

Patni family's initiative Campden Family Connect completes seven years in India

In conversation with Amit Patni on his vision for empowering India's business community through knowledge and networking



Amit Patni
Director, RAAY Global Investments &
Campden Family Connect

Following your exit from Patni Computers, how did you come up with the idea of setting up Campden Family Connect (CFC)? What was your inspiration behind it?

With foresight, the Patni family established the family office back in 2002, which helped the family in effectively managing the substantial wealth created after the exit from Patni Computers. We noticed that several other wealthy families were also accumulating wealth without a clear plan for management or establishing their family offices. The concept of family offices was relatively nascent in India back then. It struck me that we should create a platform where these families could come together and share their experiences and knowledge about investing and wealth transition. During this time, we got introduced to Campden Wealth, a UK-based organization that had a similar platform for wealthy families in Europe and the US. Impressed by their approach, we engaged in discussions with Campden Wealth's founders to bring a similar platform to India. This collaboration led to the creation of Campden Family Connect in 2016, a partnership between Campden Wealth and RAAY Global (Amit Patni family office) and Arihant Patni. Since then, CFC has provided a space for families to network, exchange ideas, and create a vibrant business community.

Looking back, how would you describe the journey of CFC so far?

Since its inception in 2016, Campden Family Connect has experienced remarkable growth in India's wealth creation landscape. Over the last seven years, CFC has played a

crucial role in educating business families through knowledge forums and closed-door networking events. We have conducted an impressive 90+ knowledge formats across the country, ranging from small networking events to large in-person conferences and virtual events. As a result, our membership has grown significantly, with numerous large business families joining the Campden network.

What valuable takeaways have peer families garnered from their involvement with CFC during their journey?

The interactions within Campden Family Connect have proven highly beneficial for participating families. Families have gained valuable insights into succession planning, safeguarding their wealth, governance, and resolving conflicts within multi-generational families. Moreover, CFC has played an important role in educating families to establish a clear demarcation between professional management and shareholders' roles. These knowledge-sharing sessions have enabled families to navigate complex family dynamics and preserve their legacy.

Your upcoming Indian Family Alternative Investment forum is focused on alternatives. How do you see alternatives as an asset in your portfolio?

We understand the significance of prudent asset allocation within family offices. Alternatives have emerged as a crucial component in many family office portfolios, including ours. As the Indian alternative investment landscape continues to grow, families now have access to a diverse array of alternative assets. Investing in these alternatives allows families to achieve portfolio diversification, a key factor in managing risk and returns. We see alternatives as an essential asset class for families looking to secure moderately good returns on an annualized basis.

Campden Family Connect

Membership | Events | Research | Education | IPI
A Patni Family & Campden alliance

21st August 2023
Pre Forum Reception, Mumbai
(Exclusive for Campden members)

22nd August 2023
The 5th Indian Family
Alternative Investment Forum, Mumbai

23rd August 2023
Co-Investment Workshop, Mumbai