

India is going to be a giant in 2030, says Abdulla Hassan



Abdulla Hassan, CEO, Dhow Capital of Kuwait gave an impassioned talk to the startups at the Alumni association of IIT Kanpur, Pune Chapter's Startup master class 2018. Abdulla took some questions from the audience:

What brings Dhow Capital to India?

We look at opportunities. India is going to be a giant in 2030. You will have a workforce of 600 million and that is huge. We would love to invest in businesses that attract this 600 million captive market.



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What are the areas you are focusing on?

I am ready to invest even ₹5 lakhs if an idea is good. But generally, we are focusing on fintech, consumer-based ideas, education and AI. I believe the biggest push to the economy will come from rural markets.

What is the success rate of your investments?

In a year, we doubled our investments and three of our companies have become big names in Europe

But rural India does not have the spending capacity?

Yes, that may be true but look at China. What did they do? They took it to the villages where the labour was cheap, costs were lower and there was electricity. This I think is the dimension to follow.

What is the difference you see between start-ups in India and the West?

In the West they have the advantage of having a lot of money. Start-ups in India started a few years ago and when you say \$13 billion was invested in India, it's not really much, comparatively. What is sad is that seed funding has actually reduced.

Why is that happening?

Essentially because there is no regulator. You need to make sure that certain areas are not overfunded.

As an investor what will you look at?

I will look at seed funding and series a funding. I want to be with entrepreneur even before he needs the funding.



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KCCI Event Feedback:

For a maiden event of KCCI, according to me EBNP was overwhelmingly successful. The energy of the organisers was matched by the enthusiasm of the budding entrepreneurs. The young pool of talent was well guided by the esteemed dignitaries and established entrepreneurs. Excellent presentations marked the key speakers as ideal tutelage. My congratulations and best wishes!

Parvez Hamduley (Entrepreneur, Investor), Riyoon Properties/Multilinear Interiors

The 1st Entrepreneur Business Network event arranged by KCCI was very well planned and executed. The highlight of the event was the energetic talk by Mr. Abdulla Thakur as well as learning from established Kokni entrepreneurs. It also gave opportunity to bring established entrepreneurs, budding entrepreneurs, key people from the community and other experienced persons on one platform - with an aim to encourage and support entrepreneurship in Koknis. All the best.

Gulzar Wangde (Entrepreneur), Aryaf Agro Foods

Never been to a better event. The motivational speeches were so inspiring! The mentors and entrepreneurs I met were absolute role models. Everyone was benefitted greatly. The whole event, including Abdullah Thakur's speech was awesome. There was so much to learn. Everything triggered a zeal. Lucky to be a part.

Nawaf Ashfaq Gantare (Entrepreneur), Coinsrewarder

As salam walaikum, It was a privilege to have been part of the inaugural Entrepreneurs Business Networking Platform event organised by KCCI. This platform was a much needed and awaited one considering the untapped pool of brilliant young Kokni talent that we have. The uniqueness of the event was that it was a first of its kind event where there was an amalgamation of mentors, ideas, investors and generous souls ready to selflessly work for the betterment of our community. Team KCCI was a fantastic initiative and we all are with you in this good work. Best Regards

Majid Hamid Baig (Entrepreneur), Teaflections

As salaamualaikum, It was a phenomenal event which had its genesis somewhere in 9th century since the Kokni people came into existence. All the speakers at KCCI's first event were marvellous. The speech given by Abdullah Thakur Sir proved that being an entrepreneur is not a cake walk. You never know if it is the right time to take the plunge. Or even if you are having some success, you might be anxious about sustaining the momentum. The other best part of the event was speech given by Parvez Hamdulay Sir where I came to know mediocrity is something which is not to be endured. Failure stories can have more impact than stories of triumph because stories of disappointment move people to reflect harder than tales of success do. I congratulate team KCCI for initiating such a positive platform for future entrepreneurs during the challenging period of economic adjustment.

Abarulhak Ahamed Karbhari (Entrepreneur), Maryam Builders and Developers, Shringartali

The platform which you people have created is very good for our own people. In this event personally I have got to know that we Koknis have great talent and sources to develop that talent. I believe this is just the start of the journey.

Umar Nadkar (Business Head), Creative Focus

Alhamdulillah, the KCCI conference at Taj Santa Cruz was well organized, managed extremely well, participants were selective, lecturers were knowledgeable, emerging new entrepreneurs were talented, performing well, they are able and have potential to shine in future. And of course, it was a need of the hour as we have to keep the Kokni community up-to-date with the modern world. In this program every body has taken motivation and much more. I am sure no body returned empty handed. This function was successful and your team efforts have achieved the goal. Need to formulate KCCI's vision, mission and strategies. Please invite me for the same, I can assist you or help you in building a respectable Kokni community. Jazakallah Khair.

Mohamad Husain Moosa, Chief Engineer (Marine)

Professionally conducted and well organised. It was a much needed, long awaited event that our Kokni community needed from decades of Jumlabazi. Good some legends took responsibility. I wanted to be a part of it as I have always dreamt of doing good for the community and the people around me. IC bhai and IV Bhai have just started something (KCCI) never ending. Hats Off

Sohayl Aynarkar, BE Mechanical Engg, UK, Trainer and Coach-Asterix Solutions.

The first event of KCCI was very much needed to bring like-minded people purely for the benefit of the society. It acted as a good exchange platform for business professionals. The talk given by eminent speakers was enlightening. While the younger generation presented their business ideas, the old guards red flagged the area of risks associated with the business. I certainly went back with some brownie points and further look forward to participating again.

Aqdas Tatli (Entrepreneur), The Buffalo Cheese Company

Alhamdulillah. I would like to express my sincere appreciation and thanks to KCCI founder Mr. Intikhab Chougale and Core team members for organizing and executing such an event with zeal and passion and considering me a part of it. The Speakers motivated us to work for the achievement of our desired destination. I am sure every entrepreneur at the event got valuable knowledge and it boosted them to their goals. Thank you. Jazakallah khairan.

Mushtaque Chougale (Entrepreneur), UMS Electrical Services

It is need of Time. Our Kokni Community has produced many Talented and Skilled People so far. The only thing missing was a proper platform to encourage and guide more Youngsters. InshahInshah Allah KCCI will do that.

Shahab Buran, Founder & CTO, SmartAd Solutions & Services

At the outset I would congratulate team KCCI for organizing such a unique and motivational event. KCCI who is pledged to develop much awaited and much needed platform to bridge the gap between wealth points and emerging entrepreneurs of the community, has provided a perfect opportunity for the established and budding entrepreneurs to showcase their strength. These kinds of events can change the way community is perceived. I wish all the very best to team KCCI and assure them to make myself available in future for anything appropriately required.

Asif Kitekar (CEO), Expert Legal Assist

"A brilliantly choreographed flagship event by KCCI"
Nazrul islam Kazi, Associate Vice president, Godrej Interio

KCCI is a combination of an innovation lab, business incubator and a community centre. The event was a perfect initiative by KCCI to provide directions, guidance and learning from global business experts.
Mazhar Thakur, Operations Director, Conexus

The KCCI entrepreneurs' event will go down in History as a powerful initiative to encourage & support aspiring Kokni businessmen. The exuberance of the KCCI team is quite evident with focus on commerce & trade for the betterment of the community. The objectives of KCCI will help Kokni businesses which is an important aspect in the economic & social upliftment of the people.
Irfan Chikte (Entrepreneur), Kokan Technical Supplies

It was a splendid event, both in terms of intellectual quality and social gratification. The organization was smooth and efficient throughout. I sincerely congratulate KCCI team on the success of a well-organized, well-balanced and a topical agenda Conference. The speakers were all highly respected professionals, and the learning was dynamic. I can say it was an revolutionary event for Kokni Entrepreneurs.
Mohammed Kapdi (Entrepreneur), InstaFoGo

It was one of the few events which actually had an influence on our institute and our community. Joining hands with our own community members is a thing we should promote to have an accelerated growth and development of our community.
Umar Rais, Co-founder of Student Alliance iLearnopedia.

In the News



Kokan Bank did it again, It has been Honoured as '2nd Best Bank in Maharashtra' in the Category of 600 Crore Deposit For FY 2017-18 by The Maharashtra Urban Co-Op Bank's Federation Ltd.....

KCCI Once again 'Congratulates' its Dynamic Leader / Chairman Najeeb Mulla, his associate Asif Dadan, all other Directors and the dedicated KMCB staff / team. A big Congratulations to all you Koknis who have been supporting and trusting the bank all these years...

Take Pride Koknis- Yeh Aapka Idaara Hai

Kokni Chamber of Commerce & Industry Congratulates Chairman Najeeb Mulla, Vice Chairman Asif Daddan, entire Board Of Directors and Team 'Kokan Mercantile Co-Operative Bank Limited for being awarded as Second Best Co-Operative Bank in the category of 501 to 2000 Crores bank for the year 2017-18 by Mumbai Nagari Co-Operative Banks Association.



Kokni Chambers of Commerce & Industry Congratulates Dr. Zaheer Kazi (President), Anjuman-I-Islam for winning the election held on 30th September 2018

All the best

Kokni Chambers of Commerce & Industry congratulates and supports the initiative taken by these brothers. The program was done in Dubai and the subject of the program was 'Islahi Bedari Muhim - Anti Drugs Awareness & Imam Salary Issue'

Team includes Nazir Hurzook, Naushad Patel, Fahad Wadekar, Khalid Chougale, Tajammul Mukadam, Maulana Tauseef Kondekar & Fazal Rakhange.

All the best





Take Inspiration Be an Inspiration

Being Entrepreneurs or trying to be one takes lots of courage, it is not a turf where everybody can play the game. You need to have many virtues or attributes as a part of your personality, like I believe you cannot be trained for it all, you may have some attributes and you may acquire few by the virtue of being a good learner.

As Kokni Chamber of Commerce & Industry is one such platform where everyone from kokni community and beyond may be looking forward to learning or getting connected to people from whom they can acquire few aspects of being successful or maybe the way to conduct ourselves when in the business. Through this write-up I would want to share few very important aspects which I feel and believe if practised well will help you groom yourself as a better individual and a successful entrepreneur in future.

I follow these attributes and call them IC's 4 pillars for a successful personality:

#1 – Develop an Ability to Listen:

Most of us listen to respond back immediately, it helps if you listen to understand what the other person is saying and then plan your response accordingly, so you tackle the situation well. The general attitude is people get into conversations with pre-conceived answers and hence the conversation ends into a useless discussion, with no conclusion. Hence, it's important to learn to listen and see the other person's point of view when he is talking.

#2 – Know When to Speak or Stay Quiet:

Conversations are interesting, and it is important to understand the background of a conversation and the people are part of the same. Any comment made by you should not be irrelevant

to the discussion or the tone used by you should not be loud / insulting for the people involved in the discussion. We all are successful in whatever we are doing and none of us likes insults, humiliation or unprofessionalism on any platform, so act accordingly.... Always.

#3 Take Informed Decisions:

Be ready to face the situation and take decisions where it is required to be taken, follow the best method to reach the decision. Use your past experience, gather market information and seek expert's opinion. Once you have done it all, take a decision, a complete informed decision and then, no matter what the outcome will be stand by your decision as that will portray your character and convictions. Honesty & Integrity should be highest attributes of your personality while handling any challenge or responsibility in life.

#4 Be Yourself

Each and every one of us, is an individual created uniquely with a very high potential and set of capabilities. We must seek knowledge whenever we can, as learning is an on-going process and knowledge helps us to evolve into a better version of our self. We must not shy away from meeting and collaborating with people from different spheres of life. Our uniqueness will always reflect in the way handle people and situation.

My concluding statement to this sharing of my views will be – "Take Inspiration, Be an Inspiration and Live a better Life Ahead."

Intikhab Chougale (Founder – KCCI)

CEO – Sabheen Management & Financial Consultants

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