

## SPEAKERS



**AKHIL AWASTHI**

*Managing Partner  
Tata Capital Growth Fund*

Akhil Awasthi is the managing partner of Tata Capital, Mid-Market Private Equity Fund. Awasthi has about 20-years of experience in private equity, listed equity and banking, having funded both Indian and foreign incorporated businesses across industries such as technology, life-sciences and consumer. The most recent part of his career has been as a partner with Baring Private Equity Partners (India) where he successfully built the healthcare practice and created a portfolio of four successful investments.



**AMIT DHINGRA**

*ED & Head Client  
Coverage  
AnandRathi Investment  
Banking*

An investment banker with 11 years of deal execution and corporate client coverage experience at Citi (Mumbai, Hong Kong), Kotak, Goldman Sachs (Mumbai, Hong Kong) and HSBC (Mumbai, London, Tokyo). His areas of expertise include M&A Advisory, Corporate Strategy, Equity and Debt Capital Markets fundraising for clients across industries such as Transport and Infrastructure, Metals and Mining, Automotive, (prior deal experience in FIG and Telecom as well).

Amit has originated and closed over 30 deals across M&A (buy-side and sell-side), equity capital markets offerings (IPO's, follow-ons etc.), bond offerings, private placements etc. in India, Indonesia, Malaysia, Philippines, Hong Kong and Korea.

Amit is an MBA from IIM Ahmedabad, B.A. (Hons.) Economics from Delhi University and a CFA Charterholder.



**ANUPAM MITTAL**

*Founder  
People Interactive (I) Pvt. Ltd*

Anupam started his entrepreneurial journey by founding People Group - A New Media & Entertainment group, which includes businesses such as Shaadi.com, Makaan.com, Mauj Mobile and People Pictures. Anupam with his keen sense of business development, marketing & business analysis has pioneered a number of revolutionary concepts in Indian business.

Besides his operational roles, Anupam is also an active angel investor. He is the primary investor in a few of India's largest digital media opportunities. He is also a member of Indian Angel Network and Mumbai Angels.

Anupam Mittal has been voted by BusinessWeek as one of India's 50 Most Powerful People. He has been on the list of one of the 25 people to watch out for by 'The Week' Magazine & one of the 100 most influential NRIs in the USA by 'Roshni' Magazine.



**HANMANT  
RAMDAS  
GAIKWAD**

*CMD  
BVG India Ltd*

Mr. Hanmantrao R. Gaikwad is founder chairman of BVG India Ltd, a Bharat Vikas Group company. Starting with 8 people in 1997, BVG has crossed mark of \$150 million as total group turnover in 2012 with 26,000+ employees across the country. BVG India Ltd, Flagship company of Bharat Vikas Group, is India's leading integrated services company.

Mr. Gaikwad is from a farmer family of a small village Rahimatpur in Satara District. While studying he formed society Bharat Vikas Pratisthan in 1993 to do something different for the our great nation. Under BVP, he raised fund to help poor students for their education.

TATA Motors, where is worked, later gave him an opportunity in Housekeeping with 8 people in 1997. Due to quality services, hard work and commitment the strength had gone up to 200 people within year. He then left Tata motors and started full-time business in the name BVG INDIA LTD with its first client as TATA Motors. Sincere efforts helped in increasing the client list to 350+, which includes eminent government properties like Rashtrapati Bhawan, Hon. Prime Minister's House & Office, Hyderabad House, Parliament House, Parliament House Library, Vigyan Bhawan, Delhi High Court etc.



**KISHOR PATIL**

*MD & CEO  
KPIT Cummins Infosystems  
Ltd*

Kishor is responsible for defining KPIT Cummins' technology and customer acquisition strategy across six continents. He is the champion for new technology adoption and incubation of customer centric new projects. Under his leadership KPIT Cummins has filed 38 patents and has developed over 100 IPs in cutting-edge automotive and semiconductor technology areas.

A Chartered Accountant by profession Kishor began his career as a practitioner in Kirtane & Pandit Chartered Accountant in 1983 and within a year and a half was a partner in the firm.

His contributions have been pivotal in building strategic partnerships leading to a strong and prestigious customer base. He has set a standard of excellence in the areas of international operations, acquisitions, mergers and integration. His keen observation and open mind have contributed greatly to KPIT Cummins' growth as a company.



**KAILASH KATKAR**

*CEO & CMD  
Quick Heal Technologies*

Kailash Katkar is passionate about making the online world a safer place to be. His vision and thought leadership has made Quick Heal Antivirus a leading and preferred security solution for individuals, small and medium companies as well as large organizations worldwide.

He founded Quick Heal Technologies under the name of CAT Computer Services in 1993. As founder, Chairman and Chief Executive Officer at Quick Heal Technologies, Kailash leads the sales, marketing, customer services and technical support teams and also provides guidance to the wide network of dealers and distributors. Under his leadership, the company has achieved a market share of more than 30% in revenue in India.

He has been felicitated with multiple recognitions including the Rotary Recognition Award and the Entrepreneurs International Honors for his exemplary contribution and significant achievement in the field of IT.



**MAHESH  
DESHMUKH**

MD  
*Chetas Control Systems  
Private Ltd*

Mr Mahesh Deshmukh has 25 years experience in corporate. Well rounded Engineering expertise in developing Embedded technology. Currently he serves as a managing director of Chetas Control Systems Pvt. Ltd.

With Good professional record Mehesh deshmkh has done B.E. (Electronics & Telecommunication) and Diploma in Business Management. Some of his professional achievements are G.S. Parkhe Industrial Merit Award by Mahratta Camber of Commerce Industries & Agriculture for the manufacturing product Ultrasonic Flow Meters in India. Initiated manufacturing unit at Parwanoo-Himachal Pradesh for Battery Powered Ultrasonic Water Meters. Bagged largest order for Multipath Ultrasonic Flow Meters of Bangalore Water Supply and Sewerage Board, Bangalore. Bagged largest order for AMR water metering projects of Municipal Corporation of Greater Mumbai.



**MAHESH MURTHY**

*Managing Partner  
Seedfund*

Mahesh Murthy is the Managing Partner of seedfund. He has 26 years of marketing and advertising experience, of which 15 are in online marketing. Mahesh has worked with Grey in India and Ogilvy in Hong Kong, where he won notoriety and awards as a creative director on HP, The Economist, Pepsi and MTV.

He moved to a Silicon Valley firm, CKS Partners (later, USWeb/CKS) as Creative Director, GM and Partner – where he helped launch the first commercial version of Yahoo in 1995 and the Earth's Biggest Bookstore campaign for Amazon.com in 1997. Mahesh then returned to India to run Channel V, till its sale to Newscorp in 2000 and then founded Passionfund to invest in startups. He also set up Pinstorm in Bombay which is today among the world's leading digital marketing firms.

Mahesh has a passion for early-stage investing and teamed up with Pravin Gandhi and Bharati Jacob (ex-Infinity) in 2006 to set up Seedfund, today a leading early-stage venture capital fund in India.



**MOHIT  
GUNDECHA**

*Co-founder & CEO  
YourNextLeap.com*

Mohit is a go-getter. He was an early team member and head of India Operations for mig33, world's largest "mobile first" community with more than 55 million users. Prior to mig33, Mohit studied at Stanford Univeristy, where he co-founded Mobile Momentum with Prof. Tom Kosnik. Mohit has also co-authored a widely referenced mobile industry report, 'Future of Mobile VAS in India'.



**M S  
UNNIKRISHNAN**

*MD & CEO  
Thermax Ltd*

M S Unnikrishnan, took over as Managing Director on July 1, 2007. Earlier, as Executive Vice President, he was head of the company's project business, viz. captive power, boilers & heaters and air pollution control.

Unnikrishnan began his career as a graduate trainee with Thermax after completing his mechanical engineering from Regional Engineering College, Nagpur in 1982. In 1987, he joined the EID Parry Group as Deputy Regional Manager and after a four-year stint, he was promoted as the head of its engineering division. In 1992, Unnikrishnan joined as an Assistant General Manager of Terrazzo Incorporated – Sharjah, heading manufacturing, marketing and commercial operations.

Unnikrishnan rejoined Thermax as a General Manager in 1997. He subsequently headed the waste management and absorption cooling divisions of the company, turning around both these businesses and making them profitable. After an organizational restructuring in 2000, he was part of the newly formed Executive Council.



**NARENDRA  
BARHATE**

*MD & CEO  
SEED Infotech Ltd*

Narendra Barhate is the co-founder of SEED Infotech. He is the Managing Director and CEO of the company. He spearheads business development and expansion initiatives of SEED Infotech. A complete techie, he has been instrumental in the keen selection of technologies to be added to the company's portfolio. Moving towards his pursuit to build the 'Nalanda' of modern IT training, he has endeavored to add BFSI, Engineering Services and Healthcare Management practices at SEED Infotech.

He is an alumnus of two of the most renowned educational institutions of India namely – College of Engineering Pune (COEP), and the Indian Institute of Technology (IIT), Mumbai. Prior to establishing SEED Infotech, he has worked as a researcher at the DRDO.



**NITIN KULKARNI**

*ED & COO  
Persistent Systems Ltd*

Nitin Kulkarni is the Chief Operating Officer of Persistent Systems Limited. He earned a Bachelor's Degree in Engineering in Electronics from Mumbai University in 1988 and a Master's Degree in Engineering in Electronics from VNIT, Nagpur University in 1991. Prior to joining Persistent Systems Limited in 2006, he worked with NELCO, Mumbai from 1991 to 1992 as a Senior Systems Engineer. He subsequently worked with Siemens Information Systems Limited from October 1992 to February 1996 as a Senior Systems Analyst and with Infosys Technologies Limited between May 1996 to November 2006 in various roles in two tranches ranging from Project Manager to Assistant Vice President and Development Center Head.

Nitin Kulkarni is now designated as an 'Executive Director and Chief Operating Officer' of the Company.



**PRADEEP  
TAGARE**

*Investment Director  
Intel Capital*

Pradeep joined Intel Capital in 2003. He focuses on Intel's investment activities in India. Intel Capital is the strategic investment arm of Intel Corporation. Since its inception, Intel Capital has invested over US\$ 7.5 billion in more than 1,000 companies worldwide. Pradeep is a Board Observer for Zend, WSO2, and Intrasoft (123greetings.com). He also invested in and managed the exit for JBoss (acquired by Red Hat). His other investments include SpikeSource, BlackDuck, LikeWise, Collabnet, One97 Communications, Global Talent Track (GTT).

Prior to Intel Capital, Pradeep spent over 15 years in Silicon Valley, in technology and product marketing roles at startups like Inference, BroadVision, Healthon, and as an entrepreneur starting Yopa, a mobile middleware software company (acquired by XDrive/AOL).

Pradeep has a M.S.E.E from the University of Wisconsin in Madison, a BE (EE) from VJTI (University of Bombay), and is a Kauffman Fellow.



**REHAN YAR  
KHAN**

*Founder & CEO  
Flora2000*

Rehan brings twelve years of experience building and managing internet businesses to Remindo. Prior to Remindo, Rehan founded Flora2000 in 1999. Under his leadership, Flora has evolved into a multimillion dollar company, active in over 150 countries and with offices in Gibraltar, the US and India. As CEO of Flora2000, Rehan oversees corporate management, strategic brand positioning and execution, ensuring the company's hyper speed organic growth from a start up to the world's premier overseas floral delivery specialist.

In addition to Remindo, Rehan also holds several directors positions. Currently, Rehan is a director of Druvaa Software Pvt. Ltd. Under his leadership Druvaa is one of the first start ups in India to secure pre-revenue funding. Rehan is also the director of 'GoSmellTheFlowers.com', a blog that addresses Well Being in the US and the UK.

Rehan holds a BA in Economics from St. Xavier's College in Mumbai; and has completed the Post Graduate ICAEW Accounting Foundation Course from the University of London.



**RAJEEV AGRAWAL**  
CEO

*Ambit Pragma Advisors LLP*

Before joining Ambit Pragma Ventures as a founding member, Rajeev had 13 years of experience across Private Equity and Sales. Before that, Rajeev used to head the Telecom business in West India for 3Com, a global IT major. He was also the Regional Sales Head for Wipro, India's largest IT company

Rajeev also had a short stint as a research engineer with BEL, India's largest defense electronics company. He did his masters in Management Studies (MMS) majoring in Marketing from University of Mumbai and B.Tech (Hons) with a Gold Medal in Electronics and Telecommunications from H.P. University.



**RAGHAV RAMDEV**

*Director  
ChrysCapital Inv. Advisors  
Pvt. Ltd*

Mr. Ramdev joined the Advisors in September 2003 and was previously in the global research division at McKinsey & Company. He received an MBA with a specialization in finance from Management Development Institute, Gurgaon and a Bachelor's degree in chemical engineering from Baroda University.



**SANDEEP ANEJA**

*Founder & MD  
Kaizen Private Equity*

Sandeep is the Founder and Managing Director of the Kaizen Private Equity, India's first education-focused private equity fund. He leads overall fund strategy, investment analysis, fund raising and relationship management with many of the Fund's clients and investors. He has 17 years of professional experience, which spans from consulting, operations leadership and investment management.

Sandeep graduated with a MS in Civil Engineering from the University of Delaware. During his undergraduate studies at Jamalpur, he designed, set up and operated an adult education program for factory workers and hospital staff for three years.

Sandeep acquired an MBA from the Graduate School of Business of Stanford University and post that he joined the venture capital industry where he was involved in a variety of successful transactions and start-ups including Bridgestream, Lassologic, Reconnex, GraniteEdge Network, Clairmail, Xactly Corporation and others. Sandeep currently represents Kaizen on the Board of a company in distance education services segment in India.



**SANJAY NATH**

*Managing Partner  
Blume Ventures*

Sanjay has over 15 years of entrepreneurial, business development, management consulting and operations experience. He spent 7 years between PwC Consulting and IBM Global Services' Silicon Valley offices, advising and working closely with leading high tech clients like HP/ Compaq, Sun Microsystems, Intel and AT&T. Before his return to India in 2010, he co founded and ran a Legal Process Outsourcing (LPO) company. Sanjay has been a member of the Mumbai Angels, one of India's leading angel groups, since its inception in 2006. He has made 8 investments across mobile, online travel, software, healthcare. Sanjay was an early investor in InMobi (formerly mKhoj), one of India's best known angel-funded success stories.

In the US, Sanjay was a Principal with IBM Global Services and earlier a Consultant with PwC in a similar role. One of his key global, transformational projects was the HP/Compaq merger, where he advised and closely worked with senior executives and managers on a global scale. Early in his career, Sanjay supported the initial growth of Kanbay which had a successful IPO on the Nasdaq in '04, and was then acquired by Cap Gemini Ernst & Young for \$1.25 billion in 2006.



**S.  
BALASUBRAMANIAM**

*CFO  
Zensar Technologies*

S. Balasubramaniam aka Suby, has over 28 years experience in Finance and Commercial functions. He graduated in Commerce from St.Xavier's College, Calcutta in 1978 and is a Fellow Member of the Institute of Chartered Accountants of India, and an Associate Member of the Institute of Cost & Works Accountants of India. He started his career in Dunlop India Limited and then moved on to successful stints in senior positions with diverse range of exposure to industries from Polyester, Plantations, and Pharmaceuticals and has significant experience in handling the challenges of the Financial Management and operating efficiencies in demanding environments. He joined Zensar as its Chief Financial Officer in Oct 2005 and has been part of the core team ever since then.



**SHRIRANG  
TAMBE**

*Founder & MD  
OUREA Capital Advisors*

Shrirang Tambe is the founder and Managing Director of Ourea Capital Advisors. His expertise lies in advising and nurturing growth oriented companies across various domains of growth capital. Till date, he has worked with more than 50 companies in the last five years across sectors. He has built a niche advisory offering in Ourea Capital Advisors whereby any growth oriented company can avail services across value chain right from formulating the strategy and business plan, raising capital to monitoring the on ground execution of those plans.

Prior to Ourea Capital Advisors, he was a fund manager with a US based private equity fund "Clearwater Capital Partners" and prior to that, he was a part of cross border M&A team at ANZ investment Bank in their Merger & Acquisition team in Mumbai whereby assisting Indian companies in European acquisitions was his key role.

He has been a speaker at various conferences in India for prestigious institutions such as ICAI, various chapters of CII and SME Chambers and also at Global Distressed Debt Conference in London in 2007.

He is a Chartered Accountant by qualification.



**SANJEEV  
DASGUPTA**

*President Co-Head  
Real Estate  
ICICI Venture*

Sanjeev Dasgupta has over 20 years of experience in the areas of Corporate Finance, Strategy and Financial Control. Prior to joining ICICI Venture, he was the Managing Director at Future Capital Real Estate. In this role he led investments in Retail and Mixed-use assets. He played a key role in equity investments of USD 300 Mln and development of real estate assets of around USD 1.5 Billion and in fund raising for the domestic fund, Kshitij (Rs. 350 Cr.), and the offshore fund, Horizon (USD 350 Mln).

Prior to this, Sanjeev has worked with companies such as Tata Exports, UTI Inc, Salomon Smith Barney, Merrill Lynch, Tata Teleservices and Epicenter Technologies. Sanjeev's experience spans domestic & international tenures in London & Hong Kong. In these assignments he has handled Finance, Investment Banking & Business Development Functions. Sanjeev is a qualified Chartered Accountant, Company Secretary and an MBA from London Business School.



**SUPREET  
DESHPANDE**

*Co-Founder & CEO  
NovaLead Pharma  
Pvt Ltd*

Supreet Deshpande, B.E Co-Founded NovaLead Pharma Pvt. Ltd. in 2007 and also serves as its Chief Executive Officer. Mr. Deshpande's main focus at NovaLead is to build competent research partnerships to progress NovaLead's research programs rapidly towards the market. He has over 16 years experience in business development and international marketing in diverse industries including automobile, agricultural automotive, information technology and in life sciences.



**SUPAM  
MAHESHWARI**

*Co-founder  
BrainBees Solution Pvt.  
Ltd*

Supam Maheshwari is the Co-founder and CEO of FirstCry.com and GoodLife.com. He has been instrumental in leading FirstCry to the top in a very short span of time and raising two rounds of funding ( \$18 Million) for Brainbees Solutions which owns FirstCry.com and GoodLife.com.

Prior to this, Supam had Co- founded Brainvisa Technologies Pvt. Ltd in the year 2000, which was one of the top notch e-learning companies in the world, which he sold to Indecomm Global Services Pvt. Ltd. in 2007 for about \$25 Million. Supam has a wide array of experience in the corporate field with brief stints in companies like Vivendi and Pepsi. He was one of the youngest pioneers of eLearning solutions from the Indian sub-continent.

Supam Maheshwari holds an engineering degree from Delhi College of Engineering, and an MBA from IIM, Ahmedabad.



**TUSHAR  
MEHENDALE**

*MD  
ElectroMech Material  
Handling Systems India*

Tushar Mehendale, Managing Director, ElectroMech, BE (Mechanical Engineering) from Government College of Engineering, Pune (COEP), brings to ElectroMech not only engineering penchant & drive but also the vision of customer focus and service. Following his graduation from COEP, Mr. Mehendale went on to acquire a MS degree from University of Wisconsin, USA in Manufacturing Systems, Engineering & Engineering Management. Mehendale at the age of 24, took over the management responsibility of ElectroMech in January 2000 after the sudden demise of his father Mr. Vinayak Mehendale. Tushar looks after the entire management of the company and is responsible for the overall coordination of Manufacturing, Design, Sales, Marketing, Administration, Finance, Human Resources & Planning departments. He has been responsible for setting up the largest crane manufacturing facility in the country spread over an area of 10,000 sq meters at Pirangut, near Pune.





**VT  
BHARADWAJ**

*MD  
Sequoia Capital*

VT is a Managing Director with Sequoia Capital. VT has focused on Consumer, Retail, Healthcare and Energy sectors and has led investments in Genesis Colors, Vasan, Celon Labs and Ind-Barath. VT has worked closely with Paras and Lal Pathlabs and also supported public market investments in Cognizant, Havells and InfoTech. He is on the boards at Vasan, Celon Labs and Lal Pathlabs. Prior to joining Sequoia Capital, VT was with McKinsey & Company where he spent 6 years. VT received an MBA from the IIM Ahmedabad where he was awarded the Presidents Gold Medal and holds a BS in engineering from BITS Pilani.



**VISHAL TULSYAN**

*CEO & Director  
Motilal Oswal Private  
Equity*

Vishal Tulsyan has played a key role in driving MOPE success through organization-building skills, robust network and a keen understanding of strategic and financial business issues. Under his leadership, MOPE raised funds for and invested the proceeds of IBEF-I, its maiden fund. Vishal enjoys more than 13 years of experience in financial services. At Rabobank, he was a Director responsible for the origination and execution of structured finance, project finance, acquisition finance transactions, and private equity and M&A products.

At MOPE, Vishal is responsible for all business aspects. For IBEF-I, he has managed the overall process of evaluating and structuring the thirteen investments and has the overall responsibility for managing the portfolio companies. He represents the Fund on the Boards of inTarvo Technologies, Dixon Technologies, and Time Technoplast

Vishal is a member of the Institute of Chartered Accountants of India (all-India rank holder) and was a top ranking graduate of the prestigious St. Xavier's College, Kolkata.



**VISHAL KAPUR**

*Director – Investments  
Avigo Capital*

Vishal Kapur is a Vice President and part of the managing team at Avigo Capital, an independent private equity fund based out of New Delhi with a focus on private equity investments in the SME sector in India. He was earlier a consultant with Booz Allen Hamilton in the USA and Boston Consulting Group in India, specializing in operations and corporate strategy. His skills are in corporate strategy, corporate restructuring and business performance improvement. Mr. Kapur has a MBA from the University of Chicago Graduate School of Business and a B.E in Chemical Engineering.

## ASSOCIATE PARTNER

# ANANDRATHI

AnandRathi is a pre-eminent investment bank with exclusive focus on fast growing small and medium businesses. Founded in 1994, the firm has a strong capital markets franchise that complements its advisory business with capital raising, M&A and equity trading capabilities.

### **About AnandRathi Financial Services:**

Established in 1994, AnandRathi is one of India's leading financial services firm offering Wealth Management, Investment Banking, Corporate Finance & Advisory, Brokerage & Distribution in the areas of Equities, Commodities, Mutual Funds and Insurance to institutions, corporations, high-networth individuals and families.

The firm has a vast footprint across India and also select international locations like Bangkok, Dubai & Hong Kong, with presence across 1200 locations through its own branches, sub-brokers and premises and representative offices / associate companies. The group today employs over 2,500 professionals.

Citigroup Venture Capital International, the well known global private equity and Venture Capital Company holds a sizeable stake in the firm. All our offerings are supported by powerful research teams and each unit is clearly positioned to cater to the most diverse financial needs of our clients and is not limited to functional expertise.

Anand Rathi Private Wealth Management has been adjudged as the "Best Overall Private Bank in India – 2012" and "The Best Domestic Private Bank (India)" in the Asia Money Private Banking Polls\* for 4 consecutive years i.e. 2009, 2010, 2011 and 2012. The firm emerged as a winner across all key segments in Asia Money's largest survey of high net worth individuals.

*\* Asia Money Private Banking Poll: In their 8th year, Asia Money Polls is a unique survey run by Asia's regional financial publication that surveys the end-user i.e. the High Net worth Individual. It is the leading and definitive industry survey in the region. This honor would not have come our way without the goodwill, support and patronage of clients.*

### **AnandRathi**

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**SUPPORTING PARTNER**

# ESOP Direct

We are a leading solutions company in the space of Equity based compensation. Our service offerings cover the entire life cycle of ESOPs including Plan conceptualization, Design, Documentation, Plan management, Compliance and reporting. With an experience of handling more than 500 mandates across different sectors we bring to the table unmatched insights into how to make ESOPs effective and successful.

We are the first and the only company to offer a full spectrum of integrated on-line stock plan management services, including plan administration, compliance, employee communication and online transaction capabilities. This service is delivered using our proprietary on-line platform My ESOPs™. At ESOP Direct we also offer a web based platform for financial reporting of stock options which includes valuation, expensing and reporting under IFRS, IGAAP & FAS 123R. We manage more than 250 Plans servicing over 100,000 ESOP holder employees across the globe.

ESOP Direct is a part of the Kirtane & Pandit group, in existence for more than five decades, consisting of Kirtane & Pandit Chartered Accountants and KPIT Cummins Infosystems Ltd. We are Head quartered in Pune with offices in Mumbai and Delhi.

We strongly believe in focus and specialization. That is the reason we have avoided all the temptations of getting into other diversified service offerings. For more details please visit us at [www.esopdirect.com](http://www.esopdirect.com)

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## SUPPORTING PARTNER



**OUREA**  
CAPITAL ADVISORS

Ourea Capital Advisors provides entire gamut of growth capital advisory to companies with a focus on early stage companies. It is an investment bank with a focus of providing overall financial management solution to companies. Its services include formulation of business plan and growth strategy, financial structuring, valuation, fund raising, mergers and acquisitions and post investment investor relationship management.

Since last 5 years, Ourea Capital Advisors has been working across sectors right from brick and mortar industries to new age technology companies. Its expertise lies in hand holding the company and its management right from its early stage to late stage across the domain of growth capital. It is based in Mumbai with offices in Pune and Baroda. It also has a base in Europe to facilitate cross border transactions.

### **OUREA CAPITAL ADVISORS**

A11, A wing,  
Gundecha Onclave,  
Kherani Road, Saki Naka,  
Andheri (East), Mumbai 400072

## PRODUCT DISPLAY PARTNER



IxCFO is outsourcing CFO services provider based on concept of sharing knowledge pool, experienced & trained resources under Shared CFO/(Financial controller) model to SME business owners with unique proprietary engagement driven by hands on approach.

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

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

At present IxCFO has 20+ SME clients across industries with 7 CFO partners across Metro Cities & Tier 2 cities in India operating since Oct.2010.

### **ixCFO Services P Ltd.**

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## ONLINE MEDIA PARTNERS



SMEJOINUP.COM is India's first Network dedicated to Indian SMEs ( Small and Medium Enterprises) . SME JOINUP brings together business owners together on a common platform and offers unique offerings to them.

Money , being one of the core needs of a business - SME JOINUP through its initiative SMEGETMONEY.COM assists in making available various sources of finance to a business . Assistance is provided in various types of debt funding , both secured and unsecured , Equity funding for any business cycle - seed stage , early stage, growth stage. With its strong background and network in the funding arena , no stone would be left unturned for helping out a business which needs finance.

Markets, being the blood of any business - SME JOINUP offers budget packages to a business to ensure they reach out to its target customer segment. Packages are available for social media , making business visible online , branding , email marketing , outsourced sales etc.

SME JOINUP also offers Annual Premium and Corporate Membership to companies wanting to be visible to SMEs through online and offline means. The membership offers online visibility , participation in events across India and helps the business to reach out to thousands of SME owners directly.



IndiaMART.com is India's largest online B2B marketplace connecting global buyers with suppliers through business directories, online product catalogs, buy-sell offers, industry specific marketplaces, print media and trade shows participation.

The company was founded in 1996 by Mr. Dinesh Agarwal (CEO) who saw the Internet as a business facilitator and not only a technology phenomenon. He was the brain behind bringing this technology to the shores of Indian Small and Medium Enterprises (SMEs) at the time when there were only 500 subscribers of the Internet. Today, the company has a pan-India presence in over 100 cities. With over 2500 employees located across 55 offices in the country, IndiaMART.com offers an extensive range of value-added products and services to its 1 million registered members and nearly 5 million global buyers across various industries and verticals. IndiaMART.com has won numerous awards over the years and has been widely covered by media such as CNBC, BBC, BusinessMoney, CNN, ET NOW, Zee Business, Businessworld, Economic Times, Financial Express, etc. for its pioneering role in promoting SME business in the country.

Its existing investors include Intel Capital and Bennett, Coleman & Co. Ltd., India's largest media conglomerate. The company finds its business built on the key pillars of smart people and smart solutions for business promotion of its customers. It has developed an integrated solution delivery framework which incorporates B2B marketplaces, internet technology and industry knowledge. Team IndiaMART.com is poised to maximize the value delivered to the Indian MSME sector through continuous innovation and learning.

## ONLINE MEDIA PARTNER

ValueNotes™

Data to Decisions...

ValueNotes is a leading provider of market intelligence, research and consulting. Our mission is to help clients gain competitive advantage via actionable intelligence. Since our inception in the year 2000, we have provided reliable business decision support to several PE & VC firms, Fortune 100 companies as well as small & medium businesses globally, through our research services and products.

Our services cover a wide spectrum of bespoke business research services, including market research, competitive intelligence, financial research and strategic advisory about specific markets, industries and companies. Our research is designed to help clients make the right decisions and enhance their competitive advantage. We provide decision support research in areas like India entry strategy, M&A, customer and competitor benchmarking, due diligence, investment appraisal and market opportunity assessment. Our decade long experience spans industry sectors such as banking and finance, agriculture, automotive, biotech, capital goods, chemicals, communications, education, engineering & manufacturing, food & beverages, healthcare, hospitality, IT, ITeS, logistics & warehousing, media and entertainment, paints, publishing, etc

We publish industry dashboards and proprietary market intelligence on the outsourcing industry, with an emphasis on knowledge services (KPO). Within this, our focus areas include financial research outsourcing, legal process outsourcing, analytics, publishing, engineering services outsourcing and market research outsourcing. We exist to provide value to our customers, through research-based unbiased opinions and realistic recommendations.

## LOCAL PARTNER



RCS Advisors (India) Pvt. Ltd. is a boutique investment banking firm providing advisory services relating to

- Mergers & Acquisitions
- Joint Ventures
- Technical Collaborations
- Private Equity / Venture Capital fund raising
- India Entry Strategy
- Greenfield Projects
- Debt Syndication

RCS is a leading cross-border transaction advisor between India - China, India – Europe & India - US having worked with most of the large companies in India for their transactions.

RCS is now part of Asia M&A network which has increased their reach into Japan, Korea, Singapore, Vietnam & China. Thus serving Companies in their growth path.

## INDUSTRY PARTNERS



MCCIA has been playing a significant role in accelerating the industrial and economic development of Pune region for more than seven decades now. It is one of the most active chambers of Commerce in India and has been instrumental in promoting number of institutions in Pune. MCCIA has continuously driven to make Pune a global business destination and has been catalyst for economic development of the region.

### **Functioning of the Chamber**

The Chamber renders services to the industry through its 30 committees consisting of reputed experts, professionals and entrepreneurs through strategic planning, sending memorandum to Government on policies and regulations and organizing educative events and symposiums for members.



The Indus Entrepreneurs (TiE), was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region. There are currently 13,000 members, including over 2,500 charter members in 57 chapters across 14 countries.

TiE Pune Chapters mission is to foster entrepreneurship through mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE Pune Chapters focus is on generating and nurturing our next generation of entrepreneurs. TiE Pune also hosts a wide range of programs events catering to various industry verticals, educational events hosted by TiE Institute.



## INDUSTRY PARTNERS



### **About CRISIL**

CRISIL is a global analytical company providing ratings, research, and risk and policy advisory services. We are India's leading ratings agency. We are also the foremost provider of high-end research to the world's largest banks and leading corporations.

### **About CRISIL Ratings**

CRISIL Ratings is India's leading rating agency. We pioneered the concept of credit rating in India in 1987. With a tradition of independence, analytical rigour and innovation, we have a leadership position. We have rated over 49,000 entities, by far the largest number in India. We are a full-service rating agency. We rate the entire range of debt instruments: bank loans, certificates of deposit, commercial paper, non-convertible debentures, bank hybrid capital instruments, asset-backed securities, mortgage-backed securities, perpetual bonds, and partial guarantees. CRISIL sets the standards in every aspect of the credit rating business. We have instituted several innovations in India including rating municipal bonds, partially guaranteed instruments and microfinance institutions. We pioneered a globally unique and affordable rating service for Small and Medium Enterprises (SMEs). This has significantly expanded the market for ratings and is improving SMEs' access to affordable finance. We have an active outreach programme with issuers, investors and regulators to maintain a high level of transparency regarding our rating criteria and to disseminate our analytical insights and knowledge.



Indian Angel Network, India's first and largest angel network, brings together successful entrepreneurs and CEOs who share a passion to enable more early stage businesses to create scale and value. By focusing on startups, the Network addresses the current acute lack of funds available to early stage companies. The Network believes that early stage businesses require more than just money to succeed. They require close mentoring and inputs on strategy as well as execution.

Indian Angel Network currently has over 200 members drawn from across the country and some from overseas, comprising the who's who of successful Indian entrepreneurs and CEOs from diverse sectors (information on [www.indianangelnetwork.com](http://www.indianangelnetwork.com)). The Network has met with early success and has already invested in 35 companies across multiple sectors. IAN has become the hub for innovative ventures founded by high quality entrepreneurs seeking mentoring and financial investment.

## INDUSTRY PARTNER



Established in 1968, the Indo-American Chamber of Commerce (IACC) is a non-government, industry led and industry-managed organization, playing a proactive role in India's development process and serves as a much need link between the business communities of India and the United States of America. IACC is the only bilateral Chamber of commerce in India, which is committed to development of Indo-US business and trade relation.

The major objective of IACC is to promote Indo-American business, trade and economic relation. IACC promote bilateral trade, investment and technology transfer facilitates business collaborations, joint ventures, marketing tie-ups and strategic alliances through a set of proactive business-oriented initiatives. In particular has established the following objective:

- Facilitate exports of manufactured and agricultural products from India
- Facilitate US-based SMEs to do business with India
- Promote Environment-related trade between India and US
- Facilitate collaboration between Hollywood & Bollywood
- Facilitate US Investments in India's Real Estate sector
- Facilitate outsourcing of services from US to India

In addition, the chamber will initiate debates and prepare issue based white papers on Indo-US trade related issues in the context of Double Taxation, Intellectual Property Rights and Totalization Treaty.

IACC acts as a catalyst for sustainable growth of business between India and the US. In its four decades of existence, IACC has established operational connectivity with a host of business, research and development institutions in India and US in order to leverage each other's capabilities for enhancing Indo-US business relation. The chamber continuously interacts with the Indian and US Governments, and provides them feedback on bilateral issues relating to trade and investment. In essence, IACC also acts as a forum for its member companies to interact with senior functionaries of both the governments.

IACC has over 2,600 members who together represent a wide spectrum of business and economic segments: manufacturing, exports, services et al. IACC member companies are involved in a cross-section of business domains such as manufacturing, engineering, construction, consumer goods, electronic, IT, pharmaceuticals, consulting, travel and tourism. Etc.

The geographical spread of IACC is unique as it operates through 11 offices located throughout the country; these are in Ahmedabad, Bangalore, Bhubaneswar, Chennai, Cochin, Delhi, Hyderabad, Kolkata, Mumbai, Pune and Varanasi.

## ABOUT VCCIRCLE

# VCCIRCLE

VCCircle.com, founded in 2005, is the leading source of independent news, information and data for the investment ecosystem. VCCircle is relied upon by an influential global community of deal makers and entrepreneurs for trusted news and incisive analysis related to Indian investments, M&A, venture capital, private equity, investment banking, public equity, and innovative business models. VCCircle.com is read by more than 250,000 readers a month, and has 25,000 daily newsletter subscribers. The readership comprises of CXO level professionals and entrepreneurs such as CEOs, directors, corporate development and strategy heads, M&A heads, corporate finance departments, fund managers, investment bankers, financial advisers, and policy makers. VCCircle.com is run by highly experienced journalists with a combined experience of over 60 years in tracking Indian businesses with stints in India's largest read publications.

### VCCircle Events

We organise India's most attended, high quality, executive-level conferences in the investment space, serving the needs of the professional investment community, entrepreneurs and corporates. These forums draw upon the thought-leadership platforms that VCCircle has built over many years. The forums have been supported by its members, which include an elite group of private equity funds, investment banks, and other professional services firms. VCCircle's forums have brought together institutional investors, entrepreneurs, bankers, lawyers, managers and consultants in controlled settings to enable them freely to share investment ideas and solutions. More than 5,000 high quality delegates and 250 eminent panelists have attended VCCircle events over the past two years.

For details, visit <http://events.vccircle.com>.

For sponsorship, participation and other opportunities, write to [register@vccircle.com](mailto:register@vccircle.com)

## VCCedge

India's first integrated online research platform

VCCEdge ([www.vccedge.com](http://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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[www.vccircle.com](http://www.vccircle.com)

## ABOUT TECHCIRCLE

# techcircle.in

**TechCircle.in** is a new media property dedicated to covering technology business, and was launched by Mosaic Media Ventures Pvt Ltd, which runs the fast growing investment news website VCCircle.com.

**TechCircle.in** brings to you the latest technology trends, news and views related to Consumer Technology, Mobile, Internet and Enterprise Technology and how the technology world is shaping the globe. TechCircle has been growing strongly and is subscribed to by professionals from tech companies and start-ups, investors as well as students and gadget-lovers.

**TechCircle.in** was launched at the second VCCircle e-Commerce Forum, which was held in February 2011 in New Delhi. The e-Commerce forum witnessed the chief executives of top Indian companies such as Google India, Yatra, Makemytrip, SnapDeal, Infibeam, Flipkart, LetsBuy, Via, Exclusively.in and RedBus speak about the latest trends and was received well, with over 200 participants.

At **Techcircle.in**, we have been tracking the e-commerce sector closely and writing about investments and deals, hot start-ups, top ten trends, new entrants, retail giants and their e-commerce initiatives and more. We have the most in-depth coverage of e-commerce in India with features capturing hiring and investment trends, interviews of the top CEOs running e-commerce companies and the latest happenings in the ecosystem, strategies and challenges faced by the sector. These interactions with various industry executives have led us to launch another instance of the e-Commerce forum, which will discuss the new crop of issues facing the fast-changing sector.

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## ABOUT TRAINING

# VCCIRCLE TRAINING

### VCCircle Training

After setting a mark in VCCircle Events, we are pleased and extremely proud to launch our Training division. Headquartered in Delhi NCR, VCCircle training is a full service training division, providing instructor led training to professionals from Corporate, Investment Banks & other Financial Institutions. VCCircle trainings bridges the gap between academics and the real world to equip professionals with the practical skill set that they will need on the job. Participants learn various financial, Legal & Technical concepts from scratch using intuitive, step-by-step instruction and model templates the way it is actually performed in the Corporate World, investment banks & other financial Institutions

In today's economic outlook era, India has seen perceptible improvement due to the measures taken to restore the global financial system in the aftermath of the financial crisis. Over here, VCCircle Trainings plays an important role in educating the aspirants about the related financial, legal & technical aspects.

### Key Highlights

VCCircle Training combines all the right reasons to choose us as your training provider:-

- \* Experts – Our training courses are led by a first class faculty coupled including industry practitioners, experienced experts, consultants & investment banks through comprehensive training manuals, thorough Case Studies and model templates.
- \* To optimise learning, our courses are strictly limited to small class sizes. This also ensures a greater level of interaction between our trainers and fellow class members. All of our courses are held in easily accessible city central locations in high quality learning facilities.
- \* In-house – We also offer bespoke in-house training – where you define the course requirements and we source the right people to deliver to a unique training requirement.

VCCircle Training deals with various financial courses viz. Equity Research, Investment banking, Private Equity, Fundamental Analysis, Investment Research, Credit Research etc.

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[www.vccircle.com](http://www.vccircle.com)

## OUR UPCOMING EVENTS

Techcircle SAAS Entrepreneurship 2012  
31 Aug, 2012, Lalit Ashok, Bengaluru

VCCircle Healthcare Investment Summit 2012  
11 Sep, 2012, ITC Grand Central, Mumbai

VCCircle Hyderabad Investment Forum 2012  
11 Oct, 2012, ITC Kakatiya, Hyderabad

VCCircle Agri & Food Investment Summit 2012  
16 Oct, 2012, Le Meridien, Mumbai

### Contact:

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# Notes