

Cafemutual Beyond Borders 2026: A Crisp Roundup

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Cafemutual Beyond Borders 2026 saw wealth managers, manufacturers, regulators and distributors come together to discuss the future of global investing, cross-border opportunities and evolving client needs.

Here are some key takeaways from the event:

Unlocking global investing: The next growth opportunity for advisors & distributors.

Prem Khatri, Founder & CEO, Cafemutual

- Next big growth engine: global investing
- HNIs already discussing US equities & GIFT City
- Client expenses increasingly dollar-linked
- Rupee depreciation driving diversification need
- India-only portfolios = concentration risk
- Even 5–10% allocation = massive opportunity
- Access via MFs, ETFs and structured products
- Start small, build confidence

The Rise of Global Investing Among Indian Households

Saurabh Mukherjea, Founder & CIO, Marcellus Investment Managers

- Consumption already global
- INR loses ~40% value every decade
- Education, travel, lifestyle = dollar-linked
- India & US: consistent long-term performers
- GIFT City simplifies global diversification
- Diversification is boring — but essential
- Risk of not diversifying is high

Keynote Address: Fund management reforms in the IFSC

Pradeep Ramakrishnan, ED, IFSCA

- Built to enable dollar-based investing from India
- Unified regulator simplifies compliance
- 200+ fund managers, 300+ AIFs

- Strong traction in bond markets
- ETFs, tokenisation, VCC structures in progress
- Aim: global financial hub

GIFT City: The Game Changer

Parimal Deuskar

- India's IFSC for global investing
- Rapid growth in retail participation
- OPI + LRS enabling wider access
- Tax-efficient fund structures
- Simplified compliance for investors

Geopolitical Risks & Indian Economy

Dharmakirti Joshi, Chief Economist, CRISIL

- India growth resilient (~6–7%)
- Global cycles increasingly synchronized
- US growth strong; rest of world slowing
- Record-high global uncertainty
- Energy shocks impacting macro stability
- Capital flows shifting to safe assets
- Climate, debt, geopolitics = key risks
- Long-term India trajectory remains strong

Mutual funds, direct stocks or ETFs- which is the best route to global markets?

Moderator: Prem Khatri, Founder & CEO, Cafemutual

Ketul Sakhpara, Founder, BayFort Capital

- Direct equities via managed accounts
- Focus on global innovation sectors
- Avoid generic exposures
- Concentrated, high-conviction portfolios

Pratik Dodhia, Founder & CEO, Alphabet Investment

- No single best product
- Combine mutual funds, ETFs, direct

- Role-based allocation is key

Vishal Dhawan, Founder & CEO, Plan Ahead Wealth Advisors

- Global = extension of domestic allocation
- ETFs for core, active for alpha
- Simplicity for retail, layers for HNIs
- Execution & experience matter

Immigration by Investment: Evolving Role of Financial Advisors

Rajneesh Pathak, Founder & CEO, GlobalNorth Residency & Citizenship

- Wealth now includes geography + mobility
- Clients seek education, lifestyle, flexibility abroad
- Advisors must evolve into global strategists
- Multi-generational planning becoming critical
- Golden Visa routes gaining traction
- Countries: US, Portugal, UAE, Caribbean

Fireside Chat: GIFT IFSC – Cross-Border Capital Flows

Pavan Shah, GM, IFSCA

- Two-way capital flow: inbound + outbound
- Rising Indian wealth driving global investments
- Shift toward regulated, transparent routes
- GIFT evolving into global capital hub
- Three use cases: inbound, outbound, global pooling
- Covers banking, markets, insurance under one regulator
- Expanding beyond capital markets (leasing, education)
- LRS & ODI adoption accelerating

Building a Global Proposition for Clients

Moderator: Prem Khatri, Founder & CEO, Cafemutual

Aashwin Dugal, Nippon Life India Asset Management

- Institutional investors becoming cautious
- Global allocation opportunity rising

- Need deeper product understanding

Arpita Vinay, Senior Managing Director & CEO, Spark Capital PWM

- Global investing ≠ single product
- Clients more aware, more demanding
- Start simple, build diversified portfolios

Somnath Mukherjee, CIO & Senior Managing Partner, ASK Private Wealth

- Global allocation is strategic, not tactical
- India underrepresented in global indices
- Asset allocation remains core principle

Importance of Asset Allocation in Global Equities

Pramod Gubbi

- Asset allocation drives ~90% of returns
- No single asset wins every year
- Global diversification = low correlation benefit
- India only ~3% of global opportunity
- Access global megatrends beyond India
- Fully digital onboarding via GIFT City

Compliance Tight Rope: Navigating Taxation & Regulation in Cross-Border Investments

Neha Bagri, Partner, PWC

- Routes: LRS, ODI, OPI, fund structures
- LRS: primary route for individuals
- OPI: corporates up to 50% net worth
- Funds allow structured global exposure
- GIFT funds gaining traction
- Tax clarity improving globally
- Stay invested >2 years for efficiency

Demystifying Global Products - What Wealth Managers Need to Know to Guide Indian Investors

Moderator: Nishant Patnaik, Associate Editor, Cafemutual

Ankit Garg, MD, Wealthy Nivesh

- Don't invest based on patriotism

- Diversification reduces volatility
- Not all global markets perform
- US remains strong market

Ashish Joshi, Founder & CMD, TridentBay Asset Managers

- AI and global themes driving growth
- Alternative assets gaining traction
- Capital flows to stable markets

Pramod Gubbi, Co-Founder, Marcellus Investment Managers

- Geopolitics is noise, not strategy
- Forex costs no longer a major concern
- ETFs offer low-cost access

Rikesh Mirchandani, Founder, Ocean City Capital

- Focus on understanding investments
- Don't chase hype (crypto, trends)
- Global allocation = hedge + growth