

IVCA Conclave 2021

Date: 17-19 March, 2021

Time: 17 March, 6:00 pm - 10:35 pm

18 March, 4:00 pm - 9:45 pm / 19 March, 3:50 pm - 10:25 pm

VIRTUAL

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IVCA CONCLAVE 2021 (VIRTUAL)

17th March, 2021 (DAY 1) – 3.5 Hrs (+ 1hr Networking)

6.00 PM – 6.10 PM	Welcome Address Renuka Ramnath , Chairperson, IVCA & Founder, MD and CEO, Multiples Alternate Asset Management
6.10 PM – 6.30 PM	Keynote Address: Standing Out In Emerging Markets: Why India Is A Compelling Investment Destination Sujoy Bose , Managing Director & CEO, National Investment and Infrastructure Fund (NIIF)
6.30 PM – 6.50 PM	Fireside Chat Sunil Munjal , Chairperson, Hero Enterprise Gopal Srinivasan , Chairman & Managing Director, TVS Capital Funds
6.50 PM – 7.30 PM	Markets Post Pandemic And Creating New Opportunities For Private Capital PE/VC investments in 2020 were at par with 2019 in terms of value (US\$47.6 billion in 2020 vs. US\$47.3 billion in 2019). Despite the pandemic Private equity players in India were quite positive about the long-term potential of the country and were unperturbed by the negative data around GDP decline and economic slowdown, which were seen as short-term blips driven by a black swan event like COVID-19 pandemic. The panel provides a deeper insight into: <ul style="list-style-type: none"> ● How private capital providers perceive economic disruption at a time to align robust long term portfolios ● Identifying value buys in a distressed environment ● Allocation strategies going forward ● Which sectors look positive post 2020 Speakers : Manish Kejriwal , Managing Partner, Kedaara Capital Promeet Ghosh , Managing Director – India, Temasek Shashank Singh , Partner & India Head, Apax Partners Sudhir Variyar , Managing Director & Deputy CEO, Multiples Alternate Asset Management Sujoy Bose , Managing Director & CEO, National Investment and Infrastructure Fund (NIIF) Gautam Mehra , Partner, PwC India (Moderator)
7.30 PM – 7.50 PM	Keynote Address Speakers : Introduction by Gopal Srinivasan , Chairman & Managing Director, TVS Capital Funds Dr. Krishnamurthy Subramanian , Chief Economic Advisor, Government of India (CEA)
7.50 PM – 8.30 PM	International LP Allocations in uncertain times The panel discusses perspectives of marquee limited partners on how and whether the crisis has changed their strategy for fund allocation. The panel discusses: <ul style="list-style-type: none"> ● How the macro-economic shifts from standstill to upgraded earnings across industries has affected region and country allocations ● Has there been any significant shift in strategies ● Is there a shift in preference among the asset classes ● What are the major themes that may come out from a post COVID-19 world Speakers : Amit Dabas , Vice President, HQ Capital Weichou Su , Partner & Head of Asia, StepStone Group Wen Ting Geok , Principal, Mercer Alternatives William Yea , Principal, Collier Capital Siddharth Shah , Senior Partner, Khaitan & Co. (Moderator)

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8.30 PM – 8.50 PM	<p>Keynote Address</p> <p>Speakers : Introduction by Renuka Ramnath, Chairperson, IVCA & Founder, MD and CEO, Multiples Alternate Asset Management Shri Piyush Goyal, Hon'ble Minister of Commerce & Industry</p>
8.50 PM – 9.30 PM	<p>The changing dynamics of manager selection and due diligence: The LP angle</p> <p>With the overall economy coming to a grinding halt throughout the globe, it hasn't been an easy ride for fund managers, with lifecycle extensions being sought in some cases. At the same time with no physical movement due diligence and checks have undergone a massive change as well. Pace at which new challenges have been overcome and tactics and techniques have been developed to navigate through due diligence in a post-pandemic working environment. Although Limited Partners have had to majorly turn to video conferencing for majority of the due diligence process, they have had more time to delve into insights and evaluate how firms have responded, through insights into their governance, leadership, culture, research capabilities, and ultimately, investment processes. The panel discusses:</p> <ul style="list-style-type: none"> ● How has the institutional thinking towards manager selection changed post COVID ● Views on selecting first time fund managers ● Will LPs go back to 100% offline mode for Due Diligence or adopt a hybrid model with online playing a major role. <p>Speakers : Ajay Pathak, Partner, Goodwin Craig Gifford, Head of South Asia Private Equity Funds, CDC Group Joe Bryant, Investment Director, UCLA Investment Company Kunal Sood, Principal, Pantheon Tarun Luthra, Senior Investment Professional, Asia, DEG Udai Dhawan, Founding Partner, India Head, Affirma Capital (Moderator)</p>
9.30 PM - 9.35 PM	<p>Closing Remarks</p> <p>Rehan Yar Khan, Managing Partner, Orios Venture Partners</p>
9.35 PM - 10.35 PM	<p>Networking Session</p>

18th March, 2021 (DAY 2) – 5.5 Hrs (+ 1hr Networking)

4.00 PM – 4.10 PM	Welcome Address
	Karthik Reddy , Vice Chairman, IVCA & Co-founder and Managing Partner, Blume Ventures
4.10 PM – 4.30 PM	Presenting On Investing Landscape In India
	Speaker : Sriwatsan Krishnan , Partner, Bain & Company
4.30 PM – 5.10 PM	Private Credit: The state of the fastest growing asset class in India
	Private credit has been the fastest growing alternative asset class in the world for last 4 to 5 years. Over last 2-3 years India as well has seen significant growth in this asset class. With the NPA crisis and regulations such as bankruptcy law turning effective, many foreign players have lined up India investments with significant corpus. The panel discusses perspectives on: <ul style="list-style-type: none"> ● How a post pandemic economy provides significant opportunities for private credit growth in the country ● How the regulatory framework has evolved and what more is required ● Which sectors will attract the most number of credit deals and investments ● Other important levers that could accelerate private credits growth from Private Equity firms Speakers : Dev Santani , Managing Director, Brookfield Kapil Singhal , Managing Partner, Credit, True North Manish Jain , Managing Director, SSG Advisors S. Srinivasan , Managing Director, Kotak Alternate Assets Nipun Sahni , Partner, Apollo Global Management Venkat Ramaswamy , Vice Chairman, Edelweiss Financial Services Vivek Soni , India Private Equity Leader, EY (Moderator)
5.10 PM – 5.30 PM	Alternatives in 2021: India PE-VC in Focus
	Despite the economic slowdown triggered by the pandemic, 90% of global investors surveyed are still planning to increase or maintain allocations to private equity and venture capital (PE-VC) in the next 12 months. Alternatives continue to rise in the East, with Asia's share of capital into PE-VC increasing rapidly, from 8% in 2016 to 15% in 2020. Looking closer to home, how did fundraising, AUM and deal flow fare in India and Asia? Speakers : Ee Fai , Head of Asian Operations, Preqin
5.30 PM – 6.10 PM	Managing Turbulence: Scanning the Indian Venture Capital Industry
	To tide through the pandemic hasn't been easy, at a point deal making activity has slowed down with investments seeing a decline of almost 40% in 2020 compared to the previous year. But, digitization, gaming, education and healthcare also saw accelerated consumer adoption. The panel discusses views on: <ul style="list-style-type: none"> ● How the VCs navigated through the last year ● How VCs helped portfolio companies manage massive declines in sales ● Insights on the industry's performance Speakers : Karthik Reddy , Vice Chairman, IVCA Co-founder and Managing Partner, Blume Ventures Manish Khetrapal , Managing Partner, Waterbridge Ventures Padmaja Ruparel , Co-Founder, Indian Angel Network Rakesh Bhatia , Founder & CEO, The Capital Net Sehraj Singh , Managing Director, Prosus India Sambhav Ranka , Partner, IC Universal Legal (Moderator)
6.10 PM – 6.20 PM	E-commerce Report Launch – By EY
	Ankur Pahwa , E-commerce and Consumer Internet Leader, Transactions Diligence Partner, EY India

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6.20 PM – 7.00 PM	<p>Reimagining exits in the current scenario</p> <p>2020 saw a decline in exits compared to the previous year's mainly due to fewer larger deals. Experienced Fund Managers share insights on how Private Equity & Venture Capital Industry has transformed and adapted to the challenges put forward by the health crisis in an illiquid exit environment.</p> <ul style="list-style-type: none"> ● Amid a volatile market, is the India story intact? ● Is much more work to be done to create a vibrant liquid market for funds to exit investments? <p>Speakers : Amit Mehta, Fund Manager - Private Equity, IIFL AMC Bhavna Thakur, Managing Director, Capital Markets, Everstone Capital Gaurav Ahuja, Managing Director, ChrysCapital Advisors LLP Shivani Bhasin Sachdeva, Founder & CEO, India Alternatives Shweta Jalan, Managing Director, Advent International Aakash Choubey, Partner, Khaitan & Co. (Moderator)</p>
7.00 PM - 7.20 PM	<p>Fireside Chat</p> <p>Speakers : Divya Sehgal, Partner, TrueNorth Siddarth Pai, Founding Partner and CFO, 3one4 Capital</p>
7.20 PM - 8.00 PM	<p>India as an investment destination – Perspective from GCC Family offices</p> <p>The aim is to bring forward the following:</p> <ul style="list-style-type: none"> ● India's position as an investment destination ● Comparative positioning from a GCC investor's perspective ● Any policy changes that may help the investors <p>Speakers : Chetan Mehta, Chief Strategy & Investment Officer, Transworld Group Dr. Bhaskar Dasgupta, Associate Director - Financial Centre Development, Abu Dhabi Global Markets Dr Ruchi Dana, Partner & Executive Board Member, DANA Group Pratik Sengupta, Director - Alternative Asset Advisory Group, Duff & Phelps (Moderator)</p>
8.00 PM - 8.40 PM	<p>In the pursuit of returns: Alternative route for domestic capital</p> <p>Perspectives on the allocation of capital to alternatives by Quasi Government Organisations and Insurance companies in India. How and why the paradigm of investing in Alternatives has changed. With the increasing focus of government to provide impetus to the start-up ecosystem, the announcement to create a professionally managed fund of fund, increased transparency in alternatives investing and exponential growth of capital allocations to the asset class, what is the outlook of Public Institutions towards diversifying to Alternatives?</p> <p>Speakers : Anita George, Executive Vice-President, Deputy Head – CDPQ Global, CDPQ India Mihir Vora, Director & CIO, Max Life Insurance Narayanan Sadanandan, Managing Director & CEO, SBI Pension Funds Sampath Reddy, CIO, Bajaj Allianz Life Insurance Parul Jain, Head - Investment Funds Practice, NDA (Moderator)</p>
8.40 PM - 8.45 PM	<p>Closing Remarks</p>
8.45 PM - 9.45 PM	<p>Networking Session</p>

19th March, 2021 (DAY 3) – 5.5 Hrs (+ 1hr Networking)

3.50 PM – 4.00 PM	Welcome Address
	Padmanabh (Paddy) Sinha , Managing Partner – LaunchBay Capital, & former IVCA Chairman
4.00 PM – 4.25 PM	Fireside Chat
	Speakers : Sandeep Naik , Managing Director, Head of India & Southeast Asia, General Atlantic Shereen Bhan , Managing Editor, CNBC TV18
4.25 PM – 4.35 PM	Report Launch: IVCA – EY India PE/VC Trend Book
	Vivek Soni , India Private Equity Leader, EY
4.35 PM – 5.00 PM	Fireside Chat
	Speakers : Shri. Amitabh Kant , CEO, NITI Aayog Nishith Desai , Founder, Nishith Desai Associates
5.00 PM – 5.40 PM	The Indian Family Offices perspectives on building fund portfolio
	The panel shares perspectives through their experience on past allocations to alternatives. As the trend of family offices to diversify investments and do substantial allocations to alternatives increases, the panellists give insights that can help new family office entrants and provide an outlook on what can be expected and how a model portfolio can be built. Speakers : Amit Mehta , Director, LN Bangur Group Nitai Utkarsh , Lead - Investment Strategy & Chairman's Family Office, Hero MotoCorp Nimesh Kampani , President, LetsVenture Plus Karan Mohla , Partner, Chiratae Ventures (Moderator)
5.40 PM – 6.00 PM	Keynote Address: Choosing the right fund managers for Indian family offices
	Sudhir Sethi , Founder & Chairman, Chiratae Ventures
6.00 PM – 6.20 PM	A presentation on, The Indian software-as-a-service (SaaS) landscape - By Bain & Company
	Speakers : Aditya Shukla , Partner, Bain & Company Prabhav Kashyap , Associate Partner, Bain & Company
6.20 PM - 7.00 PM	The journey and challenges of scaling up
	Experienced founders provide insights into scaling from inception of an idea to building it into a unicorn. Perspectives on a journey that focuses on scaling a product and ever-changing landscape of increasing resources but addresses key aspects of how to get the culture and leadership right. Speakers : Gayatri Yadav , Chief Marketing Officer India & SEA, Sequoia Capital Ganesh Rengaswamy , Managing Partner, Quona Capital Ashwini Ashokan , CEO & Founder, Mad Street Den Priya Rajan , Managing Director, Silicon Valley Bank (Moderator)
7.00 PM - 7.40 PM	Scaling Up Diversity In Startups
	The panel is focused on getting investors' and Founders' perspectives on working with male founders and all male promoter/ management teams to kick start the discussion on gender diversity with portfolio companies - how it was received, how do investors build this into their discussions. Also, going forward, how do they build it into due diligence. Will also delve into the Differences or lack of differences, between working with male led teams and female led teams. Speakers : Kanwal Singh , Managing Partner, Fireside Ventures Mukund Krishnaswami , Partner, Lighthouse Funds Suchi Mukherjee , CEO & Founder, Limeroad Varun Alagh , Co-founder & CEO, Mamaearth & The Derma Co. Nupur Garg , Founder, WinPE (Moderator)

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7.40 PM - 8.00 PM	Keynote Address : Getting to the Green Frontier
	Introduction by Shweta Rajpal Kohli , Head - Public Policy, Sequoia Capital India and SEA Shri Jayant Sinha , Chairperson, Parliamentary Standing Committee for Finance
8.00 PM - 8.40 PM	Importance of ESG in investor's agenda - How can companies unlock its strategic value?
	<ul style="list-style-type: none"> ● Why are LPs so focused on ESG, how do they look at ESG, how does it drive value for them, what are their changing expectation from their GPs? ● How are GPs following through on this ESG agenda being driven by LPs. ● How do GPs do due diligence on ESG related aspects, what is their ESG lens when evaluating transactions ● What are the expectations on portfolio company reporting on ESG related aspects ● Why is ESG business imperative for all companies to embed?, how does it help create value? ● How do you scale ESG journey and differentiate in the market? ● Key challenges/ issues & how should companies respond? ● Global ESG leading practices that India needs to leverage? <p>Speakers : Ashok Emani, Principal – ESG, National Investment and Infrastructure Fund (NIIF) Gopal Jain, Managing Partner, Gaja Capital Lalit Bhandari, Senior Environmental and Social Development Specialist, International Finance Corporation (IFC) Nagasimha Swamy, Manager, Environment Social and Governance Impact, CDC Group Sarita Bartlett, Head of ESG and Gender Lead, Obviam Shailesh Tyagi, Partner, Climate Change and Sustainability Practice, EY (Co-Moderator) Sambitosh Mohapatra, Partner, PwC India (Co-Moderator)</p>
8.40 PM - 9.20 PM	IVCA PE/VC Awards : Awards Jury
	<p>Anita George, Executive Vice-President and Deputy Head of CDPQ Global, CDPQ India Ashish Dhawan, Founder and Chairman, Central Square Foundation Shri Deepak Bagla, MD & CEO, Invest India Gautam Kumra, Senior Partner, McKinsey & Co. Maria Kozloski, Senior Vice President, Innovative Finance, The Rockefeller Foundation Pari Natarajan, Co-Founder & CEO, Zinnov Sanjeev Bikhchandani, Co-Founder, Info Edge</p>
9.20 PM - 9.25 PM	Closing Remarks
	Rajat Tandon , President, IVCA
9.25 PM - 10.25 PM	Networking Session



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