

PRINT BUSINESS OUTLOOK CONFERENCE 2023

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25 MARCH 2023
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INTERNATIONAL AIRPORT, INDIA

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AGENDA

PROGRAM

Agenda for Saturday, March 25, 2023 Conference:

09:30 AM – 10:10 AM

Registration and Networking Chai Time

10:15 AM: Conference Opening and Lighting of the Lamp

A ceremonial opening of the conference, which includes lighting the lamp to symbolize the start of the event.

10:25 AM: The Future of the Corrugation Market in India: Predictions and Trends

- **Ram Kumar Sunkara**, Chairman of the R&D Centre at The Federation of Corrugated Box Manufacturers of India

10:50 AM: The Future of Newspaper Publishing:

- **Snehasis C Roy**, Director – Technical, Bennett Coleman Co Ltd, and
- **Amit Khurana**, COO – Newspaper Group, TechNova Imaging System Pvt. Ltd.

11:15 AM: Paper Industry Panel Discussion

A panel discussion moderated by Faheem Agboatwala, Director, Hi-Tech Printing Services,

- **Rakesh Sachar**, Head of Sales Marketing at ITC PSPD Ltd,
- **Soumyajit Mukherjee**, Jt President – Head (Marketing & Sales) Emami Paper Mills Limited
- **Sunesh Kumar Yadav**, Sr. GM (SALES) at Century Pulp & Paper (B.K.Birla Group).

12:15 PM: The Digital Evolution of Finishing and Embellishment

A presentation by **Manish Gupta**, General Manager of IP and PP Marketing at Konica Minolta Business Solutions India

12:35 PM: Economic-Productive-Sustainable-Embellishment

- **Amritpal Singh Bawa**, India Business Consultant, Scodix Ltd Israel.

AGENDA

1:00 PM: Lunch

2:00 PM: Five Hypotheses for the Future

- **Shiva Viswanathan**, Co-Founder and Design Head of Catenate.io.

2:20 PM:

Best Practices For M&A in The Printing and Packaging Industry: Tips and Strategies for Maximizing the Chances of Success In M&A Deals

A panel discussion moderated by **Mehul A Desai**, Founder and Chairman of Mail Order Solutions India Pvt. Ltd,

- **Ramesh Kejriwal**, Chairman of Parksons Packaging Ltd,
- **Saket Kanoria**, Managing Director of TCPL Packaging Ltd,
- **Kirit Modi**, Executive Director of Horizon Packs, and
- **Sushant Gaur**, Chief Executive Officer of Adeera Packaging Private Limited.

3:35 PM: Coffee Break

4:15 PM: The Challenges of Producing and Distributing Board Games in India

Moderated by Phalgun Polepalli, Co-Founder and CEO of Dice Toy Labs, with Ameet Talreja, Owner of Mohit Printers/GT Playing Cards Co, Arif Shaikh of Parksons Cartamundi, and Mohit Goel, Founder of Meeplecon.

5:00 PM: Artificial Intelligence (AI) – In the Ultimate Showdown of Brainpower, Who Would Emerge Victorious: A Human or a Machine?

- **Mukundan Govindaraj**, Principal Solution Architecture – Metaverse, Digital Twins and Web3.0, NVIDIA.

6:00 PM: Networking event with cocktails and snacks.



SAKET KANORIA
Managing Director
TCPL Packaging Ltd

Mr. Saket Kanoria is a business leader with over 35 years of experience overseeing multiple businesses with pan India presence and exports to many countries across the world. He joined his family business in 1984 at their textile mill operations in Ahmedabad and Jute mill operations in Kolkata. In the year 1990, he was instrumental in establishing a company viz. TCPL Packaging Limited which is a listed company on the Bombay and National Stock Exchanges.

Mr Kanoria was appointed as Managing Director of the company in the year 1991. TCPL is one of India's largest manufacturers of folding cartons. TCPL manufactures folding cartons, printed blanks and outers, litho-lamination, plastic cartons, blister packs, shelf-ready packaging, Rigid Box and Specialty Gift Packaging.

Mr Kanoria is a member of the Carton Forum of Bombay Master Printers Association and a member of the Executive Committee of the Indian Flexible Packaging & Carton Manufacturers Association, Mumbai. He is also a member of World Presidents Organization. He is the Trustee of various charitable institutions involved in educational and medical activities, established by his family



FAHEEM AGBOATWALA
Director
Hi-Tech Printing Services

Faheem Agboatwala has been associated with Hi-Tech Printing Services, a niche manufacturer and exporter of healthcare and food service packaging based in Mumbai, for more than 25 years. He currently serves as the director of operations and export sales. H-Tech, which was established in 1988, exports the majority of its packaging products to highly demanding markets in the USA, Canada, and Europe.

Despite having no prior knowledge of printing, Faheem joined the business after completing his schooling and learned the printing business through hands-on experience. Today, the company has three manufacturing locations across Mumbai.

Faheem has been associated with the Bombay Master Printers Association for many years and founded the Share to Benefit Forum (StB) in 2007, a unique initiative of the association. He served as the association's president from 2014 to 2016 and is still part of its core team.

In his free time, Faheem enjoys traveling and is a passionate automobile enthusiast. He refers to himself as a caregiver for his collection of classic cars and also enjoys collecting vintage mechanical clocks. He places a high value on time management and has adopted "Beating Deadlines" as his personal and company motto.



RAMESH KEJRIWAL
Chairman
Parksons Packaging Ltd

Ramesh Kejriwal, Chairman of Parksons Packaging, is an industry veteran and a technocrat with 40+ years of experience in the printing and packaging business. He is the vision-setter and provides strategic direction to the company and is responsible for the overall functioning of the organization. Mr. Kejriwal is a commerce graduate and qualified printing technologist.

In 1996, he started Parksons Packaging from a small gala admeasuring 1,500 sq/ft in Daman with a vision to be one of the best. He steered the company to attain leadership status in the packaging industry. Parksons presently has Pan-India presence with 8 state-of-the-art manufacturing plants with an annual turnover close to 1800 crores.

Mr. Kejriwal was also the past President of The Bombay Master Printers' Association. Under Mr. Kejriwal's leadership, Parksons won Printweek "Company of the Year" awards in 2011, 2016 & 2017.

He was also awarded MMS Lifetime Achievement Award in the year 2018. As an initiative to give back to the society he founded an Industrial Training Institute (ITI) in the state of Rajasthan.



KIRIT MODI
Executive Director
Horizon Packs

After completing his post-graduation at one of the premier management schools in India (Indian Institute of Management, Kolkata) in 1971, he handled various assignments in corporate environment & Paper industry in Senior Management position. Having pioneered the concept of pan-India distribution of Kraft Paper in 1979, he ventured into Packaging industry as a measure of forward integration in 1991. He has created an all-India presence in this industry with 10 manufacturing locations in last 30 years. He currently oversees the management of HORIZON PACKS group, which is the largest Corrugated Box Making group in India.

His experience of over 40 years in the fields of Kraft paper, Test Liners and equivalent grades & Corrugated box packaging gives him the unique overview of the market trends, which is leveraged to maintain strong growth momentum.

He is the President Emeritus of Indian Corrugated Case Manufacturers' Association (ICCMA), ex-Member of Managing Committee of Federation of Corrugated Box Mfrs. Association (FCBMA) and also the ex-Chairman of its' Paper Mills Coordination Committee.



RAM KUMAR SUNKARA
Co-Chairman R & D Centre
Federation of Corrugated Box
Manufacturers Of India

Ram Kumar Sunkara, Chairman of R & D Centre of the Federation of Corrugated Box Manufacturers Of India

Ram Kumar Sunkara, a Master's degree holder in Physics from Mumbai University, has over 25 years of experience in the manufacturing of boxes, paper tubes, paper bags, and paper. He has also obtained several certificates in relevant fields such as product testing and development, paper machine operations, secondary fiber recycling, kraft pulping, and paper machine auditing.

He has served as a member of various committees, including the Governing Body of the Indian Institute of Packaging and the Corrugated Board Technical Service Committee of TAPPI, USA. He currently holds the position of Chairman of the R&D Committee at Federation of Corrugated Box Manufacturers of India (FCBM) and the Research Advisory Board at Western India Corrugated Box Manufacturers Association (WICMA)

Ram Kumar has undertaken several projects, including the installation and commissioning of more than 100 automatic plants for the manufacturing of corrugated boxes in India and the design, manufacture, installation, and commissioning of India's first fully automatic square fiber drum and DTY paper tubes manufacturing units.



SNEHASIS C ROY
Director – Technical
Bennett Coleman Co Ltd., India

Director – Technical, Bennett Coleman Co Ltd., India – Snehasis Roy is an MBA from Narsee Monjee Institute of Management and B.S with Honours (Printing Management & Sciences) from Rochester Institute of Technology, USA. Snehasis has over 28 years of Leadership experience spread over organisations like Times Warner inc., Dainik Bhaskar, ABP Pvt Ltd & Times of India Group (BCCL).

He is currently leading the Times group production as Technical Director. He takes care of Press and Prepress operations, and infra upgradations. Apart from this, currently, he is Chairman for the World Printers Forum, South Asia Committee.

Snehasis is an accomplished technocrat with acclaimed achievement in production & technology. He has led projects that considered a benchmark in Newspaper plant design and maintenance in South Asia. In addition, under his guidance, his team has won several recognitions. The latest one to mention is the WAN-IFRA Print Innovation Awards 2019. Under the Product Innovation category, BCCL won both Gold & Silver awards."



MEHUL A. DESAI
Founder and Chairman
**Mail Order Solutions India Pvt
Ltd. (MOS)**

Mehul A. Desai has had a lifelong passion for sales and marketing, which was instilled in him at a young age through his father's mid and senior level roles in an MNC. As soon as he completed his graduation, Mehul dove headfirst into the industry, starting as a Trainee Sales Rep at Proctor and Gamble (then Richardson Hindustan) while still pursuing his degree.

Over the course of his 16-year career, Mehul worked in various MNCs in sales and marketing functions, eventually rising to become a business unit head and Vice President Sales and Marketing at AtlasDigital Ltd. However, in 1997, Mehul decided to embark on an entrepreneurial journey in the print industry, founding MOS. His unwavering vision and focus have helped MOS establish standards and business models that have allowed the small start-up to experience exponential growth in a short period of time.

Aside from his professional pursuits, Mehul is also an avid cricket fan and holds a degree from Mumbai University. He further honed his skills by completing a Management Program for Family Business from IIM, Bengaluru. Mehul is deeply committed to giving back to the community and serves as a Trustee on the board of Animedh Charitable Trust, a non-profit organization that serves marginalized children, youth, and women across India.



MANISH GUPTA
*General Manager, IP and PP
Marketing*
**Konica Minolta Business
Solutions India Pvt. Ltd.**

Mr. Manish Gupta is the General Manager for PP & IP marketing from Konica Minolta India. He has a post-graduation degree in Marketing & IT. He has earned recognitions for his immense contributions in marketing and has a vast experience of more than 20 years in the printing industry in India. Mr. Gupta has also worked for other organisations in the field of printing industry.

Through his career he has served many key positions. Prior to joining Konica Minolta Mr. Gupta was working as Business Consultant for 10 years where he was responsible to assess the customer requirements and plan the solutions. While working with Konica Minolta Mr. Gupta has contributed lot to the growth of Konica Minolta brand in the country and took Konica Minolta to a leadership position in Digital Production Printing Segment in India.



SUNEESH KUMAR YADAV
Sr. GM (SALES)
Century Pulp & Paper
(B.K.Birla Group)

Over 25 years of experience in the Pulp & Paper industry, he is a seasoned professional. He is currently serving as the Category Head for Packaging Board Business at Century Pulp & Paper. With a proven track record in Technical Sales Support, Sales & Marketing, as well as new business & customer development, he has honed his business acumen to deliver innovative solutions, customer-centric packaging, and value chain efficiencies through paper board.

Drawing upon his vast expertise in the Paper board business, he is currently spearheading value chain optimization, distribution and sales team remodeling, product mix & price benchmarking decision-making, establishing last mile customer connectivity, and fostering customer-centricity throughout the entire paper board product and service value chain.



AMIT KHURANA
COO – Digital and Offset Print Solutions
TechNova Imaging System Ltd

Mr. Amiiit Khurana is the COO – Digital and Offset Print Solutions for TechNova Imaging System Pvt. Ltd. TechNova is one of the world's largest suppliers of print solutions.

Previously, Mr. Khurana worked for Huber Inks and DB Corp where he rooted all his knowledge in Ink and Newspaper industries. He is a Printing technologist with an MBA in International Business, having a rich experience & deep understanding of the Print Industry. He began his career with Bhasker in Operations Management and was later a part of the International Business Team at Huber Inks.

Mr. Khurana has been associated with TechNova for the last 16 years. He joined TechNova in 2007 and was handling the newspaper business until 2017. Now he Heads the entire Offset Print Solutions and Digital Sales. Lately, he has been closely working on Digital Print Solutions from HP and Markforged.

He is known for his humbleness in the industry. He is very passionate about his work and thrives to be a leader in a changing industry by using creativity and innovation.



AMRITPAL SINGH BAWA
India Business Consultant
Scodix Ltd Isarel

Amritpal Singh Bawa, a renowned Digital Print Enhancement Expert represents Scodix in India. He has held various positions in National and International companies has made a difference with his pioneering work in the print business and production workflow. Bawa is a prominent leader for Scodix in Asia. He is associated with all of Scodix's activities in the region providing expertise and support. He is passionate about the digital print revolution and a strong advocator for bringing the versatility of digital to the finishing embellishment.

He has a 23 years history with a demonstrated ability in developing strategic positioning both in business development and product marketing to build a print business to override their business aspirations.

Bawa lives in Chandigarh with his wonderful family. When he isn't traveling and making a difference to print production he dedicates his passions to volunteering and community involvement, travelling, music, marketing and art.



SOUMYAJIT MUKHERJEE
Jt President – Head (Marketing & Sales)
Emami Paper Mills Limited

A Post Graduate in Economics with International Trade and Operation Research. Has been working in Pulp and Paper Industry for last 24years. Started with selling of Pulp and Paper Machinery for International suppliers in India, came to mainstream Paper product selling for last 20years.

After Having a successful stint in Writing and printing Paper, Copier paper and coated paper, had been in the Packaging Board segment for last 15years at various capacity, presently heading the sales and marketing of Emami Paper Mills limited with main focus Packaging Board unit from its inception.



RAKESH SACHAR
Head, Sales & Marketing
ITC Ltd. – Paperboards & Specialty Papers Division

Mr. Rakesh Sachar, a post graduate in Civil Engineering, sauntered into the paper industry for a look & never looked back.

He has completed more than 25 years with ITC in the Paper & Paperboard Division, with stints in Projects, Engineering, Manufacturing & Sales.

In his current role, he heads the Sales & Marketing vertical of ITC Paperboards & Specialty Papers Division, based out of the Divisional Headquarters at Hyderabad.

Rakesh is known for his wide knowledge of the paper industry and is a very cheerful and friendly person to work with.



PHALGUN POLEPALLI
Co-Founder & CEO
Dice Toy Labs

DICE TOY LABS was founded in 2018 by Phalgun Polepalli and Shwetha Badarinath, a husband and wife duo.

Mozaic Games – a Dice Toy Labs venture, is on a mission to create cool board games for India. They are passionate about designing strategy board games and licensing games from local inventors; they are quick to champion the work of other board game designers to tell different Indian stories through board games for the world to enjoy.

Mozaic Games is a game design studio in Bangalore where they create modern strategy board games with Indian themes. Their board games are gender-equal and age neutral.

The first game they created was Yudhbhoomi, where players can relive epic wars from Indian history. They researched many historical events in Indian history. They gamified these events into immersive board games that ensure players get an edge-of-the-seat experience while engrossed in the story. The game – Yudhbhoomi put them on the toys and games map in India.



SHIVA VISWANATHAN
Co-Founder and Design Head
CATENATE.IO

Shiva Viswanathan brings three decades of true market experience in brand and interactive design. He is now the Co-Founder and Design Head at Catenate.io – creating an education and counseling product for high school students called MiraMira.us, Design Head at Ogilvy Pennywise and Director of Program at DesignUp. School – an institution for design professionals in technology. Additionally, he is the Curriculum Consultant for Indian Institute of Art and Design for their online design education venture AND Academy.



MUKUNDAN GOVINDARAJ
Principal Solution Architecture
Digital Twins and Web3.0,
NVIDIA

Extensive experience in immersive technologies (augmented reality, virtual reality and mixed reality), computer vision algorithms, industry 4.0 transformations, and digital twins, with a strong foundation in game engines, web 3.0 technologies and Computer-generated imagery(CGI) pipeline.

Having built and led 500+ cutting-edge interactive experiences across retail, education, healthcare, industrial, law enforcement, media and retail sectors.

Awards:

- British high commission has invited mukundan as a delegate for his achievements in the field of Virtual reality in medicine
- Government of Chile had invited Mukundan as a expert in the field of VR and AR to visit incubators and universities



AMEET TALREJA

Owner

**Mohit Printers / GT Playing
Cards Co**

Amreet Talreja, a seasoned professional in the printing industry. With over 18 years of experience in print supervision, he joined his family business – GT Playing Cards Co., which has been in operation for 42 years. Under his guidance, Mohit Printers was established with a focus on printed box packaging and promotionals. However, after the pandemic, the company shifted its focus to customized playing cards, card games, and board games to cater to the increasing demand for personalized games.

With a state-of-the-art 8000 square-foot facility in Lower Parel, Mohit Printers is equipped with the latest printing technology, including 4 German Heidelberg printing machines, 4 coaters with UV, and 8 card-cutting machines with automated sequencing, ensuring high-quality prints.

With a reputation for good ethics and values, GT Playing Cards Co. remains a family-run business, providing quality products and maintaining strong client relationships. Hear more from Amreet Talreja at the PRINT Business Outlook Conference and gain insight into the challenges of producing and distributing board games in India.



SUSHANT GAUR

Chief Executive Officer

**Adeera Packaging Private
Limited**

Sushant Gaur is the CEO of Adeera Packaging, a leading company in the paper bag industry with a production capacity of eight crore paper bags per month. He has extensive experience in the field, having established five factories in Greater Noida, a warehouse in Delhi, and plans to expand further by opening a unit in the United States by 2024. Sushant's company exports its products to clients in seven countries including Spain, Italy, the United States, the United Kingdom, Dominican Republic, Guyana and Australia. Adeera's manufacturing unit is certified BRCGS Grade A, FSC, ISO 9001 QMS, ISO 14001 EMS, GMP, and SA 8000, however, Sushant notes that there are still challenges in the industry as it is less than 10 years old in India. He states that "We had to convince paper mills to make paper specifically for paper bags, Low GSM, High BF & Tear along with higher moisture content, unlike corrugated media paper." Sushant will be participating in the Mergers and Acquisitions (M&A) Panel discussion, where he will be sharing his insights and strategies on how to maximize the chances of success in M&A deals in the printing and packaging industry.



MOHIT GOEL
Founder
Meeplecon

Mohit Goel is an alumnus of IIT Bombay and IIM Ahmedabad and has an illustrious career spanning more than 2 decades in the fields of Education and Boardgaming.

He launched his testprep company in 2001, training students for the IIT Joint Entrance Exam, and was awarded the Edupreneur of the year award by the Times of India Group in 2013. He has led 2 private equity funded edtech companies as CEO and COO in the last 8 years.

He is a boardgaming evangelist, developing the hobby and building communities at scale since 2009. He is the co-founder of MEEPLECON – India’s first and only consumer event focused on boardgames for the age group 5-99 years.



ARIF SHAIKH
Parksons Cartamundi

Arif Shaikh is an experienced and accomplished sales professional who brings over 18 years of expertise to his role. He has a wealth of experience across various industries, including KPOs, e-commerce, software, and printing, with a particular focus on the manufacturing of toys, card games, and board games. Throughout his career, Arif has been instrumental in new business development and has a talent for creating innovative solutions for product development.

In addition to his publishing experience, Arif has also been working with some of the largest FMCG and Alcobev companies, providing promotional merchandise for consumer and brand promotional activities. He has been closely involved in every stage of the product journey, from ideation to NPD and mass production, working closely with brand teams to support their marketing goals. Arif has also built a strong network with casinos in Goa, Sikkim and Nepal and has been working with majority of the Casinos catering to their playing cards and gaming needs. He has a strong interest in printing and games and a good understanding of the casino business.

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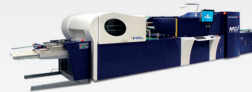


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