

# FMB NEWS

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## FMB Connect 2019

February 9, 2019

SPJIMR's Centre for Family Managed Business hosted FMB Connect '19, its annual awards and conclave at Taj, Santacruz, Mumbai. The theme for the event was 'Business Beyond India'.

**Business  
Beyond  
India**

The day-long event started with presentations by consulates from nine countries on the respective opportunities, and to compare multiple country strengths for trade and investment purposes.

The nine countries that participated in the session were Italy, Taiwan, Western Australia, Gabon, Poland, Spain (Basque), South Africa, Australia (Queensland) and Afghanistan.

The Chief Guest for the event was Mr. Siddharth Roy Kapur (Founder and MD, Roy Kapur Films) who addressed the FMB alumni, followed by the FMB Awards 2019. Dr. Ranjan Banerjee (Dean, SPJIMR) addressed them on 'Being a Made-in-India owner in a Globalised World'. The event ended with a vote of thanks delivered by Mr. Vineet Agarwal (Director, Ryal Logistics Pvt. Ltd.), an alumnus of FMB 6.



*Left to Right : Mr Arvind Mabeshwari, Honorary Consul, The Gabonese Republic & Vice Chairman D&H Secheron Electrodes; Mr. Welber Wang, Manager World Trade Center Liaison Office, Mumbai; Dr. Tulsi Jayakumar, Chairperson, Center for Family Managed Business, SPJIMR; Mr. Abdul Nafi Sarwari, Commercial Attache, Consulate General of Afghanistan; Mr. Damian Irzyk, Consul General of the Republic of Poland, Mumbai; Mr. Hemant Agarwal, Director, Basque Trade & Investment, India; Mr. Ranjan Kumar, Advisor - Business Development, South African Consulate; Mr. Peter Baldwin, Commissioner, Government of Western Australia Office, Mumbai; Mr. Gitesh Agarwal, Commissioner - Trade and Investment, Queensland Government.*

# FMB Connect 2019





## FMB 25 - Domestic Industrial Visits

February 1-4, 2019

Participants of the Retail elective from FMB 25 went to Chennai for a Domestic Industrial Visit (DIV) from 1st -3rd February 2019. The group was accompanied by the Professor-in-charge, Umesh Dhand.

They visited Kalki, Boutique D' Auroville, Hidesign, Sarangi and GRT Jewellers. The participants interacted with the Managing Director of GRT.

On 4th February, participants of the Real Estate and Infrastructure elective visited Juhi Developers in Vashi, accompanied by Professor-in-charge, Santosh Deodhar.

## FMB 25 - Foreign Industrial Visit (Real Estate and Infrastructure)

February 11-16, 2019

Participants of the Real Estate and Infrastructure elective from Batch 25 went on a Foreign Industrial Visit (FIV) to Dubai and Muscat. They were accompanied by Professor-in-charge, Santosh Deodhar.

The five-day visit was packed with several company visits. Here is a low-down on each of them:

### Day 1

Participants visited Envac LLC, one of the largest waste management companies in UAE, actively involved in mechanical waste collection. They were made aware of how important waste management is to sustainable development initiatives. Other companies they visited included Emirates Glass LLC and Danube Properties.



## FMB 25 - Foreign Industrial Visit

### Day 2

To find technologically advanced and easy-to-maintain elevators, participants visited ETA-MELCO Elevator Co., and the Mitsubishi Elevator company.

They also visited Concrete Technology, Dubai to understand the methods deployed to take out the concrete cubes from curing tanks, and ways to measure and control curing temperatures.



### Day 3

To gain an in-depth understanding of the world of financing, a visit to the UAE-government-run organisation, Mubadala Finance, Abu Dhabi, was planned. On the same day, participants also visited Gensler, Abu Dhabi, a global architectural firm.



### Day 4

When the group headed to Alpine Finance, Dubai, they learnt about the investment cycle of an organisation, cleansing the organisation to be investor-ready and more.

Later in the day, they took a break from their hectic schedule and dropped by Miracle Garden, Dubai, a flower garden of exquisite beauty located in the Dubailand district.





## FMB 25 - Foreign Industrial Visit

### Day 5

Participants visited Al Turki, Muscat where they understood international perspectives on various aspects of business processes.

To understand the concept of engineering-backed financial and process consultancy, they visited Worley Parsons, Muscat, 'experts in engineering, procurement and construction'.



### Day 6

On the final day, participants revisited Al Turki to understand how contracting firms work internationally.

The six-day FIV was a hectic, rewarding and memorable experience for them all.

## FMB 25 - Foreign Industrial Visit (Manufacturing)

February 18-22, 2019

Participants from the Manufacturing elective of Batch 25 visited South Korea and Japan for a five-day visit to various companies. They were accompanied by Professor-in-charge, Swapnil Desai.

Here's what their days looked like:

### Day 1

On the first day, they visited Cebien Co. Ltd. and Hyundai Steel Ltd.



### Day 2

On the second day, the cohort visited companies like Daemo Engineering, Korea Machinery and Exchange Auction Enterprise, Autogen, and Autogen SKD.





**Day 3**  
Their next stop was to Uchida, the leading progressive dies manufacturers in the world.



**Day 4**  
Participants visited Marusho-Mcusta and Toyota, both family-managed businesses, in Nagoya, Japan to understand manufacturing techniques used at their respective units.



**Day 5**  
Participants were in Nagoya to observe the live textile and automotive industrial display of products at the Toyota Commemorative Museum of Industry and Technology.

## FMB 26 – 'ADDA' session

February 20, 2019

Both divisions of Batch 26 came together to share their views, opinions, and suggestions on B2B Marketing, in an interactive session titled 'ADDA'. The following points were discussed:

1. Client relationships
2. Customer feedback
3. Market analysis
4. Training sales teams



## Batch 26 - Samagam

February 20, 2019

Entrepreneur Mr. Ashish Saksena, (Director, Value E-Products Trading Pvt. Ltd.), addressed Batch 26 during Samagam. During the session he discussed how individuals can manage their transition in and up the family business, and the key soft skills which they would require to do so successfully.



## Batch 26 -Family Friday

February 22, 2019



Ms. Surabhi Rao (Director, Narsipur Chemicals Pvt. Ltd.), a second generation entrant into the family business, and an alum of Batch 16, spoke at Family Friday. Ms. Rao enthralled the batch with her engaging and highly interactive session, where she spoke about her successes and the many challenges she faced on her entrepreneurial journey.

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