



# DESIGN THE UNDESIGNED

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# WELCOME NOTE

Anjeet Khandelwal, Founding Partner in

## **AKCJ Ventures LLP: Catalysing Multi-Generational Value Creation**

In a world where wealth and enterprise intersect, true impact demands more than financial acumen—it requires vision, strategy, and an unwavering commitment to legacy. AKCJ Ventures LLP stands at this very intersection as a catalyst for multi-disciplinary value creation. By seamlessly bridging finance, strategy, law, and mentorship, AKCJ empowers ultra-high-net-worth family offices, families, visionary founders, and forward-thinking institutions to transform capital into lasting legacy and ambition into exponential growth. At AKCJ, “designing the undesigned” is more than a motto—it’s a mindset. This thought-leadership approach means anticipating the needs of each generation, crafting bespoke solutions, and rewriting the rules when conventional paths fall short. When wealth is guided by purpose and strategy, it becomes a legacy. AKCJ Ventures embraces this ethos as a force multiplier, turning challenges into opportunities and ensuring every decision today builds a foundation for tomorrow.

### **1. Legacy-Driven Wealth Management**

AKCJ’s Legacy-Driven Wealth Management pillar goes beyond traditional portfolio management to curate a legacy for family offices, families and founders. This means crafting multi-generational wealth plans that balance risk and innovation: capital is allocated to fuel new ventures and impact initiatives even as core assets are protected for future heirs. By treating wealth as a vehicle for legacy, AKCJ helps clients achieve not just financial returns, but enduring significance – making sure the success of today fuels the prosperity and purpose of generations to come.

### **2. Succession Planning**

AKCJ tackles Succession Planning with a strategic and compassionate approach that safeguards both ownership and vision. This involves establishing robust governance structures, trusts, and estate plans that honour family values while meeting complex regulatory requirements. From identifying and grooming new leadership to structuring buyouts or inheritance in a tax-efficient manner, every step is handled with discretion, foresight, and unity in mind. The result is a seamless handover of the reins – whether in family businesses or institutional leadership – so that the mission endures even as individuals change.

### **3. M&A & Strategic Advisory**

AKCJ’s Mergers & Acquisitions and Strategic Advisory services provide the sharp strategic edge needed to capitalize on these opportunities. This can mean identifying a strategic acquisition to gain new markets, orchestrating a merger to realize synergies, or divesting non-core assets to refocus and strengthen the core business. At every step, AKCJ brings rigorous analysis and deal-making savvy: from valuation and due diligence to negotiation and integration planning.

### **4. Next-Gen Mentorship**

Through tailored mentorship programs, strategic education, and hands-on exposure, AKCJ bridges the generational gap often present in family enterprises and founder-led businesses. Young heirs and rising business leaders are coached to develop the acumen, resilience, and sense of responsibility required to helm large fortunes and companies. This mentorship is deeply personalized and empathetic: AKCJ advisors guide next-gen clients through the complexities of managing wealth, the nuances of leadership, and the importance of innovation and social impact. From understanding sophisticated investment strategies to instilling an entrepreneurial drive, the goal is to turn the “next generation” into a generation of leaders who respect the past and boldly shape the future.

### **Catalyzing Exponential Growth**

AKCJ’s multi-disciplinary mastery is the driving force behind this outsized impact. It means a founder can dream of global expansion knowing the compliance and governance pieces are in place; a family patriarch can step back confidently as successors are prepared and values are preserved; an investor can pursue transformative deals certain that both risk and reward are expertly balanced. In every scenario, AKCJ serves as the catalyst that turns goals into reality faster and more sustainably than anyone could alone.

# AKCJ Ventures at Startup Mahakumbh 2025: Igniting India's Innovation Spirit

The entire AKCJ Ventures team had the privilege of attending Startup Mahakumbh 2025 at Bharat Mandapam, New Delhi, on April 3rd and 4th. This landmark event, themed "Startup India @ 2047: Unfolding the Bharat Story," brought together over 3,000 startups, 1,000 investors, and 50,000 visitors from more than 50 countries, making it a true celebration of India's entrepreneurial energy.

Startup Mahakumbh offered an unparalleled platform for innovators, founders, and industry leaders to connect, collaborate, and showcase breakthrough solutions across 12 industry-focused pavilions, including AI, HealthTech, AgriTech, Defence & Space Tech, and FinTech. The event featured pitch competitions, masterclasses, and roundtables, creating ample opportunities for startups to gain visibility and interact with investors and policymakers.



Our team was inspired by the diversity and ambition of the startups present. From AI-powered healthcare to sustainable agriculture, every pavilion buzzed with ideas that have the potential to shape India's future. The openness of the event allowed even early-stage startups to participate, fostering inclusivity and encouraging bold new ventures. While this broad participation sometimes made it challenging to identify investment-ready startups, it reinforced the vibrancy and depth of the ecosystem.

Startup Mahakumbh 2025 was more than an exhibition—it was a dynamic hub for knowledge sharing, networking, and celebrating the spirit of innovation. As India moves towards its centenary year of independence, events like these are pivotal in positioning the nation as a global leader in entrepreneurship and technology.

AKCJ Ventures is proud to be part of this journey, supporting visionaries who are building tomorrow's India. The experience reaffirmed our belief in Bharat's innovation-driven future and the limitless possibilities ahead.



## AKCJ VENTURES AT CONQUEST 2025, BITS PILANI: Celebrating Tradition and Vision

The AKCJ Ventures team had the privilege of attending the launch event for the 21st edition of Conquest, BITS Pilani's renowned startup accelerator, held at WeWork Blue One Square, Gurgaon. Conquest has grown from a campus business plan competition into India's largest student-run accelerator, nurturing over 2,000 startups and fostering a vibrant entrepreneurial ecosystem.

The evening was marked by inspiring keynote addresses from Alope Bajpai, CEO of Ixigo, and Bipin Preet Singh, Founder of Mobikwik. Both speakers offered candid insights drawn from their journeys—Alope Bajpai emphasized the importance of meaningful innovation and customer-centricity, while Bipin Preet Singh spoke about resilience, grit, and the value of staying true to one's beliefs, even in the face of rejection. Their stories reinforced a powerful message: while trends and

technologies evolve, the core values of conviction, perseverance, and authenticity remain timeless for founders.

The event's freestyle networking session brought together senior executives, founders, and investors from across the NCR ecosystem, creating a dynamic space for learning and collaboration. It was a testament to the tradition of Conquest—honoring its roots while embracing new ideas and bold ambitions.

We congratulate BITS Pilani and the entire Conquest team for their dedication in building a platform that empowers early-stage startups and preserves the spirit of entrepreneurship. Here's to many more years of fostering innovation and upholding the values that drive lasting success.

# Grand Launch of Unnati AI Accelerator, at FITT, IIT Delhi : Empowering AI Innovation

AKCJ Ventures was honored to be invited to the launch event of the Unnati AI Accelerator – **उन्नति** AI Program, a flagship initiative by the Foundation for Innovation and Technology Transfer (FITT), IIT Delhi, in collaboration with Microsoft. This prestigious event, held at the Research and Innovation Park, IIT Delhi, brought together industry leaders, innovators, and experts to celebrate the beginning of a transformative journey in AI-driven social innovation.

The Unnati AI Accelerator is a visionary program designed to empower startups and innovators from Tier 2 and Tier 3 regions across India, fostering AI solutions that address critical sectors such as healthcare, agriculture, sustainability, and education. By providing mentorship, funding, and strategic support, the program aims to catalyze impactful innovations that contribute to national development and inclusive growth.

At AKCJ Ventures, we deeply appreciate the commitment of IIT Delhi and Microsoft in championing

## AKCJ Ventures at Future Tech Summit 2025, JSS STEP Noida: Where Innovation Meets Investment

AKCJ Ventures had the privilege of participating in the Future Tech Summit 2025, hosted by JSS STEP Noida at the India Habitat Centre, New Delhi. This premier event brought together visionaries, investors, and trailblazing startups at the forefront of DeepTech, AI, BioAI, and more – all under the ambitious umbrella of the Bharat Tech Accelerator Demo Day.

The summit kicked off with a vibrant networking lunch, where our team engaged with ecosystem leaders, fellow investors, and policy stakeholders. The Quick Pitch Arena featured high-potential early-stage ventures, offering a glimpse into the technologies shaping tomorrow.

During the Investor Vault, we experienced compelling pitches from investment-ready startups with transformative ideas – a fertile ground for deal discovery and strategic alignment. It was inspiring to witness the passion and precision with which these

this initiative. It aligns perfectly with our mission to empower bold startup innovations that blend cutting-edge technology with ethical growth. Being part of this launch reinforces our belief in nurturing transformative ideas that can create a brighter,



more sustainable future.

We congratulate the Foundation for Innovation and Technology Transfer and all partners involved for their visionary leadership in advancing AI innovation for social good. AKCJ Ventures looks forward to supporting and collaborating with startups emerging from this accelerator, as we continue to build a bold and brave ecosystem for innovation in India.



founders presented scalable solutions to real-world problems.

The informal Brew & Breakthroughs segment provided a relaxed setting to delve deeper into opportunities, followed by the Champions of Change awards celebrating innovation with the Department of Science and Technology and industry stalwarts.

Wrapping up with “Frames of the Future,” this summit was not just an event – it was a celebration of India’s startup ecosystem and its boundless potential. We’re excited to explore collaborations with the visionary founders we met and continue our journey of backing bold, breakthrough ideas.

# Amit Jain Shares Insights at 218th Private Investment Forum Worldwide: The 4 Big Impact Investing Trends to Watch in 2025

We are delighted to share that Amit KC Jain, Managing Director of AKCJ Ventures, was invited to participate as a distinguished speaker at the 218th Private Investment Forum Worldwide (PIFW) titled "Building a Better Tomorrow Through Impact Investments in 2025." Held on April 17, 2025, the forum convened global leaders and visionary investors to discuss the evolving landscape of impact investing.

Amit Jain contributed his expertise to a compelling panel exploring the four key trends shaping impact investing in 2025:

- 1. Climate Tech and Sustainability:** With climate-focused investments taking center stage, the panel highlighted how technology is driving scalable, high-impact solutions for a greener future.
- 2. ESG Alignment:** Amit emphasized the growing expectation for founders to align with the environmental, social, and governance (ESG) values of their investors, marking a new era of accountability and purpose-driven capital.

- 3. AI as an Accelerator:** The discussion showcased how artificial intelligence is rapidly enhancing impact outcomes, especially in optimizing energy systems and addressing sustainability challenges.
- 4. Legacy Beyond Profits:** The panelists agreed that success is increasingly measured by the positive legacy investments leave for future generations, not just financial returns.

We extend our gratitude to all the speakers and presenters for their invaluable insights, including Jean de Fougères, Marc J. Flohr, Jonathan Tudor, and Armen Solakhyan. Amit's participation reflects AKCJ Ventures' ongoing commitment to responsible, forward-thinking investment strategies that drive both financial and societal progress.



# Why Family Offices Are the Future of Strategic Wealth Creation in INDIA

By Nikhil Singh, Senior Analyst Investment and Research in

India is witnessing a remarkable transformation in the way wealth is managed and grown. At the heart of this shift are family offices—private entities set up by ultra-high-net-worth (UHNW) families to manage and multiply their wealth across generations. Once a niche concept, family offices are now emerging as the cornerstone of strategic wealth creation in India, reflecting both the country's economic ascent and the evolving aspirations of its wealthiest families.

## The Rise of Indian Family Offices

A decade ago, India had only about 30 formal family offices. Today, that number has surpassed 300, and experts predict it could reach 3,000 in the coming years. This surge is driven by the rapid growth in the number of UHNW individuals, many of whom are first-generation entrepreneurs. As India's total wealth quadrupled between 2000 and 2019, reaching \$12.6 trillion, the need for structured, sophisticated wealth management solutions has become paramount.

## Beyond Preservation: Engines of Wealth Creation

Traditionally, family offices in India focused on preserving wealth through prudent asset allocation, tax planning, and estate management. However, a new generation of business families and entrepreneurs is redefining this mandate. Today's family offices are not just custodians of wealth—they are engines of growth and innovation, actively investing in new economy sectors such as technology, startups, private equity, and impact ventures.

This shift is particularly evident after major liquidity events, such as the sale of a family business. The resulting capital surplus is now being strategically deployed into high-growth opportunities, both within India and globally, reflecting a move from passive preservation to active wealth creation.

## Professionalisation and Governance

A defining feature of the modern Indian family office is its commitment to professionalisation. Over 70% of family offices now recognize the need for governance-driven, process-oriented wealth management. This includes setting up formal investment committees, hiring external advisors, and implementing robust succession and governance frameworks.

Such structures ensure not only efficiency and risk management but also help in navigating complex issues like intergenerational wealth transfer, family dynamics, and legacy planning. As more families embrace external expertise—from wealth managers to legal and tax advisors—the family office model is becoming increasingly institutionalized.



## Diversification and Alternative Investments

Indian family offices are at the forefront of diversification, moving beyond traditional asset classes to embrace alternative investments. They are major players in venture capital, private equity, and impact investing, providing patient capital that supports the country's burgeoning entrepreneurial ecosystem. This approach not only enhances returns but also aligns with the values and aspirations of younger family members, who are keen to drive both financial and social impact.

## Succession, Legacy, and Next-Gen Involvement

One of the most significant challenges facing wealthy Indian families is ensuring a smooth transition of wealth and values across generations. Family offices are playing a pivotal role here, facilitating succession planning, educating next-generation leaders, and embedding family values into investment and philanthropic activities. This holistic approach ensures that wealth is not just preserved but also nurtured and grown in line with the family's long-term vision.

## The Road Ahead: Opportunities and Challenges

The future of family offices in India is bright, but not without challenges. Many wealthy families remain "underbanked" and "under lawyered," highlighting the need for greater awareness, education, and access to professional services. The key to sustainable growth will lie in thoughtful structuring, strong governance, and the willingness to adapt to an increasingly complex financial landscape.

As India moves towards becoming a \$5 trillion economy, family offices will be central to this journey—driving innovation, supporting entrepreneurs, and ensuring that wealth creation is both strategic and sustainable. Their rise marks a new chapter in India's wealth story, one where legacy and growth go hand in hand.

[Click here to read more](#)

# US Tariffs and the Indian Economy: Challenges and Opportunities

By Naman Chopra, Intern Investment & Research in

India's economy finds itself at a pivotal crossroads amid the rising tide of global protectionism, particularly following recent US tariff measures. While these trade barriers present immediate challenges, they simultaneously offer strategic advantages due to India's unique economic structure.

## The Current Tariff Landscape

The proposed tariff structure places India in a relatively advantageous position compared to some of its competitors in Asia. While Indian exports would face a 26% duty when the higher tariffs take effect, this rate is substantially lower than the 46% for Vietnam, 36% for Thailand, 37% for Bangladesh, and the steep 54% for China.

## Immediate Economic Impacts for India

The implementation of these tariffs poses significant immediate challenges for India's export-oriented sectors, particularly those heavily dependent on the US market. According to projections, if Trump follows through with the full tariff plan after the current pause expires, India could experience a \$7.76 billion—or 6.4%—reduction in exports to the United States this year. This substantial decline would directly impact industries such as textiles, automotive components, and steel manufacturing.

Currency dynamics add another layer of complexity to the tariff impact assessment. Trade tensions often trigger capital outflows from emerging markets, potentially weakening the Indian rupee against the US dollar. This currency depreciation creates a mixed economic impact—while it might theoretically make exports more competitive in unaffected markets, it simultaneously increases import costs, particularly problematic for a nation that imports 87% of its crude oil requirements in dollar-denominated transactions.

## India's Unique Economic Position

India's economic structure provides it with distinctive buffers against trade disruptions that many of its Asian counterparts lack. Unlike export-dependent economies such as Vietnam and Thailand, where exports constitute 87%

and 65% of GDP respectively, India's economy remains primarily anchored by domestic consumption, with exports of goods and services accounting for approximately one-fifth of its economic output.

## Strategic Opportunities Amid Trade Disruptions

### 1. Accelerating Manufacturing Self-Reliance

India's lower tariff exposure compared to competitors like Vietnam and Thailand boosts its appeal as a manufacturing alternative, potentially accelerating the "Make in India" initiative—especially in sectors with existing strengths or growth potential.



### 2. Leveraging Bilateral Trade Negotiations

The 90-day tariff suspension offers India a key opportunity to secure favorable trade terms with the U.S., as both nations work toward a bilateral deal aiming to boost trade to \$500 billion by 2030.

## Conclusion

The current tariff challenges facing India's economy represent a pivotal moment that could either constrain growth or accelerate structural transformation, depending on policy responses and strategic decisions. While immediate export disruptions pose genuine concerns for affected sectors, India's relatively insulated economic structure provides natural buffers against these shocks that many competitor nations lack. This comparative resilience creates a foundation for strategic maneuvering that could strengthen India's long-term economic positioning if properly leveraged.

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