



Sofitel, Mumbai BKC | Friday June 14th, 2019

8.15 am Registration and breakfast

9.00 am Welcome to the forum

Anand MS, Co-founder, The Investor Relations Society of India
Laurie Havelock, Editor-at-large, IR Magazine

9.10 am Keynote address: The current state of the capital markets in India

In this keynote address, we look at the forces impacting public companies in India, focusing on the social, economic and political trends that are changing equities and examine what it means for the investor relations function.

- Economic & investor outlook: What impact will the election result have on the economy, investor confidence, Indian equities and investor relations?
- Seizing the governance opportunity, the rise in ESG investing in India and why governance is under the micro-scope
- The increased importance of good investor relations practices in volatile times

Anuj Sonpal, Founder and chief executive officer, Valorem Advisors

9.20 am Redesigning investor relations practices to succeed in a changing environment

Equity investing is rapidly transforming: Capital markets are increasingly global, more funds flow into passive vehicles, there is more direct interaction with investors than ever before and corporate access models are adjusting. We assemble winners from the IR Magazine Awards – India 2018 to share how they are adapting their IR programs to remain competitive and current in a changing investment environment.

- Learn how companies are adapting their international investor targeting and engagement efforts to respond to the impact Mifid II has had on corporate access and research globally
- Global ETFs are estimated to represent over \$7.6t in AUM by 2020 and the Indian ETF market has seen exponential growth in recent years. Discuss the skills and knowledge IR should develop given the increased acceptance of passive investing
- How to provide a tailor-made level of service for investors whilst satisfying growing demand for direct interaction from the buy-side

Moderator: Laurie Havelock, Editor-at-large, IR Magazine

Deepak Balwani, Associate vice president of investor relations, Deepak Fertilisers and Petrochemicals

Pulkit Bhandari, Head of group corporate finance, RPG and CEAT

Sandeep Mahindroo, Head of investor relations, vice president and financial controller, Infosys

10.00 am Refreshment break and networking

10.30 am Attracting foreign institutional investors: Fireside chat with a leading asset manager from the Netherlands

APG Asset Management are a leading Dutch pension fund that invests globally across multiple asset classes, hear directly from APG's head of EMEA and India equities to get insight into how the investment process works across multiple regions and how IROs in India can increase their appeal to global investors.

**Moderator: Laurie Havelock, Editor-at-large, *IR Magazine*
Egon Vavrek, Head of EMEA and India equities, APG Asset Management**

11.00 am Investor relations best practices: A series of interactive discussions between IROs

Participate in roundtable discussions with your IR peers. Choose three discussion topics and interact with your peers, share best practices and debate the big issues facing IR. The session will conclude with a summary discussion from the roundtable leaders.

- Becoming more accessible and engaging a wider investor audience by enhancing your digital investor relations offering
Nishant Baranwal, Director of development and policy research and head of investor relations, Jindal Steel
- Developments in corporate governance policy: What IR and the C-suite need to know
Nimesh Kampani, Head of Investor Relations, Kotak
- Measuring success in your IR program
Anuj Sonpal, Founder and chief executive officer, Valorem Advisors
- Actionable ways to positively differentiate your company when reporting and earnings call best practice
Goutam Chakraborty, Head of investor relations, Jindal Stainless
- Shareholder analysis: Understanding the shareholders you currently have and creating a plan for the shareholders you want to have
Saket Somani, Co-founder and managing director, Churchgate Partners
- Implementing integrated reporting: Where to begin?
Vrushali Gaud, Advisor, The International Integrated Reporting Council
- Small and mid-cap IR clinic: Increasing analyst coverage, attracting the right investors and cap-specific advice for small and mid-cap companies
Ajay Bagri, Vice President – Investor Relations, Sembcorp Energy India
- The future of corporate access, targeting and roadshows: How to maximize your time on the road
Deepika Gupta Padhi, Head of investor relations, pnb Housing
- The role of IR in preparing for, preventing and managing a company crisis
Umang Khurana, Vice president & head of investor relations, OYO

Moderator: Laurie Havelock, Editor-at-large, *IR Magazine*

12.00 noon Networking Lunch

1.00 pm Q&A with the buy-side and the sell side: The evolution of investor expectations for public companies in India

Hear from a panel of investors and analysts to learn more about the changing expectations investors have for IR.

- Discover examples of IR best practice, from India and beyond. Benchmark your activities and discover new ways to communicate with the buy-side
- Companies in India are continually challenged by a lack of liquidity, how can IR help make it easier for investors to build a position within their company?
- How should IR act during volatile periods in the stock exchange?
- Hear examples about when IR has gone wrong, and understand how you can avoid similar issues

Moderator: Ashwin Bajaj, Head of investor relations, Adani Power Companies

Pankaj Tibrewal, Equity portfolio manager and senior vice president, Kotak Mutual Fund

Bharat Iyer, Head of equities and managing director, JP Morgan

2.00 pm Communicating strategy, purpose and value to a wider audience: Integrated reporting in action

Learn how to approach a more holistic form of reporting that can be used to develop and showcase long-term business strategy to your management, shareholders and potential investors.

- Go beyond compliance: Understand the value that an integrated report can provide and set relevant objectives
- Learn how to enhance decision-making, break down internal silos and enhance reputation through your reporting
- Maximize the return on your efforts by integrating a communication strategy that ensures your report is widely read by a variety of stakeholders and shareholders

Arvind Agrawal, Founder and CEO, AICL

2.30 pm ESG Part one: The next frontier for investor relations

Over the last year ESG has had some milestone developments in India; India's first asset management company has become a signatory of the United Nations Principles for Responsible Investment and the first ESG fund has been launched in India. The increase in domestic investors integrating ESG criteria into their investment decisions coupled with the rapid growth of ESG globally means that investor relations professionals need to develop their understanding and communication of ESG risk factors now more than ever before.

- Leveraging a focus on ESG to engage long-term investors
- Proven methods for implementing reporting on extra financial information
- The role of ESG indexes and ratings agencies and the importance of disclosure to provide an accurate representation of ESG risks and opportunities

Moderator: Gaurav Kapur, Head of India policy, ACCA

Abhay Lajawala, Managing director, Aventus Capital Markets Alternate Strategies

3.00 pm Afternoon break

3.10 pm ESG Part two: Transparency, News flow management, false news and governance

Governance issues continue to dominate business headlines, and in an era of hyper-transparency social media and false news continue to influence investment decisions. IR has a pivotal role in ensuring good governance practices and protecting shareholder value.

- How the IR community of India can proactively respond to the corporate governance challenge
- Leveraging social media channels to counter unfairly negative perceptions, measuring impact and obtaining the necessary resources to build IRs social media presence
- How to ensure compliance when communicating price sensitive information across multiple channels and innovative ways to companies have engaged multiple audiences
- What are your peers doing to effectively manage the news-flow and how do they engage with active investors at a time of heightened scrutiny?

Moderator: Laurie Havelock, Editor-at-large, *IR Magazine*

Nitin Mohta, Head of investor relations & treasury investment, Larsen & Toubro Infotech

Neha Agarawal, Director of corporate development, CMS Info Systems

3.50 pm Raising the profile for investor relations

This closing keynote will focus on what lies ahead for the investor relations profession in India and discusses the challenges, and opportunities over the next twelve-months. Specifically, we will share views on how IR can build its strategic influence.

- The role of investor relations in steering the strategic direction of the company
- Skills, knowledge and characteristics IROs should develop and understanding the career path ahead
- Future-proofing investor relations, how IR needs to change with the external environment

Moderator: Laurie Havelock, Editor-at-large, *IR Magazine*

Kailash Gupta, Chief financial officer, Inox Leisure

4.00 pm Final remarks, networking reception & awards presentation.