

Examining how pension funds can contribute as a long-term investment while still serving the central purpose and yet building firmer foundations for the future of the pensions industry in India



18<sup>th</sup> April, 2017 | Holiday Inn Mumbai International Airport

## OVERVIEW

Investment corpus in the Indian pensions sector is estimated to reach greater than \$1 trillion by 2025 and it expects the private sector to contribute 45% of the target. India’s pension business has massive potential to grow, mainly since a large segment of its population has no access to a retirement fund. Over the years, India’s pension fund has attracted wide attention from the global community due to the reforms initiated by the Government of India. The passage of the PFRDA Act by the parliament has helped the sector push forward to realize its full growth potential over the coming years.

Over the years, global experiences have shown that the pension regulations have become more complex and focused as the pension system matures over a period. In a country like India where there is an absence of a comprehensive social security system, it is the collective responsibility of the nation that its citizens have access to information and infrastructure to prepare themselves for their old age. India’s pension sector is very important for the growth of the country’s economy since pension funds can support funding of long-term infrastructure projects, bring stability in capital markets and help its elderly population to be financially independent. While the industry needs to find innovative solutions, the regulator may like to develop a long-term vision for the industry, and the Government needs to facilitate development of a conducive environment for the industry to flourish.

The **Pension Fund Investment Summit** will focus on bringing together industry experts in an open and collaborative way to learn lessons from the current challenges, focus on practical solutions that can be implemented and above all focus on sustainability and adequacy to coverage, efficiency and security – that will help achieve the goal set for the Indian pensions sector.

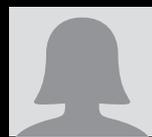
### Meet our Esteemed Speaker Panel



**Hemant Contractor**  
Chairman,  
**Pension Fund Regulatory and Development Authority (PFRDA)**



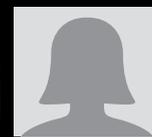
**Anil Ghelani**  
Senior Vice President,  
**DSP BlackRock Mutual Fund**



**Aparna Nirgude**  
Executive Director & Chief Risk Officer,  
**SBI Mutual Fund**



**Ashvin Parekh**  
Trustee,  
**National Pension System Trust (NPS Trust)**



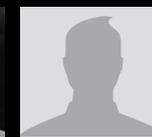
**Meghana Baji**  
Chief Executive Officer,  
**ICICI Prudential Pension Funds Management Company Limited**



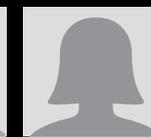
**Navneet Munot**  
Chief Investment Officer,  
**SBI Funds Management Pvt. Ltd.**



**Renuka Sane**  
Visiting Faculty,  
**Indian Statistical Institute**



**Sandeep Shrikhande**  
Chief Executive Officer,  
**Kotak Pension Fund Limited**



**Silpita Guha**  
Chief Investment Officer,  
**UTI Retirement Solutions Ltd.**

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### CONCEPTUALIZED BY



## Who Should Attend ?

- Chief Investment Officers
- Pension Fund Managers
- Asset Managers
- Investment Managers & Advisors
- Financial Analysts
- Portfolio Managers
- Treasury Managers

## From which Verticals ?

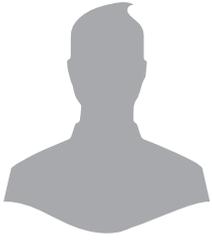
- Government Pension Funds
- Corporate Pension Funds
- Asset & Fund Management companies
- Life Insurance companies
- Banks & Financial institutions
- Investment advisories & consultants
- Non-Banking Financial Institutions

## Key Focus Areas

- Understanding the role of pension funds in India and how it plays a huge role in the development of the economy
- The pension funds roadmap for India for 2025 – succeeding against varied challenges
- Examining the key drivers changing the face of the Indian pension industry
- Considering the major challenges, risks and issues
- Route to a sustainable pension plan – Simplify, Grow, Protect

## EXHIBITION, MEETING AND PROMOTION OPPORTUNITIES

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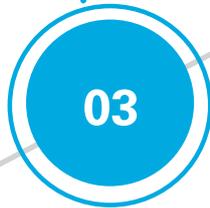
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**Sagar Mushrif, Managing Director, Tel: +91 22 65113334, Mob: +91 9820153334, Email: [smushrif@inventicon.in](mailto:smushrif@inventicon.in)**

08:00 **Registration and coffee**

08:50 **Welcome note by Inventicon**

09:00 **Opening Remarks by Chairperson**

09:10 **Pension fund governance – challenges and potential solutions**

- Importance of designing an efficient and stable pension system with a vital role played by the government
- Challenges related to product pricing
- Utilizing the role of private player in developing new pension products and identify innovative distribution channels
- Educating the customer; not only for the urban population but also for the rural population who lacks awareness for the need for pension and understanding of the current pension programs

09:40 **Keynote Address | Understanding the role of pension funds in India and how it plays a huge role in the development of the economy**



- Bringing about the much-needed changes in the investment attitude - encouraging a larger population to enrol for old age benefits
- Understanding the current regulatory climate for pension funds in India and how can it have a massive impact on the economy as a whole
- Importance of moving from defined benefit pension plans to defined contribution based schemes

**Hemant Contractor**, Chairman,  
**Pension Fund Regulatory and Development Authority (PFRDA)**

10:10 **Keynote Address | The pension funds roadmap for India for 2025 – succeeding against varied challenges**



- Challenges in the current market conditions, people and governance
- Presenting the roadmap to future operational success
- How can we implement best in class processes and governance?

**Ashvin Parekh**, Trustee,  
**National Pension System Trust (NPS Trust)**

10:40 **Coffee Break and Networking**

11:10 **Panel Discussion | Role of regulatory authorities and pension fund providers in driving forward pension changes in India**



- Understanding the impact of volatile investment markets on pension schemes in India
- Areas of improvement with regards to pension market structure and dynamics including distribution and access
- Striking the right balance between making pensions mandatory, using new techniques like auto-enrolment and innovative approaches to get the best results

**Panellists:**  
**Sandeep Shrikhande**, Chief Executive Officer,  
**Kotak Pension Fund Limited**

**Meghana Baji**, Chief Executive Officer,  
**ICICI Prudential Pension Funds Management Company Limited**

11:50 **Designing the pay-out phase of the National Pension System**

- Should we have mandatory annuitisation?
- What is the optimal level of mandatory annuitisation?
- How do we make the market for annuities work?

**Renuka Sane**, Visiting Faculty,  
**Indian Statistical Institute**



12:20 **Meeting the social security challenges – New approaches and solutions**

- Importance of developing tailored solutions as one size does not fit all
- Overcoming the product awareness and product knowledge barrier
- How can we educate the buyer the value of expert advice?
- What can financial institutions and advisors do to help consumers?

12:50 **Lunch**

14:00 **Investment Leaders Panel Discussion | Examining the key drivers changing the face of the Indian pension industry**



- What are the new strategies pension providers could develop and distribute keeping in mind long term risk free investments?
- Recognizing the fact that pension reforms are an urgent social priority – what would be the top 3 reforms soon
- How can you evaluate consumer perceptions and behaviour in the pensions arena?

**Panellists:**  
**Navneet Munot**, Chief Investment Officer,  
**SBI Funds Management Pvt. Ltd.**

**Silpita Guha**, Chief Investment Officer,  
**UTI Retirement Solutions Ltd.**

**Anil Ghelani**, Senior Vice President,  
**DSP BlackRock Mutual Fund**

14:40 **Importance of risk management and adopting a risk culture**

- Shifting from an asset allocation based process to a risk allocation based process
- Measuring and managing risk in diverse portfolios
- Knowing your key risk challenges and adopting of risk indicators

**Aparna Nirgude**, Executive Director & Chief Risk Officer,  
**SBI Mutual Fund**

15:10 **Fostering strategic methods to help India increase its pension fund to GDP ratio, compared to global standards**

- Focus on developing the micro-insurance sector, wherein lies and opportunity for micro-pension
- Nuclear families which leads to elderly population relying on pension for their support – tapping the urban population
- Strategic initiatives for the development of the right investment options for pension funds, regulators need to encourage and attract stable pension funds to provide suitable pension vehicles to the population at large

15:40 **Coffee Break and Networking**

16:10 **Pension reforms – rethinking the provision for India**

- Need of the hour will mainly be reforms that will benefit a larger section of the Indian population
- Assessing the current policy and regulatory challenges and how they can be fixed
- Understanding the need for better marketing for wider penetration and acceptance
- How can better pricing provide the sector a much-needed boost?

16:40 **Route to a sustainable pension plan – Simplify, Grow, Protect**

- Striking the right balance between risk and returns is critical to maintain funding status and meeting long term liabilities
- How can adding risk management to a portfolio provide more reliable performance than asset allocation alone
- What type of strategies and approaches should be used for a sustainable pension plan

17:10 **Closing Remarks by Chairperson**

## PARTNER PROFILE

### GOLD PARTNERS



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IDG Ventures India is a leading early stage technology VC fund in India. Started in 2007 and having invested over 1000 crores in 60+ companies, IDG Ventures India has invested in companies such as Flipkart, Myntra, Yatra, Newgen, FirstCry, Manthan, Fintellix, Unbxd, Lenskart, Zivame, Perfint, Forus and NestAway.

More information about IDG Ventures India is available at [www.idgvcindia.com](http://www.idgvcindia.com)

To contact IDGVI, please write to [contact@idgvcindia.com](mailto:contact@idgvcindia.com)

### NGO PARTNER



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Under CSR project supported by PNB MetLife India Insurance Company Ltd we produced a Film "Khushiyan Ki Suraksha" for spreading awareness of insurance in rural areas. It is available on <https://www.youtube.com/watch?v=hzbADulcWuU> Our project "Bima Jagrukta Abhiyan" has been awarded Skoch Award as one of the 100 top Projects undertaken in India during 2016.

We are granted 80G approval by Tax Authorities. IFI will be pleased to be associated with CSR Project to be undertaken by you. For any more information please contact us:

Insurance Foundation Of India

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Phone: 011- 46581577, Email: [vp@ifingo.org](mailto:vp@ifingo.org), Web: [www.ifingo.org](http://www.ifingo.org)

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