

**JANUARY
2025**

ARIAN PERSPECTIVE

Monthly Newsletter by



#ARIATRULYCARES

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CHAIRMAN'S NOTE

LOVAII NAVLAKHI



Dear Members:

The excitement is building up for Aspire 2025 – and we are working assiduously behind the scenes to make sure that you have a productive, energizing, educational and exciting experience. If you haven't already, make sure you are ready to be at JW Marriott, Sahar, Mumbai (walking distance from Terminal 2) early morning on Friday, March 21.

Any financial planner charging a fee falls in the investment advisor regulation – and we have decided on an ambitious theme of “A Financial Plan for every Indian” for the event. With the easing of regulations for the Investment Advisor, we are expecting a surge of interest and a rapid growth in RIA's (Registered Investment Advisors) and consequentially in ARIA membership.

Aspire 2025 is being curated, keeping these changes, and our member requirements in mind. We want to stick to our values and fiduciary standards yet aim for growth and scale to make a difference to our clients' lives.

I am personally even more excited about Day 2 – March 22 when we shall hold not just two, but four half-day workshops for you. A variety of choices await you. Make sure that you stay on for the dinner on March 21, where you will get a chance to browse through the stalls and have deep and engaging conversations with your fellow RIA's and friends as well.

Of course, details will follow in the coming weeks – so keep your seatbelts fastened.

See you soon in large numbers, in person.

Cheers,
Lovaii



IDEA BOX

SREEPRIYA NS

Co-founder & Director of Entrust Family Office



Becoming a Confidante: Evolving Beyond Financial Advisory

In the realm of wealth management and family offices, financial advisors often serve as the initial touchpoint for high-net-worth families aiming to preserve and grow their wealth.

But what does it truly mean to become a confidante to the client? And how does one transition from being a financial advisor to becoming a trusted ally for clients and their families?

A confidante is more than a professional or an advisor; they are a trusted ally who understand the intricate dynamics of clients and their families and help navigate complex personal, financial, and emotional landscapes. They build deep, meaningful relationships by investing time in understanding a family's history, values, and aspirations, while fostering trust through empathy, discretion, and active listening.

Beyond managing wealth, they address broader concerns like governance, legacy planning, and philanthropy, serving as a bridge between generations. By standing alongside clients during pivotal moments and committing to lifelong learning, they ensure their guidance remains relevant and impactful. Ultimately, their role transcends transactions, creating enduring partnerships rooted in trust, shared values, and the pursuit of a lasting legacy.

Transitioning from a financial advisor to a confidante is a journey that requires a deep commitment to the client's holistic well-being, a willingness to invest time, and the cultivation of skills beyond traditional financial expertise.

In a world where Investment management itself is getting commoditized, these meaningful relationships and guidance is what will cement the role of an advisor with the client lifelong. What do you think?

NOTE FROM ADVOCACY COMMITTEE

1. ARIA organized a RIA clinic for potential Investment Advisers. This clinic was attended by over 200 participants.
2. The new member team of ARIA also participated in NISM'S Joint webinar with SEBI and BSE on compliance and application process for new registrations under the IA regulation.
3. ARIA advocacy has given inputs on MITC (Most Important Terms and Conditions) that have to be made part of the IA agreement. We have confirmed with a regulator that all changes in the regulation including MITC will only have to be intimated to existing clients of IA and signed consent will not be required from such existing clients.

NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

January 2025 Highlights: Engaging Discussions and Member Interactions That Set the Stage for the Year Ahead!

ARIA began 2025 with a series of impactful events, including panel discussions and exclusive interactions with industry leaders, providing valuable insights into the evolving financial landscape. Here's a recap:

Panel Discussions

1. Expectations from the Capital Markets in 2025

Date: Thursday, 16th January 2025

Time: 5:00 PM to 6:15 PM

This panel explored key trends shaping the financial markets, evolving investor expectations, and emerging opportunities for the year ahead.

Speakers:

- Mansi Sajeja - Fund Manager, SBI Mutual Fund
- Charanjit Singh - Vice President, Equity Investments, DSP India TIGER Fund
- Shibani Sircar Kurian - Equity Fund Manager, Kotak Mahindra Asset Management Company Ltd.

Moderator: Mridul Jalan - Founder, Senora Advisors

2. Factor-Based Investing to Generate Alpha

Date: Thursday, 30th January 2025

Time: 5:00 PM to 6:00 PM

This session brought together industry experts to discuss how factor-based investing can drive alpha generation in today's market

(cont)

NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

Speakers:

- Ankit Singhania - Sr. Vice President, Head Passive Strategy, UTI Mutual Fund
- Benedek Vörös, CFA, CQF - Director, Index Investment Strategy, S&P Dow Jones Indices
- Shikhar Sethi - Product Specialist, HDFC Asset Management Company Ltd.

Moderator: Abhishek Banerjee - Founder, Trilithon Asset Management

CEO Interaction with Members

Industry Trends and the Future of Asset Management

Date: Thursday, 23rd January 2025

Time: 4:00 PM to 5:00 PM

In this exclusive interaction, members gained valuable insights into the latest trends, emerging technologies, and strategies reshaping the asset management industry.

Speaker: Avinash Satwalekar - President, Franklin Templeton, Asset Management (India) Pvt. Ltd.

Moderator: Lovaii Navlakhi - MD & CEO, International Money Matters

These events equipped members and professionals with actionable insights and strategies to navigate the challenges and opportunities of 2025. Stay tuned for more enriching discussions and interactions from ARIA!

NOTE FROM THE NEW MEMBERSHIP COMMITTEE

The **New Membership Committee** is pleased to announce the successful conclusion of the **RIA Clinic** held in January 2025. With an incredible turnout of **200 participants**, this initiative provided aspiring and existing Registered Investment Advisers (RIAs) with expert guidance on navigating operational, regulatory, and compliance-related challenges.

The clinic served as a focused platform to:

- ✓ Discuss practical solutions to common challenges faced by RIAs.
- ✓ Provide clarity on compliance and regulatory expectations.
- ✓ Share best practices to enhance operational efficiency and client engagement.

We extend our sincere gratitude to the **New Membership Committee members** – **Thejus Palathingal, Kanika Shah, Lovaii Navlakhi, and Tarun Birani** – for their invaluable efforts in organizing and conducting this session.

A special highlight of the clinic was the interactive Q&A session led by **Sanjay Kadel, Senior Partner – Assurance & Consulting**, who provided invaluable insights to help participants navigate the complexities of the RIA ecosystem. His expertise and practical advice empowered attendees to succeed in this evolving landscape.

A heartfelt thank you to all attendees and speakers for making this event a success! The overwhelmingly positive feedback reinforces our commitment to organizing more such initiatives in the future.

Stay tuned for updates on upcoming programs from the New Membership Committee!

SESSIONS CONDUCTED IN THE MONTH OF JANUARY 2025

ARIA

PANEL DISCUSSION

Expectations from the Capital Markets in 2025

SPEAKER	SPEAKER	SPEAKER	MODERATOR
			
Charanjit Singh Vice President Equity Investments DSP Mutual Fund	Mansi Sojeda Fund Manager SBI MUTUAL FUND	Shibani Sircar Kurian Equity Fund Manager Kotak Mahindra Asset Management Company Limited	Mridul Jalan Founder Senora Advisors

kotak Mutual Fund | **DSP** MUTUAL FUND | **SBI MUTUAL FUND** A PARTNER FOR LIFE

16 JAN THURSDAY | **5:00 PM to 6:15 PM**

FRANKLIN TEMPLETON | **ARIA**

INDUSTRY TRENDS AND THE FUTURE OF ASSET MANAGEMENT

CEO Interactions

SPEAKER	MODERATOR
	
Avinash Satwalekar President Franklin Templeton Asset Management (India) Pvt. Ltd	Lovail Navlakhi Managing Director and CEO International Money Matters

Thursday 23rd Jan | **4:00 PM to 5:00 PM** | **LIVE zoom**

SESSIONS CONDUCTED IN THE MONTH OF JANUARY 2025

ARIA
Association of Registered Investment Advisers

ONLINE PANEL DISCUSSION

Factor-Based Investing to Generate Alpha

SPEAKER	SPEAKER	SPEAKER	MODERATOR
			
Ankit Singhania Sr. Vice President Head Passive Strategy UTI Mutual Fund	Benedek Vörös CFA, CQF Director, Index Investment Strategy S&P Dow Jones Indices	Shikhar Sethi Product Specialist HDFC Asset Management Company Ltd.	Abhishek Banerjee Founder Trilithon Asset Management

HDFC **MUTUAL FUND** | **S&P Dow Jones** **Indices** | **uti** **MUTUAL FUND**

30 JAN THU | **05 PM TO 06 PM**

ARIA
Association of Registered Investment Advisers

RIA CLINIC

The Roadmap to Becoming a Registered Investment Adviser (RIA): A Step-by-Step Guide



Q&A by
CA SANJAY KADEL
Senior Partner
Assurance & Consulting

FRIDAY 31 JAN 2025 | **04 PM TO 06 PM**

ASPIRE 2025



The poster features a green background with a silhouette of a large audience seated in a hall, facing a stage. The ARIA logo is at the top. Below it, a blue box contains the text 'SAVE THE DATE'. The main title 'ASPIRE 2025' is in large, bold, yellow letters. Below this, a white box contains the text 'Annual Conference' and 'FRIDAY 21 MARCH 2025'. Below that, another white box contains the text 'Knowledge-filled Workshops' and 'SATURDAY 22 MARCH 2025'. At the bottom, a green box contains a location pin icon and the text 'J W Marriott, Sahar (near Terminal 2), Mumbai'. Below this, two rows of logos for various mutual funds are displayed.

ARIA
Association of
Registered Investment Advisers

SAVE THE DATE

ASPIRE 2025

Annual Conference
FRIDAY
21 MARCH 2025

Knowledge-filled Workshops
SATURDAY
22 MARCH 2025

J W Marriott, Sahar (near Terminal 2), Mumbai

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kotak
Mutual Fund

SBI MUTUAL FUND
A PARTNER FOR LIFE

AXIS MUTUAL FUND

GRIP

Quantum
MUTUAL FUND

S&P Dow Jones
Indices
A Member of CII

uti
UTI Mutual Fund

ARIA MEMBERSHIP DETAILS

MEMBERS AS OF 31ST JANUARY 2025

	Membership Category	Members as on Dec 31, 2024	Members as on Jan 31, 2025
1.	INDIVIDUAL - ANNUAL MEMBERS	139	138
2.	INDIVIDUAL - LIFE MEMBERS	21	21
	Total Individual	160	159
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	96	100
4.	NON- INDIVIDUAL - LIFE MEMBERS	29	29
	Total Non-Individual	125	129
5.	ASSOCIATE - ANNUAL	26	26
6.	TOTAL MEMBERSHIP - ANNUAL	261	264
7.	TOTAL MEMBERSHIP - LIFE	50	50
	GRAND TOTAL	311	314

KNOW YOUR BOARD MEMBERS



LOVAII NAVLAKHI

Chairperson



RENU MAHESHWARI

Vice Chairperson



AMIT KUKREJA

Treasurer



KAVITHA MENON

Treasurer



DILSHAD BILLIMORIA



HARSH ROONGTA



SHAILENDRA KUMAR



BIHARILAL DEORA



TARUN BIRANI



VIVEK REGE

KNOW YOUR VOLUNTEERS



ABHIJIT TALUKDAR



ABHISHEK MITTAL



ABUBAKR SIDDIQUE A G



ANANYA ROY



HEMENDRA GANDHI



JAY THACKER



JIGAR PATEL



KALPESH ASHAR



KANIKA SHAH



MONICA MALKANI



NITIN SAWANT



PRAKASH PRAHARAJ

KNOW YOUR VOLUNTEERS



RATNASRI KARRA



ROSHNI NAYAK



SRIDEVI GANESH



SURESH SADAGOPAN



SUMIT DUSEJA



THEJUS PALATHINGAL



TRUPTI MURALIDHAR



VINIT IYER



VIPIN KHANDELWAL



VIRAJ PADHYE



UDAY DHOOT



UPASANA MONDAL

KNOW YOUR COMMITTEES

MEMBER ENGAGEMENT COMMITTEE

BOARD MEMBERS

Kavitha Menon
Renu Maheshwari

VOLUNTEERS

Abhishek Mittal
Jay Thacker
Jigar Patel
Monica Malkani

Nitin Sawant
Sridevi Ganesh
Suresh Sadagopan

Trupti Muralidhar
Upasana Mondal
Vinit Iyer

NEW MEMBERSHIP COMMITTEE

BOARD MEMBERS

Harsh Roongta
Lovaii Navlakhi
Tarun Birani

VOLUNTEERS

Kanika Shah
Thejus Palathingal

PARTNER ENGAGEMENT COMMITTEE

BOARD MEMBERS

Amit Kukreja
Lovaii Navlakhi
Vivek Rege

VOLUNTEERS

Jay Thacker
Trupti Muralidhar
Hemendra Gandhi

ADVOCACY COMMITTEE

BOARD MEMBERS

Dilshad Billimoria
Harsh Roongta
Kavitha Menon

Renu Maheshwari
Shailendra Kumar

VOLUNTEERS

Biharilal Deora
Uday Dhoot
Viraj Padhye
Vishal Dhawan

WARIA

BOARD MEMBERS

Dilshad Billimoria
Renu Maheshwari

VOLUNTEERS

Ratnasri Karra

KNOW YOUR COMMITTEES

MEDIA COMMITTEE

BOARD MEMBERS

Dilshad Billimoria
Lovaii Navlakhi
Tarun Birani
Kavitha Menon

VOLUNTEERS

Ananya Roy
Kalpesh Ashar
Prakash Praharaj
Roshni Nayak
Sumit Duseja

TECHNOLOGY/ WEBSITE COMMITTEE

BOARD MEMBERS

Amit Kukreja
Shailendra Kumar

VOLUNTEERS

Abhijit Talukdar
Vinit Iyer
Vipin Khandelwal

ACCOUNTING AND FINANCE

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Harsh Roongta
Kavitha Menon
Vivek Rege

SENIOR EXECUTIVE ASSISTANT

Collyn Mascarenhas

PROJECT COORDINATOR

Shraddha Mhamunkar

THANK YOU



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