



# National Summit

## “Capital Alternatives for SMEs & Startups”

- Emerging Opportunities and Challenges in India -  
Friday, 12<sup>th</sup> October, 2018 Hotel The LaLiT, New Delhi



### Background

India’s MSME sector is the backbone of the economy. It contributes approx 7% to GDP, has a share of 45% of the manufactured output, and 40% of total exports. More than 117 million people are employed in this sector. Also, the Start-up India initiative of the Government of India envisages to build a robust Start-up ecosystem in the country for nurturing innovation and providing opportunities to budding entrepreneurs. In view of the difficult times the banking sector is facing due

to rise of NPAs, the traditional debt financing sources are under pressure particularly in the context of both SMEs & Startups. Therefore, direct capital access through systematic and free market-based financing is becoming crucial to fill the demand - supply gap and for sustenance of the enterprises.

In this direction, the SME-IPO Exchange Platforms have been a success for listed SMEs. PE / VC and family office investment funds are infusing more on technology supported projects, whereas, promotion of various capital alternatives is needed for infrastructure development and capital asset financing requirements of the entrepreneurs. Also, the framework of Blockchain Technology led tokenized system and cloud-based crowd funding have transformed the ways investments and fund raisings activities are done. As per the prediction of the World Bank Group, the global investment in crowd funding will hit \$93 billion by 2025 which will be more than any other traditional fundraising method for startups. An advancement of knowhow on do’s and don’ts in structuring the size and sourcing of capital from various alternatives, as well as cost-effectiveness and risks & challenges of the instruments is expected to be the key differentiator.

### Objective

ASSOCHAM believes that number of SME & Startup beneficiaries will increase with an increase in the awareness level of promoters about alternatives of direct access to sustainable capital for growth and development of their enterprises. Therefore, with an objective to enable, empower and excel the promoters and decision makers of SMEs & Startups by addressing their capital related emerging concerns, the **ASSOCHAM** is organizing **National Summit on “Capital Alternatives for SMEs & Startups - Emerging Opportunities and Challenges in India”** on **Friday, 12<sup>th</sup> October, 2018** in **New Delhi, India**.

### Key Discussion Highlights

- ❖ **Panel 1:** Alternate Investment Funds (AIF) for SMEs and Startups (Venture Capital Fund, SME Fund, Private Equity Fund, Family office Investment Funds, etc.)
- ❖ **Panel 2:** New Approaches to SME and Startup Financing - Hybrid Securities & Alternate Debt (Debentures / Bonds / Preferential Securities) and Cloud based financing (Crowd Funding, P2P Digital Funding & Initial Coin Offering (ICO))
- ❖ **Panel 3:** Enabling access to finance through SME-IPO, Bank Lending, SME-Loans & Working Capital Loans and Rescue Funds for SME & Startups

## Invited Eminent Speakers

- ❖ **Shri P. Radhakrishnan**, Hon'ble Minister of State for Finance and Shipping, Government of India
  - ❖ **Dr. Arun Kumar Panda**, Secretary, Ministry of Micro, Small & Medium Enterprises (MSME), GoI
  - ❖ **Shri Ram Mohan Mishra**, Additional Secretary, Ministry of Micro, Small and Medium Enterprises (MSME)
  - ❖ **Mr. Balkrishan Goenka**, Designated President, ASSOCHAM & Chairman, Welspun Group
  - ❖ **Mr. Ashok Wadhwa**, Chairman, ASSOCHAM National Council on Capital Market & Group CEO, Ambit Holdings
  - ❖ **Mr. Narinder Wadhwa**, Co-Chairman, ASSOCHAM National Council on Capital Market & Managing Director, SKI Capital Services Ltd.
  - ❖ **Mr. Ravi Varanasi**, CEO, NSE Academy Limited & Chief Business Development Officer, National Stock Exchange of India
  - ❖ **Mr. Mahendra Swarup**, Chairman, PEVCAI & Founder and Chief Mentor, Venture Gurukool
  - ❖ **Mr. Andy Khanna**, Co-Chairman, PEVCAI Partner and Head - Private Equity, Financial Advisory Services Deloitte Touche Tohmatsu India LLP
  - ❖ **Mr. Gaurav Kapoor**, Vice President, Head Northern Region, National Stock Exchange of India
  - ❖ **Mr. Jyoti Prakash Gadia**, MD, Resurgent India Ltd.
  - ❖ **Mr. S. C. Aggarwal**, Chairman and MD, SMC Global Securities Ltd.
  - ❖ **Mr. R Kannan**, Head Corporate Performance Monitoring & Research, Hinduja Group
  - ❖ **Ms. Zoya Brar**, Founder & CEO, CORE Diagnostics
  - ❖ **Mr. Abhishek Kothari**, Co-Founder, Flexiloans.com
  - ❖ **Mr. Arun Jain**, Director, V. S. Infrastructure Capital Limited
  - ❖ **Mr. Raman Aggarwal**, Sr. Vice President & Head - Corporate Affairs, Srei Equipment Finance Limited
  - ❖ **Mr. Deependra Singh**, VC Investments, JSW Ventures
  - ❖ **Mr. Manish Kumar**, Co-Founder, GREX
  - ❖ **Mr. Vikas Kumar Jain**, Assistant Vice President, National Securities Depository Limited
  - ❖ **Mr. Mrituenjay Kumar Jha**, Commodity Editor, Zee Business
  - ❖ **Mr. Pankaj Pathak**, General Manager (R&D), G L Bajaj Innovation and Incubation Centre
  - ❖ **Mr. Siddharth Mahanot**, Co-founder & COO, Indifi Technologies
- And many other eminent experts**

### Participants

<u>Participants</u>		
<ul style="list-style-type: none"> <li>✓ Stock Exchanges</li> <li>✓ SMEs &amp; Startups Companies</li> <li>✓ Venture Capital</li> <li>✓ Private Equity</li> <li>✓ Crowd Funding Platforms</li> <li>✓ ICO Platforms / Advisors</li> <li>✓ Government Representatives</li> <li>✓ Credit Rating Agencies</li> </ul>	<ul style="list-style-type: none"> <li>✓ Market Makers</li> <li>✓ Capital Market Intermediaries</li> <li>✓ Blockchain and FinTech Companies</li> <li>✓ Investors / Traders / Arbitrageurs</li> <li>✓ Depositories &amp; Clearing Corporation</li> <li>✓ Banks &amp; NBFCs</li> <li>✓ Mutual Funds / AMCs</li> </ul>	<ul style="list-style-type: none"> <li>✓ Institutional Investors (FIIs, QFIs, QIBs)</li> <li>✓ Peer to Peer (P2P) Lending Platforms</li> <li>✓ MDs / CEOs / CFOs / Directors</li> <li>✓ Legal Department</li> <li>✓ Research Firms &amp; Economists</li> <li>✓ Academicians</li> </ul>

### Program Schedule

<b>Summit Time</b>	:	10:00 am - 04:00 pm
<b>Venue</b>	:	Hotel The LaLiT, Plaza Terrace Garden, Barakhamba Raod, Fire Brigade Lane, Connaught Place, New Delhi 110001
<b>Registration</b>	:	09:00 am - 10:00 am (Pre-registration is compulsory)

### Registration Fee : INR 2,000 + 18 % GST (Per Delegate)

- \* **Exclusive 10% Discount for members of CMA / ICSI / FIDC / ASSOCHAM Members**
- \* **Exclusive 10% discount for 2 or more participants from the same organization**

Award of 4 CEP Credit Hours by ICAI

Award of 4 PCH Hours by ICSI

## Summit Partners

<p style="text-align: center;"><u>Event Partner</u></p>	<p style="text-align: center;"><u>Gold Partners</u></p> <div style="text-align: center;">             Moneywise. Be wise.         </div> <div style="text-align: center;">   <i>Grow with us</i> </div>	<p style="text-align: center;"><u>Exchange Partner</u></p> <div style="text-align: center;">  </div>
<p style="text-align: center;"><u>Supporting Partner</u></p> <div style="text-align: center;">             Creating tomorrow today         </div>	<p style="text-align: center;"><u>Institutional Partners</u></p> <p style="text-align: center;">FIDC</p> <p style="text-align: center;">Finance Industry Development Council</p> <div style="display: flex; justify-content: space-around; align-items: center;">   </div>	<p style="text-align: center;"><u>Private Equity &amp; Venture Capital Partner</u></p>
<p style="text-align: center;"><u>SME Partner</u></p>	<p style="text-align: center;"><u>Banking Partner</u></p> <div style="text-align: center;">             आन्ध्रा बैंक  <b>Andhra Bank</b>  <small>देशवासियों का बैंक Where India Banks</small> </div>	<p style="text-align: center;"><u>Incubation Partner</u></p> <div style="text-align: center;">  </div>
<p style="text-align: center;"><u>Knowledge Partner</u></p> <div style="text-align: center;">  </div>	<p style="text-align: center;"><u>Crowdfunding Partner</u></p>	<p style="text-align: center;"><u>Family Investment Funds Partner</u></p>
<p style="text-align: center;"><u>Blockchain / FinTech / P2P Lending / ICO Partner</u></p>	<p style="text-align: center;"><u>Media Partner</u></p>	<p style="text-align: center;"><u>Magazine Partners</u></p> <div style="text-align: center;">   <small>India's Best Known Knowledge &amp; Information Magazine</small>  <b>SME WORLD</b>  <small>The Next Level</small> </div> <div style="text-align: center;">   <b>WITNESS</b>  <small>INDIA'S FIRST MAGAZINE ON LEGAL AND CORPORATE AFFAIRS</small>  <small>www.witnesslive.in</small> </div>
	<p style="text-align: center;"><u>Online Media Partners</u></p> <div style="text-align: center;">   <b>CAclubindia</b><sup>®</sup>  <small>Interactive platform for finance professionals</small> </div> <div style="text-align: center;">   <b>sourcekey.in</b>  <small>Key to business growth</small> </div>	<p style="text-align: center;"><u>Outdoor Media Partner</u></p> <div style="text-align: center;">  </div>

Please contact for sponsorships and stall space booking (On First-Come-First Serve Basis)

**Mr. Vikash Vardhman**

**Mob: 90277 88277**

**Email: [vikash.vardhman@assochem.com](mailto:vikash.vardhman@assochem.com)**

## Sponsorship Opportunities

By sponsoring in this National Summit, your organization would have a greater brand visibility, raise company profile, and gain unparalleled access to the key decision makers in this growing industry. Sponsorship packages are given below and the same can be customized as per budgets and preferences of partners

Category	Logo in the Backdrop	Speaker Slot in Inaugural Session	Speaker Slot in Business Session	Corporate Literature in the Delegate Kit	*Run Corporate Video during the Break timings	Logo In the Advertisement	Standees at the Summit Venue	Delegate Passes
Cost								
Presenting Partner Rs. 7 Lakh	✓	✓	✓	✓	✓	✓	4	12
Event Partner Rs. 7 Lakh	✓	✓	✓	✓	✓	✓	4	12
Exchange Partner Rs. 5 Lakh	✓	✓	✓	✓	✓	✓	3	10
Banking /NBFC/SME Lending Partner Rs. 3 Lakhs	✓		✓	✓	✓	✓	2	8
ICO Partner Rs. 10 Lakh	✓	✓	✓	✓	✓	✓	4	15
Crowd Funding Partner Rs. 3 Lakh	✓		✓	✓	✓	✓	2	8
Blockchain / FinTech / P2P Leding Partner Rs. 3 Lakh	✓		✓	✓	✓	✓	2	8
Venture Capital / Private Equity Partner Rs. 3 Lakh	✓		✓	✓	✓	✓	2	5
Legal Partner Rs. 3 Lakh	✓		✓	✓	✓	✓	2	5
SME Partner Rs. 1 Lakh	✓			✓		✓	1	3
Supporting Partner Rs. 1 Lakh	✓			✓	✓	✓	1	3
Kit Partner Rs. 2 Lakh	✓			✓	✓	✓	1	3

**For more details, please contact:**

**Abhishek Saxena**

011 – 46550547 / +91- 99719 75142

[abhishek.saxena@assochem.com](mailto:abhishek.saxena@assochem.com)

[assochem.abhishek@gmail.com](mailto:assochem.abhishek@gmail.com)

**Vikash Vardhman**

+91 - 90277 88277

[vikash.vardhman@assochem.com](mailto:vikash.vardhman@assochem.com)

[assochem.vikash@gmail.com](mailto:assochem.vikash@gmail.com)

**The Associated Chambers of Commerce and Industry of India**

5, Sardar Patel Marg, Chanakypuri, New Delhi -110 021