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FINANCIAL MARKET CONCLAVE 2022

Indian Financial Market: Lock, Stock and Barrel, September 15, 2022, ITC Grand Central, Mumbai

ORGANISED BY

BCC&I THE BENGAL CHAMBER

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-: Sessions are :-

Opening Session: Theme: "Indian Financial Market: Lock, Stock and Barrel"; Discussion on "New Landscape in Banking and Finance: Post Covid" ; Session on "Mapping with the Economy of Future: Technology Providers, Rating Agencies and other Stakeholders"; Keynote Address by Guest of Honour; "Experts' Roundtable - "Indian Capital Market: Beating Volatility"; Session on "Stocks and Shares: ESG and other factors impacting the Market"; Session on "Reforms as a Catalyst in pushing the insurance industry to the new level"

-: Session Moderators :-

Mr. Tamal Bandyopadhyay,
Author & Columnist and Mentor,
Banking and Finance Committee, BCC&I

Mr. Hemal Uchat,
Partner: ESG Deals & Strategy,
PwC

Mr. Amit Roy,
Managing Director,
Insurance & Allied Businesses, PwC

Mr. Mayank Jha,
MD & Partner,
Boston Consulting Group.

Guest of Honour

Mr. Ashwini Kumar Tewari,
Managing Director,
State Bank of India

DISTINGUISHED SPEAKERS & PANELLISTS

Mr. C S Ghosh,
Former President, BCC&I and
MD & CEO, Bandhan Bank Ltd.

Mr. Joydeep K Roy,
Partner, PwC and India FS
Advisory Leader and Global
Health Insurance Practice Leader

Mr. Hitendra Dave,
CEO,
HSBC India.

Mr. Nitesh Ranjan,
ED,
Union Bank of India

Mr. Rakesh Singh,
MD & CEO,
Aditya Birla Finance Ltd.

Mr. Rajiv Sabharwal,
MD & CEO,
Tata Capital Ltd.

Mr. Saikrishnan Srinivasan,
MD, ECICI (Experian Credit
Information Company Of India
Private Ltd)

Mr. Sreekanth Nadella,
CEO,
KFin Technologies Pvt. Ltd.

Mr. Naveen Kukreja,
CEO & Co-founder,
Paisabazaar.com

Mr. Ankit Agrawal,
Founder & CEO,
Insurance Dekho

Mr. D.P. Singh,
Deputy MD and CBO,
SBI Mutual Fund

Mr. Vishal Kapoor,
CEO,
IDFC Mutual Fund

Mr. Peshotan Dastoor,
Group President & Head-
Sales at UTI Mutual Fund

Ms. Lakshmi Iyer,
President-CIO-Debt &
Head-Products, Kotak
Mahindra Asset
Management Company Ltd.

Mr. Srinivasan Ramamurthy,
Fund Manager - Equity,
HDFC Mutual Fund

Mr. Dhiraj Relli,
MD & CEO,
HDFC Securities Ltd.

Mr. Hiten Kothari,
Appointed Actuary,
HDFC ERGO General
Insurance Co. Ltd.

Mr. Sunil Sharma,
(Chief Actuary &
Chief Risk Officer),
Kotak Life Insurance Co. Ltd

Mr. Anand Pejawar
Deputy MD,
SBI General Insurance Co Ltd.

Mr. Sanjay Datta,
Chief - Underwriting,
Reinsurance & Claims,
Actuarial, ICICI Lombard
General Insurance Co Ltd.

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Mr. Ambarish Dasgupta, Former President, BCC&I and Senior Partner, Intueri Consulting LLP

Mr. Ambarish Dasgupta, a management consultant with more than 30 years of experience is the senior partner and founder of Intueri Consulting LLP.

He was the Partner and National Leader of Consulting of KPMG India. He was a member of the Global Management Consulting leadership team of KPMG. He was also a member of the India Leadership Team and Advisory Leadership Team, KPMG India.

Prior to that, he was a Partner and National Leader of the Consulting Practice of PwC India. He was also a member of the India Leadership Team and Advisory Leadership Team, PwC India. He was also a part of the Global Management Consulting leadership team of PwC.
Mr. Dasgupta is Bachelor and Masters in Electrical Engineering from Jadavpur University.

Professional Affiliation, Publication and Recognition:
He is a Member of the State Public Policy and Strategy Planning Board, Govt. of West Bengal. Principal Advisor of West Bengal IT department
An Executive Committee member of United Ways (UWOK), Kolkata Chapter
Associated with Advisory Committee of some Institutes and Universities
He was the President of the Bengal Chamber of Commerce (BCCI) for 2015-16
Past National Executive Board Member of AMCHAM (American Chamber of Commerce) India and Past Chairman of AMCHAM – Kolkata Chapter
Past Chairman of the Eastern Regional Council of NASSCOM
Immediate Past President of The Bengal Club

Mr. C S Ghosh, Former President, BCC&I and MD & CEO, Bandhan Bank Ltd.

Mr. Ghosh has over 30 years of experience in microfinance and development terrain. He founded Bandhan in 2001 as a not-for-profit enterprise for financial inclusion and women empowerment. Further, he oversaw its transformation into an NBFC-MFI and finally a universal bank in August'15.

He is the former President of BCC&I, former Chairman, CII, Eastern Region, Member, Managing Committee of Indian Banks' Association (IBA). He was elected as 'Senior Ashoka Fellow' in 2007. An M.Sc. in Statistics, he attended the HBS-ACCION programme on Strategic Leadership at Harvard Business School. He has been recognised by esteemed enterprises for his exemplary work.

Mr. Joydeep K Roy. Partner, PwC and India FS Advisory Leader and Global Health Insurance Practice Leader

- Mr. Joydeep Roy leads all aspects of Health Insurance practice globally and is a member of the Global Insurance Leadership Team of PwC. He is also India Financial Services Advisory Leader. In addition, he also heads the Insurance Practice of PwC in India across all Lines of Business and Services of PwC. Mr. Roy has three decades of experience behind him comprising of Consumer Goods, Technology, Banking, Life Insurance, General Insurance and Consulting, along with Board positions in several organizations.

Professional Background

- PricewaterhouseCoopers Pvt Ltd
- L&T General Insurance Company Ltd
- Tata AIG Life Insurance Company Ltd
- Standard Chartered Bank
- Compaq Computer Asia Pte Ltd
- Wipro Infotech Ltd
- Godrej & Boyce Mfg Co Ltd

Educational Qualification: MBA, from IIM Calcutta, Bachelor of Mechanical Engineering. **Past Board memberships**: Insurance Information Bureau of India, CAMS Repository Services Ltd, Financial Planning Corporation of India Limited, FINISH, a Dutch-India organization focused on building toilets in Rural India, Kenya, Nepal, Bangladesh

- Founder CEO of L&T General Insurance
- Founder team member of Tata AIA Life and Tata AIG General
- Founder Team of Compaq Computer
- Founder team of Apple in India through Wipro Infotech
- He has won the Model Insurer Award in Technology from Celent two years in a row for L&T General and has also been recipient of the Award “IT Leader of Asia” in 2011.
- Mr. Roy was nominated to the Board of Insurance Information Bureau of India in 2013 by the Insurance Regulator (IRDA) as an Independent Board Member in his personal capacity.
- He is a member of the Empowered Government Committee set up by the Economic Advisory Council of the Prime Minister of India (EAC-PM) and IRDA for the Penetration of Insurance in India.
- Mr. Roy’s Technology awards and achievements in Insurance industry are embedded on a deep understanding of the business domain and thorough understanding of technology applications and solutions required to solve vital problems. His utilization of SOA, ESB, ACORD standards and implementation of the most modern Policy Admin systems in the domain under his watch led to innovations and customer successes in the years 2002-2015. Joydeep remains in touch with all critical technological developments and is involved in key global Policy Admin Systems relationships

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Mr. Hitendra Dave, CEO, HSBC India

Mr. Hitendra Dave has been appointed as the General Manager and Chief Executive Officer for HSBC India, effective from 7 June 2021. Prior to taking on this role, Mr. Dave was the Head of Global Banking & Markets where his span of responsibilities included Corporate Banking, Financial Institutions, Debt and Equity, Capital Markets, Global Markets and the custody business.

Amongst the more visible figures in India's banking industry, Mr. Dave is a senior banker and highly respected for his understanding and views on macro economy, corporate developments and financial markets. A member of various advisory committees, Mr. Dave is well networked amongst India Inc. and policy makers.

Mr. Dave joined HSBC's India operations in 2001 and since, has held several senior positions across roles including being Head of Global Markets and later as the Head of Global Banking and Markets for HSBC in India. He has around 30 years of work experience in the Indian Financial Markets.

Mr. Dave is a post graduate in Business Administration and holds a degree in Economics from Delhi University.

Mr. Nitesh Ranjan, ED, Union Bank of India

Shri Nitesh Ranjan is the Executive Director of Union Bank of India since March 10, 2021. He is leading digital transformation in the Bank, and spearheading strategic shifts in Balance sheet, Customer experience and People development.

Shri Ranjan has been with the Bank since 2008 where he occupied several important positions namely, Head of Treasury Operations & Strategy, Chief Investor Relations Officer, Chief Economist, and Regional Head. He started his career with Food Corporation of India as management trainee, and then moved to Andhra Bank.

He is a member of the Board of Directors of National Payments Corporation of India (NPCI), SUD Life Insurance Company Ltd and UBI Services Ltd; and member of IBA Steering Committee on PSB Reforms. Earlier, he was on the board of SBI Global Factors Ltd, and FIMMDA (Fixed Income Money Market and Derivatives Association of India). He was also a founding member of India Forex Committee (IFXC).

Shri Nitesh Ranjan is a post-graduate in Economics. He has completed Leadership Development Programme of IIM Bangalore, curated by the Banks Board Bureau in consultation with IBA and Egon Zehnder International Pvt. Ltd. He also dedicated 100 days for imparting ‘Spoken English Programme’ to underprivileged youth, under Teach-India initiative.

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Mr. Rajiv Sabharwal, MD & CEO, Tata Capital Ltd.

Mr. Rajiv Sabharwal, a B. Tech from IIT Delhi and PGDM from IIM Lucknow, has over 30 years of experience in the banking and financial services industry. Mr. Sabharwal is currently the Managing Director & CEO of Tata Capital Limited. He is also the Chairman of Tata Capital Financial Services Limited, Tata Capital Housing Finance Limited, Tata Securities Limited, Tata Asset Management Company Limited. He is also on the Board of Tata Capital Cleantech Limited, Tata Capital Pte Ltd. and Tata Realty and Infrastructure Limited.

He has served as an Executive Director on the Board of ICICI Bank where he was responsible for several businesses including retail banking, business banking, rural banking, financial inclusion, technology and digital banking. He has also served as the Chairman of ICICI Home Finance Company Limited and was on the Board of ICICI Prudential Life Insurance Company Limited. He was also on the Investment Advisory Committee (Real Estate) of ICICI Prudential AMC.

Mr. Sabharwal has been acknowledged for his contribution to the growth of the Retail Banking and Real Estate & Housing Finance market in India.

Mr. Sabharwal also has had experience in both Venture Capital and Growth Capital investing at Sequoia Capital and True North. He has served on the Boards of early stage and growth companies in Financial services.
He has also served on committees of RBI and IBA.

Mr. Sabharwal has had successful stints with True North Managers LLP, Sequoia Capital, Godrej Group, SRF Finance, GE Capital and Times Bank.

Mr. Rakesh Singh, MD & CEO, Aditya Birla Finance Ltd.

Mr. Rakesh Singh is the Managing Director and Chief Executive Officer at Aditya Birla Finance Limited (ABFL). He also serves as a Director on the Aditya Birla Housing Finance Limited board. Mr. Singh has been part of the Aditya Birla Group since 2011 and has played a crucial role in driving the growth trajectory of both NBFC and Housing Finance businesses. He has more than 27 years of experience in the financial services industry, cutting across Banking and Non-Banking financial institutions.

Mr. Singh is a part of several industry forums. He is also a board member at the Narsee Monjee Institute of Management Studies.

Before joining ABFL, Mr. Singh spent 16 years with Standard Chartered Bank. He was the Head of Mortgages Business, India, and his last assignment with Standard Chartered Bank was as General Manager & Head SME Banking, India and South Asia.

Mr. Singh has attended advanced management programs at Harvard Business School and the Indian Institute of Management, Kolkata, and holds a post-graduation degree in International Relations.

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Mr. Tamal Bandyopadhyay, Author & Columnist and Mentor, Banking and Finance Committee, BCC&I

Mr. Tamal Bandyopadhyay is one of the most respected business journalists in India. His weekly column, Banker's Trust, now in Business Standard (and previously in Mint), is widely read for its deep insights into the world of finance and its unerring ability to anticipate major policy moves. Mr. Bandyopadhyay has kept a close watch on the financial sector for over two decades and has had a ringside view of the enormous changes in Indian finance over this period. He is a frequent speaker at seminar across India and overseas.

Between August 2014 and October 2018, he was Adviser, Strategy for India's newest universal bank, Bandhan Bank Ltd -- the first instance of a microfinance entity transforming into a bank in India.

A post graduate in English literature, Tamal has worked with four national business dailies in India -- Business Standard, Financial Express, Mint and The Economic Times. He has authored six books on banking and finance -- `Pandemonium: The Great Indian Banking Tragedy,' `HDFC Bank 2.0: From Dawn To Digital', `From Lehman to Demonetization: A Decade of Disruptions, Reforms and Misadventures'; `Bandhan: The Making Of A Bank'; `Sahara: The Untold Story'; and `A Bank for the Buck'. All of them have been non-fiction best sellers.

He is a contributor to `The Oxford Companion to Economics' and `Making of New India: Transformation Under Modi Government'. He is a recipient of Ramnath Goenka Award for Excellence in Journalism in the Commentary and Interpretative Writing Category for 2017.

His latest book `Pandemonium: The Great Indian Banking Tragedy' has won the Tata Literature Live Business Book of the Year 2021, KLF Business Book of the Year 2021 award, and SKOCH Literature Award 2021. Currently, he is a Consulting Editor of Business Standard and an Senior Adviser for Jana Small Finance Bank Ltd.

Mr. Mayank Jha, MD & Partner, Boston Consulting Group

Mr. Mayank Jha is a Managing Director and Partner at Boston Consulting Group. He is a core member of BCG's Financial Services practice area and Node for Asset Management in India. With expertise in strategy and digital transformation initiatives he has played a vital role in transformation for Banks, NBFC and Asset Management companies in India.

Within BCG, he has worked in multiple geographies (Singapore, South Africa) and across industry verticals. He has strong expertise in sales & marketing excellence, people & organization, digital customer journeys, large scale transformations & change management, new business build, turnaround strategies.

Mr. Mayank holds an MBA from Indian Institute of Management Bangalore with an exchange term in HEC Paris. He also holds a Bachelors in Technology (Chemical Engineering) from Indian Institute of Technology Bombay.

Prior to joining BCG, Mr. Jha has worked with ITC Limited and Procter & Gamble.

Mr. Sreekanth Nadella, CEO, KFin Technologies Pvt. Ltd.

Mr. Sreekanth Nadella, a Chartered accountant by profession, brings more than 20 years of experience in leadership capacity across functions of finance, Operations, IT &ITES, strategy/consulting, digital transformation,finance, health care, government, resources industry etc.

Mr. Sreekanth Nadella is currently a Whole Time Director & CEO of KFin Technologies (formerly known as Karvy), Director of KFin technologies Malaysia & Bahrain, Director of Artivatic Data labs private limited which is an insurtech company.

As the Chief Executive Officer of KFintech, Mr. Nadella leads pioneering financial services for over 60% of mutual fund houses in India and several AMCs in South East Asian & Middle Eastern economies. KFin's operations cut across managing the Transfer Agency/ Fund Accounting across geos for asset classes – Mutual Funds, Secondary markets, AIF/PMS, NPS, PRS, Insurance and Mortgage outsourcing.

Mr. Nadella has won numerous awards and accolades including the The Top 25 Financial Technology CEOs Of Asia For 2020, Outstanding Achievement award for Business excellence from All India achievers foundation, CMO Asia Business leader award and Asia One- Global Asian of the year 2021. He has delivered best in class IT and ITES outcomes for clients across 50+ countries over 2 decades of leadership experience working with some of the best organizations globally such as IBM Global Services, Capita, Accenture & CallHealth.

Mr. Naveen Kukreja, CEO & Co-founder, Paisabazaar.com

Mr. Naveen Kukreja is the CEO & Co-founder of Paisabazaar.com - India's largest digital marketplace for consumer credit and Free Credit Score platform. Mr. Kukreja has an experience of 2 decades in the financial services markets of India and Europe, having worked in leadership roles at Citibank, Capital One and Aviva Life Insurance before co-founding Paisabazaar.com under the Policybazaar Group in 2014.

Under Mr. Kukreja's strong leadership, Paisabazaar.com has established itself as a market leader and one of India's leading fintech brands. Mr. Kukreja has been felicitated by Entrepreneur India as "Entrepreneur of the Year – Financial Services" & by Business World with the '40 under 40' award – a recognition to India's top 40 leaders under the age of 40.

He is an alumni of prestigious institutes like IIM Calcutta and the Delhi College of Engineering.

Mr. Saikrishnan Srinivasan, MD, ECICI (Experian Credit Information Company Of India Private Limited)

Mr. Saikrishnan Srinivasan is the Managing Director of ECICI (Experian Credit Information Company of India). Experian is the world's leading global information services company.

Through providing information and analytical services, Experian helps organisations and consumers manage the risk and reward of commercial and financial decisions. Sai brings with him over 25 years of diverse experience in retail finance, digital lending, and credit services. He was associated with various sectors like banking, fintech and many more.

Mr. Ashwini Kumar Tewari, Managing Director (R, C & SARG), State Bank of India

Mr. Ashwini Kumar Tewari is a career banker and started his career in SBI in the year 1991 as a Probationary Officer. Presently, he is the Managing Director of State Bank of India and a Whole Time Director handling the portfolio of Risk, Compliance and Stressed Assets since June 2022. Earlier to the present assignment he was handling International Banking, Information Technology and Associates & Subsidiaries of the Bank including major non-bank business like credit cards, Asset Management, Life & General Insurance, Capital Markets, Custodial Services etc and served on the boards of all these companies. He was also involved in a big refresh in the technology space in SBI. Prior to becoming Managing Director at SBI, he served as Managing Director and CEO of SBI Cards and Payment Services Ltd.

He has been a part of State Bank of India, India's oldest and largest banking group, for almost three decades now and has handled several assignments for the bank, across various locations in India and abroad. As MD & CEO of SBI Cards, he oversaw key partnerships inked with GPay, PayTM, BPCL etc and steered the company through the immediate aftermath of the Covid period.

Earlier, he was the Country Head of the US Operations of State Bank of India from April 2017 to July 2020. This included its offices in New York, Chicago, Los Angeles, Washington DC and Sao Paulo (Brazil). Prior to that he was the Regional Head and General Manager, East Asia, for SBI. Based in Hong Kong, he oversaw the business development and control of State Bank of India offices in Hong Kong, China, Japan, Korea and the neighbouring region.

Over the years, he held other leadership positions at State Bank of India, including, the Deputy General Manager (Operations & Information Systems) International Banking, Head of SBI's Cash Management, Regional Manager, Branch Head, among others.
An Electrical Engineer by degree, he is a Certified Associate of Indian Institute of Bankers (CAIIB), Certified Financial Planner (CFP) and has done a Certificate Course in Management from XLRI. He also served on the Board of International Institute of Bankers, New York, and the Board of University of Washington Global Bankers Program.

Mr. Vishal Kapoor, CEO, IDFC Mutual Fund

Mr. Vishal Kapoor has over two decades of rich experience in Financial Services across businesses including Asset Management and Banking, with a successful track record of building strong teams and sustainable businesses.

Prior to joining IDFC AMC, Mr. Kapoor worked with Standard Chartered Bank as the Managing Director and Head of Wealth Management. In his earlier stints, Mr. Kapoor has been associated with American Express and ITC Threadneedle AMC, working across India and the US.

Mr. Kapoor has been an active contributor to the development of the wealth management industry in India. He has been a member of several industry working groups constituted by regulators and industry associations. He has been a Director with the Financial Planning and Standards Board of India, as well as with the Financial Intermediaries Association of India. He currently serves as a Director on the Board of the Association of Mutual Funds in India (AMFI) and Chairs AMFI's Standing Committee on Mutual Fund Distributors.

Mr. D P Singh, Deputy MD & CBO, SBI Mutual Fund

Mr. D P Singh has over 30 years of rich experience in the Banking and Financial services industry and has been associated with SBI Funds Management since 1998. Before being designated as Deputy MD & CBO he was the Chief Business Officer and was responsible for all business verticals and segments of the organization. Over the years, he has overseen many roles across the various functions in the organization.

Mr. Peshotan Dastoor, Group President & Head-Sales at UTI Mutual Fund

Mr. Peshotan (Pesi) Dastoor is the Group President & Head – Sales at UTI AMC. He holds double post-graduation qualification - Masters of Commerce degree from the University of Mumbai and Masters in Business Administration degree from Xavier's Institute of Management. He also holds the Calritas Investment Certificate from CFA Institute, USA.

Mr. Dastoor joined UTI AMC on 6th May 2021 and has over 27 years of valuable experience in the financial services sector across banking and mutual funds. Before joining UTI AMC he spent 13 years at Franklin Templeton Asset Management India Pvt. Ltd. where he was Head – Sales since April 2014.Prior to that, he has spent 12 years in various positions across ING Bank N.V, ING Private Banking and also served as Head -Institutional Sales at ING Investment Management India Pvt. Ltd.

Pesi enjoys adventure sports like paragliding and is a very big Formula 1 enthusiast.

Ms. Lakshmi Iyer, President & Chief Investment Officer (Debt)& Head-Products, Kotak Mahindra Asset Management Company Ltd.

Ms. Lakshmi Iyer heads fixed income and products team at Kotak Mahindra Asset Management Company Ltd. She has been with the organisation for over 20 years.

Joining Kotak Mahindra Asset Management Company Ltd. in 1999 as a fund manager, Ms. Iyer was responsible for credit research, deal execution, managing fund performance across all debt funds and assisting sales in client interaction. In addition to that, she has been a portfolio specialist, and managed product related initiatives such as product pricing and coordination with the funds management and sales team in that role.

Prior to joining Kotak, Ms. Iyer worked with Credence Analytics Pvt. Ltd, as a research analyst where she was tracking corporate bond markets in India and generating research reports. She was also instrumental in conceiving various financial software tools in collaboration with software and technical teams. Ms. Iyer holds an MBA degree in finance from Narsee Monjee Institute of Management Studies.

She loves exploring new places for travelling, is a big food lover, and is an ardent movie buff.

Mr. Srinivasan Ramamurthy, Equity Fund Manager, HDFC Asset Management Company Ltd.

Mr. Srinivasan has been associated with the field of equities across research and fund management for over 15 years. Prior to joining HDFC Asset Management Co. Ltd. in October 2020, he has worked with Mahindra Manulife Investment Management Pvt. Ltd. as a Fund Manager-Equity Fund. He has also worked with entities such as IDBI Federal Life Insurance Co. Ltd., IIFL Securities Ltd.

He is an engineer by qualification from Jadavpur University, Kolkata and has done his MBA from IIM, Calcutta.

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Mr. Hemal Uchat, Partner ESG Deals & Strategy, PwC

Mr. Hemal Uchat is a ESG Deals & Strategy Partner focussing on Responsible Investments, ESG Strategy & Framework and Value Creation from deals. He has more than two decades of experience in advising clients on M&A activities including structuring and execution of transactions. He has supported clients in increasing the value from the deals including pre-IPO assistance, cross border investments, listings, post deal integration, etc.

His key clientele includes Private Equity Firms, AMCs, Mutual Funds and Indian corporates for integrating ESG, monitoring investments and assisting in embedding ESG KPIs in the overall business value chain. Mr. Uchat has also supported clients on responsible investments and led ESG due diligence assignments for target entities in major sectors such as infrastructure, pharma, auto ancillaries, etc.

Relevant Project Experiences

- Advising and working with private equity firms in India and corporates towards integrating and implementing ESG strategy in their businesses, helping them measure performance of their ESG initiatives. Key clients include Macrotech Developers, Oberoi Realty, Godrej Group, Edelweiss, ChrysCapital, CX Partners, CPPIB, GIC, Warburg Pincus, Multiples, JM Financial etc.

Mr. Dhiraj Relli, MD & CEO, HDFC Securities

With a career spanning over two decades, Mr. Dhiraj Relli brings to the table a wealth of experience in the Banking, Wealth Management and Financial Services space. As the Managing Director and Chief Executive Officer, he oversees all aspects of the company's Institutional, Retail Business and Operations. A member of the HDFC family since 2008, he has served as Senior Executive Vice President and Head of Branch Banking at HDFC Bank, where he managed Retail Branch Banking spreading across 800 branches in different geographies.

Prior to this, he worked as the Country Head, Branch Banking, with Centurion Bank of Punjab, and also held various posts with ICICI Bank, and other well-known financial services organisations.

Mr Relli is a member of the Trading Member Advisory Committee, National Stock Exchange and Member of the Advisory Committee of Bombay Stock Exchange. A B.Com. (Honours) graduate from Delhi University.

Mr Relli is a qualified Chartered Accountant from The Institute of Chartered Accountants of India and also did an Advance Management Program from the prestigious Indian Institute of Management, Bangalore.

Mr. Amit Roy, Managing Director, Insurance & Allied Businesses, PwC

Mr. Amit is a Managing Director in the Advisory practice with a focus on Insurance sector. With the extensive exposure that he has in the areas of Distribution Management, Customer Relationship Management, Strategic Turnaround & establishing New Business Models across geographies that he helps the clients in building up their businesses with right values. He is a business leader with 26 years of in-depth experience in setting up Insurance businesses and Consulting with right focus on all relevant stakeholders.

Professional History

- PricewaterhouseCoopers, FS Advisory Managing Director
- Chief Distribution Officer of Aegon Life Insurance Co. Ltd.
- Head of Sales and Distribution (Top Cities) – Reliance Life Insurance Co. Ltd.
- Vice President – Bajaj Allianz Life Insurance Co. Ltd.
- Branch Manager – Life Insurance Corporation of India.

- Mr. Roy has been a part of various Competency teams of PwC to execute projects on – Distribution Strategy, Strategic Transformation, Digital Upskilling, Operational Risk and Sustainability, Technology Changes & Adoption and Cost Optimization across various markets.

- Previously as the Chief Distribution Officer of Aegon Life Insurance-built strong Digital Partnership. With Aegon Life Insurance company, he studied Insurance business models across various markets like Brazil, Spain, China, Japan & US. He was also a part of the core team in Bajaj Allianz to develop the operation and distribution model for Standard Chartered Bank tie up. He has experience in making the Small Rural and Co-operative Banks sell Life Insurance products – also in establishing Credit Life Business in those banks. With Reliance Nippon Life Insurance Co– he could make large Group Insurance Sale leveraging effective relations with Public Sector Banks.

- He has pursued Post Graduate programme in Business Administration & General Management – Indian School of Business, Hyderabad, Certification programme on competitive Marketing Strategy & Corporate Development : Mergers & Acquisitions from Wharton & Kellogg Business School and Bachelors of Science with Physics.

Mr. Anand Pejawar, Deputy MD, SBI General Insurance Co Ltd.

Mr. Anand Pejawar has been appointed as the Deputy Managing Director (DMD) of SBI General Insurance Company Ltd., and joined the company w.e.f December 6, 2021. Just prior to his appointment as DMD with SBI General, he was associated with SBI Life Insurance as President reporting to the MD & CEO. He has been with SBI Life for 17 years and has worked in various capacities like Country Head – Bancassurance & Micro Insurance, Executive Director – Marketing & Sales, President – Operations, Information Technology & International Business in these 17 years.

Backed by a vast corporate experience of over 39 years, ranging from Life Insurance Corporation of India (LIC) to Banking (National and international), Financial Distribution to the Top Management of SBI Life Insurance, Mr. Pejawar is a decorated professionally with several national &international awards / recognition, Like Top 50 Marketing leaders in insurance industry, Insurance professional of the year – Life Insurance, Among the Top Though leaders in Asia from the field of Insurance among the BFSI Industry, Asia's Top 9 Most influential Insurance leaders.

Latest in this list being conferred with the **Mumbai Ratna Award** by the Hon. Governor of Maharashtra on July 19, 2021 at Raj Bhawan, for his contribution in the field of Insurance. He is an eminent thought leader with an eclectic vantage point on various insurance related matters. He has also represented the Insurance industry on various committees constituted by GOI& Regulator's, both (IRDAI & RBI).

Mr. Pejawar is an alumnus of the Columbia Business School, Manhattan, New York, with a Certificate of Management Development Programme, (MDP) others certification from IIM Kolkata, ISB, Hyderabad. He has completed his Post graduation in Financial Management (PGDFM) form KC College and holds a Bachelor of Science (Hons) from University of Bombay.

Mr. Ankit Agrawal, Founder & CEO, InsuranceDekho

Mr. Agrawal has 15 years of experience in the financial services, mobility, and insurance sector. He has worked as investment banker with marquee financial firms like UBS Investment Bank and Anand Rathi Advisors as well as leading start-ups like MoveInSync and GirnarSoft.

He has helped raise more than $2 Bn for marquee companies like LinkedIn, Pandora etc. and worked on several large M&A deals for companies like eBay etc. during his investment banking tenure.

At GirnarSoft, he laid the foundation of InsuranceDekho and delivered X to 100X growth. His visionary approach has helped InsuranceDekho become one of the fastest growing insurtech in India providing micro-entrepreneurship opportunity to 60K+ partners.

Mr. Agrawal is an inspiration to many youngsters, who want to make a mark in the InsurTech sector and solve real-world problems. He is a Chartered Accountant, a Company Secretary, and a postgraduate from the Department of Financial Studies, University of Delhi.

Mr. Sunil Sharma, President, Chief Actuary and Chief Risk Officer (CRO), Kotak Mahindra Life Insurance Company Limited

Mr. Sunil Sharma is currently Chief Actuary and Chief Risk Officer (CRO) at Kotak Mahindra Life Insurance Company Limited (Kotak Life). He heads the Enterprise Risk Management (ERM) function at Kotak Life. He also manages Products Development, Shareholders Valuations, Assets Liability Management, Analytics, Capital management, Balance Sheet Management, Business Planning, business mix management and Insurance Portfolio Reinsurance Management.

Mr. Sharma is a member of key leadership team at Kotak Life Insurance (KLI) which drives the growth charter and business Management of the organization. He has over 31 years of globally diversified experience in the insurance and reinsurance business management. He has been in the leadership roles across these business in various markets including India, Unites States of America (USA), United Kingdom(UK) and South East Asia (SEA). Prior to this he has been Appointed Actuary at Kotak Life for over 8 years.

Before joining Kotak Life, Mr. Sharma was Senior Vice President and Head of Actuarial at ICICI Prudential Life Insurance Co. Ltd. He has also worked in various leadership positions with Swiss Reinsurance Company (Swiss Re), GE Financial Assurance (GEFA) Holdings, Inc. and Life Insurance Corporation of India (LIC). Sunil Sharma is current council member of IFOA and council Nominated member of Life Board of IFOA.

Mr. Sharma is Past President of Institute of Actuaries of India (IAI), a Statutory body under Actuaries act, 2006 and has been a Council member of International Actuarial Association (IAA). He has been a member of Insurance Advisory Committee (IAC) of Insurance Regulatory and Development Authority of India (IRDAI). He proactively participates in industry forums in India and overseas to speak on Insurance and Actuarial topics. He is a qualified Actuary and a Fellow Member of Institute of Actuaries, UK (FIA) and Institute of Actuaries of India (FIAI).

BCC&I THE BENGAL CHAMBER

Mr. Hiten Kothari, Appointed Actuary, HDFC ERGO General Insurance Co. Ltd.

Mr. Hiten Kothari has extensive experience working in general insurance spanning nearly 15 years across Europe, India and Middle-east. He currently is the Appointed Actuary for HDFC ERGO and also officiating as Chief Underwriting Officer for the Company. He has extensive experience across Product Design, Pricing, Solvency II capital modeling, Portfolio UW and Reinsurance.

Mr. Kothari currently leads the Actuarial, Reinsurance and Underwriting functions driving profitable growth for the Company. Prior to working with HDFC ERGO, he headed the Treaty Reinsurance business for Willis Re for India and Indian sub-continent. Mr. Kothari has been a member of IRDAI committees and is also the Chairperson of the Advisory Group for General Insurance with Institute of Actuaries of India. By qualification Mr. Kothari is a Compute Engineer from Mumbai University and Masters in Actuarial Science along with Fellow of Insurance of Actuaries, UK and Fellow of Institute of Actuaries of India.

Mr. Sanjay Datta - Chief - Underwriting, Reinsurance & Claims, Actuarial, ICICI Lombard General Insurance Co Ltd.

Mr. Sanjay Datta is Chief – Underwriting, Reinsurance and Claims, ICICI Lombard General Insurance Company Limited, one of the largest private sector general insurance company in India.

Mr. Datta was a part of the start up team at ICICI Lombard in 2001 and has since then contributed to growing the business into a market leadership position.

At ICICI Lombard, Mr. Datta is responsible for underwriting, reinsurance and claims function across the organisation. He heads customer service for all product lines of the business and spearheads risk management, underwriting discipline, operational excellence, product development and pricing across Wholesale and Retail products. Mr. Datta drives company's foray for quality service delivery across all products.