



Prime Minister Narendra Modi / Lotus Temple, New Delhi. Photos: Shutterstock / Pexels



INTERVIEW

AMITABH KANT,
SHERPA FOR INDIA'S G20

Amitabh Kant, former NITI Aayog CEO and government advisor, was chosen by his country in September 2022 to spearhead India's G20 Presidency.

Q: How will India leverage the success of its G20 Presidency?

Our world is grappling with substantial challenges such as global debt, sluggish growth, and limited action on climate change, but we perceive each challenge as an opportunity. The G20 platform provided us with a chance to fuel global growth that is inclusive, resilient, and encourages climate action. We aim to accelerate the pace of Sustainable Development Goals and advocate for women-led development. Moreover, we see immense potential in digital innovations to transform lives worldwide.

Q: What opportunities exist for American investors?

Our partnership with the US is a strong economic, technological, and people-to-people relationship poised for growth. Political stability, digital advancement, and culture of innovation make us an attractive investment destination.

Taking Center Stage

India's G20 Presidency marked the culmination of the country's ascension to the top table of global politics.

The theme of global togetherness dominated India's G20 presidency, articulated by Prime Minister Narendra Modi as "One Earth, One Family, One Future." Following the summit, Modi has taken pains to ensure that message remains front of mind for world leaders, using his inauguration address at the G20 Parliamentary Speakers' Summit in October to reiterate that "a divided world cannot provide solutions to the major challenges facing humanity."

With a focus on fueling sustainable and inclusive economic growth, the G20 offered a chance for India to showcase its leadership in those areas in recent years and cement its emergence as a global political and economic powerhouse. In the words of Minister of Ex-

ternal Affairs Dr. S Jaishankar: "The G20 has contributed to making India world-ready, and the world India-ready."

"A divided world cannot provide solutions to the major challenges facing humanity."

NARENDRA MODI,
PRIME MINISTER OF INDIA

Alongside its domestic transformation, driven by sweeping government initiatives including infrastructure investment, modernization, and energy transition, central to India's rise to prominence has been its relationship with the US. As India's largest trading partner, bilateral trade between the two countries reached a record

\$192 billion in 2022, growing tenfold since the year 2000. US President Joseph Biden's meeting with Modi at the G20 was the third between the two leaders in just five months, emphasizing the importance both men place on what Biden has called "one of the defining relationships of the 21st century."

It is a relationship anchored in shared values and which has blossomed in recent years to include cooperation across defense, technology, energy, and numerous other areas, facilitated by multilateral and bilateral dialogue mechanisms such as the Quad, the 2+2 Ministerial Dialogue, and an array of working groups. The US also supports India's ambitions to join the UN Security Council as a permanent member. ■

INSIGHTS



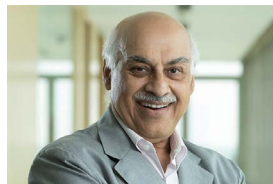
"Energy demand is set to triple by 2047, making us an attractive market."

RAJ KUMAR SINGH
MINISTER OF POWER AND NEW AND RENEWABLE ENERGY



"Global players are beginning to fully realize the potential of Indian markets."

SARBANANDA SONOWAL
MINISTER OF PORTS, SHIPPING, AND WATERWAYS



"India is very diverse, but that is actually the country's biggest strength."

VIVEK CHAAND SEHGAL
CHAIRMAN, MOTHERSON GROUP



"As India aims to become a global manufacturing hub, world-class infrastructure is vital to attract global investment."

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Combining Tradition and Technology

Bajaj Capital strives to become the most admired brand for wealth creation and protection in India and beyond.

Bajaj Capital is India's premier investment services company. It combines time-honored family values and decades of experience with cutting-edge technology. Rajiv and Sanjiv Bajaj proudly navigate the company towards innovation while nurturing trusted client relationships, a standard set by his father, founder KK Bajaj. "We work for our family," said Rajiv. "We are the custodians of our father's dreams."



Photo: Bajaj Capital

Bajaj aims at empowering clients to search for true wealth. To Rajiv, this extends beyond money – his philosophy focuses on enriching lives holistically, not just financially. "I want my clients to thrive and attain true wealth – being healthy, financially independent, and realizing their purpose," he said. With an unwavering commitment to retirement planning, a time that the company views as the "second inning" or "new beginning in life," they are architects of financial security

and stability for clients, making Bajaj more than just business – it is a family mission.

Continuing their father's legacy, Rajiv and Sanjiv have brought the company into the digital age by embracing cutting-edge technology blended with personalized services, while remaining wise to his clients' need for in-person consultations. "We cater to our customers' needs by combining tradition and technology," he said.

This digital-first ethos can be demonstrated by how Bajaj Capital – ranked as one of the best places to work in India – has introduced groundbreaking artificial intelligence into its customer service amongst other innovations. "The world is transitioning from transaction-based to experience-centered services, necessitating the financial sector to adapt and evolve," he said.

Rajiv's vision extends beyond India's borders. With a strong belief that every American should invest a portion of their 401k in India, he seeks to create platforms for American investors to participate in the rapidly growing Indian market. The company's willingness to embrace the challenges presented by complex US and Indian regulations sets them apart. "Bajaj Capital aims to be a conduit for foreign investors entering India," said Rajiv. "This makes global partnerships the cornerstone of our future endeavors." ■

Q&A



RAJIV BAJAJ,
CHAIRMAN & MANAGING DIRECTOR, BAJAJ CAPITAL

Q: What values do you want Bajaj Capital to evoke?

We have three core values - integrity, wisdom, and empathy. We commit to excelling in all we do. My father advised us to treat clients' money as though it were the life savings of a retired father who will not earn again. It is our mission to help people, particularly those nearing retirement.

"We work for our family. We are the custodians of our father's dreams."

Q: How do you position yourself in India's wealth management sector?

Today, we serve four million people and aim to multiply that number, reaching those beyond India. Our motto is 'Always acting in your interest.' We are also guided by wisdom, with our decisions influenced by decades of experience. For us, true wealth is not just financial but also includes health and purpose.

"Bajaj Capital aims to be a conduit for foreign investors entering India."

Q: How are you leveraging technology and innovation?

The sector is not confined by geographical boundaries because technology allows it to leapfrog. Traditional branches will gradually transition into experience centers. We have a digital-first persona called Unnati, which is the Hindi word for prosperity. This AI is trained to answer any client's questions. Notably, we are planning to augment our force of virtual relationship managers and adopt a more entrepreneurial approach.

Q: What makes Bajaj Capital one of the best places to work in India?

As well as my family, I also work for our team. I want them to achieve their life goals. Charity begins at home, and we have a robust employee wellbeing initiative. What we offer our customers, our employees live it.