhanuka court appointed committee to look into the infrastructure of Mumbai municipal schools, and the Boards of Aangan and Ummeed.



### **RAJEEV AHUJA**

*Head - Strategy & Financial Markets, The Ratnakar Bank Ltd.*

Mr. Rajeev Ahuja holds a Bachelor's degree in Commerce from the University of Delhi and MBA from IIM, Ahmedabad. He brings over 25 years of experience in investment banking and financial markets in India, Singapore and Hong Kong. Prior to joining Ratnakar Bank, Mr. Ahuja was with Citibank India, where he last headed the Investor Sales Business in South Asia.

During his stint with Citibank, Mr. Ahuja also established Citi's Fixed Income Capital Markets business with a broad product platform across INR and G3 bonds / loans, structured debt, mezzanine capital etc.. The business grew into a leading fixed income franchise in India and has been awarded 'Best India Debt House' by Euromoney and Asset Finance. Mr. Ahuja also had a 7 years stint in capital markets and investment banking divisions of Bankers Trust / Deutsche Bank in Singapore and Hong Kong. He also had an advisory role with a Venture Capital fund focused on early-stage India-Centric opportunities.

In RatnakarBank, Mr. Rajeev Ahuja Heads Strategy.



### **S DILLI RAJ**

*CFO, SKS Microfinance Ltd*

Dilli Raj has 23 years of experience in corporate finance, treasury, policy advocacy and corporate tax planning.

He joined SKS in January 2008 and introduced mainstream financial products into microfinance. He has prepared SKS for its IPO by strengthening the financial system and by automating accounting and cash management processes. He played a lead role in managing SKS' IPO in August 2010, which was oversubscribed 13.6 times.

Dilli Raj had a strategic role in SKS' turnaround and managing the AP MFI crisis by focusing on cash flow management, cost structure optimization and gaining the confidence of credit grantors. He lead managed SKS' QIP issue in July 2012. Dilli Raj has led the policy advocacy efforts which have resulted in a more conducive environment for the MFIs and largely mitigated the regulatory risk. He is a member of the financial inclusion committee of FICCI.

He has done his Masters in Business Administration from the Central University of Pondicherry.



**SHRENIK M KHASGIWALA**

*Director, Brand Capital*

Shrenik is a commerce graduate from Sydenham College, Mumbai and a Chartered Accountant from Institute of Chartered Accountants of India. Thereafter, Shrenik completed his post-graduation in business management from IIM Bangalore. He is also a Certified Investment Manager from the Securities and Investment Institute, UK. He has worked with Enam Securities where he was Executive Director – Investment Banking. He also set up the first international office for Enam in the UK.

Shrenik has over 16 years of experience in the areas of financial audit, management consulting, as well as Investment banking and has worked for companies like Lodha & Co., Accenture and A.T. Kearney prior to joining Enam. He has worked on several advisory mandates and has advised several clients (including the Tata Group) in Investment Banking.



**SUJAN SINHA**

*MD & C.E.O., Shriram Housing Finance Ltd*

Sujan Sinha is a senior professional in the financial services industry, especially in the retail side of it, having spent more than 30 years in various banks and financial institutions, after joining SBI as a Probationary Officer in 1981. Prior to joining the Shriram Group as the Managing Director & C.E.O. of Shriram Housing Finance Limited in November 2010, he was one of the important members of the core retail team of Axis Bank (erstwhile UTI Bank) for more than 7 years. He had been involved with various other retail initiatives of the bank and had served as the bank's nominee on the boards of NBFCs in which Axis Bank had financial stake.

Shriram Housing Finance Limited, a subsidiary of the Shriram group's flagship company, Shriram City Union Finance Ltd., is the most recent addition to the group's stables and has just completed a full year's business.



### **SACHIN CHOPRA**

*MD, Everstone Capital Advisors*

Sachin Chopra is a Managing Director in the private equity team of Everstone Capital Advisors. Prior to joining Everstone in 2011, Sachin had over 10 years of investing experience in US and India. Sachin previously worked with Warburg Pincus in India and General-Atlantic in the US.

He holds an Electrical Engineering Degree from Gujarat University, a Master of Science degree in Electrical Engineering from Purdue University and an MBA from Wharton School, University of Pennsylvania.



### **SANJAY AGARWAL**

*MD, AU Financiers India*

Sanjay Agarwal, Promoter & Managing Director of Au Financiers (India) Ltd. is a merit holder Chartered Accountant from Jaipur. He is a first generation entrepreneur and an all round corporate and retail finance business leader with more than 17 years of experience in financial and credit risk management and strategic planning. He has a Multi-facet experience in the areas of retail finance, business development, financial management, administration and manpower management. His specialization includes strategic planning, development of business model, HR and relationship management.

Au FINANCIERS (INDIA) LTD. has been rated as one of the fastest growing Non Banking Financial Company (NBFC). The Company has been classified as First Systemically Important Asset Finance Company by Reserve Bank of India for Rajasthan. Company has been bestowed as the best 'PE-Backed Financial Services Company' in the debut edition of VCCircle Awards 2012 and is Selected by SIDBI for Environment & Social-Risk Management Framework aligned lending for ensuring effective Social & Environmental management practices in all its activities, products, services and business operations.



**SRINIVASU M.N (VASU)**

*Co-Founder & Director, Billdesk*

Mr. M N Srinivasu is the Director and Co-Founder of BillDesk, a payment and remittance service providing venture of Indialdeas.com Ltd. Established in early 2000, BillDesk delivers and manages electronic payments and remittance solutions for various vertical markets, such as banking, telecom, insurance, utilities and financial services.

Prior to founding BillDesk, Vasu worked with Business Consulting unit of Arthur Andersen in India and before that, for over 9 years, with ITC Limited across their various businesses.

Vasu completed his MBA from IIM Ahmedabad in 1990 and Bachelors degree in Commerce from Madras University in 1988.



**SUDIP BANDYOPADHYAY**

*MD & CEO, Destimoney Securities*

Sudip Bandyopadhyay is currently the MD and CEO of Destimoney Securities, a full service financial organisation, promoted by New Silk Route, an Asia focused growth capital private equity firm with over \$1.4 billion under management. Sudip is also the non-executive Chairman of Wall Street Finance Ltd. and director in other listed and unlisted domestic companies.

Sudip is a qualified Chartered and a Cost Accountant. He has over 25 years of rich & diverse experience in various areas of financial services. He has worked with reputed organizations like Reliance (ADA Group), ITC, ICI and HLL. Sudip was the Managing Director of Reliance Money and was also on the Board of several Reliance ADAG Group Companies since May 2005. Sudip was responsible for the acquisition of AMP Sanmar through which Reliance launched its Life Insurance business.

During Sudip's 16 years stint with ITC as head of Treasury and Strategic Investments, he managed investments in excess of \$1.5 billion. He was responsible for the acquisition of strategic stakes in EIH, VST and several other companies by ITC.



**VISHAL GUPTA**

*MD, Bessemer Venture Partners*

Vishal Gupta, a Managing Director at BVP India in Mumbai. Vishal joined BVP India in 2006 and focuses on investments in energy, financial services, healthcare services and infrastructure.

Vishal is currently on the board of Indian Energy Exchange, India's largest power exchange; ongrid solar developer Kiran Energy, merchant power leader Ind Barath; Spanco Power Distribution a private utility focused on power distribution franchisee; NetAmbit, one of India's largest financial products distributor; HFFC, focused on affordable housing mortgages; MediAssist; India's leading third party administrator. He also is involved in Bessemer's investment in Shriram City Union Finance, Shriram EPC, Motilal Oswal and Orient Green Power.

Prior to joining BVP India, Vishal was a senior manager in the treasurer's office at Reliance Group. Previously, served as an executive assistant to the CEO a joint venture of HCL Tech and Deutsche Bank in India.

Vishal holds an M.B.A from the Indian Institute of Management in Calcutta, is a chartered accountant and has a B.A. in commerce from GS College.



**V.S. RADHAKRISHNAN**

*MD & CEO, Janalakshmi Financial Services*

Mr. V S Radhakrishnan currently serves as the CEO and Managing Director of Janalakshmi Financial Services. He is a veteran banker with an illustrious career in the banking sector. He was with HSBC for over 25 years where he held various senior positions before moving to ING Vysya Bank for 3 years.

Mr. Radhakrishnan has an MBA from Indian Institute of Management, Ahmedabad.

## KNOWLEDGE PARTNER



IndoStar Capital Finance (ICF) is a Non-Banking Financial Company engaged in the business of wholesale financing. Started in April 2011, the company is an independent wholesale credit institution that provides a comprehensive bouquet of debt solutions to mid-to-large level corporates, including financing capital market transactions, corporate financing, acquisition financing and lending to offshore investors. The company's asset book is in excess of INR 2,200 crore and comprises of a high-quality diversified portfolio. IndoStar Capital has leading global private equity firms as its sponsors, including Goldman Sachs, Everstone and Ashmore.

One of India's fastest growing NBFCs, IndoStar Capital has a well experienced management team with diverse exposure and proven capabilities in financial services and operates under the supervision of the Board of Directors.

### **IndoStar Capital Finance Pvt. Ltd.**

One Indiabulls Center,  
17th Floor, Tower 2A,  
Jupiter Mills Compound, S. B Marg,  
Mumbai-400013, India  
Board : +91 22 4315 7000  
contact@indostarcapital.com

## ASSOCIATE PARTNER



Play a bigger game.

Businesses today exist in an age where the need for differentiation is critical. This signals the emergence of what we call the brand age wherein strongly differentiated brands will dictate the spending pattern of the discerning consumer. The business of Brand Capital is all about bringing together the virtues of "New Capital" and entrepreneur's ability to grow their business through this capital in the intangible space.

Entrepreneurs are known to leverage both their tangible and intangible capital to fund their growth aspirations. While PE straddles the tangible capital space, Brand Capital straddles the intangible space. The success of an organization is contingent upon optimizing each of its asset class and this sweating of assets includes the Brand Asset as well. Hence for growth oriented enterprises, from the branding perspective, Brand Capital is the first point of leverage that enables entrepreneurs to reach out to multiple constituents including consumers.

Brand Capital provides funding to growth oriented enterprises for their long term brand building needs. It is an innovative offering from The Times Group, which has the strongest media platforms with national presence. The core offering goes beyond just vanilla advertising to structured client based solutions both financial as well as brand building, in line with the entrepreneur's business plans and growth trajectory.

In the 6 years since inception, the Brand Capital proposition has gone through constant innovation and evolution to keep up with emerging needs and a changing business environment. Our business has helped accelerate the growth of over 400 brands of business - houses and their corresponding enterprise value.

To know more, visit <http://brandcapital.co.in/>

### **Brand Capital**

Bennett, Coleman & Co. Ltd.  
The Times of India Building,  
Dr. D.N. Road, Mumbai - 400 001

## SUPPORTING PARTNER



Zephyr Peacock India provides growth capital to small and middle market companies which are positioned to benefit from India's growing domestic demand and are led by strong entrepreneurs and management teams.

Zephyr Peacock seeks influential minority positions in its investee companies. Post-investment, the Manager works actively with the management of its portfolio companies to enhance financial and organizational structures and business strategies and implement professional governance practices. Divestments are expected via either strategic sales or stock market listings on the Indian exchanges three to five years after the Fund's initial investment.

### **Zephyr Peacock Management India Pvt Ltd**

# 201, Embassy Classic  
Vittal Mallya Road  
Bangalore - 560 001

## PRODUCT DISPLAY PARTNER



IxCFO is outsourcing CFO (Chief Finance Officer/Finance Controller) services provider based on concept of sharing knowledge pool, skill and cost to SME & Mid-size corporates with unique proprietary engagement driven by hands on implementation approach.

Our competent CFO/Controllers manages multiple business owners under agreed CFO services mandate with high level of professional competency & standard.

We are serving business owners under different segments like family set-ups, technocrats/professionals, PE/VC funds portfolio Companies and mid-size corporates on traditional CFO role & specialised assignment with defined services vertical namely –Tx (Transaction Assurance Services), Fx ( Financial Health Management) and Ix ( Inorganic & Organic growth execution services).

Operating since Oct.2010, at present IxCFO has 25+ clients across sectors (Maufacturing/ Distribution/ Services sector) with 8 CFO level partners operating in major metro/tier-1 Cities in India by differentiating on the fact that all our passionate partners worked in industry across sectors & varied ownership pattern in past.

We also have extensive network of specialised advisors working under our guidance while providing CFO services and assist us in business & finance integration engagement per standard and customised solutions that defined quantifiable measurable matrix across our deliverables.

We stick to our logo of integrating best of management practices with excellence (Ix) and Integrity at its core.

### IxCFO

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## ABOUT VCCIRCLE NETWORK

The VCCircle Network, founded in 2005, is India's leading online financial media and data group. It's owned by Mosaic Media Ventures Pvt Ltd, and is headquartered in New Delhi with presence in Mumbai and Bangalore.

### Products

**VCCircle.com** is the most visited independent source of news, information and analysis for the Indian investment ecosystem. VCCircle is relied upon by an influential global community of deal makers, entrepreneurs and professionals for trusted content related to Indian investments, M&A, venture capital, private equity, investment banking, public equity, and emerging companies and sectors.

**Techcircle.in**, a news website launched in February 2011, is dedicated to covering the Indian technology startup ecosystem. Techcircle.in covers Indian tech startups, the people behind the companies, innovations, the products, strategies and the financing. It has emerged as a destination site for the tech startups, investors and executives in India.

**VCCEdge** is India's leading online research platform targeted at dealmakers. A fully hosted platform with a comprehensive database of VC/PE/M&A deals, IPOs, directories, private and public company information, financials, shareholding structures, professionals & key developments related to companies, VCCEdge has all of them in one place.

### **VCCircle Events**

For the last five years, the Network has conducted about 60 conferences which are editorial events with a strong focus on content, speakers and high quality delegates. We organise 16-18 conferences every year across industry verticals and have over a dozen annual properties now running in multi-year editions.

Over 12,000 delegates and 1200 speakers have attended the events since its inception in 2007.

### **VCCircle Training**

Since its launch in June 2011, the training division has organised about 20 training workshops in finance, legal and regulatory topics targeted at Indian corporate, financial and legal professionals.

About 750 participants have attended the workshops over last 18 months.

#### **Mosaic Media Ventures Pvt. Ltd.**

**Delhi** - B128, First Floor, Sector – 5, Noida - 201301

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- Unrestricted access to VCCircle.com archives dating back to 2005.
- Special industry surveys offering forward looking views of who's who of investment community.

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## ABOUT VCCEDGE

# VCCedge

India's first integrated online research platform

VCCEdge (www.vccedge.com) is India's first and most comprehensive online deal platform that covers India's investment eco-system. VCCEdge offers information on M&A, private equity and venture capital transactions including transaction terms, structures, deal amounts and valuations. It also contains entity information on all companies involved in these transactions including target companies, investors and advisors. The hosted platform provides information on demand and helps reduce research time, allowing users to spend more time on analysis.

VCCEdge uses advanced web tools to provide information in an intuitive and user-friendly format. The platform also provides features like spreadsheet & pdf downloads to make life of a financial researcher easy. VCCEdge is supported by a team of highly skilled analysts and journalists who understand the information needs of clients. Users associated with private equity, venture capital, investment banking, corporate law, finance and consulting or anyone else with an interest in the Indian deal landscape will find VCCEdge as an indispensable resource.

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#### League Tables

Rank	Company Name	# of Deals
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#### Top Legal Advisors (2012)

1	Amarchand & MangalDas & Suresh A Shroff & Company Ltd.	30
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## ABOUT TECHCIRCLE

techcircle.in

Techcircle is a technology media property devoted to covering Indian tech startup scene. We offer cutting edge news, analysis and opinion on technology, the Internet, mobile and startup trends. We are dedicated to profiling startups, entrepreneurs, reviewing new Internet and mobile products, gadgets and breaking tech news. We combine both traditional journalistic reportage and blogging styles, and at the same time adhering to the high journalistic standards and ethics.

We are owned by Mosaic Media Ventures, the publishers of VCCircle.

For talking to journalists at Techcircle.in, write to [editorial@techcircle.in](mailto:editorial@techcircle.in) or call 0120-4171111

The screenshot shows the homepage of techcircle.in. At the top, there is a navigation bar with links for VCCIRCLE, VCCEDGE, EVENTS, TRAINING, Advertise, About Us, and Contact. Below this is a banner for 'DEMO INDIA' with the text 'World's biggest product demonstration platform DEMO comes to India'. The main navigation bar includes Home, Internet, Mobile, Enterprise, Gadgets, Startups, and Money, along with a search bar. Below the navigation, there are social media links for Facebook, Twitter, and RSS Feed. The main content area features an announcement about entrepreneurs at VCCircle Emerging Enterprises Summit, a featured article 'Meet the 4 startups picked for VentureNursery's 2nd accelerator batch' with logos for The Venturator, Smart Sample, and Klip.in, and another article 'Inkfruit co-founder & eBay India exec Sushant Sreeram joins HolidayIQ'. A video player for 'VCCTV premieres its weekly video show The Classroom' is also visible.

## OUR UPCOMING EVENTS

VCCircle Healthcare Investment Summit 2013  
26 Sep, ITC Maratha, Mumbai

VCCircle Agri & Food Investment Summit 2013  
Oct, Mumbai

VCCircle Education Investment Summit 2013  
20th Nov, ITC Sheraton, New Delhi

### Contact:

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