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# FINANCE & INSURANCE **SUMMIT 2023**

*Agenda & Speakers' Profile*



## PROGRAM FLOW

1.00 pm to 2.00 pm	<b>Registration</b>
2.00 pm to 3.10 pm	<b>Inaugural Session</b> <ul style="list-style-type: none"> <li>- Welcome Address by Mr Amar Jatin Sheth, Treasurer, FADA</li> <li>- Presidential Address by Mr Manish Raj Singhania</li> <li>- Address by Guest of Honour Mr H. O. Suri, MD, IFFCO-Tokio General Insurance</li> <li>- Address by Guest of Honour - Mr Ramesh Iyer, Vice Chairman &amp; Managing Director, Mahindra Finance</li> <li>- Video Message by Shri Devendra Fadnavis, Hon'ble Deputy Chief Minister &amp; Finance Minister, Government of Maharashtra</li> <li>- Address by Chief Guest, Mr Parrag Jain Nainutia, IAS, Principal Secretary, Transport &amp; Ports (Home Department) Government of Maharashtra</li> <li>- Vote of Thanks, Mr Sachin Vasantrya Mahajan, Chairperson, FADA Maharashtra</li> </ul>
3.10 pm to 3.20 pm	<b>Partner Showcase- YES Bank AV</b>
3.20 pm to 4.20 pm	<b>Panel I - Financing the Future of Auto Retail: Smart Strategies for Growth and Profitability</b> <ul style="list-style-type: none"> <li>- Mr Lavesh K Sardana, Country Head-Retail Assets &amp; Debt Management, YES Bank</li> <li>- Mr Praveen Naruka, Head Sales, Kuwy</li> <li>- Mr Raul Rebello, Chief Operating Officer, Mahindra Finance</li> <li>- Mr Vikas Pandey, Sr. Executive Vice President HDFC Bank</li> <li>- Mr Sharvik Shah, Director, Rajesh Motors (Auto) Pvt Ltd</li> <li>- Mr Ketan Thakkar, Group Business Editor, Autocar India &amp; Autocar Professional - <i>Moderator</i></li> </ul>
4.20 pm to 4.40 pm	<b>Tea/ Coffee Break</b>
4.45 pm to 5.10 pm	<b>Keynote Address: Talk by Mumbai Dabbawalla on process and quality</b> <ul style="list-style-type: none"> <li>- Employee retention despite newer avenues available &amp; competing with online businesses.</li> </ul>
5.10 pm to 6.10 pm	<b>Panel II - Insurance Innovation for Auto Retail: Challenges, Regulations and the Path to Comprehensive Coverage</b> <ul style="list-style-type: none"> <li>- Mr Nitin Khanna, Business Head, ICICI Lombard General Insurance</li> <li>- Dr Sandeep Dadia, CEO and Principal Officer, Aditya Birla Insurance Brokers</li> <li>- Ms Sreedevi Nair, General Manager, New India Assurance Co. Ltd.</li> <li>- Mr Vedanarayanan Seshadri, MD &amp; Principal Officer, Mahindra Insurance Brokers</li> <li>- Moderator: Mr Amit Roy, Partner at PwC - Insurance &amp; Allied Businesses</li> </ul>
6.10 pm to 6.25 pm	<b>FADA Academy</b>
6.25 pm to 6.30 pm	<b>Vote of Thanks, Mr Sai Giridhar, Secretary, FADA</b>
6.30 pm to 7.00 pm	<b>Golden Dealership Award</b>
7.00 pm to 7.20 pm	<b>Pep Talk by Mr Shekhar Suman, Indian actor, anchor, producer, director, and singer</b>
7.20 pm to 8.30 pm	<b>FADA Dealership Excellence Awards</b> <ul style="list-style-type: none"> <li>- Welcome Address by Mr C S Vigneshwar, Vice President, FADA</li> <li>- Address by the Chief Guest</li> <li>- Awards Presentation</li> </ul>
8.30 pm to 8.40 pm	<b>Felicitation of Partners</b>
8.40 pm onwards	<b>Cocktails &amp; Dinner</b>



### MR PARRAG JAIN NAINUTIA, IAS

*Principal Secretary, Transport & Ports  
(Home Department) Government of Maharashtra*

Mr. Parrag Jain Nainutia is from Uttar Pradesh, India. He is an Indian Administrative Services (IAS) officer, batch 1996. At present, he is handling the charge as the Principal Secretary of Transport, Ports & Information Technology in

Maharashtra.

Mr. Parrag Jain Nainutia is an Electrical Engineer from IIT Delhi; Diploma holder in Export Management from the Indian Institute of Export Management (IIEIM), Bangalore and LLB in Finance from ICAI. He has completed the EPAT certification in Algorithmic Trading and also pursuing CFA.

He has served as the Chairman and Managing Director (CMD) of MAHATRANSCO. Apart from that, he was looking at law & order as District Magistrate, he has been the CEO of Zilla Parishad, and MD of various corporations. He has worked in the Maritime sector, Tourism sector, Social Welfare, and Rural Development. He was also Municipal Commissioner and now into Transport, Ports & Information Technology.

He has also served as the chairman of the IIT Bombay Alumni Association (IITBAA).

**MR RAMESH IYER**

*Vice Chairman & MD, Mahindra Finance*

Mr Ramesh Iyer's key mandate at Mahindra Group is to drive inclusive growth, aligned to our guiding belief of driving rural prosperity. He has been instrumental in building Mahindra Finance since 1994 into one of India's leading rural finance companies.

Mr Iyer has been closely involved in the development of the country's dynamic financial services sector, affecting policy change as the Chairman of the Finance Industry Development Council (FIDC). He is the member of CII WR Task Force Committee on HR and also co-chairs the NBFC Committee of IMC Chamber of Commerce & Industry.

**MR H O SURI**

*MD & CEO of IFFCO Tokio General Insurance Co. Ltd.*

A Chartered Accountant by qualification, Mr. Suri was associated with IFFCO for over 18 years wherein he was also assigned the responsibility of being a part of the core team to incorporate and initiate business operations of IFFCO-TOKIO General Insurance in the year 2000.

Mr. Suri has been one of the founder members of IFFCO Tokio General Insurance and has held various leadership positions and successfully utilized his domain knowledge & expertise for the growth and development of the Company. He has handled and led various departments of the Company vis-à-vis Claims, Investment, Internal Audit, and Marketing.

**MR AMIT ROY**

*Partner - Insurance & Allied Businesses, PwC India*

Mr Amit Roy is a Partner at PwC India, Advisory Practice and leads the domestic insurance sector practice and is based out of Mumbai. He has over 30 years of in-depth experience in setting up Insurance businesses and Consulting with right focus on all relevant stakeholders.

Mr Roy has extensive exposure in the areas of Distribution Management, Customer Relationship management, Strategic Turnaround & establishing New Business Models across geographies for insurance companies.

**MR KETAN THAKKAR**

*Group Business Editor, Autocar India & Autocar Professional*

Ketan Thakkar has been reporting on the automotive industry for almost two decades. He has worked across leading media publications including The Economic Times, NDTV Profit, Financial Express and has tracked the evolution of the automotive industry through various highs and lows.

Thakkar is known to have a deep understanding of the automotive ecosystem right from a dealer to a vendor - from a vehicle maker to consumers and has reported on the matters critical for the sector.



## MR LAVESH K SARDANA

*Country Head-Retail Assets & Debt Management,  
YES Bank*

Mr. Lavesh Sardana is the Country Head - Retail Assets and Debt Management at YES BANK. He is responsible for leading the Consumer Assets, Commercial Assets & Rural Business for YES BANK. Additionally, he manages the Collection Function, Retail Legal and Co-Lending units for the Bank.

Mr. Sardana has an overall experience of over 27 years in various assignments in consumer finance. Prior to joining YES BANK, he has worked with HDFC Bank where he was the Business Head for Unsecured Loans, Two-wheeler Loans, Dealer Financing and Securitization businesses.



## MR NITIN KHANNA

*Business Head, ICICI Lombard General Insurance*

Mr Nitin Khanna is Head – Motor Business at ICICI Lombard General Insurance Co. Ltd the largest private sector General Insurance Co. in India.

He spearheads the Motor lines of products at ICICI Lombard. He is also responsible for Banca Motor products in the organization.

He has spent 26 years in championing across businesses and 15 years in leadership positions- at ICICI Lombard. He has keen insight into people, process and systems and holds tremendous passion for how business and customer perspectives come together to build unique, accessible experiences with far reaching impact.

**MR PRAVEEN NARUKA**

*Head Sales, Kuwy*

Mr Praveen Naruka, a qualified management professional with over 19 years' experience, is Head Sales at Kuwy Technology Service Pvt Ltd.

He has varied experience in Auto finance retail and wholesale. and has stints at ICICI, Tata, Volkswagen Group in India.

He has been associated with Automobile industry since last over 15 years via financing for varied aspects of automobile industry.

Currently, he is building very unique start up with maturity i.e. KUWY which is digitalization drive – which has created disruption in the Auto financing space with its unique proposition.

**DR RAMESH BHAT**

*Vice-Chancellor, NMIMS, Provost - Management Education, NMIMS*

Dr. Ramesh Bhat took over as the Dean of the School of Business Management (SBM), NMIMS in Dec'17. He has more than four decades of teaching, research, consulting, and administrative experience. Dr. Bhat's research

and teaching interests include areas of corporate finance, health finance and policy, and private equity.

Dr. Bhat holds a Ph.D. degree from University of Delhi. He is also a research fellow in international health from Harvard TH Chan School of Public Health, Harvard University, Boston.



**MR RAUL REBELLO**

*Chief Operating Officer, Mahindra Finance*

Mr Raul Rebello is a career banker with extensive experience in the domain of Rural Banking and Financial Inclusion. Prior to joining Mahindra Finance, he was with Axis Bank as EVP & Head – Rural Lending & Financial Inclusion.

Raul is a member of CII National Council on Agriculture since FY19 and serves as an Advisory Board Member on the Expert Committee for Agriculture & Food Processing of Bombay Chambers of Commerce and Industry since 2017.

He is a Postgraduate in Management from the Goa Institute of Management.

**DR SANDEEP DADIA**

*CEO & Principal Officer, Aditya Birla Insurance Brokers Ltd*

Dr. Sandeep Dadia joined the Aditya Birla Insurance Brokers Ltd in 2011 and under his leadership the company has grown significantly on all key business parameters. He has strategically steered the company to being one of the top 5 insurance brokers in the country.

With his positive attitude and long-term vision, Dr Sandeep has managed to strike partnerships and key alliances to enable growth across retail and commercial lines and identified Reinsurance as the new focus area. His strategic leadership has made the company a force to reckon with in corporate risk management.





### **MS SEEMA MAHAJAN**

*CEO & Principal Officer, Aditya Birla Insurance Brokers Ltd*

Ms. Seema Mahajan M.Phil., University of Mumbai, is Director at Pravin Dalal Centre for Entrepreneurship & Family Business Management, Associate. She is also the Director, Center of Entrepreneurship and Family Business, NMIMS.

She has conferred with many awards including Dewang Mehta Award for Best Teacher in Mktg Management; Best Professor in Mktg & Entrepreneurship at Singapore by Asia's best B School Awards.



### **MR SHEKHAR SUMAN**

*Indian actor, anchor, producer, director, and singer*

Suman debuted in films with the Utsav. He has worked in nearly 35 films. He made his television debut in 1984 with Wah Janaab. He was one of the judges of The Great Indian Laughter Challenge along with Navjot Singh Sidhu. Mr Suman made his directorial debut with 2014 film, Heartless.



### **MS SREEDEVI NAIR**

*General Manager, New India Assurance Co. Ltd.*



### MR VEDANARAYANAN SESHADRI

*MD & Principal Officer, Mahindra Insurance Brokers Ltd.*

Mr. Vedanarayanan Seshadri is the Managing Director & Principal Officer of Mahindra Insurance Brokers Ltd, the Insurance broking subsidiary of Mahindra Finance. Prior to joining Mahindra Insurance Brokers Ltd in Feb'21, Mr Vedanarayanan was the President and COO for

Cholamandalam MS General Insurance Co. Ltd.

Veda is a management professional with 28 years of overall experience of which 18 years have been in the BFSI sector handling various assignments in Retail Banking, Life and Non Life Insurance.

Starting his career with Eicher Motors Ltd in automotive sales, he worked with BILT (Ballarpur Industries Ltd) in business development & internal consulting roles before joining ICICI Bank in 2003. In the retail Bank he worked in roles across both retail liabilities and assets and headed Product Development and Cross sell for the Mortgage business.



### MR VIKAS PANDEY

*Sr Executive Vice President, HDFC Bank*

Mr Vikas Pandey is an Executive Vice President in HDFC Bank. He is an expert professional in Consumer Banking ranging from Liabilities & Assets including products like Auto Loans, Gold loans, personal loans, business loans & Mortgage loans.



## **MR MANISH RAJ SINGHANIA**

*President, FADA*

Mr Manish Raj Singhania is the President of FADA and Managing Partner of Ralas Motors, which has dealership of Mahindra and Mahindra Ltd. He was also the President of Raipur Automobile Dealers Associations (RADA) for the last 9 years.

Mr Singhania has been associated with FADA since last 12 years as a GC Member, State Chairperson, Treasurer, Secretary and Vice President.

With a special focus on environment, Singhania has distributed over 22,000 mango saplings along with every new vehicle delivered in last 12 years.



## **MR C S VIGNESHWAR**

*Vice President, FADA*

Mr C S Vigneshwar joined family business in the year 2004, representing the third generation in the family.

Today the business group known as the ARC group has interests in goods transportation, automobile dealerships, drinking water, packaged foods, green energy alternatives, farming, FMCG distribution and education.

Mr C S Vigneshwar has been a member of the Apex Consultative Committee of VECV for the last 14 years. He has been part of the Toyota dealer Council for 11 years and served the Head of the Toyota India Service Dealer Council for the last 7 years.

He has been a council member of the FADA for the last Six years.



### MR SAI GIRIDHAR

*Secretary, FADA*

Mr Sai Giridhar is the Dealer Principal of Saisha Motors Pvt. Ltd., Authorised Dealer for Skoda India in Jaipur with branch outlets in Alwar, Sikar and Kota.

He started this venture in October 2017 and within a span of less than three years, Saisha Motors is amongst the Top 10 performing dealers for Skoda India.

He started his automobile career in 1995 as an associate for Daewoo Motors Dealership in Jaipur.



### MR AMAR JATIN SHETH

*Treasurer, FADA*

A Post graduate in Business Administration from SP Jain Institute of Management & Research-2002 batch, Mr Amar Jatin Sheth had started Group Shaman from the scratch with the guidance of his father - Mr Jatin Sheth, at the age of 19. Shaman is now a leading brand in automobile dealerships & represents brands i.e.

Mercedes-Benz, Honda Cars, Volkswagen & the British icon Triumph Motorcycles in Mumbai, the group has also provides mobility & car rental solutions through its venture Shaman Mobility services.

The automobile facilities of group Shaman are spread across 22 locations in the city. The group also is a shareholder in Landmark Insurance which is one of the largest broking houses spread across the country for car insurance and a distributor of various financial products.



## **MR VINKESH GULATI**

*Chairman, FADA Academy & Research*

An astute business leader and passionate motorhead, Mr. Vinkesh Gulati has been actively associated with FADA for over 12 years. As Chairman – Academy & Research and a key member in the FADA Executive Committee, Mr. Gulati has helped FADA reach newer heights.

Mr. Gulati heads United Automobiles, which has state-of-the-art dealerships of Mahindra and Bajaj Auto. Mr. Gulati is also the Senior Vice President of United Group and manages educational institutions in Allahabad and Greater Noida, which impart degrees in Medical, Engineering, Pharmacy and Management. Mr. Vinkesh Gulati holds a key position in the Mahindra Dealer Council and serves as Treasurer for the ASDC. He is also member National Executive Body of FICCI.



## **MR SACHIN VASANTRAO MAHAJAN**

*Chairperson - FADA Maharashtra*

A first generation Automobile Dealer, Mr Sachin Vasant Rao Mahajan is Managing Partner of Mahaveer Wheels, an authorised dealer for Ashok Leyland LCV and Classic Legends Pvt Ltd in Nashik.

Mr Sachin Vasant Rao Mahajan is FADA Chairperson for Maharashtra State. He is also a trustee on Nashik Education Society which is a 100 year old institution that runs 26 schools in Nashik District. He has been a corporator in Nashik Municipal Corporation. He also is a stakeholder in Dual VET program run by Siemens and Tata Strive with Govt ITI that empowers youth with On Job Training.

Mr Mahajan has been instrumental in promoting job opportunities for women in Auto retail and is working with many organisations for industry specific training. Giving work to youth near the place of their residence, without relocation is his key area of focus in manpower training.



### MR SHARVIK SHAH

*Chairperson - FADA Rajasthan*

Mr Sharvik Shah is the Director at Rajesh Motors Group, which represents leaders as Ashok Leyland (CV), JCB (Earthmoving Equipment), Volkswagen (Cars), Toyota (Cars), KIA (Cars), Royal Enfield (Motorcycles) as their dealers across Rajasthan and Maharashtra.

He has overall responsibility of Ashok Leyland & Toyota Division's operations. Under his leadership, he has brought about a focus change in After-sales, which created a Strong Service and Parts Network in the group. He has enabled IT as an important tool for the group. AL Division has received many awards for Sales, Service & Parts in the last 20 years.

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### ABOUT FADA

Founded in 1964, Federation of Automobile Dealers Associations (FADA), is the apex national body of Automobile Retail Industry in India engaged in the sale, service and spares of 2/3 Wheelers, Passenger Cars, UVs, Commercial Vehicles (including buses and trucks) and Tractors. FADA India represents over 15,000 automobile dealers having 26,500 dealerships including multiple Associations of Automobile Dealers at the Regional, State and City levels representing the entire Auto Retail Industry. Together we employ ~4 million people at dealerships and service centres.

FADA India, at the same time also actively networks with the Industries and the authorities, both at the Central & State levels to provide its inputs and suggestions on the Auto Policy, Taxation, Vehicle Registration Procedure, Road Safety and Clean Environment, etc. to sustain the growth of the Automobile Retail Trade in India.