
Introduction

PIVOT Management Consulting (OPC) Pvt. Ltd.

INDIA

www.pivotmgmt.com

Company Overview

Company:

- Established in 2015
- Asia's Largest Consulting Company in Securities Services Space
- Presence: India, Cyprus, GIFT City (WIP)
- Strategic Alliances: Luxembourg, Singapore, Hong Kong, UK
- 250+ man-years of senior management experience
- Multi-segment Consulting and Training

Client Focus:

- Custodians
- FPIs
- Brokerage Firms
- Depositories
- PEs
- Corporates
- Clearing Corporations
- Stock Exchanges
- Funds Intermediaries
- FDIs
- Overseas Capital Market Projects

Service Focus:

- **Core strength:** Business transformations through effective, comprehensive Business/ Operations solutions, innovative implementable strategies, reducing Cost of doing Business, improving market attractiveness
- Thought leadership and market advocacy in India, Globally
- Unparalleled market intelligence, expertise, and international network
- Provide diverse cost-effective consulting model for clients
- Technology driven Client Centric solutions
- Unique integrated Cross-Border Solutions

Domain Expertise:

- Custodial Advisory Services
- Fund Administration
- FPI Advisory Services
- Capital Market Development Advisory Services
- PE, PMS, AIF and Institutions Advisory Services
- Training & Mentoring
- Broking Advisory Services
- Governance and Compliance

08 years | | 09 Segments | | 30 Institutional clients | | 34 papers published- Thought leader | | Global presence

Asia's Largest Consulting Company in Securities Services Space

Advisory & Business transformation services: Custody, Fund Accounting, Operations, Client Services, Governance & Compliance	Developed client's business inorganic growth- over 200%	Created new business and cost-effective revenue segments	250 man-years of senior management experience
Faster, effective focused results, strong teamwork and Governance norms	Unique Inflow cross border Integrated solution: Cyprus, Luxembourg, Singapore	Advised on cutting edge Tech solutions to leadership team & management	Team building : Identified right resources, trained teams to achieve business goals
Excellent Outreach through LinkedIn page, website, brochures, corporate profile, webinars etc	Projects in India, Cyprus, Saudi Arabia	Advised 7 Custodians in India	Multi-dimensional training & specialized course
	Through TSSAG showcased developments & strategic positioning		Sustaining engagement with GC, AST, AAM and ISSA and others



Viraj inducted as a Legend in the GC Hall of Fame, May 2022

Business Segments Offerings

Custodial Advisory Services

- Set up , Re-engineering, Strategic Tie-ups
- Expertise in FPI, FDI, PMS, AIF, MF, PE space
- Deep Local Capital Market Expertise, Business Due Diligence
- Product Structures, RFPs, Risk processes
- Identify opportunities, Challenges, devise and implement strategic solutions
- Marketing Collaterals, Sales development, segment development
- Technology and Operational Solutions, Training and team restructuring
- Engagement with experts & Regulators on market developments
- Business Intelligence, Revenue solutions, Competitive solutions
- Business development: 1-2-3 Strategy and Global networks

FPI Advisory Services

- Understand Client requirements; Advise on potential Structures
- Provide specialist knowledge on Capital Market and products, providers
- Advise/ Assist on India Access. Set up structures via Cyprus, Mauritius
- Offer integrated solution: Devise best case solution that enables Ease and lower cost of Access
- Comparative analysis of the service provider's products and services
- Assist existing FPIs in evaluation and selection of providers and reduction in costs
- Assist with Onboarding process

Fund Administration Services

- Deep experience, credentials and expertise in developing "Fund Administration Service
- Services and solutions to Asset Managers and Service providers
- Undertake market Study, develop products, establish strategic alliances
- Operational capability, Technology driven Solutions
- Governance Structures, job description, Training
- Thought leadership, Benchmarking
- Revenue enrichment
- Marketing collaterals
- Integration between Custody and FA services
- Process reviews, RFPs/ RFI related

Business Segments Offering

Governance and Compliance Services

- Governance Framework - best practice and regulatory requirement
- Evaluating Risk client is exposed
- Risk Mitigation and control, including dashboard for Board and Management
- Risk and compliance framework with technology solution
- Compliance with Regulators, Exchanges and self-regulation
- Regulators/ Exchanges eg. Cross Boarder market, projects, franchise growth

PE, PMS, AIF and Institutions Advisory Services

- Undertake Due Diligence, Business assessment wrt. acquisitions/Set up(local or cross border)
- Expert understanding of financials and strategy, risks and regulatory practices
- Potential opportunities and challenges, assessment of forthcoming external changes
- Business and operational requirements, assessment of the management team
- Assessment of Technology driven solutions and redundancies
- Industry insights, advocate best practices, published reports, and structured strategic alliances, Industry engagement(BCCI, IVCA,IMC)

Broking Advisory Services

- Advise/ implement Global standards in Institutional broking
- Onboarding, expertise in institutional Trading Platforms/ Operations set-up
- Devising structures, Identifying process issues, implementing improvements & automation
- Developing Client support, Due Diligence & Review
- Assist in strategic Business set- up, FPI related initiatives
- Engagement with Experts & Regulators on market developments

Business Segments Offering

Training Services

PIVOT offers unique and tailor-made training programs designed to cater its diverse clients.

- 35 hours comprehensive course on Securities Services (India/Cross border)
- 20 hours comprehensive course on Fund Accounting
- Comprehensive training on Capital markets
- India expertise for Global clients
- Compliance and Regulatory Training
- Business Plan and Strategy Training
- Sales and Customer Service Training
- Strategy for Institutional Segments
- Technology and Software Training
- Business soft Skills training
- On-site client engagement training
- Training via Webinar
- Refresher training

Capital Market Development Advisory Services

- GIFT City: Presence, Webinar, Recommendations, Product development, Strategic Alliances
- Development of Institutional segment, RFI, advising on RFP/ RFP responses- Local- Global
- Product Structures, development of Ecosystem that leads to wealth creation
- Local, International Expertise
- Ease of Access initiatives, showcasing local /Cross Border initiatives, including Marketing initiatives
- Research, best practices and thought leadership initiatives
- Engagement with Industry, Regulators and strategic partners
- Providing Cross border Solutions and strategic connects
- Analysis of Competitiveness of jurisdictions
- Undertaking special projects, FAQs, training

Leadership Profile

Viraj Kulkarni, Founder & CEO

Viraj founded PIVOT in 2015. Asia's Largest Consulting Company in Securities Services Space. Viraj's rich work experience spanned across 3 of the top 5 Global Custodians for over 12 years as Country Head of Securities Services with Citi Bank (India and Switzerland), JP Morgan Chase and BNP Paribas. He was also on the ASPAC Management Board of BNP Paribas Securities Services. He has over 32 years of in-depth and diverse exposure to emerging and advanced capital markets including as operations head at Morgan Stanley Securities Services, India and Investor Services Division at Bombay Stock Exchange(BSE).

In 2013, Viraj was recognised by Global Custodian for leadership in India, through APAC industry nomination. In May 2019, Global Custodian recognized him to be amongst the Global 30 Securities Services Experts. In May 2022, Viraj was inducted as a GC Legend in the GC Hall of Fame. He is the first India based Legend amongst the 346 worldwide, across 100 countries on the \$246 Trillion Custody Industry.

Viraj is a Director of PIVOT Consultants (Cyprus) Ltd. (www.pivotcyprus.com). He is an independent Director at Motilal Oswal Trust Company, India. He is the CEO of TSSAG, UK (www.tssag.info). Viraj is featured as an expert on the NSE Knowledge Hub. Viraj has been on Industry committees in India and Switzerland. He is a Member of the Steering Committee of "NSE Lecture Series on Securities Law and Practices"; Committee Member of the Private Equity, Venture Capital and Capital Markets of Bombay Chamber of Commerce and Industry. He is on the IMC's Alternative Funding (PE + Capital Market) committee. He is also a member of the Equity Markets working group of CII.

He has been featured/ participated in Global/Local Capital Markets events, Electronic Media and writes on Ease of doing business. He is a Fellow member of Institute of Company Secretaries of India, a Qualified Self-Assessment for Independent Director, Indian Institute of Corporate Affairs (MCA, GOI).

In 2022- Asian Development Bank appointed Viraj to mentor Entrepreneurs in India, Vietnam, Cambodia and Thailand for its PROFIT Project, hosted by BCCI in India.

Hemant Nagar, Consulting Director

Hemant M Nagar leads as Consulting Director- Fund Accounting vertical

Hemant has over 22 years of rich experience in Asset Management, Fund accounting and Custody Space. He worked with Citibank, HSBC, JP Morgan and Franklin Templeton. During his career he oversaw Product Development, Transition / Onboarding, Revenue and Profitability, determination of NAV calculations, Tech solutions, development and implementation of systems, Sales and marketing, UCITS, Training, oversight of Operations and Client Servicing.

He is a rank holder Chartered Accountant with a Bachelor's in Commerce from Mumbai University

Leadership Profile

R. Anand, Consulting Director

R. Anand is Consulting Director for Operations Advisory vertical at PIVOT. He has over 30 years of rich experience in Capital Market Operations, Business Development, Client Relationship Management, Strategizing and Planning. He held management positions with leading custodians, stock exchange and bank. He was part of the team involved in setting up the first custodian in India.

He has varied exposure in managing custodial operations and client service including business planning and implementation, analysing risk, and providing risk management solution, developing SLA and processes, setting up FPI division. He has also conducted detailed market study to analyse trends, formulating strategies, developing product, business expansion, network planning, in driving revenue and profit gains as well as improving on organizational performance.

He was member of key Regulatory/ advisory committees and, was a speaker in various international and domestic forums and conferences.

Jaydeep Jayakar, Consulting Director

Jaydeep based at Mumbai carries 40 years of rich experience with a leading global bank in multiple capacities, especially custodial services. He also had an excellent exposure to treasury operations, custody operations, client service management, forensic banking, deal/transaction structuring and branch/retail banking. He was instrumental in driving change, developing strategies during changing times, managing risks, setting benchmarks for service standards that assisted institutional clients and the Bank without compromising on operational, legal, and reputational risks. He has engaged with Regulators, investigating agencies & Industry bodies to support developments in the Financial Markets. He developed best-in-class servicing modules/ methodologies as well as documentation/guidance notes customised to service different types of institutional clients – local and crossborder. He has been instrumental in developing multilevel client engagement communications. In addition, he led / key member of several major business transformational and cross functional projects.

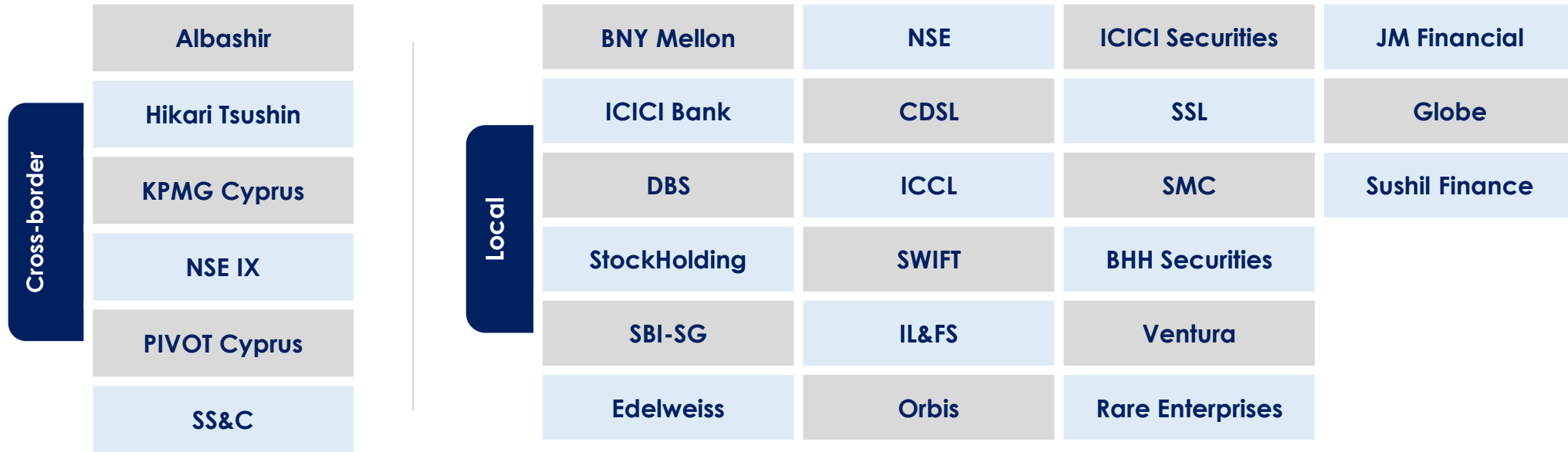
Jaydeep besides being a certified associate of the Indian Institute of Bankers also holds Investment Administration (IAQ) and International Custodial Services Qualification (ICSQ) from Securities Institute, UK (CISI).

Dr. Rajeev Uberoi, Consulting Director

Rajeev Uberoi is Consulting Director for Governance and Compliance Advisory Services vertical at PIVOT. He has over 35 years of rich experience in Senior management roles with India's Banking Regulator, Foreign (Grindlays, Citibank, Standard Chartered) and Indian Bank (IDFC Group) amongst others. He served in multiple capacities especially risk, legal and compliance. Dr. Rajeev's core competency is in the arena of Governance, Risk and Compliance expertise. He has an excellent exposure in mergers, demergers, acquisition, business and strategy development. He set up India's first infrastructure Debt Fund under the mutual fund route. He was instrumental in setting up a broker – dealer entity in USA. Dr. Rajeev designed and started one of its kind specialized courses on infrastructure Laws in collaboration with an Indian school.

He is an astute analyst, strategic thinker, and creative problem solver. He actively engaged in productive relationships with Government agencies, Law Makers industry.

Our Key Clientele



Confidential

Strategic Partners



Testimonials

" I am glad to learn that a concept I planted in Viraj Kulkarni, has grown over the last six years. PIVOT has emerged as a leader providing value added solutions, thought leadership in the development of Capital Markets in India and overseas. I wish Viraj and team PIVOT continued successes in their endeavors".

Dr. Vijay Kelkar

Chairman 13th Finance Commission
and Former Finance Secretary, Govt.
of India

April 2021

Mr. Christophoros

Anayiotos, Board Member,
KPMG Limited, Nicosia, Cyprus

April 2021

" We hereby confirm that KPMG Limited("KPMG"), the Cyprus member firm of KPMG, had appointed, in August 2019, PIVOT Management Consulting(OPC) Pvt. Ltd. ("PIVOT") a consulting firm based in India to undertake a study of the Cyprus Small Medium Enterprises("SME") segment and provide recommendations for development of the same.

PIVOT's team had adequately completed the work submitting a report based on the agreed scope, covering review of the Regulatory and Non- Regulatory landscape, analysis of Capital and financial markets issues especially relating to SME segment and made recommendations as to how Cyprus could position as a potential Regional SME Hub, referring to financial innovations and best practices from other European and Asian Markets that could be introduced."

"Pivot has an excellent understanding and deep expertise of Custody business. ICICI Bank has been working closely with Pivot. Pivot's team is very pro-active backed by deep experience. Pivot's strategic agility in a dynamic and evolving market is admirable. I wish Viraj and his team the very best in their future endeavours."

Mr. Sumit Sanghai

Head – Large Clients Group, Capital
Markets, Custody &
Financial sponsor, ICICI Bank

October 2021

Testimonials

“BSE Group Companies have been taking help from PIVOT over the last two years. Creating handbook on ‘Easing Access to India’ for international investors was clearly an important milestone in this relationship. Your team’s capabilities and are well proven. I wish you and PIVOT, the very best in your future endeavours.”

Mr. Ashishkumar Chauhan
Managing Director and CEO, BSE

Mr. Ramesh N.G.S
Managing Director and CEO,
Stockholding

“Stock Holding Corporation of India Limited, India’s premier and longest serving Custodian found a suitable partner in “PIVOT Management Consulting” (PIVOT). PIVOT is one of India’s leading Consulting firms in the securities space, backed by an experienced team equipped with over 50 man-years of global and local expertise in the custody space. PIVOT worked closely with Stockholding’s team for over two years and helping in rolling out cutting edge investor focussed solutions, developing thought leadership and providing strategic insights, especially in the FPI space.”

“PIVOT Management Consulting’s skill in navigating India’s capital markets and infrastructure is exceptional. Viraj’s connectivity with senior securities market practitioners and experts in India is quite remarkable. In particular, I would like to acknowledge PIVOT’s contribution to the success of the investor Roadshow BNY Mellon and the Bombay Stock Exchange, hosted in New York. I look forward to collaborating further with PIVOT in the near future.”

Mr. Neil Atkinson
Head of Asia- Pacific, Depository
Receipts, BNY Mellon

Contact Details



in

Viraj Kulkarni

Founder & CEO
Mobile: +91 982 132 1719
E-mail: viraj@pivotmgmt.com

www.pivotmgmt.com

Ctrl & Click to follow link

PIVOT Management Consulting (OPC) Pvt. Ltd.

428, Platinum Techno Park, 4th floor, Sector 30A,
Vashi, Navi Mumbai, Maharashtra,
India, Pin/Zip Code: 400 703

Team



Vipul Mohite

in



Sheenam Bhardwaj

in



Satya Prakash Bhagwani

in



Ashwini Shetye

in



Amruta Bhosale

in