

IIMA FINANCE CONCLAVE

8th - 9th January 2010



About the Conference

Centre of Innovation, Incubation and Entrepreneurship (CIIE), Beta – The Finance Club of IIM Ahmedabad and Leverage – The Private Equity and Venture Capital Club of IIM Ahmedabad bring to you the IIMA Finance Conclave 2010 on the 8th – 9th January 2010.

A student run initiative, the conclave will bring together finance professionals from the PE/VC industry, investment banks, business houses, students, alumni and academicians to discuss recent trends and emerging issues in the industry, the challenges and opportunities they present and the way ahead. It will also act as a forum for budding entrepreneurs to interact with investors and preeminent business leaders.

The central theme of this year's conclave is "Challenging the New Normal" and it promises to enrich the participants with deep musings and intellectual stimulation on all dimensions of the theme over the two days through speaker sessions, panel discussion and workshops.

A key highlight of the event will be the B-Plan showcase which will present a unique opportunity for budding entrepreneurs to interact with the VC and PE firms.

INTRODUCTION



THE BUSINESS PLAN SHOWCASE

8 January 2010



Empresario – The Business Plan Showcase

The flagship event of the IIMA Finance Conclave 2010 is the Business Plan Showcase. Staying true to our objective of bringing together the community of entrepreneurs, academicians, and investors, the event will be an opportunity like none other for budding entrepreneurs committed to making their dreams a reality. It will provide the best teams with a platform to present their ideas before VCs, potential investors and industry experts. A parallel objective is to create active deal-flow for venture capital investors. Each B-Plan will be scrutinized through a rigorous process of evaluation culminating in a closed door business plan presentation before investors. Teams would not only get a golden chance to get seed funding from the potential investors, but also the opportunity to be incubated at the CIIE.

Entries have been invited across the following categories:

- Clean Tech & Renewable Energy
- Telecommunication
- Web Portals
- Electronics
- IT/ITES Services
- Power
- Medical devices & Healthcare

THE CONFERENCE

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The New Normal

The business landscape has changed fundamentally. Tomorrow's environment will be different, but no less rich in possibilities for those who are prepared.

It is evident that the current economic downturn is fundamentally different from the recessions of the past decades. What we are experiencing is not merely another turn of the business cycle, but a restructuring of the economic order.

For some, short-term survival is the only agenda. Others are trying to peer through the haze, thinking about how to position themselves once the dust has settled and things return to normal. The question is "What will the normal look like?". While no one can say how long the crisis will last, what we find on the other side will not look like the normal of recent years. The new normal will be shaped by a confluence of powerful forces—some arising directly from the financial crisis and some that were at work long before it began.

At the IIMA Finance Conclave 2010, we will take a closer look at these questions and their implications through focus on the central theme – "Challenging the New Normal"

DAY 1: THE NEW WORLD ORDER

8 January 2010



A New Regime of Regulation

In the brave new world, the failure of regulation is being blamed as one of the core reasons for present economic crisis and its magnitude. In response, there are early signs of a “globalization of regulation” as different regulators across countries coordinate their activities, and implement stringent measures to forestall the next crisis. These winds of change may augur profound changes in the global economic landscape.

A New Flurry of Consolidation

Are we about to witness a global wave of industry consolidation? It would be interesting to envision which sectors will observe more M&A and what would be the role of private equity. Will there be enough build-up of business confidence? Is a change in domestic FDI norms called for? The conference will try to answer these questions by establishing a platform for discussion over expert opinions from different sectors of industry.

Inclusive growth

If India has to become a major world power in the broadest sense, all strata of society have to be strengthened in as many ways as possible – socially, politically, and economically. Can the responsibility of economic upliftment be left to the public sector alone? Should corporates play a larger part in this effort?

DAY 2: THE ELUSIVE 10% MARK

9 January 2010



The Elusive 10% Mark

India and China are increasingly being looked at as the emerging economic engines of the world. As we emerge from the this meltdown, the titans seem set to resume their extra-ordinary levels of growth post crisis. Can India hit the elusive 10% mark?

Professionals with vast industry experience get together to discuss if, and how, India can reach this magic figure. Greater availability of capital combined with ingenious financial engineering could provide the engine for that kind of growth. Doing so while avoiding a catastrophe that we witnessed elsewhere in the developed world would be a major challenge. The role of inorganic growth in complimenting organic growth cannot be overlooked either.

The discussion will also look at the upcoming sectors that offer the best growth opportunities. Real estate could be the answer, with its vase reservoir of untapped value. Infrastructure, so long ignored, could usher India onto a newer growth trajectory. Underdeveloped education and healthcare sectors could generate huge returns for investors while also increasing productivity of the available human resource pool. Besides these, are there other sectors that are as yet unnoticed but carry a huge promise?

CONFERENCE AGENDA



Day 1: The New World Order

Keynote Address: The speaker will introduce the theme of the conference and lay down the tone for the discussions and ideas to be generated over the next two days.

Panel Discussion: The session will focus on the evolving regulatory scenario and the checks and balances put in place in the global financial system to ensure that we are not struck by a financial tsunami again. Will we see another consolidation wave triggered by the slowdown. Also, will inclusive growth be left behind in the scramble to get the economy back on track?

Day 2: The Elusive 10% Mark

Panel Discussions: The session will explore investment trends, opportunities, and challenges in emerging markets in the changing global scenario.

- The elusive 10% growth mark
 - _ Does the current global scenario make India more attractive to PE investment?
 - _ What needs to be done to make India a destination of choice ?
- Unearthing the next billion dollar investment opportunity
 - _ What are the most dynamic industries to invest in?
 - _ Can Indian companies provide returns comparable to China, South East Asia?

Workshops: Conducted by corporate professionals, the workshops will expose students to the latest practices and developments in the industry

POTENTIAL ENGAGEMENT



Partnership Structure

Principal Partner-Rs 75,000

- Exclusive Platinum sponsors for the biggest finance conference at IIM A
- Brand Recognitions amongst brightest minds of the country as well as amongst well established PE/VC houses, investment banks, corporate banks and Public sector banks
- Priority association with the Conference through all publicity mediums (print, online media)
- Extensive Public Relation management through in-campus branding for all 3 days

Mentoring Clinic + Business Plan Partner- Rs 50,000

- Association with the flagship event of the IIMA Finance Conclave
- Strong brand recognition among budding student entrepreneurs and established PE/VC professionals
- Extensive in campus promotion during the business plan competition

Session Partner-Rs 25,000

- Wide exposure to all conference participants consisting of corporates as well as students
- Publicity along with other partners on official website, through media partners.
- Extensive in campus promotion during the conference on the session day sponsored

Centre of Innovation, Incubation and Entrepreneurship (CIIE)

was set up by IIM Ahmedabad in 2001 and is supported by the Government of Gujarat and the Department of Science and Technology (Govt. of India). Some of the ongoing projects are also being backed by the Wadhvani Foundation (set up by IT entrepreneur in Silicon Valley, USA), Ministry of New and Renewable Energy (GoI), Piramal.

Beta – The Finance Club of IIM Ahmedabad

Beta has been an integral part of the IIM-A culture for decades. Beta aims to generate and promote interest in finance - it has organized several national level case contests, trading games and workshops. It invites leading luminaries from the world of finance to campus for a string of "Career Series" talks and also publishes a pan-IIM finance magazine, the Money Manager, the only one of its kind in India.

Leverage – the Venture Capital and Private Equity Club of IIM-A

was formed in August 2008 in recognition of the increasing interest and awareness in these asset classes amongst the students of the institute. The club, the first of its kind on any B-school campus in India, is committed to providing opportunities to the students to learn about the venture capital and private equity industry, interact with sector experts, and meet fellow students of similar interests.

ABOUT US



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