



# PRABHUDAS LILLADHER

## NATIONAL PROGRESS PARTNERS MEET 2017: EVENT REPORT

The PL Progress Partner Meet 2017 was held on 25 March 2017 at Garware Hall, Churchgate Mumbai. The event was attended by over 200 Progress Partners (PPs) from across the country. The event was also attended by luminaries from the business world like Dr. A Velumani (MD & CEO, Thyrocare), Mr. Nilesh Shah (MD of Kotak Mahindra AMC) and Mr. Ashish Chauhan (MD, BSE). The event provided a platform for PPs to connect with each other and to interact with respective PLHO personnel. Apart from the official presentations and agenda, a lot of new connections were made within the PL family which are likely to strengthen PL in the times to come. Informal activities like Drum Café and the Photobooth served as energisers during the knowledge infused and power-packed day. Feedback received from the delegates was overwhelmingly positive and they opined that the event was motivating and enlightening. A brief report of the event follows -



The event started with an address by Mr. Dhiren Sheth, Group Vice Chairman and Joint Managing Director of PL who welcomed the delegates and spoke about how technology is changing the world and specifically what are the key technological trends that we are seeing in the financial industry.



Up next was Ms. Amisha Vora, Joint MD, PL who spoke about “Riding the India Growth Story Successfully”. She outlined the socio-economic changes and virtuous cycle of transformation that are expected to occur over the next few years leading to robust growth in Indian financial markets. She reiterated the fact to the delegates that we in the financial services industry are at “the right place at the right time” to take maximum advantage of this growth. She outlined her vision where we should leverage our award-winning research to deliver better returns to our clients via InvestActive and other innovative offerings. Furthermore, she announced some changes to the tariff structure for PPs which were welcomed by the delegates.



Mr. Vikram Kasat (Head - Advisory) and Ms. Shailee Parekh (Investment Advisor) spoke about InvestActive and Advisory Services. The dynamic duo outlined the various services offered to PPs by the Advisory Desk and highlighted how to reach out to them for any support.

After that Mr. Vikas Vaid (Head – Commodities) in his inimitable style, outlined the benefits of the commodities market and how participation in the commodities markets was an effective counterbalance to investing in the equities markets. He also talked about the services that the Commodities Desk at PL provides including the innovative TrendTrader product.



Up next Mr. Nupur Patel (VP – Wealth Advisory & PMS) elucidated the investment philosophy behind PL's Portfolio Management Services which has delivered consistent returns. He talked about PMS being a longer term product with an investment horizon of 3-5 years and the importance of conservatism in investing.

Mr. Dara Kalyaniwala (VP – Investment Banking) then introduced the PPs to the relatively abstruse topic of Corporate Advisory and Investment Banking. He explained in very simple language what his team does and how the PPs can also benefit by referring promoters of promising businesses in their geographies who want to raise capital for their business thus giving the PPs a new avenue for boosting their income.

The next speaker was Mr. Parag Paigankar (Whole Time Director – PLFS) who spoke about the benefits and process of Margin Funding, Loan Against Shares and IPO Financing.



After a short tea break, the delegates were back for more action as Mr. R Sreesankar (Co-Head, Institutional Equities) took center stage and expounded about macro-economic trends and which sectors are likely to gain from these. He then proceeded to invite on stage 34 of his able Research Analysts – Rohan Korde (Transportation), Mr.Amnish Aggarwal (FMCG), Mr.Nishna Biyani (Mid-Cap) & Mr.Surajit Pal (Pharma) to answer sector specific questions from the audience making it an interactive & informative session.



Post that Ms. Vaishali Parekh (Sr. Research Analyst) took the delegates through key Index Charts and informed the delegates of the various calls and reports that the Technical Analysis team provides.

Mr.Miraj Vora (Derivative Analyst) then explained to the delegates about the derivatives market and the various reports and calls that the Derivatives Desk publishes.



Post the lunch break, to counter the effects of a sumptuous lunch there was a novel team-building activity Drum Cafe conducted by DJ Rocky. All the delegates were handed Djembes and the DJ Rocky taught some basic beats. He then proceeded to lead the gathering into a percussion frenzy as the beats became more complex and stylistic. The audience was super charged up and left wanting for more.



With the energy levels of the participants at an all time high, it was time for the star speaker Dr. A. Velumani (MD & CEO of Thyrocare). He took us through his life story with a presentation titled “Talk the Walk”. His story of coming from a humble background in a village to the leader of a Rs.3000 Cr company is most inspiring and compelling. He gave his insights on every aspect of modern life – ambition, education, work, marriage, finance, children’s upbringing and so on with every sentence being quote-worthy. Needless to say he got a standing ovation from the crowd – twice!



Mr. Sandip Raichura (Head-Retail) was given the unenviable task of following up Dr. Velumani but inspired by the afternoon sessions he too delivered with gusto. In a freewheeling manner he took the participants through the new products and services whose launch is on the horizon. He introduced InstaKYC which will help increase efficiency of acquisition process, **Portfolio Tracker** to give clients a comprehensive view of their portfolios, the new **PL Mobile App** with powerful features like Scanners & Analytics, Theme based investing and Online Wills. He also invited on stage heads of teams that have contributed significantly to these new initiatives – Ms. Sunita Save (Head-Customer Connect), Ms. Sabita Kamath (Head- Depository Services) & Mr. Bhavesh Gosar (Head- IT). Next he advised the PPs on how to grow their business. This was an extremely practical session which went down to the nuts & bolts of **business development** covering training, planning, cross sell, using social media and the **PL Rule of 15** (Rs.15 p.m. @ 15% p.a. for 15 years will give you Rs.1 crore)

After the tea and snacks, Mr. Nilesh Shah (MD, Kotak Mahindra AMC) presented on the topic of “**Re-architecting India**” and took us through the various developmental projects which have been taking place in different sectors around the country over the past few years and which promise to take the country forward on the path to growth. It left the delegates with a sense of pride and optimism about the future of the Indian economy.



Next Mr.R Sreesankar invited the guests for a panel discussion on “Indian Markets - Future Outlook”. The participants were – Mr. Nilesh Shah, Mr. Ashish Chauhan (MD, BSE), Dr. A Velumani, Mr. Dilip Bhat (Jt MD, PL) and Ms. Amisha Vora (Jt MD, PL). It was an extremely entertaining and informative session covering a host of topics from upcoming sectors to global geo-political issues, the financial sector and a many more pertinent topics.

The awards ceremony was next on the agenda in which outstanding Progress Partners from each category received awards from the distinguished guests including the Lifetime Achievement Award being given to Mr.Yogesh Shah.



Ms. Amisha Vora delivered the Vote of Thanks during which she invited all the members of the organising committee for the event and all PLites who had contributed towards making the event a grand success. Dinner was served and concurrently DJ Rocky started his performance of “Liquid Drumming” to end the night on a high tempo.

Feedback from partners was extremely positive and they all felt that the event was very informative and motivating for them and that they look forward to more such events in the future.