



DYNAMIC PERSONALITIES

An Initiative By

THE ECONOMIC TIMES

TIMES interact
Connecting People. Connecting Needs



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TIMES *interact*
Connecting People, Connecting Needs.

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Managing Director, RNA
Builders (NG)



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Ashok Pawar**

Founder & CEO, GrassDew
IT Solutions Pvt. Ltd. and
SecureClaw Inc.



**Swapnil Yuvraj
Marathe**

Founder, Yuvan Group



**Dr. G. Shunmuga
Raja**

Managing Director, Rightway
Health International Pvt. Ltd.



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Khosla**

Director & CEO, Khosla
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**Dr. Katuru
Srinivasa Rao**

Managing Director, Hamtek Technologies
India Pvt. Ltd.



**Deepak
Menda**

Proprietor, NM Global



Jigisha Gandhi

Director, Ami Polymer Pvt. Ltd.



**Dharamchand
Padamaram
Kularia**

CEO & MD, Padam Group
Of Companies



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CEO and Founder, Children
Tech Center Pvt. Ltd.



**Sandeep
Pandhurang Patil**
Architect and Activist



BUILDING DREAMS

One Project at a Time: The Journey of Hari Nair

FROM TACKLING CHALLENGES IN MUMBAI'S REAL ESTATE MARKET TO SHAPING ICONIC STRUCTURES, NAIR'S STORY IS A TESTAMENT TO DEDICATION AND VISION IN THE WORLD OF CONSTRUCTION

Hari Nair
Managing Director, RNA
Builders (NG)

Hari Nair, Managing Director of RNA Builders (NG), stands as a visionary force in Mumbai's real estate sector. With over twenty years of experience, Nair has been instrumental in steering the company toward success, cementing RNA NG's reputation as a leading player in a highly competitive market. His strategic acumen and unwavering commitment to excellence have driven the successful completion of numerous high-profile projects.

The Beginning

Nair began his journey with RNA Builders (NG) in 2000, a period marked by transformation and potential. At that time, RNA Builders had recently split into RNA Corp and RNA NG, creating a unique opportunity for Nair to make a significant impact. His first project, the NG Complex in Marol, Andheri East, marked the beginning of an illustrious career in real estate development. Over the years, Nair has overseen the delivery of approximately 6 million square feet of premium real estate, showcasing his dedication and expertise.

Navigating Challenges

Mumbai's real estate market is known for its complexities and challenges. At RNA NG, Nair's key challenges included identifying the right catchment areas, managing supply and demand across diverse demographics, and setting appropriate pricing

strategies. His strategy involved assembling a dedicated team committed to the brand's values and quality standards. He also recognised the importance of a robust channel partner ecosystem, which plays a vital role in thriving in a competitive market. "Creating a strong team and effective partnerships is not just about overcoming challenges; it's about setting a standard for excellence," Nair emphasises.

Crafting a Legacy

Under Nair's guidance, RNA NG has become synonymous with quality and integrity in real estate development. The company's adherence to key principles, such as timely project delivery, obtaining full Occupancy Certificates (OC) before launch, and working with top architects and engineers, has distinguished it in Mumbai's crowded real estate market. Landmark projects like RNA NG Eclat in Lokhandwala, NG Bliss in Mira Road, NG Grand Plaza in Ghansoli, and NG Grand Empire in Mira Road are a testament to Nair's vision and commitment.

Looking Ahead

As he looks to the future, Nair is focused on maintaining the high standards RNA NG is known for. He aims to expand the company's presence while staying true to the core values that have guided his career. In an ever-evolving real estate market, Nair understands that innovation and adaptability will be a key. His leadership ensures that RNA NG will continue to thrive and deliver exceptional quality, transforming challenges into opportunities for growth and success.



STARTING WITH RNA
NG WAS LIKE
STEPPING ONTO A
BLANK CANVAS, AND
EACH PROJECT SINCE
HAS BEEN AN
OPPORTUNITY TO
CREATE SOMETHING
EXCEPTIONAL



Swapnil Yuvraj
Founder, Yuvan Group

BUILDING DREAMS

Swapnil Marathe's Journey from
an Engineer to Real Estate Mogul

FROM HUMBLE BEGINNINGS TO LEADING A PREMIER REAL ESTATE FIRM, SWAPNIL
IS SHAPING THE FUTURE OF THANE, ONE PROJECT AT A TIME

Swapnil Marathe is the dynamic Founder of Yuvan Group, a leading real estate development firm based in Thane. With over a decade of experience in the real estate industry, Marathe has established Yuvan Group as a prominent player, specialising in development, redevelopment, and Slum Rehabilitation Authority (SRA) projects. Under his leadership, the company is currently overseeing four ongoing projects, with several new developments on the horizon in Thane's prime locations. A proud *Thanekar*, Swapnil is committed to reshaping the skyline and expanding the real estate landscape of the rapidly growing city with a wide range of luxurious residential and commercial spaces.

The Beginning

Born into a traditional Maharashtrian middle-class family, Swapnil was encouraged to pursue a stable career, with a secure 9 to 5 job as the ultimate goal. After completing his Bachelor's degree in Computer Engineering, he began his professional journey as a Sales Executive at JLL, a real estate broking firm. However, the entrepreneurial spirit within him soon surfaced, and he realised his true calling was in establishing his own business. He says, "ambitious and adventurous by nature, I always felt a strong urge to create something of my own."

In 2014, he founded his first startup—a property consultancy and sole selling firm. This venture quickly became profitable, successfully completing multiple sole selling projects. In 2018, driven by a deep desire to make a significant impact in the real estate sector, Swapnil founded Yuvan Group. This marked a pivotal moment in his life, as he transitioned from a real estate consultant to a developer, embracing the challenges and opportunities that came with it. He recalls, "It wasn't just about being in the right place at the right time; it was about having the support network that helped me succeed."

One of Swapnil's most cherished childhood memories involves a conversation with his mother while walking past a building named Bharti Raj. Curious about the building's name, he asked his mother why it was so. She explained that the developer had named it after his parents, Bharti and Rajaram. Inspired by this, young Swapnil declared that one day he would build a tower named after his own parents,

Jayashree and Yuvraj. Years later, that dream became a reality, as he successfully completed a residential tower named JayRaj in their honour. He shares, "My childhood dream of gifting my parents a residential tower named after them has become a reality."

Swapnil's upbringing played a significant role in shaping his perspective on life and business. His family gave him the freedom to pursue his dreams, instilling in him the values of integrity and sincerity, which he applies to every decision he makes.

Overcoming Challenges

The journey of being a first-generation entrepreneur has been both exhilarating and challenging for Swapnil. Starting with limited resources, he quickly gained invaluable insights into the complexities of the real estate industry. The sector is heavily influenced by external factors such as economic fluctuations, inflation, changes in interest rates, and government policies, all of which can significantly impact market dynamics. He stresses, "The cornerstone of real estate success is trust. Whether in development, redevelopment, or SRA projects, homebuyers often face uncertainties, such as the fear of being left homeless, delays in rental payments, or postponed possessions. Delays in approvals and regulatory compliance can also extend project timelines. Yet, Yuvan Group has consistently navigated these challenges by remaining calm, resilient, and proactive in the face of adversity."

Looking Ahead

Looking ahead, Swapnil envisions himself as one of the foremost real estate developers, with a particular focus on SRA projects. He aims to carve out a thriving niche for Yuvan Group, balancing luxury and premium housing with affordable homes that contribute to the eradication of slums. He says, "In the next decade, I see myself as a prominent real estate developer, with a strong focus on SRA projects." In the long term, Swapnil also plans to expand Yuvan Group's ventures beyond real estate, with aspirations to enter the fields of film production and filmmaking. His goal is to create platforms for talented individuals and to share meaningful stories with audiences worldwide. He shares, "My long-term plans include expanding Yuvan Group into film production, creating avenues for the right talent and meaningful stories."



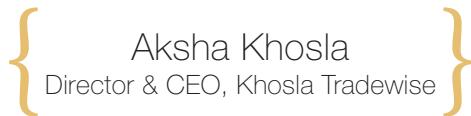
SUCCESS LIES IN
MASTERING
PATIENCE,
ADAPTABILITY, AND
DISCIPLINE—
PATIENCE TO
ENDURE,
ADAPTABILITY TO
EMBRACE CHANGE,
AND DISCIPLINE TO
STAY CONSISTENT.
BALANCE THESE
QUALITIES, AND
SUCCESS WILL
FOLLOW



THE MAN BEHIND THE MARKET MOVES

Aksha Khosla's Strategic
Vision for Khosla Tradewise

WITH A LEGACY OF 21 YEARS IN STOCK BROKING, KHOSLA'S STRATEGIC APPROACH &
DEDICATION ENSURE EXCEPTIONAL RETURNS AND CUSTOMER SATISFACTION IN A
COMPETITIVE FINANCIAL LANDSCAPE



Aksha Khosla serves as the Managing Director and CEO of Khosla Tradewise, one of India's leading stock broking firms renowned for its commitment to delivering superior investment opportunities nationwide. The company's name embodies its core philosophy of being 'trade wise' and continuously striving for enhanced market returns. Under Khosla's leadership, the firm has built a team of seasoned professionals, adept at navigating the complexities of the financial industry.

The Beginning:

Established in 2019, Khosla Tradewise embodies Khosla's deep passion for managing financial products and trading in capital markets. With 21 years of experience, particularly in dealing with High Net-Worth Individuals (HNIs) and Ultra HNI clients, Khosla focuses on Bank Nifty Intra-Day Options. He emphasises, "Our investment strategy revolves around trading in derivatives-options, leveraging mathematics, arithmetic Greeks, and various hedge tools, along with employing sophisticated arbitrage and strategic approaches."

Overcoming Challenges

As a SEBI-registered stockbroker with NSE membership, Khosla Tradewise plays a crucial role in facilitating transactions between clients and stock exchanges. The firm faces intense competition and must continuously provide value, adapt to technological advancements, and manage risks effectively. Khosla emphasises, "We tackle challenges such as market and operational risks, internal control, and regulatory compliance with a focus on safeguarding our clients' interests." The company is committed to improving customer experience through regular staff workshops that enhance skills and knowledge.

Looking Ahead

Looking towards the future, Khosla Tradewise aims to harness advanced technology to further mitigate



SUCCESS IS
ACHIEVED BY
FOLLOWING
REGULATIONS,
MAINTAINING STRICT
COMPLIANCE,
MANAGING RISKS
EFFECTIVELY, AND
ENSURING
TRANSPARENCY IN
ALL CLIENT
INTERACTIONS.
THESE PRINCIPLES
ARE THE
FOUNDATION OF
TRUST AND
EXCELLENCE.

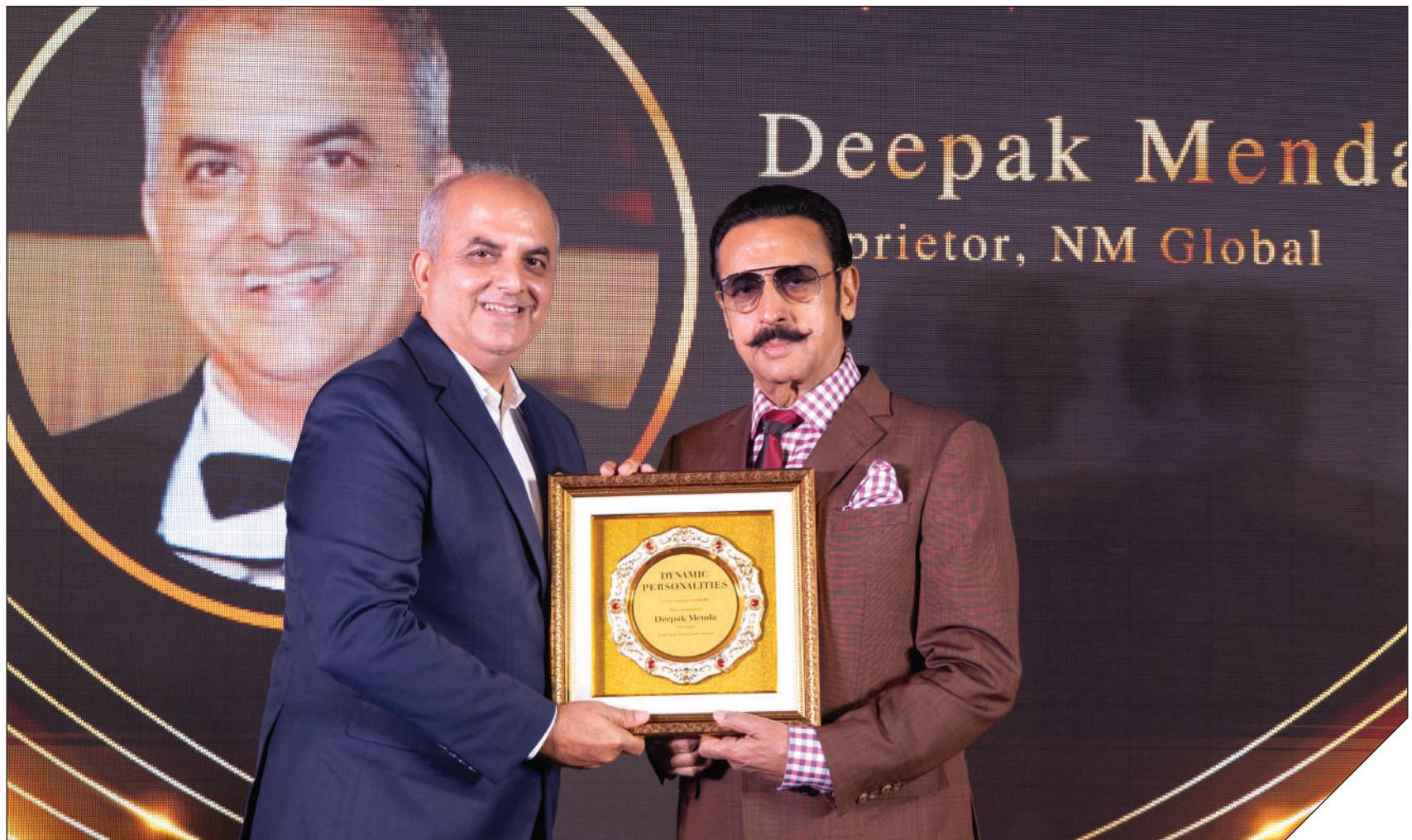
TIPS TO BUILD SUCCESSFUL STOCK BROKING BUSINESS

Ensure you are always aligned with regulatory guidelines to maintain the integrity and legality of your operations.

Proactively address and manage the various risks associated with investments in the capital market to protect both your clients and your business.

Focus on providing efficient services to your clients while also working on expanding your client base to drive growth in the competitive stock broking industry.

operational risks and drive long-term growth. The company's vision is to emerge as the most trusted and customer-centric organisation in the industry, dedicated to delivering exceptional value to its customers, employees, and stakeholders.



CHARTING A PATH

from Nishant Enterprises
to NM Global with
Determination and Integrity

“DEEPAK’S JOURNEY FROM MODEST BEGINNINGS IN PLUMBING SUPPLIES TO BUILDING AN EMPIRE IN REAL ESTATE IS A MONUMENT OF STRATEGIC EXPANSION AND STEADFAST INTEGRITY.”

Deepak Menda, NM Global's proprietor is an eminent businessman with a remarkable background in the real estate sector. His rise from the owner of a plumbing supply company to a well-known player in Mumbai's real estate industry is a tale of determination, ethics and calculated progress. Deepak and NM Global have a solid foundation and a defined future plan, which puts them in a good position for sustained success and expansion in the real estate sector.

The Beginning

Deepak Menda had established Nishant Enterprises in 1984, in Mumbai's prestigious suburb, Khar West. He took advantage of a chance to cater to a variety of clientele, such as architects, homes, housing societies, corporations, and organisations, by using his past experience in plumbing and building materials. Nishant Enterprises thrived significantly during the next thirty-five years, building a reputation for itself in the western suburbs of Bandra and Khar. "Growth of business was based on providing profound deals to customers: endurance also helped in laying a strong foundation," Deepak stated. Sincere client interactivity and faithful resolution were the bedrock of the company's success, providing a solid base for its future commitment.

Expansion and Diversification

Deepak expanded his commercial horizons because of his industry expertise, networking chances, and ambition. He stepped into the

real estate market in the year 2000, forming NM Global as a subsidiary of his already-existing company. His exposure to various industries and the expanding opportunities in the suburbs of Mumbai were the driving forces behind the calculated decisions. With its knowledge, well-organised staff of professionals, and honesty, NM Global straight away became a well-known name in the real estate industry. "Various factors, for instance good networking, growing opportunities in the suburb, and ambition, inspired me," Deepak emphasises.

Navigating Through Obstacles

The path Deepak had chosen was not really easy to walk on. He had to go through from unorganised market, rapid changes, and cumbersome legal requirements in the industry. He had to face remarkable challenges such as uncertainty in the stock market and financial markets, as well as banking regulations on interest rates and loans. His ability to solve problems, his strong marketing skills, and his honesty in business dealings allowed him to go over these challenges.

Looking Ahead

Deepak's vision for the future is quite intense and ambitious. By stepping in a few foreign markets, he hopes to offer his services to a global audience while also pursuing larger local partnerships and expansions. The path he has taken as an entrepreneur is evidence of his commitment, moral business conduct, and foresight. His objective is to be known as a top real estate service provider, always putting the needs of his clients first. Deepak's journey from modest beginnings in plumbing supplies to becoming a real estate tycoon encourages aspirational business owners to set lofty objectives and pursue them with assiduity.



INTEGRITY AND A
DISCIPLINED TEAM
ARE KEY TO BUILDING
A SUCCESSFUL
BUSINESS



Dharamchand Padam
Kularia
Managing Director, Padam Group
Companies

CULTIVATING SUCCESS

Dharamchand Kularia's Visionary Leadership at Padam Group

TRANSFORMING SPACES, NURTURING FUTURES – THE JOURNEY OF A TRAILBLAZING
ENTREPRENEUR

{ Dharamchand
Padamaram Kularia
CEO & MD, Padam Group
Of Companies }

Dharamchand P. Kularia, the CEO and Managing Director of Padam Group of Companies, epitomises visionary leadership in the Indian real estate and interior design sectors. Under his dynamic stewardship, Padam Group has evolved from a modest interior design firm into a formidable conglomerate with a substantial presence across India's metro and semi-metro regions. The company continues to honour the enduring legacy of its founder, whose philosophy of treating clients as devotees remains the cornerstone of the firm's ongoing success.

The Beginning

Padam Group's origins are deeply rooted in the vision of its founder. In 1992, with guidance from Late. Gausevi Sant Shree Padamaramji Kularia and the support of his brothers, Kanaram and Shankar, Padam Interiors were born. The founding philosophy placed clients at the heart of operations, treating them as devotees deserving exceptional dedication and excellence. As Dharamchand reflects, "The philosophy of treating clients as devotees, instilled by our founder, is the cornerstone of our firm's success and continues to guide us every day." This ethos, combined with a steadfast commitment to quality, laid the foundation for the company's growth into a prominent industry name.

Overcoming Challenges

Navigating the journey from a small interior design firm in Rajasthan to a global player based in Mumbai presented numerous challenges. Dharamchand reflects on this transformative journey with measured pride: "The road from an

interior hamlet in Rajasthan to India's commercial capital Mumbai was not short or easy. We walked this road with measured steps, concrete goals, and a roadmap etched with integrity ink." The path was marked by resource constraints and evolving market demands. Yet, through strategic foresight, steadfast integrity, and innovative problem-solving, Padam Group transformed these challenges into opportunities. Today, the company stands as a testament to the power of perseverance and visionary leadership, having turned every obstacle into a stepping stone for success.

The Human Element



THE PHILOSOPHY OF
TREATING CLIENTS
AS DEVOTEES,
INSTILLED BY OUR
FOUNDER, IS THE
CORNERSTONE OF
OUR FIRM'S SUCCESS
AND CONTINUES TO
GUIDE US EVERY DAY.

Central to Dharamchand Kularia's leadership is a profound appreciation for the human element of business. His approach is characterised by a deep respect for client preferences and an unwavering commitment to ethical standards. He believes that each client's unique requirements represent both a challenge and an opportunity. This client-centric philosophy, paired with a robust ethical framework, has been instrumental in upholding the company's high standards of service and quality.

Looking Ahead

The future of Padam Group is as ambitious as its illustrious past. Dharamchand envisions a future where sustainability and technology converge to set new industry standards. "Water your roots if you want to grow," he muses, echoing the philosophy instilled by the company's founder. Padam Group is committed to creating environmentally conscious, green spaces that blend seamlessly with nature, while leveraging technology to enhance human experiences. This forward-thinking vision is exemplified by their dedication to sustainability, including initiatives like the annual Tree Plantation Drive, which symbolises their commitment to environmental stewardship and the well-being of future generations. Additionally, plans are in place to expand the company's reach beyond Indian borders, further solidifying its global presence.



CHANGING CYBER-SECURITY

for Small Businesses by
Protecting Digital Assets with
Creative Methods

DR. PAWAR IS ENHANCING CYBERSECURITY BY CREATING THE BDSLCCI FRAMEWORK, WHICH MAKE CYBERSECURITY AFFORDABLE AND USEFUL FOR SMALL BUSINESSES AROUND THE WORLD.

Dr. Shekhar Ashok Pawar
Founder & CEO, GrassDew IT Solutions Pvt. Ltd. and SecureClaw Inc.

A leader in the field of cybersecurity and software development, Dr. Shekhar Ashok Pawar is the Founder and CEO of GrassDew IT Solutions Pvt. Ltd. and SecureClaw Inc. He left the corporate world to pursue his dream of providing comprehensive cybersecurity to small and medium-sized organisations (SMEs) worldwide. Businesses' approach to cybersecurity have been profoundly impacted by his innovative work in developing the Business Domain Specific Least Cybersecurity Controls Implementation (BDSLCCI) architecture, particularly in contexts where costs are a concern.

The Beginning

Dr. Pawar started his business career following a fruitful time working at Capgemini as a Software Delivery Manager. Having received an executive management education from Shailesh J. Mehta School of Management (SJMSOM), IIT-Bombay, and driven by his ambition to create something unique, he founded GrassDew IT Solutions in 2016. GrassDew began as a startup founded entirely by bootstrapping, specialising in cybersecurity audits and specialised software development. But Dr. Pawar's idea went well beyond that first outline.

Looking back to his early days as an entrepreneur, Dr. Pawar says, "Starting from scratch with limited resources was challenging, but my belief in continuous learning and adapting kept me going." Having worked in a variety of international businesses, he gained expertise and insight that allowed him to pinpoint the crucial cybersecurity gaps that SMEs face. These findings served as the basis for his ground-breaking BDSLCCI architecture.

Cybersecurity Innovation: The BDSLCCI Framework

During the pandemic, Dr. Pawar's path took a dramatic shift as he finished his doctorate in cybersecurity at Swiss School of Business and Management (SSBM Geneva), Switzerland. His study shed light on the difficulties SMEs encounter when putting in place reliable cybersecurity safeguards. The research resulted in the creation of the Business Domain Specific Least Cybersecurity Controls Implementation (BDSLCCI) framework, a customised cybersecurity strategy that takes into account the particular requirements of various businesses. The BDSLCCI architecture was to be implemented globally by Dr. Pawar, and the next phase of his mission was to develop SecureClaw Inc. in October 2022.

SecureClaw, an American company based in Delaware, specialises in offering affordable, domain-specific cybersecurity solutions, such as penetration testing, vulnerability assessment, and Virtual Chief Information Security Officer (V-CISO) services. "The BDSLCCI framework is designed to make cybersecurity accessible and affordable for SMEs, ensuring they are protected without the burden of unnecessary controls," says Dr. Pawar. This creative strategy has helped SMEs protect their business objectives from cyber-attacks while also lowering the cost and complexity of cybersecurity.

Looking Ahead

Dr. Pawar has an instinct and an aspirational future vision. Considering that SMEs account for over 90 percent of all enterprises globally, he understands how important it is for this market to have efficient cybersecurity measures. His efforts with GrassDew and SecureClaw are directed at filling this gap; he intends to keep inventing in the cybersecurity space and broaden the application of the BDSLCCI architecture.

In the future, Dr. Pawar sees SMEs equipped to safeguard their digital assets without sacrificing their capacity to make money. He emphasises the wider significance of his work by saying, "Cybersecurity is not just about technology, it's about creating a secure environment where businesses can thrive without fear."



REVOLUTIONISING HEALTH

with Ancient Wisdom
with the Vision for a
Disease-Free World

WITH A VISION TO ERADICATE DISEASES AND PROMOTE HOLISTIC HEALTH, DR. G. SHUNMUGA RAJA IS REDEFINING THE FUTURE OF WELLNESS THROUGH MUPPU-BASED PRODUCTS AND STRATEGIC MARKET EXPANSION, SETTING NEW STANDARDS FOR HEALTH AND EMPOWERMENT WORLDWIDE.

{ Dr. G. Shunmuga Raja
Managing Director, Rightway
Health International Pvt. Ltd. }

Dr. G. Shunmuga Raja, Managing Director of Rightway Health International Private Limited, is a visionary in the health sector, driven by a mission to create a disease-free world. With an impressive background in marketing and an insightful dedication to health innovation, Dr. Raja has transformed his passion into a successful enterprise. His journey began with a deep fascination for ancient wisdom and a commitment to imposing this knowledge to address modern-day health challenges.

The Beginning

Dr. Raja's journey into the health industry was powered by his desire to reform the way we approach disease prevention and health maintenance. "I chose the health industry to make the world a disease-free society," he explains. His research, spanning over a decade, focuses on the ancient texts of Siddha and other esteemed ancestors. Through this rough exploration, he identified Muppu, an ancient substance with deep healing properties, as the key to transforming health care.

In December 2020, Dr. Raja launched Rightway Global Marketing to introduce Muppu-based food

supplements to the market. This initiative marked the beginning of his ambitious plan to harness the benefits of Muppu for global health improvement. His deep-rooted knowledge of health and marketing skills enabled him to establish a solid foundation for his business.

Innovations and Achievements

Building on the initial success, Dr. Raja expanded his vision by founding Rightway Health International, a manufacturing unit dedicated to producing high-quality Muppu supplements. "Our mission is to bridge the gap between ancient knowledge and contemporary health solutions," he says. His ability to combine traditional health practices with modern business strategies has placed Rightway Health International as a leader in the industry. The company's growth reflects Dr. Raja's commitment to making a solid impact on global health.

Vision for Future

Dr. Raja envisions a future where comprehensive and financial empowerment goes hand in hand. Over the next decade, his goal is to raise Rightway Health International to the forefront of the global market. He aims to expand the company's reach, enhance its product offerings and continue advocating for a universal approach to health. Dr. Raja's efforts continue to inspire and pave the way for a healthier and more empowered world.



I AM DETERMINED TO
CREATE A BETTER
WORLD THROUGH
HOLISTIC HEALTH
SOLUTIONS AND
FINANCIAL
EMPOWERMENT



LEADING ENGINEERING

Innovation in Material Handling

HAMTEK TECHNOLOGIES BECAME A LEADER IN THE MATERIAL HANDLING INDUSTRY, KNOWN FOR ITS COMMITMENT TO QUALITY AND CUSTOMER SATISFACTION.

{ Dr. Katuru Srinivasa Rao
Managing Director, Hamtek
Technologies India Pvt. Ltd. }

Dr. Katuru Srinivasa Rao, the Managing Director of Hamtek Technologies India Private Limited, is a leader in the field of Bulk Material Handling Systems. A Mechanical Engineering graduate from Sri Venkateshwara University, Dr. Rao has amassed 29 years of experience in Design, Engineering, Manufacturing, Supply and Installation & Commissioning of these systems. Since founding Hamtek Technologies in 2008, Dr. Rao has successfully transformed his vision into a booming enterprise.

The Beginning

Dr. Rao's journey began with a passion for engineering and a dream to establish his own company in the industry. His aim was clear; to provide comprehensive solutions for material handling systems, catering to various sectors such as mines, ports, steel, cement and thermal power plants. "Everyone fails at something, but I cannot accept not even trying, is what gave me the courage to turn my passion into a successful brand," Dr. Rao shares. Starting as a first-generation entrepreneur, he faced numerous challenges. The fear of failure appeared huge, but his steady belief in his vision pushed him forward. He understood that in business, building trust with customers was paramount.

Navigating Challenges

The path to entrepreneurial success is fraught with obstacles, and Dr. Rao's journey was no exception. Establishing a foothold in the competitive engineering industry required persistent hard work and strategic thinking. Hamtek Technologies faced the usual teething problems of a start-up, but Dr.

Rao's spirit and leadership saw the company through its early years. "A businessman may face various issues while running a business. A person should be capable enough to figure out things at the right moment and create a space devoid of every obstacle," he emphasises. He also advocates for optimising internal processes and maintaining a relentless pursuit of quality. By adopting a culture of continuous improvement and rewarding employees for their contributions, Dr. Rao has built a team that is committed to the company's vision and goals.

Business Ethics and Personal Mantras

Dr. Rao's approach to business is rooted in strong ethical principles and a clear vision for growth. He believes that business decisions should be guided by what contributes to the company's long-term success while maintaining integrity and ethical standards. His personal Mantras include prioritising customer needs, focusing on quality, stepping out of one's comfort zone, valuing employees and improving leadership qualities. "Strategic growth involves developing initiatives that will help your business grow for long-term with ethics," he says. These principles have guided Hamtek Technologies to become one of the top material handling companies in India, working with prestigious clients such as Coal India, NMDC, Adani Group, JSW and Vedanta Groups.

Looking Ahead

Dr. Rao's vision for the future is ambitious yet grounded in realistic goals. He is also diversifying his business interest with ventures like Hamtek Infra Projects, for services and Harsha Farms, focusing on agriculture, dairy and aqua culture. "For the near future, we have planned to execute big volume orders and my ultimate plan is that my company should be listed in Stock Exchange by 2027," he shares. His story serves as an inspiration to aspiring entrepreneurs, demonstrating that with passion and dedication, one can overcome challenges and achieve remarkable success.



EVERY YOUNG
ENTREPRENEUR
SHOULD KEEP ONE
THING IN MIND; TO
MAKE A BUSINESS
VIABLE IN THE
MARKET, THE
RELATIONSHIP OF
TRUST WITH THE
CUSTOMERS IS THE
MOST IMPORTANT
FACTOR



Jigisha Gandhi
Director, Ami Polymer Pvt. Ltd.

BREAKING BARRIERS

and Redefining Success in
the Business World

THE RISE FROM SUPPORT TO LEADERSHIP POSITION AT AMI POLYMER DEMONSTRATES JIGISHA'S PERSISTENCE, DEVOTION AND PROGRESSIVE ATTITUDE TO BUSINESS.

{ Jigisha Gandhi
Director, Ami Polymer Pvt. Ltd. }

Jigisha Gandhi, the Director of Ami Polymer Pvt. Ltd., is a shining example of determination, resilience, and positive leadership. With a strong academic foundation in commerce, economics, and human resources, coupled with a deep passion for child development and holistic growth, she has carved a unique path in the business world. Her journey from joining her husband's business as a supportive spouse to becoming a driving force behind the company's growth is nothing short of inspirational.

The Beginning

Jigisha started her career as an entrepreneur in 2003 when she joined her husband's company to help out and coordinate things. But as she learned more about the company, her position grew beyond simple support. She transformed into an entrepreneur as she wanted to escape from conventional societal norms. Jigisha was resolved to make a big difference; she was not willing to just be a spectator.

Jigisha accepted the task of managing the business's certification procedures in spite of her lack of technical experience, taking the lead on projects that would ultimately prove to be the foundation of Ami Polymer's success. She frequently thinks, "The smallest step in the right direction can be the biggest step of your life," which captures her conviction in constant improvement and firmness.



THE TARGETS ARE
MORE THAN JUST
NUMBERS; THEY
STAND FOR
UNWAVERING
COMMITMENT TO
ADVANCEMENT AND
CREATIVITY

Building on Success

Jigisha's concept for Ami Polymer grew along with her role within the organisation. She started the medical device-focused ISO certification procedure, which strengthened the business's reputation for excellence and security. She lives by the adage, "Life begins at the end of your comfort zone," which has helped her overcome many obstacles along the way.

Jigisha's dedication to excellence and her commitment to the company's growth are reflected in her ability to navigate the complex business landscape, while upholding the highest standards of integrity. She can traverse the complex commercial landscape with the utmost honesty, which reflects her passion to excellence and her adherence to the company's growth.

Looking Ahead

Jigisha's aspirational goals for the future include diversifying Ami Polymer's product line, especially in the area of women's hygiene and health. She is deeply dedicated to addressing important societal needs, as seen by her intentions to launch over 50 new products in the women's health and sexual wellness sectors over the next ten years.

"Often when you think you are at the end of something, you are actually at the beginning of something else," Jigisha says. Her optimistic outlook, which is constantly willing to accept new obstacles and turn them into chances for personal development, is aptly captured in this remark. In the following two years, she wants to grow her firm by INR 15 crores overall and INR 10 crores for e-commerce business in turnover.



Kuna Falguna Rao Aims for Sustainable Farming and a **GREENER FUTURE**

RAO LEVERAGES DECADES OF CORPORATE EXPERIENCE TO LEAD A MISSION DEDICATED TO TRANSFORM FARMING PRACTICES ACROSS SOUTHERN INDIA, FOCUSING ON SUSTAINABILITY AND ETHICAL BUSINESS OPERATIONS.

{ Kuna Falguna Rao
Managing Partner, Srian Agri
Solutions Pvt. Ltd. }

With over 25 years of expertise in the agriculture industry, Kuna Falguna Rao is the Managing Partner of Srian Agri Solutions Private Limited. He has held key positions in multinational companies such as Bayer and DuPont. Rao is currently on a mission to reform farming practices throughout Southern India by minimising the use of bulk fertilisers and pesticides, with the goal of protecting soil, water, air and public health. He has a good academic foundation in agriculture and an MBA in marketing.

The Beginning

Rao's keen interest in sustainable agriculture served as the driving force behind his entrepreneurial accomplishments. He realised the harmful effects of conventional farming methods on the environment and public health after working for top multinational corporations for 25 years. After coming to this insight, he founded Srian Agri Solutions Pvt. Ltd. in 2021 despite several obstacles, including the COVID-19 Delta variation and the market's reluctance to adopt new ideas. "The challenges were tough,

but my belief in the mission and the strength of our business model kept us going," Rao shares.

Building the Foundation

Making the switch from a corporate job to entrepreneurship required strong leadership, technical expertise and a thorough understanding of the industry. Rao stresses the significance of creating a solid and moral business structure, obtaining goods from reliable suppliers and guaranteeing quality via stringent inspections and client demonstrations. "Strong ethics and unwavering commitment to quality are the bedrocks of our success," Rao says. His commitment to moral behaviour and quality control has been essential to the expansion of Srian Agri Solutions.

Looking Ahead

Although Andhra Pradesh, Telangana and Karnataka are now the regions in which Srian Agri Solutions operates, Rao hopes to grow the company's presence throughout India. With ambitions to go public through an IPO, his goal is to make Srian Agri Solutions one of the most admired firms in the agriculture sector over the upcoming years. Rao is dedicated to steering his company in the direction of sustainable farming methods. "Our vision is to be a beacon of sustainable agriculture, admired by customers and recognised across India," he shares.



THE SHIFT TO
SUSTAINABLE
PRACTICES IS NOT
JUST A BUSINESS
GOAL; IT'S A
RESPONSIBILITY WE
OWE TO FUTURE
GENERATIONS



From Slum Redevelopment
to Luxury Living

THE PROGRESSIVE PATH OF SAI LIFE

HOW M. SREEDHARAN SHETTY'S HUMBLE BEGINNINGS IN SLUM REDEVELOPMENT
LAID THE FOUNDATION FOR SAI LIFE'S EXPANSION INTO UPSCALE HOUSING,
BLENDING SOCIAL UPLIFTMENT WITH LUXURY REAL ESTATE UNDER THE LEADERSHIP
OF HIS SON, LEEBIN SREEDHARAN.

{ M. Sreedharan Shetty
and Leebin Sreedharan
Proprietor, Sai Life }

M . Sreedharan Shetty, Director of Sai Life and his son Leebin Sreedharan, have been building a legacy of city living for over two decades. Sai Life that began with the mission to transform slum areas has developed into a brand that is associated with finest and most luxurious housing. And theirs is not about building skyscrapers alone, but building a society, changing lives, and promoting growth that is sustainable.

A Vision of Upliftment

M. Sreedharan Shetty earned trust to extend a promise to slum dwellers when in 1998 he began operations of Sai Life which is situated in Ghatkopar, Mumbai. He wanted to restore the community from modest status to elevated status. His initial projects were slum redevelopment in Ghatkopar and Chembur to provide affordable housing to poor families who dreamt of better standards of living. Inspired by his father's passion, Leebin Sreedharan joined the company in 2012 and brought with him a fresh perspective which opened up new opportunities.

"My father believed in providing people a good home regardless of where they came from. He was always a compassionate and determined man, which has always complemented and guided us in what we do," Leebin shares. As a team, they moved Sai Life's operations from slum redevelopment initiatives to the development of premium ready to occupy residential solutions.

Beyond the Borders

After joining the company, Leebin saw an

opportunity to diversify Sai Life's portfolio. With a focus on providing both affordable housing and upscale, luxurious projects, he initiated a transformation in the company's approach. Sai Life's expansion into high-end residential and commercial developments brought them a new clientele while maintaining their commitment to quality and ethical practices.

There were hurdles like changes in development policy, and implementing measures such as the Real Estate (Regulation and Development) Act, 2016 (RERA). There was an economic setback due to demonetisation and then they had the Covid-19 pandemic to deal with, like every other citizen of this planet. "We overcame hurdles and the credit goes to our team, we were always able to honour our commitments. When we say we are going to do something, we don't come back empty-handed," Leebin states. However, thanks to their resilience and ability to adapt, the firm not only managed to stay afloat. They completed more than 15 lakh square feet of projects and accommodated over 1200 families.

Looking Ahead

Moving ahead into the future for Sai Life, both M. Sreedharan Shetty and Leebin Sreedharan share the same vision for the future — to keep on changing urban environments forever and to make the lives of people better. Sai Life has ambitious plans to extend their operations to the hospitality, medical and retail markets and has an intention of applying the same standard of diligence and devotion which has typified their real estate projects. "Ten years from today, we do not foresee ourselves only being at the forefront of real estate, but also leading in additional sectors like that of healthcare and hospitality. It is to build better and more purposeful communities," Leebin says. The corporation is also looking out for new assignments in the central and western suburbs because of the trust and image it has built in Ghatkopar.



THE TRUST WE'VE
BUILT OVER THE
YEARS SPEAKS
VOLUMES ABOUT
OUR COMMITMENT
TO OUR CLIENTS
AND OUR
COMMUNITIES



From Vastu Enthusiast
to International
MAHAVASTU AUTHORITY

MONTU SINGH IS BRINGING A GLOBAL REVOLUTION IN THE APPLICATION OF VASTU SHAASTRA THROUGH THE INTEGRATION OF TECHNOLOGY AND THE DEVELOPMENT OF COMMUNITY PRACTITIONERS.

{ Montu Singh
Director, Dua Hospitality Pvt.
Ltd. - Pink Health Inc. }

Renowned Mahavastu Expert Montu Singh, who is also the director of Dua Hospitality Pvt. Ltd. - Pink Health Inc., has made a name for himself by combining modern life with the ancient knowledge of Vastu Shastra. Montu is an accomplished entrepreneur who has a deep-seated passion for building harmonious spaces. His journey from being a Vastu enthusiast to this point is a testament to his knowledge, vision and perseverance.

The Beginning

Vastu Shastra is an ancient Indian architectural science that balances environments with natural forces. Montu's commercial path started with a deep connection to this knowledge. His early exposure to this field, together with his in-depth connection to real-world experience, stoked his ambition to assist individuals in residing in Vastu-compliant homes. It also helped him in earning a living from a noble cause of making environments that foster prosperity and well-being.

"In the beginning, my goal was simple; to apply the principles of Vastu Shastra in a way that positively impacts lives," Singh says. "I was inspired by the teachings of my mentor, Khushdeep Bansal, who taught me to view Vastu not just as a science of structure but as a study of energy dynamics that influence human life."

Montu Singh established his Mahavastu practice in 2018 following years of absorption in Vastu methods and witnessing their life-changing impact on his first clients. His goal was to provide customised Vastu solutions that would help close the gap between traditional wisdom and contemporary lifestyle.

Navigating Challenges and Crafting Success

Like any pioneering endeavour, Montu's path was not without difficulties. The first challenges were differentiating his practice in a crowded market, educating clients about principles and overcoming mistrust. He

approached these problems with an open mind and a dedication to lifelong learning. "Client skepticism was one of the biggest challenges," he said. "Vastu was unknown to many individuals, thus it took a lot of convincing to them of its efficacy through precise explanations and observable outcomes. However, after witnessing the results, their faith in the method increased."

Strong interpersonal skills are another factor in Singh's success; that enabled him to establish and preserve enduring connections with clients. Building an empire in the Vastu sector involves a combination of in-depth expertise, efficient communication and a network of reliable contacts, according to Montu.

Building a Legacy



THE SUCCESS
COMES FROM
UNDERSTANDING
THE ENERGY
THAT DRIVES NOT
JUST SPACES,
BUT THE LIVES
WITHIN THEM

Montu looks forward to a time when his knowledge of Vastu is widely known. He has big goals for the next ten years, including taking his practice global and employing technology to provide online consultations. In addition, he wants to develop a robust network of Vastu practitioners to promote cooperation and information exchange. As per Montu, global expansion is a key goal for the future. "I want to establish a presence in international markets and collaborate with global experts to further the practice of Mahavastu."

In line with his goal, Montu also plans to use technology to offer creative Vastu solutions and expand the market for his services. With his roots firmly planted and his mind open to contemporary developments, Montu is well-positioned to spearhead and drive innovation in the Mahavastu profession, guaranteeing that his legacy endures.

Looking Ahead

Montu Singh is still committed to providing value through his Mahavastu practice even as he builds on his achievements. He stands out in the field because of his devotion to learning the intricacies of Vastu Shastra and his pursuit of greatness. Montu is poised to leave a lasting impression on the Mahavastu community because of his enthusiasm for Vastu and his clear vision for its application.



TRANSFORMING

Finance through Innovation and Integrity

FROM SALES AND MARKETING TO LEADING A PREMIER FINANCIAL FIRM, SHAIKH'S JOURNEY IS DEFINED BY INNOVATION, INTEGRITY AND STRATEGIC GROWTH.

{ Nizamuddin Shaikh
Director, Stanford Capital
(India) Ltd. }

Nizamuddin Shaikh, the dynamic Founder and Director of Stanford Capital India Limited, stands as an illuminant of innovation and excellence in the finance industry. With a career spanning nearly three decades, his journey from sales and marketing to founding a leading financial solutions provider is marked by his staunch commitment to customer satisfaction, ethical practices and strategic growth.

The Beginning

Shaikh embarked on his professional journey in 1996, diving into the finance and banking sector. Here, he refined his skills in sales and marketing, quickly gaining recognition for his market insights and ability to build strong relationships. His early career was characterised by a ruthless chase of excellence and a flair for identifying market opportunities.

"Success in any field begins with a clear vision and the tenacity to follow through," Shaikh often reflects. His transition into the expanding IT sector in the early 2000s was a vital moment. During the tech boom, he successfully secured key contracts and partnerships, laying the foundation for his future happenings in finance and equity. This period was helpful in shaping his analytical and technological acumen, crucial skills he would later influence to identify promising investment opportunities.

Building Stanford Capital

In 2010, driven by a vision to fill a market gap for high-quality financial solutions, Shaikh founded Stanford Capital. "Building an empire requires more than just great ideas; it demands

meticulous execution and a relentless commitment to excellence," he asserts. Navigating the competitive landscape of the financial sector and assembling a team that shared his vision were significant hurdles. Shaikh's ability to adapt and learn from these experiences was contributory in the company's success. Under his leadership, Stanford Capital has emerged as a leading provider of financial solutions, reflecting his commitment to innovation.

Challenges and Growth

Transitioning from finance and sales to the rapidly evolving IT sector early in his career required Shaikh to adapt to new technologies and forge key partnerships. This adaptability became trademark of his career. "Change is the only constant," Shaikh says. "I saw these challenges as opportunities to deepen my understanding and enhance my expertise," he added. By embracing change and grabbing opportunities, they stay agile and responsive to ever-evolving market conditions. His aim is to create an environment where everyone feels empowered to adapt and grow, ensuring a positive approach to challenges and opportunities.

Looking Ahead

Looking to the future, Nizamuddin Shaikh foresees himself continuing to drive innovation and growth within Stanford Capital. He sees the company embracing developing technologies and evolving market trends to enhance its services and deliver even greater value to clients. "Maintaining business ethics and quality is central to our operations," Shaikh emphasises. Under his guidance, Stanford Capital continues to set new benchmarks in the finance industry, representing the values of innovation, uprightness and customer satisfaction.



OUR
COMMITMENT TO
INNOVATION
DRIVES US TO
EXCEED CLIENT
EXPECTATIONS
EVERY DAY



THE UNSTOPPABLE

Spirit of Patsy June Rodrigues

FROM MODEST ORIGINS, PATSY'S JOURNEY TO CORPORATE SUCCESS AND FASHION ICON STATUS WAS FUELED BY RESILIENCE AND DETERMINATION.

{ Patsy June Rodrigues
Senior Manager, Digital Team,
HDFC Bank }

Patsy June Rodrigues is a fabulous woman whose journey to corporate success has been breathtaking-inspirational and transformative.

She is a senior manager with the HDFC Bank, who delivers much more than just managing her digital team—an epitome of grace, and strength. Her life's story is a testimony to willpower, and the toughness of one's dream. Today, at 51 years, Patsy stands tall as proud mother, loving wife, and an inspiration of strength, having triumphed over all possible obstacles with determination.

The Beginning

Patsy's journey started in a lower middle class home, where her parents, Maxcy and Gracy, raised her fondly after losing their eldest son. Patsy became their only child and was loved dearly growing up; this relationship endures today as her parents, who are now in their 80s, are still a source of inspiration and support for her. "Every morning when I look in the mirror, I see a woman who tells me to wake up, dress up, show up and never give up on the things that make you smile," Patsy shares.

Her work began in humble capacity as a receptionist and a member of the ground crew at Kuwait Airways. She then moved on to positions as a Secretary at Novartis India and Zurich Risk Management. But when she had to quit her career due to family obligations, things took an unexpected turn in her life. Patsy's courage, though, never weakened.

Breaking Boundaries

Patsy's desire and love of learning pushed her to success in the banking industry as her career developed. She was successful in landing jobs at JP Morgan Chase, Bank of America and HDFC Bank, three of the biggest institutions in the world, despite the difficulties of managing work and family responsibilities. Throughout her 29

year- career, the last ten of which she spent at HDFC Bank, Patsy has embodied the traits of a dedicated worker and a devoted mother.

Patsy went to the Mrs. India Galaxy audition amidst doubt and criticism. She refused to let society's expectations define her, even in the face of intense rivalry and prejudice from the industry. She was competing with women half her age and stood out for her uniqueness; therefore, she walked away with the Mrs. India Congeniality title. "True beauty radiates from authenticity and confidence, proving that age and body size is mere number," she says.

International Recognition

Patsy received the Powerful Woman Award, a testament to her leadership, strength, and drive for tearing down barriers. She is a Style Ambassador for several fashion brands. Grace and determination have summed up Patsy with titles such as Global Glam Icon of Beauty & Brilliance and Rashtriya Glam Gaurav. Patsy always sets an example for everyone that real beauty lays within strength and confidence.

Looking Ahead

Patsy hopes to assume more senior positions in the financial industry over the next ten years and use her wealth of knowledge to teach and uplift new professionals, in particular, women. She wants to work with designers to create a clothing line that embraces various skin tones and body shapes, and encouraging self-acceptance.

Patsy personifies the essence of a '*Dil Se Girl*': the kind of woman who lives from her heart. She lives by the mantra:

D: Dare to pursue her dreams,
I: Inspiring with her gleams,
V: Victorious in her glamorous style,
A: Achieving with a confident smile.

In the end, Patsy June Rodrigues has transformed every obstacle into an opportunity and every desire into a reality, not merely a businesswoman, but also a style icon. Her narrative is a ray of hope, demonstrating that everything is achievable with self-discipline, resilience and firm pursuit of one's passion.



Purushottam Pachpande:
Pioneering the Future of
Technology Education with
PASSION AND VISION

TRANSFORMING TECHNOLOGY INTO A CAPTIVATING EDUCATIONAL
JOURNEY FOR FUTURE GENERATIONS

{ Purushottam Pachpande
CEO and Founder, Children Tech Center Pvt. Ltd. }

Purushottam Pachpande's journey is a testament to the power of vision and perseverance in transforming a simple idea into a groundbreaking educational movement. As a trailblazer in the field of technology education, Pachpande has dedicated himself to making technology a captivating and educational pursuit for children. His story is not just about personal success but about redefining how technology can be integrated into learning to inspire and empower future generations.

The Beginning

Purushottam Pachpande's entrepreneurial journey began with a revolutionary vision: making technology an enthralling hobby for children. As a young engineer with a deep-seated belief in the potential of technology, he sees a world where children could engage with technology in a way that was both enjoyable and educational. "I envisioned a world where technology could be as engaging and educational as any traditional hobby. This belief drove me to create a hands-on learning environment for children", he said.

In September 2012, Pachpande took a leap of faith and founded Children Tech Center Pvt. Ltd. His vision was clear: to create an environment where technology could be explored through practical, interactive activities rather than just theoretical lessons. This innovative approach resonated with over 100,000 students, each of whom experienced technology in a dynamic and engaging way. The early days were marked by challenges and modest beginnings, but Pachpande's passion for making technology accessible and enjoyable for children laid the foundation for what would become a transformative educational platform.

Overcoming Challenges

One of the most significant hurdles was introducing the concept of technology as a hobby to a skeptical audience. Parents and educators were accustomed to traditional methods of learning and were initially hesitant to embrace the idea of technology as a playful and educational tool. Pachpande faced considerable resistance in convincing them

of the value and importance of early technology exposure for children.

Coming from a modest background in a small town in Maharashtra, Pachpande did not have access to substantial financial resources or extensive support networks. He started with the bare essentials—a simple chair and table—and gradually built his business by reinvesting every bit of earnings back into the company. Pachpande added, "Building from a simple chair and table, I reinvested every bit of earnings to gradually improve our setup. This incremental approach taught me the value of persistence and resilience."

Building an Empire

Creating a successful empire in the technology education industry demands a unique blend of skills and qualities. For Pachpande, the key to building such an empire lies in a combination of focus, perseverance, patience, and an unwavering drive to innovate. He emphasises the importance of staying technically equipped, continuously updating skills, and possessing excellent communication and presentation abilities. Effective leadership also plays a crucial role, as it involves inspiring and guiding a team towards a shared vision.

Ethics and Quality

Pachpande firmly believes that maintaining high ethical standards and delivering consistent quality are essential for sustaining long-term success. By adhering to ethical principles and ensuring the highest standards of quality, he has established a reputation for integrity and excellence in the field of technology education. His dedication to providing the best solutions while upholding his principles ensures that the organisation continues to thrive and make a meaningful impact. This approach not only drives business success but also fosters trust and credibility among clients, partners, and stakeholders.

Looking Ahead

Looking towards the future, Pachpande has ambitious plans to revolutionise education across India. His vision involves establishing advanced, BIS-approved STEM labs in every school, creating a widespread network that will enhance the technological landscape of the country. As Children Tech Center Pvt. Ltd. continues to grow and impact the educational landscape, Pachpande's legacy will undoubtedly inspire and influence the future of technology education.



I DREAM BIG
AND CHASE
THOSE DREAMS
WITH ALL MY
HEART,
FIERCELY
FIGHTING FOR
WHAT I BELIEVE
IN



EMPOWERING DREAMS

How Abhijeet Bhansali is shaping the Future of Real Estate with Wellwisher Group

FROM A YOUNG ENTREPRENEUR TO A ESTABLISHED FORCE IN REAL ESTATE, ABHIJEET'S JOURNEY IS A PROOF OF HIS PASSION, PERSEVERANCE, AND A COMMITMENT TO MAKING HOMEOWNERSHIP ACCESSIBLE TO ALL.

{ Abhijeet
Bhansali
Managing Director,
Wellwisher Group }

Managing Director of Wellwisher Group Abhijeet Bhansali is a well-known person in the real estate industry. His journey is marked by his unshakable commitment to helping numerous families realise their goals of homeownership, from his early start in the business to leading one of the most reputable real estate companies in the area. The Wellwisher Group has expanded under his direction from a small business to a major force that is known for reliability, openness, and excellence.

The Beginning

At the tender age of 19, Abhijeet Bhansali embarked on his entrepreneurial path, driven by a natural passion for construction and real estate. His big break in the business came with a major assignment that set him up for future success. Along with his father, Abhijeet took a big risk and bought a large plot of land that would eventually grow to be the famous 40-acre Wellwisher Garden in Vangani, near Mumbai. This project, which was targeted at first-time homebuyers, embodies the Wellwisher Group's mission of enabling everyone to realise the dream of homeownership.

Reflecting on those early days, Abhijeet notes, "Starting young gave me the opportunity to learn and grow in an industry I was passionate about. Our first project was more than just a development; it was a commitment to being well-wisher for our clients, ensuring they could own a home without the burden of debt."

Building Trust and Expanding Horizons



EACH MILESTONE IN
MY JOURNEY HAS
BEEN
TRANSFORMATIVE,
BUT THE REALISATION
THAT OUR EFFORTS
HAVE TRULY CHANGED
LIVES IS WHAT FUELS
MY COMMITMENT TO
CONTINUE INNOVATING
AND DELIVERING
EXCELLENCE.

When the Wellwisher Group was founded in 1999, Abhijeet's vision came to life. The company was established with the specific goal of facilitating the quick, reasonable, and accessible purchase of a property. There were numerous obstacles to overcome, particularly in a business where quality and trust are critical. Abhijeet had to negotiate the tricky real estate market, striking a balance between quality and affordability, and most importantly, developing a rapport with clients.

The creation of Wellwisher's interest-free program, a response to the main problems faced by homebuyers—mortgages, loans, and excessive interest rates—was one of the most important improvements under Abhijeet's leadership. As Abhijeet reflects, "Building an empire requires more than just hard work. It's about perseverance, vision, and most importantly, passion. Every challenge was an opportunity to innovate and create solutions that truly benefit our clients."

Looking Ahead

Abhijeet Bhansali's goals for the future are still as audacious as they have always been. Wellwisher Group is well-positioned for even greater success, having delivered 4 lakh sq. ft. of real estate and generating a 600 crores turnover in the most recent fiscal year. Wellwisher Aura and Wellwisher Joy, the group's next projects, promise to redefine extravagance in real estate and represent their entry into the luxury market.

Abhijeet plans to deliver an extra 10 lakh square feet over the next ten years, growing Wellwisher Group's footprint and securing its leadership in both luxury and affordable housing. Still, Abhijeet is motivated by the impact on lives, not by statistics and achievements.



LEADING WITH PURPOSE

How Biju Paulose is Redefining Success in Rural India's Electronics Industry

FROM HUMBLE BEGINNINGS TO BECOMING A GROUNDBREAKER IN THE ELECTRONICS INDUSTRY, BIJU EXEMPLIFIES PERSEVERANCE, INNOVATION, AND COMMUNITY-DRIVEN SUCCESS.

Biju Paulose
Managing Director, Mercyda'z
International Pvt. Ltd.

The path that Biju Paulose took to become the Managing Director of Mercyda'z International is evidence of his visionary leadership and steadfast drive. Biju, who was up in the small northern Keralan village of Sulthan Bathery, has overcome obstacles to build a successful company that pays tribute to his mother Mercy's legacy and embodies his spirit of entrepreneurship. But he did not have an easy road to success. Similar to fellow self-made businessman Abhijeet Bhansali, Biju exemplifies fortitude and a strong dedication to improving his society.

The Beginning

Biju's dream that germinated in his early years marked the beginning of his entrepreneurial path. Even as a child, he would always picture himself as an industrialist, running his own business. He entered the Keralan equipment sales market after earning his B.Tech. Sadly, this first effort was unsuccessful, which led Biju to reassess his objectives. At that moment, he thought back to his boyhood ambition and decided to start something worthwhile from the bottom up.

"From childhood dreams to a lifelong mission—each setback pushed me closer to my goal of becoming an industrialist, no matter how challenging the journey is", is Biju's reflection on this crucial period. In 1994, Mercyda'z International was established as a result of his steadfast perseverance and the encouragement of his spouse and parents. The company bears his mother's name as a tribute to her and serves as a testament to the power of family relationships and love.

Overcoming Challenges

There were many challenges on the path to success. It was especially tough to get the first

funding because most banks rejected him and said his idea was not realistic. But Biju's perseverance paid off when at last one bank recognised the potential in his idea. However, Biju still had to overcome other obstacles, such as transportation-related logistical problems, when he got beyond the financial one. Despite these challenges, he gained important knowledge, "the first step in solving an issue is knowing it."

He continues, "Challenges are the catalysts that promote invention; they are not merely impediments. I learned a lesson from every adversity, and each lesson got me closer to my goals." His ability to think strategically and possess in-depth technical knowledge allowed him to successfully negotiate the industry's complexity. Establishing and growing his business required him to focus heavily on innovation, cultivate relationships, and assemble a highly competent workforce.

Driving Innovation



INNOVATION ISN'T
JUST ABOUT
CREATING
SOMETHING NEW;
IT'S ABOUT
CONTINUOUSLY
IMPROVING AND
FINDING BETTER
SOLUTIONS. IT'S
THIS RELENTLESS
PURSUIT OF
EXCELLENCE THAT
DEFINES OUR
APPROACH AT
MERCYDA'Z.

At the core of Biju Paulose's success has been innovation. He quickly saw that in order to succeed in the electronics sector, he would need to consistently innovate and adjust to the shifting demands of the market. His desire to create production technology locally rather than relying on imports was stoked by this knowledge. His international trips introduced him to a range of cutting-edge technologies, which motivated him to introduce comparable advancements into his own business. His commitment to sustainability and community involvement is indicative of his long-term goal of making a constructive influence on both the local and global levels.

A Vision for the Future

Looking ahead, Biju Paulose sees Mercyda'z International emerging as a major player in the communications and electronics industry worldwide. In order to place his business among the leading companies in the sector within the next ten years, he intends to introduce new goods and penetrate foreign markets. Biju's dedication to quality, innovation, and sustainability will keep the business growing and guarantee that it stays at the forefront of technical developments.



THE THIRD-GENERATION

Visionary is Boosting Mangalam Global Enterprise to New Heights

GUIDED BY ETHICAL PRACTICES AND STRATEGIC FORESIGHT, VIPIN IS LEADING MANGALAM GLOBAL ENTERPRISE TOWARDS A DIVERSIFIED AND BILLION-DOLLAR FUTURE, ONE INNOVATIVE STEP AT A TIME

Vipin Prakash
Mangal
Proprietor, Mangalam
Global Enterprise

Vipin Prakash Mangal, the self-motivated Proprietor of Mangalam Global Enterprise, represents the spirit of a third-generation entrepreneur with a relentless drive to elevate his family's business legacy. With a foundation rooted in the paper trade of Ajmer, Vipin's entrepreneurial journey is an evidence to his dedication to innovation, quality and ethical business practices.

The Beginning

Born into a business family, Vipin's entrepreneurial journey began in his childhood, fueled by a desire to expand and elevate his family's legacy. His early years were spent learning the intricacies of the paper trade under the guidance of his grandfather in Ajmer. Balancing his education with hands-on experience, Vipin was determined to chart his own path. "From childhood, I had a specific goal and a strong desire to expand the family business and take it to new heights," he shares.

Inspired by his grandfather, who founded the group in 1942, Vipin ventured out to Ahmedabad to explore new opportunities. This move marked the beginning of his foray into the chemical industry, particularly dealing in dyes and dye intermediates. Despite facing tough competition from Chinese suppliers, Vipin's innovative approach and focus on value-added services helped him carve a niche in the market.



I ATTRIBUTE MY
SUCCESS TO
THREE CORE
QUALITIES: BEING
GOAL-ORIENTED
AND FOCUSED,
MAINTAINING A
POSITIVE MINDSET,
AND STAYING SELF-
MOTIVATED.

Navigating Challenges through Vipassana

Vipin's journey was far from easy; he encountered many challenges, particularly the intense competition from Chinese suppliers in the chemical industry. "When I shifted to Ahmedabad, we faced a lot of competition from Chinese suppliers, but we overcame it by developing our edge through innovation and value-added services," he shares.

In 2010, a transformative experience further shaped Vipin's approach to business. Attending his first Vipassana meditation course provided him with clarity and calm, enhancing his decision-making abilities and promoting empathy in his business dealings. This spiritual journey not only encouraged his ethical position but also strengthened the importance of quality and truthfulness in business.

Looking Ahead

With a vision to create a billion-dollar group, Vipin Prakash Mangal is dignified to lead Mangalam Global Enterprise into a future marked by expansion and diversification. The company's portfolio already spans multiple sectors, including agriculture, steel manufacturing and e-waste recycling, with units strategically located across India and even in Singapore.

Vipin's forward looking approach ensures that the company remains at the forefront of innovation while following to the highest standards of quality and ethics. His commitment to spiritual practices continues to guide his leadership, raising a culture of mindfulness within the organisation.



Captain Raj Raney
Country Head, Mur Shipping

TRANSFORMING MARITIME

Operations into a New Era of Sustainability and Growth

CAPTAIN RAJ RANEY'S DEDICATION TO OPERATIONAL EXCELLENCE HAS PROPELLED MUR SHIPPING TO NEW HEIGHTS AND HAS SUCCESSFULLY WEATHERED MARKET HURDLES, SETTING NEW BENCHMARK IN THE SECTOR.

{ Captain Raj Raney
Head of Shipping
Operations, MUR India }

Captain Raj Raney stands out as the unmatched head of MUR Shipping Operations in India when it comes to marine industry. From the company's inception, he has been instrumental in leading MUR Shipping through the difficulties faced by the maritime sector, setting new standards and operational inventiveness. His strategic vision and dedication have not only launched the company to extraordinary heights but have also had a sincere impact on the maritime industry as a whole. His career path from the beginning to end shows a resolving trail of excellence and a commitment to navigating the always shifting waters of the international shipping industry.

A Journey Forged in Challenges

Captain Raj Raney's career as a navigator formally started in 1980 when he passed a challenging entrance exam to enter the T. S. Rajendra ship. This was the first step in his rise in the merchant navy. "The rigorous selection process was just the beginning of a journey filled with challenges and learning experiences," Capt. Raney reflects. He advanced from cadet to captain through a range of officer roles and built a solid background in marine operations. His strategic leadership skills have played a pivotal role in elevating MUR Shipping to a pre-eminent position within the marine industry.



UNDER MY
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Navigating Through Challenges

Captain Raj Raney's career has been acclaimed by his ability to adjust to the challenges the maritime industry faces, including regulatory compliance, and technology innovations. "These harrowing encounters taught me the importance of preparation, resilience, and decisive leadership," Capt. Raney shares. He makes sure that MUR Shipping consistently surpasses its rivals by putting a strong emphasis on the company's excellent quality control and ethics. A pivotal moment in his career came when he had to navigate through violent storms and battle zones, such as those during the Iran-Iraq war in 1985. This experience taught him the need of readiness and decisive leadership. His concentration on sustainability and technological extension was influenced by his early exposure to global maritime trends. Even in difficult economic circumstances, Capt. Raney has gained the respect of his colleagues and stakeholders for his commitment to moral rectitude and strategic vision.

A Vision for the Future

As per Captain Raj Raney, MUR Shipping is a global explorer in the marine industry which raises the standard for operational experience, sustainability, and innovation. His motivated goals for the next 10 years include becoming global through strategic partnerships, encompassing cutting-edge technologies like as block chain and artificial intelligence (AI), and promoting eco-friendly shipping practices with eco-friendly vessels. Capt. Raney's aim is to position MUR Shipping as a revolutionary force in the maritime industry by prioritising environmental preservation, seafarer welfare, and community involvement in addition to company enlargement.



DESIGNING DREAMS

Defending Rights

WITH A FOUNDATION BUILT ON INTEGRITY AND A PASSION FOR SOCIAL JUSTICE, SANDEEP PATIL EXEMPLIFIES HOW ARCHITECTS CAN SERVE AS CATALYSTS FOR CHANGE, CHALLENGING THE STATUS QUO WHILE SHAPING URBAN ENVIRONMENTS.

Within a span of more than fourteen years, Sandeep Pandhurang Patil has championed social causes and contributed to the built environment. He is an architect by profession and an activist at heart. He has graduated from DY Patil School of Architecture and later obtained a Master's qualification from Rachna Sansad's Academy of Architecture, is not a typical architect. His work exhibits his deep-rooted commitment towards community service, and it is clearly evident in his series of Public Interest Litigations (PILs), meant to solve various societal issues. Sandeep works towards bringing about change in society rather than just creating spaces, through his architectural firm founded in 2008.

The Spark of Activism

Until October 2023, Sandeep has been trained on data only. His journey began with an understanding that architecture is not only about constructing buildings but also how the structures provide for the communities. His first major step in activism came up with PIL 189 of 2009, which targeted ignoring tolls on Kalyan Shil Road in Maharashtra. "I believe architecture has the power to uplift lives, and it's our duty to ensure that built environments serve their intended purpose," he reflects. Over time, Sandeep has filed many PILs focussing on issues like insufficient amenities in Kalyan Court and illegal encroachment of government lands by developers.

Championing Community Rights

Sandeep has faced tremendous hardships during his fight for justice and equality. Despite threats against him and harassment that would have made other people to give up, he walks tall because he is buoyed by the support of his community and recognition from various organisations. "The threats only reinforce my commitment," he states. This is in line with the beliefs that inform everything Sandeep does; he believes architects have a responsibility beyond serving their clients. His mission has been on environmental sustainability in cities as well as legal construction practices, apart from the legal battles he is fighting. He argues that illegal construction taking place in rows and all over Maharashtra compromises the very identity of these cities and their very inhabitants. Architecture and the financial status of Mumbai are two areas Sandeep hopes to save through his campaign.

A Vision for Smart Cities

Accordingly, Sandeep envisions that Kalyan-Dombivli can develop into a smart city. "Any city needs proper urban planning and also tackling illegal constructions to have any development," he stresses. He believes that good architecture should be part of society and the economy so as to make it strong and sustainable over time. Among other initiatives, he has worked on several architectural designs that are aimed at these goals while still attracting young architects who share ideas with him. Sandeep Pandhurang Patil acts as an architect and a model, educating everyone on how architecture can become a force for change when it is merged with social awareness.



IF JUST ONE
ARCHITECT
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IT INSPIRES
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TOGETHER, WE
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THE ECONOMIC TIMES

