

**'Subbu' Subramaniam N**

Subbu' Subramaniam is a doyen in Private Equity in India, having been around the industry for the last 15 years. He has successfully managed the entire life cycle of a Fund from raising Capital, deployment, value-add and managing exits profitably. He has experience in funding start-ups as well as Control transactions in listed entities and has served on the Board of several companies with distinction.

He is a highly regarded spokesperson of the PE industry. Founder Chairman of the Venture Capital Association of India (VCAI), an initiative of the Association of Chambers of Commerce (ASSOCHAM) in India.

Prior to joining the PE industry, Subbu acquired rich experience across other asset classes including Currencies, Bond and Listed Equity trading during stints with Bank of America, Abu Dhabi Commercial Bank and Investec JV.

Undoubtedly one of the most qualified PE professionals in the region - not just because he is a Chartered Accountant, Cost & Management Accountant, Corporate Secretary and a graduate from India's premier business school - the Indian Institute of Management, Ahmedabad (IIMA) but because he can also converse fluently in English, Tamil, Hindi, Malayalam, Kannada and Telugu besides having a working knowledge of Bengali and Gujarati which has helped him to empathize with promoters and "speak their language" literally.

Subbu is an Independent Director on the Boards of L&T Finance Holdings Limited; LT Finance Limited and Nucleus Software Exports Limited. He is also a member of Editorial Advisory Board of Chartered Secretary, the journal for Company Secretaries in India.

## Abhilash Lal

A mechanical engineer, Abhilash completed his post graduation in management from the Indian Institute of Management (IIM), Bangalore in 1988.

He has spent more than 24 years in senior roles in all aspects of financial services including banking, consulting, insurance, investments and real estate across business development, strategy, advisory as well as operations.

Abhilash worked for more than 11 years with HSBC where he handled assignments in both front and back office in corporate, institutional and private banking before moving to A.T. Kearney as head of Financial Institutions practice in India. At A.T. Kearney, his areas of consulting included Banking Strategy, Risk Management, Product Portfolio Development, Feasibility Studies, India Entry Strategies and Change Management.

He then set up the solutions team at Genpact for third party customers and headed the function for two years as the Vice President. Abhilash also headed the north Indian operations and the Consulting practice for an international property consultant.

Abhilash also maintains an interest in academics and is a regular speaker at business schools, industry and corporate events.