

In this Issue

p2 Recent & Future Events

The society is continuing with its endeavour to organize at least one event a month, building on the enthusiasm of the volunteers.

p2 Members Annual Meeting & Felicitation ceremony

The Annual General Meeting of the members of the IAIP and the Annual Felicitation ceremony for the Level III passing CFA candidates was held on December 15th in Mumbai.

p3 Annul IAIP India Research Challenge (AIRC)

The CFA Institute has a global tradition of an Annual Research Challenge in conjunction with its member societies.

p4 IAIP Inaugural Annual Forecast Event

The society is continuing with its endeavour to organize at least one event a month, building on the enthusiasm of the volunteers.

p5 Asia Pacific Regional Meeting

As a kick off to India's new Financial year, IAIP organized a Forecast Event and Panel Discussion on April 1, 2009.

Welcome Aboard Elizabeth

We are happy to welcome Elizabeth Varghese, who joined us as IAIP's first full time employee. Elizabeth joined us in December, just before the charter award ceremony, and you would have met her if you had been to any of our subsequent events.

You can call her at 91-9892107272 or send her an email at secretary@india.cfasociety.org.

From the President's Desk



Sunil Singhania, CFA

Welcome to the second edition of the IAIP Newsletter.

The last few months have been eventful ones, for the global and Indian financial markets and of course for IAIP. On the IAIP front, building on the enthusiasm amongst members and support from the investment community, three high quality events were successfully organized over the last 4-5 months. The associated coverage in the media and the participation of senior decision makers and investment professionals in IAIP's activities has been helpful in our efforts to enhance visibility and awareness amongst the target segments in the investment management and financial services eco-system.

Highlights include the Annual Meeting and felicitation of new members in December, the all-India Research Challenge events during December – March, the Annual Forecast Survey in March and the Forecast Event and Panel Discussion in April. The details of the events are set out later in the newsletter. Each event was meticulously planned and executed and all of the credit goes to the tireless energy of our volunteers and participation from you members.

We continue our quest to maintain and enhance the momentum and support and make the Indian Association of Investment Professionals one of the more vibrant CFA societies in the world. I look forward to greater participation by more members and increased vibrancy in different regional chapters to enhance our contribution and role in the Indian investment environment.

This is the second edition of the newsletter. Our intent is to make this your forum by including contributions from members. I request all members to contribute and share their insights and perspective by way of interesting articles. Suggestions are invited to make this communication valuable and interesting for members. Suggestions for speaker events are also solicited, including facilitating access to insightful speakers.

Financial markets, after having a disastrous start to 2009, seem to have found some bearing. The rally in almost all asset classes, be it commodities, bonds or equities have had a comforting effect on the economy and the corporate world. The fear psychosis seems to be ebbing a bit and hopefully we will see much more stability in global financial industry.

IAIP's mission is to have a useful JobLine in place at the earliest so that we are able to assist members address shocks in their professional life, as witnessed in the recent past.

Notwithstanding the uncertainty arising from the ongoing political khidki, it is my belief that India's time has come. "JAI HO!"

Recent Events

December 2008

IAIP Strategy Planning Meet with CEO Asia Pacific, CFA Institute (CAI)

December 2008

Annual meeting and felicitation of new members

January

Networking event

January

Regional Finals, Research Challenge: Mumbai, Chennai, Delhi, Kolkatta

February

National Final of IAIP Research Challenge

February

Society Leaders represent India at Asia Pacific Regional Strategy Meet

March

National winner of IAIP Research Challenge represents India in Asia Pacific Research Challenge, Singapore

March

Networking event

March

IAIP Annual Forecast Survey

April

IAIP Annual Forecast Event and Panel Discussion

Members Annual Meeting & Felicitation ceremony

The Annual General Meeting of the members of the IAIP and the Annual Felicitation ceremony for the Level III passing CFA candidates was held on December 15th in Mumbai. The Chief Guest, Dr. K.M. Abraham, CFA, Whole Time Member, Securities and Exchange Board of India (SEBI) was called over to Delhi at very short notice for an urgent meeting convened by the Government. His prepared thoughts and message to IAIP members was read out to the audience. The function was presided over by Mr. Ashvin Vibhakar, CFA, Managing Director of Asia-Pacific Operations, CFA Institute. The CFA Level III passing candidates from across the country came over to Mumbai to receive the felicitation in person and take the opportunity to network with Mumbai based IAIP members.



Future Events

May 2009

Networking Event (Details to be communicated)

June 2009

Launch of major Strategic Initiative by IAIP in Indian Securities Markets (Details to be communicated)

June 2009

Speaker event with Senior Global Investment Strategist, Morgan Stanley (Details being worked on)

June 2009

Speaker event with Senior Global Investment Strategist, Citigroup (Details being worked on)



Annual IAIP India Research Challenge (AIRC)

The CFA Institute has a global tradition of an Annual Research Challenge in conjunction with its member societies. IAIP successfully organized the second edition of the Annual IAIP Research Challenge (AIRC), spanning eight months with 16 universities across four zones participating pan-India. With the success of the Second AIRC, the event has become an integral part of the Global and Asia Pacific Research challenge efforts. IAIP has successfully institutionalized a global CFAI tradition as an annual milestone in the calendar of the Indian investment community.

The event witnessed enthusiastic participation across the investment eco-system, including from senior investment professionals as mentors to teams or graders of research reports or as judges in regional finals and national event. The event also generated active interest from students and faculty members at business schools as participants and IAIP members as organizers and volunteers to manage the entire process.

Regional Finals

The invited colleges sent a team (typically 4 students) currently enrolled in a graduate level business program. In the preliminary round, the teams were divided into groups of four under four zones (North, West, South, East), with each zone assigned a publicly traded company to be researched upon. Over the course of the competition, teams were mentored by analysts and portfolio managers in writing equity research reports on the assigned companies. IAIP assigned a CFA charter holder (practicing professional) as a mentor for the teams in addition to a faculty advisor from the respective colleges. The teams prepared a written research report and sent it for evaluation. Based on the grading of the written reports, the teams were invited for the regional events at Chennai, Mumbai, Delhi and Kolkata to present their analysis to a panel of judges, who selected the final four that participated in the National Finals in Mumbai. The results of the regional rounds are:

West: The teams analyzed HDFC. Jamnalal Bajaj Institute of Mgmt. (JBIMS), Mumbai was the winner in a very tightly contested round. Indian Institute of Technology, Mumbai was runners-up. The other team that qualified for the regional finals was SP Jain Institute of Management, Mumbai.

South: The Company analyzed was Infosys. Institute of Financial Management and Research (IFMR), Chennai was the winner. Other teams that qualified for the regional finals were Indian Institute of Management (IIM), Bangalore and Indian School of Business, Hyderabad.

North: The Company analyzed was Maruti Suzuki. Indian Institute of Management (IIM), Lucknow was the winner. Other teams that qualified for the regional finals were IIFT, Delhi, and Faculty of Management Studies, Delhi.

East: The Company analyzed was CESC. IIFT, Kolkata was the winner. Other teams that qualified for the regional finals were Xavier Labour Relations Institute Jamshedpur and IIM, Kolkata.

National Final

The National Final of the India Investment Research Challenge was held at the National Stock Exchange in Mumbai on February 14, 2009. This marked the culmination of over eight months of effort on a pan India basis across IAIP members, students and faculty members at Business Schools and practicing senior investment professionals. IAIP put together a very experienced panel of judges, comprising Mr. Manish Chokhani, Director, ENAM Securities, Mr. Navin Agarwal, CEO Institutional Securities, Motilal Oswal, Mr. Sanjoy Bhattacharya, Portfolio Manager and Mr. Chetan Sehgal, Director (Research) & SVP/PM, Franklin Templeton. The judges were extremely candid and forthcoming in sharing their insights and thoughts on approach and practices for effective equity research, with original thought and ideas, actionable recommendations and adding true value to portfolio managers. The diversity in companies across HDFC, Infosys, Maruti Suzuki and CESC provided an interesting platform for the judges to illustrate various facets of the soft and hard aspects of security analysis to the participating teams.

JBIMS, Mumbai emerged as the winner in a very tightly contested round, with IIM Lucknow emerging as the runners-up. Other participants in the national final were IFMR, Chennai and IIFT, Kolkata. The Challenge has been very well received in Indian business schools as an initiative to initiate students in the science and art of securities research and best practices.



The winning JBIMS team with President IAIP



All participating teams with the Panel of Judges

IAIP Inaugural Annual Forecast Event

As a kick off to India's new Financial year, IAIP organized a Forecast Event and Panel Discussion on April 1, 2009. The event was held at the Bombay Stock Exchange (BSE) building, the most well recognized and enduring symbol of India's capital markets and investment cult. The event was highly successful and very well received.

In order to present a well balanced and insightful perspective on all asset classes, IAIP leveraged its vibrant network of relationships to put together a very experienced panel of experts, comprising India's most successful money managers and leading institutional equity advisors. These included Madhusudan Kela, Head of Equity Investments at Reliance Capital Asset Management (India's largest asset management firm with over US\$20 billion AUM), Nilesh Shah, Deputy Managing Director of ICICI Prudential Asset Management (AUM of over US\$10 Billion), Narayan Ramchandran, CEO & Country Head, Morgan Stanley India, Jahangir Aziz, Chief of Economic & Policy Research at J.P. Morgan, India and Abhay Laijawala, Head of Research at Deutsche Bank India Securities. The event was moderated by Ramesh Damani, well known proprietary investor and Member, Bombay Stock Exchange.

Asia Pacific Final

The JBIMS team represented India in the CFA Institute Asia Pacific Regional Investment Research Challenge in Singapore in March 2009. Other participating countries included teams from China, Hong Kong, Indonesia, Japan, Korea, New Zealand, Pakistan, Philippines, Singapore, Sri Lanka, and Taiwan. The teams from Singapore, China, New Zealand and Philippines qualified for the semi finals. Nanyang Business School from Singapore won the Asia Pacific round and represented Asia in the CFAI Global Investment Research Challenge in April in London.

The AIRC is beginning to make a significant contribution to the thought process towards securities research. As part of the Challenge, IAIP provided students at 12 leading business schools the invaluable opportunity to learn from insights and experience of leading industry professionals, either as mentors or as judges in regional and national finals.

IAIP will shortly commence work on planning the Third Annual Research Challenge, which will be launched over the next few months. We look forward to continued enthusiastic participation from IAIP members and the investment community.



Panel discussion

This event also gave us an opportunity to showcase the Indian Association of Investment Professionals, our society's members, and CFA Institute.



Mr. Sunil Singhania delivering the President's address and perspective on IAIP's strategy

TV channel, CNBC-TV18. The event was broadcast multiple times in a 1 hour capsule by CNBC. The event also drew strong interest from India's leading print and web media. Attendees from the media included representatives from leading business dailies, business periodicals and financial websites including Economic Times, Financial Express, Business Standard, Value Research, Financial Chronicle, Reuters, Dow Jones, PTI8, Hindustan Times, DNA, Money11, Business Today, Money Today, Outlook Money, India Infoline, CNBC Awaaz16, Zee Business and NDTV.

IAIP's maiden forecast event was extremely successful and is well positioned to become an annual institution in India's capital markets. India's investment community is already looking forward to the next event, date for which has been announced as April 1, 2010.

We had an audience of approximately 600 people comprising both IAIP members and non-IAIP members. The event started at 6.30 pm and went on for 3 hours. The lively panel discussion was followed by a vibrant Q & A session. In addition, IAIP polled the audience on five key questions related to forecasts for April 1, 2010. The results and winners of the same will be announced at the Forecast Event next year.



An engaged audience

Prior to the event, IAIP also successfully designed and organized a forecast survey on various asset classes. For over three weeks in March, the IAIP members and the investment community participated in the survey. It was one of the largest ever organized surveys of the financial community in India with over 500 responses. The survey was very credible and well received. The results of the key aspects of the survey were presented at the Forecast Event. The detailed results of the views of the participants on all the asset classes covered comprehensively in the survey are enclosed separately with this Newsletter.



IAIP's increasing momentum and the power of volunteering !

We thank all the volunteer leaders and volunteers, comprising IAIP members and student volunteers from Indian Institute of Technology (I.I.T.), Mumbai for meticulously planning and organizing the excellent event.

Asia Pacific Regional Meeting

The AP Regional meeting was held in Hong Kong in February. Several members from the CFA Global Board of Governors and senior leaders from CFAI, US attended the meeting. 17 Societies across Asia Pacific including Japan were represented at the meeting.

The meeting kicked off with a comprehensive strategic planning session facilitated by the Head, Society Relations, CFAI. The focus was on helping each society understand the methodology and process to prepare / augment its medium term strategic plan, in the context of current status of the society and the market dynamics of the country.

The Chairman of the Board of Governors, CFAI, introduced the new President and CEO of CFAI, Mr. John Rogers. Mr. Rogers articulated his vision for CFAI. He has spent extensive time working in Asia and highlighted his personal conviction that the Asia Pacific region will continue to be a key growth driver for CFAI. He stressed his commitment to support the region with resources, mindshare and focus of CFAI.

This was followed by Board of Governors' updates. The MD, CFAI AP Region and President Council Representative, AP articulated the strategy and initiatives for the region.

On the lighter side: BALANCE SHEET OF LIFE...

- Our Birth is our Opening Balance!
- Our Death is our Closing Balance!
- Our Prejudiced Views are our Liabilities
- Our Creative Ideas are our Assets
- Heart is our Current Asset
- Soul is our Fixed Asset
- Brain is our Fixed Deposit
- Thinking is our Current Account
- Achievements are our Capital
- Character & Morals, our Stock-in-Trade
- Friends are our General Reserves
- Values & Behaviour are our Goodwill
- Patience is our Interest Earned
- Love is our Dividend
- Children are our Bonus Issues
- Education is Brands / Patents
- Knowledge is our Investment
- Experience is our Premium Account
- The Aim is to Tally the Balance Sheet Accurately.
- The Goal is to get the Best Presented Accounts Award.

Some very Good and Very bad things....

- | | |
|---|----------------------|
| The most destructive habit..... | Worry |
| The greatest Joy..... | Giving |
| The greatest loss..... | Loss of self-respect |
| The most satisfying work..... | Helping others |
| The ugliest personality trait..... | Selfishness |
| The most endangered species..... | Dedicated leaders |
| Our greatest natural resource..... | Our youth |
| The greatest 'shot in the arm'..... | Encouragement |
| The greatest problem to overcome..... | Fear |
| The most effective sleeping pill..... | Peace of mind |
| The most crippling failure disease..... | Excuses |
| The most powerful force in life..... | Love |
| The most dangerous act..... | A gossip |
| The world's most incredible computer... | The brain |
| The worst thing to be without..... | Hope |
| The deadliest weapon..... | The tongue |
| The two most power-filled words..... | 'I Can' |
| The greatest asset..... | Faith |
| The most worthless emotion..... | Self-pity |
| The most beautiful attire..... | SMILE! |
| The most prized possession.. | Integrity |
| The most powerful channel
of communication. | Prayer |
| The most contagious spirit..... | Enthusiasm |

- | | |
|----------------------|-----------------------------|
| Life ends; | when you stop Dreaming, |
| Hope ends; | when you stop Believing, |
| Love ends; | when you stop Caring, |
| And Friendship ends; | when you stop Sharing...!!! |



John Rogers chairing the session on CFAI and AP Strategy Updates

The topics for substantive panel discussions/workshop sessions included Society Member Service standards (SMSS) and Resource Allocation Model and Implementing SMSS. There was considerable focus on Regional initiatives and Collaboration and Best Practice sharing by Societies, including two key areas: Society Governance and Employer and University Outreach. There was significant opportunity for internal discussions between regional societies and networking. India was paired with Beijing, Melbourne and Malaysia societies for the session on implementing SMSS.

Topics for concurrent sessions included Media Training and PR initiatives and Building Advocacy plans for Societies. Other topics included CFAI's Country Analysis and Research efforts and Marketing Communications updates. The focus on Member Value Standards included discussions on Speaker Retainer program (partnering with other societies) and Continuing education.

The Hong Kong Society of Financial Analysts hosted a welcome dinner for the visiting delegates. Another highlight of the AP meet was a very interesting presentation by Dr. Marc Faber, who was invited as a keynote luncheon guest speaker.



Dr. Faber delivering his perspective and prognosis on financial markets and asset classes

Speakers/ Other Events:

Please send in suggestions on topics you would like events to be organized on. This will enable us to assess areas of interest and organize events accordingly.

Members who have access to insightful speakers are requested to please let us know and help in facilitating events around such speakers. This will enable us to leverage the network of our members and deliver enhanced value to the member community. Please email rohit.rebello@barclaysasia.com or sunil.singhania@relianceada.com.

Feedback/Request For Articles:

Please send feedback/interesting articles that you would like to contribute to the Newsletter to sunil.singhania@relianceada.com or rohit.rebello@barclaysasia.com or namit.arora@sc.com or jayant.pai@hsbcinv.com.

Light readings, humor, interesting personal experiences like holidays etc. are also most welcome.

IAIP Committees:

IAIP has finalized the composition of key committees to empower the society to achieve its objectives more effectively. These include Event organizing committee, Membership committee, Job assistance and Employer outreach committee, Regulatory interaction committee and Web, newsletter and membership interaction committee. The details will be communicated separately shortly.

We are open to a few additions to each of these committees as well as the formation of additional committees to enhance member value. Please come forward and be an active part of the society volunteers. In addition to the opportunity to interact with members and the investment community, it is also a good platform for developing leadership and keeping in touch with latest developments in the CFA community and the financial industry. It is also an excellent forum for giving back to the profession. Please email rohit.rebello@barclaysasia.com or sunil.singhania@relianceada.com or vshekhar@nse.co.in with the committee you are interested in participating in and your contacts.