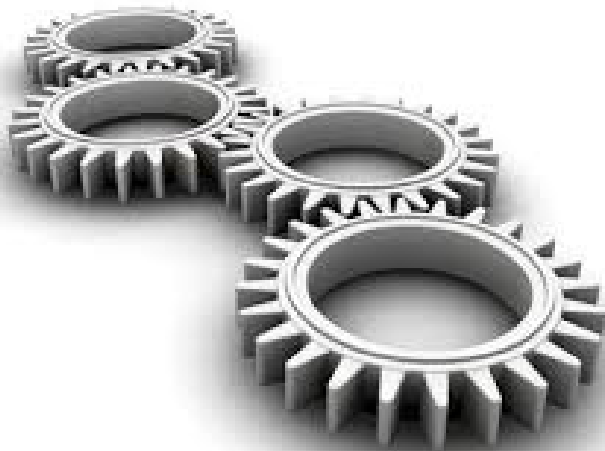


**PIVOT**<sup>®</sup> Management Consulting  
*Innovative, Disruptive, Scale*



***PIVOT Profile***

**Viraj Kulkarni**  
**Founder CEO**

**September 2017**



# Synopsis



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## A Snapshot



- ❖ PIVOT backed by years of cross Industry Global expertise is India's leading advisory firm. We have been looking ahead since 2014 in Securities Services(Custodian), Institutional Broking and Financial services
- ❖ *We are committed to implementing & showcasing EASE OF DOING BUSINESS in the well developed Indian Capital Markets and its intermediaries*
- ❖ Based in Navi Mumbai, India. Partner of Regulation Asia (Hong Kong, Singapore, Tokyo and Beijing) and of HornbyChapman (London, New York, Singapore, Hong Kong)
- ❖ Our Core strength lies in **enabling Business transformations** through effective and comprehensive solutions for India based clients, Global providers planning to invest in India
- ❖ Leverage on our **rich local market expertise** and abilities, **International exposure**, experienced leadership, deep intellectual capital and strategic associations
- ❖ We, **innovate** & implement seamless solutions, establish strategies. Committed to assisting clients to be in leadership positions
- ❖ Client base comprises of Capital Market Institutions - FPIs, Custodians(DDP), Banks, Broking, Corporates, Self Regulatory Institutions and Global Institutions
- ❖ Recognized for **Market Advocacy**, development of best practices, **thought leadership**
- ❖ Our Multifaceted, deep and diverse India FPI related initiatives, are widely acknowledged by Industry Globally
- ❖ Hosted Telecons, Webinars, Roundtables, Investor Roadshows in India, HK, Japan, Mauritius and US as well as assisted clients –<https://78449.choruscall.com/dataconf/productusers/shcil/mediaframe/20719/indexr.html>
- ❖ Guiding clients to **achieve Global Recognitions** in the Securities Services space
- ❖ **Papers Released:** India: Golds own Country for FPIs?; FPI Regulations- An Enabler; Custodian Banks- India adopting Global Standards; Attracting FPI Investors- Fixing Perceptions, Driving Solutions

## Milestones : July 2014 – September 2017



2014	
July	Pivot Re-launched at Mumbai
September	<ul style="list-style-type: none"> <li>▪ Depository Receipt seminar with BNY Mellon and BSE</li> <li>▪ FPI Workshop with National Stock Exchange</li> <li>▪ Roadshow in NY, for BSE- BoNYM</li> <li>▪ Strategic Alliance with Regulation Asia, Hong Kong</li> </ul>
October	Designing the product and process flow for collateral product for FPIs

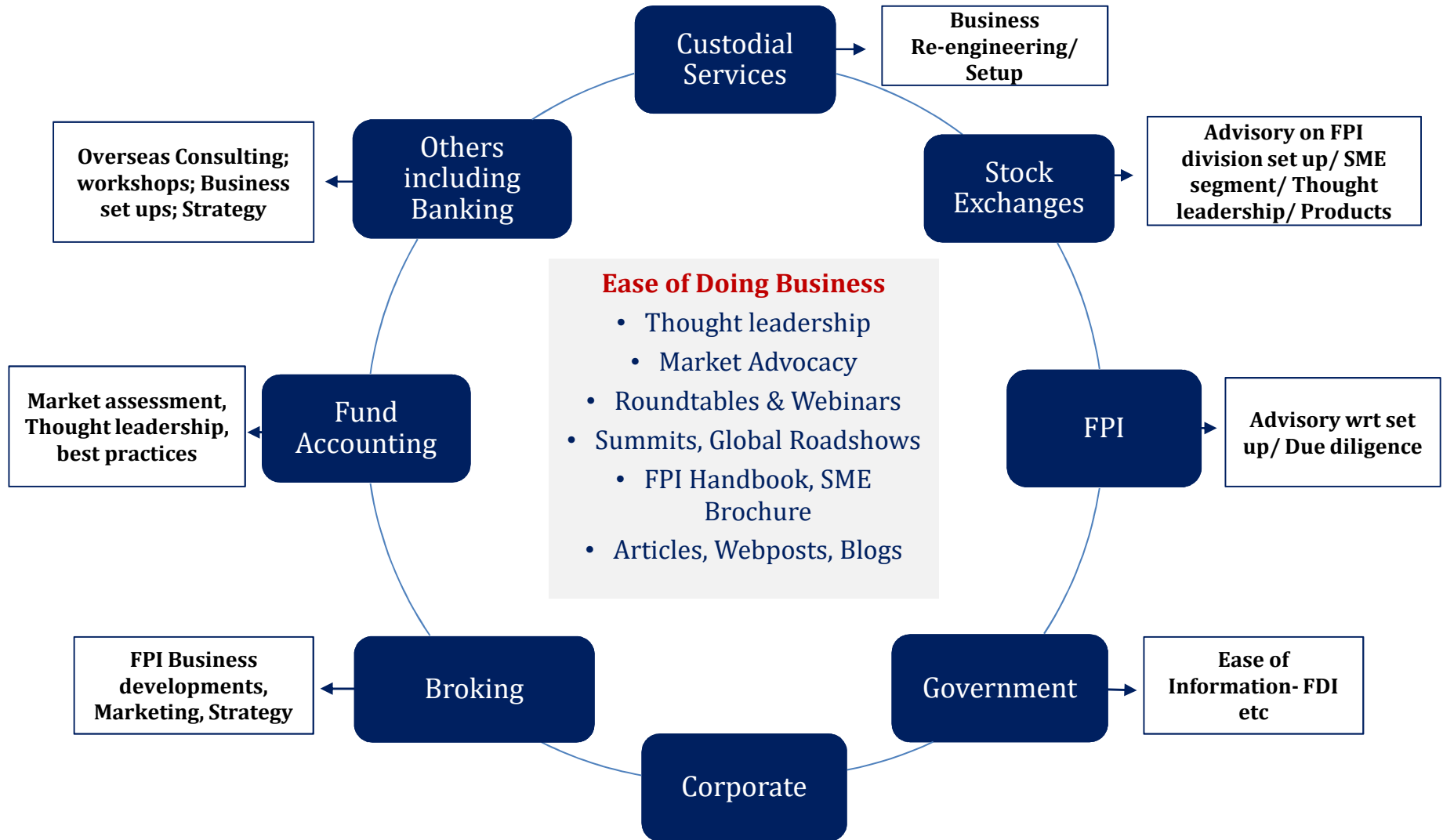
2015	
March	<ul style="list-style-type: none"> <li>▪ Partnered Regulation Asia in “India Regulatory Summit 2015”</li> <li>▪ FPI Global Telecall by BSE on Union Budget</li> <li>▪ Strategic Alliance with HornbyChapman, UK</li> </ul>
April	The first ever country wide FPI Roadshow for BSE-ICCL combine
June	The first ever FPI Roadshow For Stock Holding
July	Paper to FII division of SEBI on FPIs Committee Member of Bombay Chamber of Commerce and Industry
September	Launch of “FPI- News that you can use”
October	<ul style="list-style-type: none"> <li>▪ Knowledge partner to BSE-ICCL’s: FPI- Easy Access to India- Hand Book &amp; website</li> <li>▪ PWC event for stock brokers</li> </ul>
November	Roundtable in Hong Kong, Regulation Asia, stock Holding, BSE, PIVOT, ICCL

## Milestones : July 2014 – September 2017



2016	
February	PIVOT Published, “Attracting FPI Investors: Fixing perception, Driving Solution
March	<ul style="list-style-type: none"> <li>▪ Pivot moderated BSE-ICCL’s Global Telecalls, Indian Budget 2016 &amp; Stock Holding’s Global Telecalls, Budget 2016</li> <li>▪ Partnered Regulation Asia in “India Regulatory Summit 2016”</li> </ul>
April	Formulated FPI discussion, knowledge Partner for BCs meet with High powered Chinese delegation
July	<ul style="list-style-type: none"> <li>▪ Guided Client in two renowned recognitions Global custodian; BSE-Skoch</li> <li>▪ Released Thought leadership paper on “Custodian Banks”</li> </ul>
September	Release of FPI book in 8 international Languages Developed SME note for BSE
October	Structured BSE- Consulate of China FPI event for visiting Chinese delegation
November	Hosted Second India Roundtable engaging BSE, EY, SHCIL in HK. Led a delegation to Tokyo - of Sr. Mgmt of BSE, SHCIL, PWC, Grant Thornton, Indian Capital Market
December	EASE of doing Business Revenue related suggestions to Govt of Maharashtra
2017	
January	<ul style="list-style-type: none"> <li>▪ Advised Cat. III FPI on India Entry: selection of Intermediaries Launch of Broker advisory Services wrt FPI. Manish B heads new vertical</li> <li>▪ Provided advisory Services wrt. On boarding Solution to a FPI. A first in Industry</li> </ul>
February	FPI Global Telecall By BSE on Union Budget
March	<ul style="list-style-type: none"> <li>▪ Speaker at BCCI Event on FPI’s impact on Budget</li> <li>▪ Speaker at PWC Mauritius event in Mauritius and meeting with FPIs and Intermediaries</li> <li>▪ Released paper on easing the PAN process for ease of entry</li> </ul>
June	Note to SEBI Chairman on Attracting FPIs
August	<ul style="list-style-type: none"> <li>▪ Speaker at StockHolding’s Global Webinar on “India Update”- with NSE, NSE IFSC, PWC</li> <li>▪ Article in PrimeDatabase Annual, “India- Gods own Country for FPI’s?”</li> </ul>

# PIVOT Segment wise footprints



## Business Segments



### Custodial and FPI Services

India Set up , Strategic Tie-ups & Best Practice

Deep Local Capital Market Expertise, Due Diligence & Review

Devising product Structures including escrows

Proven ability to identify opportunities, Challenges, devise and implement strategic solutions

Local and International Expertise & Understanding of Global Practices & Standards

### Onboarding Solutions

Research, Information, FPI & Other Regulatory Updates

Engagement with experts & Regulators on market developments

Enabling Translations into International Languages etc

### Our Broking related Advisory Services

Advise & implement Global standards in Institutional broking encompassing end to end solutions

Onboarding solutions, expertise in institutional Trading Platforms and Operations set-up of Global standards

Devising structures, Identifying process issues, Implementing improvements

Developing Client support, Due Diligence & Review

Proven ability to identify opportunities, challenges, devise and implement strategic solutions

Expertise & understanding of Global practices, processes & standards

Updated Research & Information related to FPIs & other key regulatory updates

Engagement with Experts & Regulators on market developments

Promoting Market advocacy and Thought Leadership

Hosting Investor Conference, Workshops, Roadshows & Roundtables

## Core Areas of Expertise

Sustainable Business Plan / Business Re-engineering / Strategic Tie-ups

Deal Structuring, Onboarding & Financials

Complex Project / Change Management

Due Diligence, Risk and Compliance

Market Entry / Outflow Tie-ups

Sales Strategy & Development

Marketing, Process Improvement Solutions

Operations & Integrated Technology Solutions

Time sensitive Operations Solutions

Leadership Development,  
Performance Management

Market Advocacy & Thought Leadership



## Our Advisory Credentials

Sr. No	Client Engagement	PIVOT's Role
1	<b>Foreign Portfolio Investor</b>	Our key focus - "Ease of Access into India". Developing ecosystem that assists Cat II and III segment. Successfully advised Category III FPIs on India entry solutions. Due diligence including evaluation and selection of Intermediaries to devise best fit and attractive solutions for client. Engaged with leading intermediaries from Tax, Custody, Banking and Broking segments. FAQs ; Re-engineering relationships for FPIs. Identification of growth segments. Market advocacy that lead to development of space.
2	<b>Custodial Services of India's Leading Custodian (USD 195 billion- Institutional) and volumes (over 47 Million p.a)</b>	Set up FPI division; Product and Segment identification; strategic Alliances with intermediaries; efficient boarding process; Providing inputs on enabling SWIFT messaging capabilities; Cash mgmt. and FX solutions; Inputs on Billing process; Reporting- Client and Management, Governance Structure; Business solutions for FPI's; Sales and Marketing collaterals; Thought leadership initiatives; third party assessor for software packages wrt FA and custodial services; Recast Org. Structure, Recruitment and job definition; Roadshows, Roundtables, Union Budget Calls and Webinars for FPIs; Overseas strategic meetings with Global Custodians; Custodian Bank related thought notes and meeting with SEBI, guidance and assistance wrt winning BSE-Skoch awards, topping Global Custodian Surveys , NEMA participation; developing sales team through expert talks by Sales, Network Management.
3	<b>India's Second largest Stock Exchange /Securities Clearing Corporation</b>	Conceptualized, knowledge partners, moderated a Nationwide FPI Roadshow in India; AAA MOU with BoNYM; Devising FPI Roadshow in New York; Conceptualized and Moderated the Stock Exchange event- India Budget Global Tele Call for Foreign investors; Conceptualised, knowledge partner of FPI handbook," <b>FPI- Easing Access to India</b> " (in 10 international languages); devising International Investors webpage; Drafting SME brochure for enterprenuers; projects relating to Outflow business and NRI segment; devising a Mega Roadshow for 2017; BSE INX related marketing documents in multiple languages; Developing an ecosystem that facilitates faster development of SME segment.
4	<b>Worlds leading Global Custodian</b>	Partnered in thought leadership initiatives wrt Sahoo committee Report on DR's; Planning and Executing the road show in NY; Collateral management MOU with BSE; putting together a integrated Cross- Border, cross -Institution Process flow wrt Collateral management for the FPI segment; Thought leadership on how Level 1 DRs can assist growth of Capital Markets.

## Our Advisory Credentials



Sr. No	Client Engagement	PIVOT's Role
5	<b>Leading Non-Bank Financial Conglomerate</b> into Custody Space	Review of current model and Business Solutioning- from evaluating the Business model and strategy of the Custodial business to proposing solutions for business leverage, new products, growth, brand positioning and FPI related strategies. Global recognition; Risk management; ease of onboarding; be more competitive; developing stronger operational framework; guiding on Market Advocacy.
6	Leading Global <b>PE Firm</b>	Evaluated and provided subject matter expertise relating to Custody and Registrar Business.
7	Leading <b>Digital Signature Provider</b>	Reviewed Sales positioning and induced a change in Brand positioning, sales strategy Marketing - to being thought leader in enabling digital onboarding- for client acquisitions, reduction in costs etc.; Positioning with leading Foreign Banks, Top MFs, Custodians, Broking entities. Substantial increase in brand recognition, business development etc.
8	Leading Wealth Mgmt. <b>Broking firm</b>	Digital onboarding solutions for client acquisitions , Digitizing documents for costs saves; Setting up FPI business; engaging in strategic tie ups.
9	Upcoming Custodian	Vetting of concept paper, devising Business plans and strategic set up, Development of an effective Organizational and Business structure, strategic Business alliance and development of products and marketing related initiatives.
10	A leading <b>Financial Conglomerate</b>	Review and Due Diligence of the FA software; arranged prospective clients for the software; review of the shared infrastructure wrt Custody, Clearing and Settlement and new products, segments in the Retail and Institutional space, potential footprints in SME segment.
11	<b>Asia's leading newsletter</b> on Regulation	Partnered hosting the India Regulatory Summits, 2015-16; hosted FPI panel, Key sponsors arranged. RoundTable in Hong Kong; ASPAC regional study Securities Services mandate.
12	A leading <b>Trade body</b> based in Mumbai	Conceptualized, knowledge partner, engaging key specialist speakers for FPI related discussions with a high powered foreign Delegation. Contribution wrt thought leadership related initiatives and digital solution: Impact of Budget on FPI's.
13	<b>State Government</b>	Advisory Projects for Revenue department, in collaboration with BCCI.

## Clientele & Testimonial



*"PIVOT Management Consulting's skill in navigating India's capital markets and infrastructure is exceptional. Viraj's connectivity with senior securities market practitioners and experts in India is quite remarkable. In particular, I would like to acknowledge PIVOT's contribution to the success of the investor Roadshow BNY Mellon and the Bombay Stock Exchange, hosted in New York. I look forward to collaborating further with PIVOT in the near future." Neil Atkinson, Head of Asia- Pacific, Depository Receipts, BNY Mellon.*

## Associates



Shweta Gokarn & Co.  
Company Secretaries



## PIVOT Team Profile



### **Viraj Kulkarni- Founder**

**viraj@pivotmgmt.com**

Viraj's rich work experience spanned across 3 of the top 5 Global Custodians for over 12 years as country head of securities services with BNP Paribas, Citi Bank and JP Morgan Chase, in India and Switzerland. He has over 24 years of in-depth and diverse exposure to emerging and advanced capital markets including as operations head at Morgan Stanley Securities Services, India. Viraj's wide and varied Industry exposure relates to Corporate Banking, Regulatory, Compliance, Capital Markets, Securities and Fund Services, Brokerage Houses and BPO Services. Viraj is the first ever Indian to be recognized for leadership in India, from the Global Custodian magazine in 2013, through APAC industry nomination. This recognition reflects his contributions to development in Securities Services Industry. Viraj is a Member of the Steering Committee of the "NSE Lecture Series on Securities Law and Practices"; since 2014 Committee Member of the Private Equity, Venture Capital and Capital Markets of Bombay Chamber of Commerce and Industry since July 2015. A Fellow member of ICSI, India, he is based in Mumbai.



### **Nandini Paradkar**

**nandini@pivotmgmt.com**

Nandini is an experienced Business Analyst with over 11 years experience across domains like Depository functions, Stock Exchange Operations as well as covering Capital Markets Compliance & operations at NSDL (National Securities Depository Limited, the first and the largest Depository in India) involved in different phases of System Development Life Cycle (SDLC), Project Management Life Cycle (PMLC) and System Testing Life Cycle (SLTC) and in building and maintaining business relations with corporate clients and other intermediaries. She has over 6 years of cross-functional experience in Accounts, Auditing and Taxation in diversified industries. She is a commerce graduate from Mumbai University, based in Mumbai.



### **Manish Bhatia**

**manish@pivotmgmt.com**

Manish has over 22 years of diverse senior management experience with leading International Institutional Broking houses, in Indian Capital Markets. During his stints with Jardine Fleming (now JP Morgan), Morgan Stanley, Deutsche Bank, Reliance equities, Macquarie and Barclays Securities, he gained and demonstrated extensive and in-depth knowledge of front office activities involving Trading desk, Electronic Trading, DMA, program trading, risk management as well as those relating to settlements and Operations as well as ADR/GDR programs. He has also been actively engaged in the set up of three of the above Firms business units. His other skills include interactions with teams in Hong Kong and US, interactions with - Foreign Portfolio investors (FPIs)/ Custodians/ Exchanges etc, high exposure to the trading platforms of the leading Exchanges, Bloomberg. He worked alongside Sales trading team, as well as developed BCP processes, MIS for Global and Local management. Manish has a Masters in Financial Management (MFM) degree from JBIMS besides advanced diploma in Systems management and Certified courses conducted by NSE and BSE. He is based in Mumbai.

## PIVOT Team Profile



**Sheenam Bhardwaj**  
**sheenam@pivotmgmt.com**

Sheenam is Capital Market Business Analyst at Pivot. She holds a Post Graduation in Banking and Finance from BSE Institute Limited. She has exposure to Capital Market & Banking. Sheenam is based at the Mumbai office.



**Garima Chitkara**

Garima is an Asia-based independent journalist covering Asian financial markets, banking and regulation. She has worked as a staff writer at Asia Risk and Central Banking in Hong Kong and as a research analyst at KPMG, Mumbai. She is working as a freelancer and has contributed to publications like Euro money, IFR Asia, Nikkei Asian Review, Asia Etrading and The Asset. At KPMG, she was involved in research in corporate intelligence and subsequently worked in financial risk management focusing on Basel II implementation projects. Garima's expertise includes International banking and market regulation and its impact in Asia: Basel III, OTC reform in Asia as well as under Dodd-Frank, Emir and Iosco-CPSS norms, High frequency trading and exchange regulation, capital market reform in India, China, Hong Kong, Thailand and Australia and renminbi internationalization, Market structure and technology: Exchange consolidation and competition, equity and FX market micro structure, collateral management and related technology and challenges in the evolving trading infrastructure in Asia. Garima is based in Delhi.



**Sadhana Dalvi**  
**sadhana@pivotmgmt.com**

Sadhana is an Office Executive in Mumbai Office.

## Contact Information

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<b>Visit</b>	<a href="http://www.pivotmgmt.com">www.pivotmgmt.com</a>
<b>LinkedIn</b>	<a href="https://www.linkedin.com/company/pivot-management-consulting">https://www.linkedin.com/company/pivot-management-consulting</a>

*It is important to have a partner who understands your aspirations and innovates solutions  
THAT'S OUR JOB!*



## ANNEXURE





## Market Advocacy & Thought Leadership Initiatives



No	Year	Topic/Venue/Attendees	Host/ Co-Host	Web-Link
1	Sep 2014	"Depository Receipts: The Changing Paradigm"; BSE Intl. Convention Hall; over 200 attendees from Industry	Bank of New York Mellon & BSE Ltd	<a href="http://pivotmgmt.com/bny-mellon-bse-pivot-event/">http://pivotmgmt.com/bny-mellon-bse-pivot-event/</a>
2	Sep 2014	Panelist "Depository Receipts Issuers Conference", Jaipur	Bank of New York Mellon	<a href="https://www.bnymellon.com/">https://www.bnymellon.com/</a>
3	Sep 2014	"FPI Marketing Workshop"; NSE Conference Room; Leading Custodians and Leading CPAs	National Stock Exchange	Request for PPT
4	Sep 2014	'India Easing Condition Road Show'; Harvard Club, New York- Speakers-MOF, KPMG, Dr. M.S Sahoo; 60 FPI attendees	Bank of New York Mellon & BSE Ltd	<a href="http://pivotmgmt.com/pivot-provides-guidance-in-hosting-india-roadshow-on-sept-26th-at-new-york">http://pivotmgmt.com/pivot-provides-guidance-in-hosting-india-roadshow-on-sept-26th-at-new-york</a>
5	Sep 2014	Collateral Management MOU between BSE and Bank of New York Mellon; New York	Bank of New York Mellon & BSE Ltd	-
6	Sep 2014	Dr. M S Sahoo Mtng with J P Morgan Depository Receipt Team, NY	J P Morgan	Request for PPT
7	Mar 2015	Conceptualised & moderated BSE's Global Telecall on BUDGET FOR FIIs - Mar 3 <sup>rd</sup> . Investors from US, ASPAC, Europe, Japan, Australia. First by Exchange, engages a expert panel	BSE Ltd.	<a href="http://www.bseindia.com">www.bseindia.com</a>
8	Mar 2015	"India Regulatory Summit 2015", Four Seasons, Mumbai . 145 invitees attend representing 98 institutions. Nine Panels across Banking and Cap Markets-SEBI, RBI, Exchanges, Industry, CCIL	Regulation Asia	<a href="http://www.regulationindia.com/">http://www.regulationindia.com/</a>
9	Apr-Jun 2015	Conceptualised, Knowledge partner for BSE-ICCL Nationwide FPI Seminar; 6 cities, 18 participating speakers from leading institution, over 680 attendee- Delhi, Mumbai, Kolkata	BSE Ltd - ICCL	Request for comprehensive PPTs
10	Jun 2015	Conceptualized,, moderated, advised on the first ever FPI road Show at Chennai, For Stock Holding. 170 attendees- Speakers - SEBI, RBI, Govt of TN, GT, Barclays, PIVOT,SHCIL	Stock Holding	<a href="http://www.shcil.com">www.shcil.com</a>
11	Oct 2015	Roundtable for Institutional Stock Brokers- Latest Developments in the sector. A PwC Mumbai initiative ; Joint initiative with PWC	PwC	<a href="http://www.pwc.in/">http://www.pwc.in/</a>
12	Nov 2015	FPI Roundtable in Hong Kong- RA, BSE, Stock Holding, ICCL	Regulation Asia	<a href="http://pivotmgmt.com/wpcontent/uploads/2015/12/RA-RT-Indiadec2015-web.pdf">http://pivotmgmt.com/wpcontent/uploads/2015/12/RA-RT-Indiadec2015-web.pdf</a>



## Market Advocacy & Thought Leadership Initiatives



No	Year	Topic/Venue/Attendees	Host/ Co-Host	Web-Link
13	Jan 2016	Recommendation to MOF & SEBI “ Attracting FPI Investors: Fixing Perceptions, Driving Solutions”		
14	Mar 2016	Conceptualised & moderated BSE’s Global Telecall on BUDGET 2016.	BSE Ltd.	<a href="http://www.bseindia.com">www.bseindia.com</a>
15	Mar 2016	PIVOT conceptualised & moderated Stock Holding's Global Telecalls, Budget 2016.	SHCIL	<a href="http://www.shcil.com/">http://www.shcil.com/</a>
16	Mar 2016	“India Regulatory Summit 2016”, Four Seasons, Mumbai . 200 invitees attended. Ten Panels across Banking and Cap Markets-SEBI, RBI, Exchanges, Industry, CCIL	Regulation Asia	<a href="http://www.regulationindia.com/">http://www.regulationindia.com/</a>
17	Apr 2016	PIVOT Partners....Bombay Chamber host a Chinese Asset Management Delegation Apr 20, 2016	BCCI	<a href="http://www.bombaychamber.com/">http://www.bombaychamber.com/</a>
18	Apr 2016	PIVOT, BCCI & Chinese Asset Management Delegation meet with Shri. Ananta Barua, Executive Director, SEBI	BCCI	<a href="http://www.bombaychamber.com/">http://www.bombaychamber.com/</a>
19	Jul 2016	PIVOT publishes” Custodian Bank-India adopting Global Trends		
20	Sept. 2016	PIVOT facilitates translation of BSE FPI book in 8 International Languages	BSE Ltd.	<a href="http://www.bseindia.com/static/fpi/FPI_Access_India.aspx?expandable=1">http://www.bseindia.com/static/fpi/FPI_Access_India.aspx?expandable=1</a>
21	Oct. 2016	Workshop for Chinese Investors under the aegis of Consulate of China and BSE	China Consulate	
22	Oct 2016	Think tank Panelist of PahleIndia, “Developing Inflows into India”	PahleIndia and BSE	
23	Nov 2016	Lead India Capital market Delegation to Tokyo- Meeting with 18 Japanese Institutional Investors- Delegation included BSE, SHCIL, PWC, Grant Thornton. Met win Indian Ambassador as well	Initiated by PIVOT	
24	Dec 2016	Revenue accretion related suggestions to Government of Maharashtra from EASE of DOING Business perspective. Suggestions accepted- Benefits State, Financial sector, International Investors, Local Investors, Corporates	With Bombay Chamber of Commerce and Industry	

## Market Advocacy & Thought Leadership Initiatives



No	Year	Topic/Venue/Attendees	Host/ Co-Host	Web-Link
25	Feb 2017	Conceptualised & moderated BSE's Global Telecall on BUDGET 2017.	BSE Ltd.	<a href="http://www.bseindia.com">www.bseindia.com</a>
26	Feb 2017	PIVOT conceptualised & moderated Stock Holding's Global Telecalls, Budget 2017.	SHCIL	<a href="http://www.shcil.com/">http://www.shcil.com/</a>
27	Mar 2017	Speaker of PWC Mauritius event of India	PWC	<a href="https://www.lexpress.mu/article/304210/malgre-revision-traite-fiscal-maurice-classe-deuxieme-pays-investisseur-en-inde">https://www.lexpress.mu/article/304210/malgre-revision-traite-fiscal-maurice-classe-deuxieme-pays-investisseur-en-inde</a>
28	Mar 2017	Speaker at BCCI Event		
29	May 2017	Meeting with SEBI chairman as part of BCCI delegation	BCCI	
30	June 2017	Note to SEBI Chairman ,: Making India Attractive: Attracting foreign Portfolio Investors	PIVOT	
31	August 2017	Speaker at StockHolding's Global Webinar on "India Update" - with NSE, NSE IFSC, PWC  Article in PrimeDatabase Annual, "India- Gods own Country for FPI's?"	PIVOT	

[globalcustody.net](http://globalcustody.net)

### **HornbyChapman links with Pivot in India move. March 2, 2015**

Recruitment specialists HornbyChapman Limited and Pivot Management Consulting (**PIVOT**) report the formation of a strategic alliance to improve talent identification and acquisition processes and enhance securities markets education between Europe and India.....

## Web links of our Thought/Market Leadership Initiatives of 2015-17



- **Papers Released: India: Golds own Country for FPIs?: FPI Regulations- An Enabler; Custodian Banks- India adopting Global Standards; Mutual Funds; Attracting FPI Investors- Fixing Perceptions, Driving Solutions**
- Hosting the first of its kind- "FPI – News you can Use", information made available freely <http://pivotmgmt.com/?p=1445>
- Knowledge partner of BSE-ICCL for the first of its kind Handbook for FPIs- Easing Access to India. <http://www.bseindia.com/downloads1/N36915BSEFPIBrochure.pdf>
- Devising the webpage for BSE's " International Investors". The first of its kind( in a dynamic form, multilingual) amongst global Stock Exchanges we created the same after researching the requirements of the International Investors and well as enabling easy access. <http://www.bseindia.com/static/fpi/introduction.aspx?expandable=1>
- Conceptualizing , hosting the first of its kind, pan-India –multi city Roadshow for BSE-ICCL," FPI- All that you wished to know". Over 680 persons attended <http://pivotmgmt.com/gallery/>
- Conceptualizing and hosting First of its kind Global Telecalls for FPIs on Union Budget for BSE- ICCL engaging Morgan Stanley, Bank of America, KPMG, PWC,E&Y. Similarly for Stock Holding.
- India Roundtable in Hong Kong engaging BSE, ICCL, Stock Holding, Ernst and Young and Regulation Asia: 2015; 2016 <http://pivotmgmt.com/?p=834>
- Partnered, Hosted and Moderated the "FPI Module" at the first India Regulatory summit hosted at Four Seasons on March 10<sup>th</sup>, 2015 <https://www.youtube.com/watch?v=1p1aY32m26k>
- Partnered, Hosted and Moderated the "FPI Module" at the Second India Regulatory summit hosted at Four Seasons on March 10<sup>th</sup>,2016 <https://www.youtube.com/watch?v=PUP1gbYqrfo>
- Conceptualised and hosted Capital Market workshop for Consulate General of PRC and BSE , foe delegation from China, On Oct. 20, 2016 Partnered, BCCI in hosting workshop for a Chinese Asset Management Delegation Apr 20,2016 ; <http://pivotmgmt.com/gallery/>
- Partnered, BCCI in Chinese Asset Management Delegation meet with Shri Ananta Barua, Executive Director, SEBI <http://pivotmgmt.com/gallery/>
- Access BSE FPI Handbook in 10 International Languages [http://www.bseindia.com/static/fpi/FPI\\_Access\\_India.aspx?expandable=1](http://www.bseindia.com/static/fpi/FPI_Access_India.aspx?expandable=1)