

# Alpesh Patel

✉ a.patel@praefinium.com

in linkedin.com/in/alpeshbpatel

🔗 <http://www.praefinium.com>

---

## Summary

My media profile and business, political and economic expertise has been utilised by the UK Government as their Dealmaker covering Asia and Middle East for over a decade. As the senior and longest serving member of a 15-20 strong team, we've delivered over £1BN of investment to the UK since 2005. Previously appointed by the Prime Minister to advise on policies for closer ties between the UK and India, and formerly working in Congress for Hon Eliot Engel, I have utilised my training as a barrister for advocating policies for wealth creation, diversity whilst engaging legislators and policy-makers.

I make frequent appearances, including as host on Bloomberg and CNBC, on international prime time television as a contributor to global business discussions inspiring pride in entrepreneurship, especially women entrepreneurs and inter-faith diversity benefits, including BBC's Newsnight, and Bloomberg, CNN, Sky Business News, CNBC, Channel 4 and US / UK radio. I have written over 200 columns for the Financial Times, and built a worldwide reputation as an authority on economic, business, political issues, with my best-selling books on business, entrepreneurship topping the charts in UK and international Amazon stores and my political and economic paper review on BBC World TV reaching 300m viewers.

I have been sought-out by international corporate giants, including Barclays, Lloyds Bank, Merrill Lynch, Goldman Sachs and ICICI Bank, as an industry-recognised expert, to deliver advice at C-level on the global economy and growth strategies. As a businessman I built a successful private equity fund with a record of penetrative analysis of FTSE 100, 250, mid-cap companies, as well as global companies and economics and advising investors on successful strategies – with a track record commended by FT. A former Visiting Fellow in Business & Industry at Oxford University and Council Member of Chatham House, my practical expertise is backed up by academic credentials.

## Experience



### Board Member

Jan 2012- Present

10 Downing Street

Advising the Prime Minister's Special Advisor; members include Sherry Coutu (LinkedIn investor), Sir David Tang (China Tang) with special focus on shaping public opinion on entrepreneurship and strategies to encourage global entrepreneurs to establish high growth companies in the UK.



### Dealmaker, Ministerial & Strategic Relationships, Global Entrepreneur Programme (Asia-Pac, Mid-East)

2005- Present

Department for International Trade

Develop vision, implement strategy to secure, recruit, and retain tech-savvy start-up investments into the UK and thereafter global exports by them through dealmaking, business development, capital introductions.

Covering India, China, South-East Asia, Middle East bringing exceptional IP and entrepreneurial companies to the UK to establish their global HQ, through business and financing deals. Part of a 10+ person team which has over since 2005 brought in over \$1.7bln of inward investment into the UK.

Responsible for key strategic relationships to the Global Entrepreneur Programme, including those with Parliamentarians and specifically Ministers, and international trade bodies, civil servants and investors, to position organisation as voice of entrepreneurs on foremost economic, political issues to maximise its effectiveness,

through technical knowledge of policy, practical personal experience and building strong trusted relationships to manage strategic risks.

Successfully created nearly 100 new British companies exporting globally. Other than individual meetings with companies, lead generation happened through over 100 speeches, media interviews, trade missions, MoUs in Europe, India, Singapore, Malaysia, China, Hong Kong.



## **Consultant Editor (Financial Voice), Columnist 'Political Animal'**

Jan 2005- Present

### **Asian Business Publication Ltd (ABPL Group)**

Asian Business Publications Ltd (ABPL) has been publishing Gujarat Samachar and Asian Voice in the UK since 1972, during which time we have always striven to put the needs of our community first.

The key to our success has been our abiding and uncompromising commitment to the interest of our readers. Over the four decades we've learned a lot about their likes and dislikes, their changing lifestyles, their interests and their priorities. Equipped with this invaluable insight we offer the latest news with in-depth reports and analysis on issues of particular importance to British Asians.

<https://www.abplgroup.com/Events/Asian-Achievers-Awards/About-AAA>

## **Founder**

Feb 2004- Present

### **PRAEFINIUM PARTNERS LTD**

Initially purely Hedge Fund, then expanded into Private Equity funds; a successful investor in cleantech, medtech globally with an India bias; a catalyst for innovation (investors in spinal implants, knee replacement technology); driver of economic growth (yoy positive returns on our investments). We are entrusted to invest for Family Offices and Pension Funds. Supporting Loomba Trust, British Asian Trust.

\*Evolved the business to sustain and develop profit during the credit crunch, to deliver 17% annual returns for investors over a five year period.

\*Utilised personal credibility to raise funds during a period of global economic crisis, sourced undervalued deals and secured new customers to transform revenues.

\*Implemented corporate governance procedures to provide investor accountability and transparency to the regulator.

\*Hand-picked an expert team to deliver service excellence, cohesion and endurance throughout the recession.

\*Implemented a vision based on insight and trends, together with a firm-wide commitment to learning that enabled the business to flourish.

\*Developed a talent pool of individuals who have secured top-level roles with FTSE100's.



## **Fintech Entrepreneur**

Jan 2004- Present

### **Sharescope Alpesh Patel Special Edition**

Investment Software which has in its first decade outperformed Warren Buffett (351% by us v 89% for Buffett) and every UK fund manager. The algorithms find undervalued, growth stocks likely to generate income, thereby avoiding the problems of fund managers seeking only growth, or only income, or only value stocks. The software auto-generates comment on every UK/US stock daily using my proprietary language and analysis algorithms. It also scores stocks based on academically researched (from Oxford University), proven, weighted criteria.



## **Founder**

Jan 1997- Present

### **TRADERMIND LIMITED and APVL**

Development of online trading algorithms to make trading online accessible for the masses. A mission to democratize finance and end bloated poor performing fund managers. Paid public speaking engagements on personal performance, leadership, investing, entrepreneurship; Advising CEO on business strategy including Channel 4 senior commissioning producers, BBC senior executives, Barclays Stockbrokers, Bloomberg TV,

E\*Trade. Created a trustworthy personal brand as a global authority on fintech, investing, wealth management, entrepreneurship.

#### Selected speeches

- # Global Entrepreneurs & How They Build Their Businesses, Kolkotta 2015
- # Investing in the UK, Hong Kong 2014
- # How Global Entrepreneurs Go Global From the UK, Singapore, Kuala Lumpur, Bangalore 2014
- # Indo-British All Party Parliamentary Group, Panelist, UK, 2013
- # Accompanied Minister, Department of Energy and Climate Change, Delhi, Lucknow, Punjab, 2013
- # Department for International Development, UK Govt. (DFID), Panel Speech, London, 2013
- # Banque Privee Edmond De Rothschild Europe, Shaping the Future, Speech, Luxembourg, 2013
- # Speeches to Business organisations in India, UAE, Malaysia, Singapore, Hong Kong, Shanghai
- # House of Lords, to IT Ministry of Govt of Andhra Pradesh, 2012
- # Imperial College, Business and Faith, 2012
- # Imperial College, Breakfast speech with Jim O'Neill and Sir Paul Judge, Host, 2011
- # Barclays Bank, Hindu Society Speech, 2011
- # Establishing businesses in the UK for UKTI/FCO, Kuala Lumpur & Singapore, 2011, 2012, 2013
- # Keynote, Fund management and software innovation, Paris, 2008
- # Keynote, Smart Investor Conference, Hong Kong, 2007, and Singapore, 2007
- # Keynote, KPMG, UK India Potential to UK Indian VIP Community, 2007
- # Keynote, UK-India Potential with Stephen Timms MP, Houses of Parliament, 2007
- # Speech, All Party Parliamentary Small Business Group, UK Parliament, 2006
- # Speech, Investing Globally through the UK in Budapest to Business School, 2006



#### **Business & Investments Author, Columnist**

Jan 1997- Present

Amazon.co.uk Limited

Author of 18 investment and business books translated into Russian, Mandarin, Polish, German, French, Thai, Korean about investing and entrepreneurship; Trading Online surpassed Harry Potter on Amazon for a while; publishers include Financial Times, Tata-McGrawHill

Former columnist for Financial Times Merrill Lynch HSBC, Barclays, Lloyds Bank



#### **Co Founder Director then Advisory Board (The Indus Entrepreneurs UK)**

2000 - Jan 2018

TiE

18 years 1 month

Co-founder of the UK Chapter of The Indus Entrepreneurs. Was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region. There are currently 13,000 members, including over 2,500 charter members in 57 chapters across 14 countries. TiE's mission is to foster entrepreneurship globally through mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs.

My focus was on being a voice of entrepreneurs in the UK and simultaneously through a compelling schedule of business leaders shore up the finances of the organisation through membership.



#### **Founding Director**

Jan 2005 - Aug 2016

UK India Business Council

11 years 8 months

Established by Secretary of State under the initial Chairmanship of Lord Bilimoria; UK India Business Council is the premier business-led organisation promoting bilateral trade and investment (UK is India's largest investor

- \$3.2bln in 2013) between the two countries. Our mission is to facilitate an increase in trade between the UK and India through our business centres in India, MoUs with groups such as Tata for skills development, trade promotion activities. We work with and support UK Trade & Investment and the UK Foreign and Commonwealth Office.

Our key sectors highlight opportunities in the emerging sectors of India: Advanced Engineering; Digital Innovation; Infrastructure; Life Sciences & Healthcare; Retail, Lifestyle and Logistics and Skills & Education.

Founding Director; Member of the Remuneration Committee; Member of the India Board.



### **Deputy Chairman of Council**

2010 - Jun 2016

Commonwealth Gates Council

6 years 6 months

The Gates commemorate the soldiers of the then Empire and Commonwealth who fought in the First and Second World Wars. They are located outside Buckingham Palace. The Patron is HRH Prince of Wales and Baroness Flather chairs the Council, they were inaugurated by HM Queen.

My aim is to shape public opinion on the involvement of the Commonwealth by utilising the media to promote the message, and having compelling annual speakers and working with the Armed Forces for delivery of this work.



### **Director**

2009 - May 2012

United Nations Economic Commission for Europe

3 years 5 months

The United Nations Association promotes the activities of the United Nations.



### **Guest Host**

Jan 2007 - Dec 2011

CNBC

5 years

Frequent guest Host Presenter to provide global market commentary and interview guests alongside anchors.



### **Member of Council**

2004 - 2010

Chatham House

7 years

Development alongside Lord Loomba of Chatham House Prize in order to raise further the profile and impact of Chatham House among business and governments for its research and impact; the winner is presented with a scroll signed by our patron, Her Majesty The Queen; winners to date have now been Aung San Suu Kyi, Melinda Gates, Hillary Clinton; Advising CEO on strategy; member of the Investment Committee to date.



### **Non-Exec Chairman**

Jul 2003 - Jan 2009

Aranca

5 years 7 months

Introductions and strategic advice to founder CEO. Founded in UK in 2003, Aranca has a global presence including in the US, Europe and Middle East, and a state-of-the-art delivery center in Mumbai, India.

Over the years, Aranca has become a trusted partner to over 1500 global organizations including Fortune 500 companies, SMBs, investment banks, brokerage firms, asset management firms, consulting firms, PE and VC firms, law firms, government bodies, trade associations and universities.



### **Advisory Committee Member, Private Bank**

Jan 2005 - Dec 2007

ICICI Bank

3 years

Advisory Board Member of India's largest bank's private banking division; advising on global macroeconomy, evaluating structured products for high net worth clientele



### **UK India Roundtable Board Member**

Jan 2000 - Jan 2005

10 Downing Street

5 years 1 month

Appointed by the British Foreign Secretary to report bi-annually to the Prime Minister's Office in the UK and India on policy suggestions for improving bilateral relations between the two countries in every aspect of the relationship from defence to education ties, trade to tourism.

FT

## Columnist

Financial Times

Jul 1999 - Oct 2004

5 years 4 months

Over 200 columns published in the Financial Times on the global economy and markets, with a particular focus on behavioural finance which explains the psychology behind market reactions and explains much of what conventional economics fails to do, including market crashes - a vital tool often neglected by global businesses.



## Visiting Fellow in Business & Industry

University of Oxford

Sep 2002 - Jul 2003

11 months

Research and lectures on behavioural finance and a deeper understanding of how company valuations are effected by non-conventional factors.

B

## In-house internet and investment specialist presenter

Bloomberg LP

Jul 1999 - Sep 2002

3 years 3 months

Advised CEO on India market entry.

Bloomberg Television is a 24-hour business and financial news channel reaching 200m households worldwide. My accomplishments at Bloomberg included:

### Presenting and Interviewing

- Interviewed senior figures from finance and politics. Devised questions, coordinated questioning strategy amongst print and foreign TV channel journalists, conducted interviews in live and pre-recorded interviews.
- Covered international political and economic events. Did spots for UK and US television and radio, produced packages. Events covered include IMF/World Bank meetings, European Union Summits, OPEC meetings.
- Instant reaction to data and events in the bond, currency and commodity markets. Communicated with market participants for comment, showed response of relevant market instrument on live TV and talked audience through the consequences.
- Regular spot on Bloomberg UK and US Radio Stations

### Package writing, producing and editing

- End-to-end writing, editing and production of packages between 3-30 minutes on international economic and political affairs. Proposed and developed topics, selected and interviewed experts, wrote scripts, created graphics and managed edit process to ensure timely coverage of key events.

### Show development

- Development and ownership of key regular features on Bloomberg Television. Created links with guests, wrote scripts and hosted weekly shows. Features included Money and Politics, Emerging Markets.



## Providing Global Market Intelligence

Merrill Lynch

2000 - 2002

3 years

Providing my insights to their HNW audience on the global macro economy and international politics.



## Pupil Barrister

7 Stone Buildings Intellectual Property

Sep 1995 - Mar 1996

7 months

Worked on pensions law, rights of trustees to seek over payment, professional negligence, directors duties and disqualifications, European regulations on bank and building society responsibilities and consumer rights, Crown prerogative and its limitations and powers of the Secretary of State.

-  **Practicing Barrister, Pupil** 1996 - 1996  
 12 Grays Inn Square, Barristers Chambers of Mark Littman QC 1 year  
 I worked on Lloyds insurance arbitration cases and the limits of liability; EU money laundering regulations.
-  **Intern, Hon Eliot Engel** 1994 - 1995  
 US Congress 2 years  
 Lobbied the US Government (on behalf of the Congressman I worked for) the White House, Congressmen, Senators, State Department on its trade policies with Pakistan in the sale of fighter jets. Outcome: We halted the sale of the jets to the Pakistan, but failed in having the country declared a 'terrorist state' which was a related goal. I created an informal lobby group of influential US businesses to speak on our behalf and bolster our case. I commissioned reports from the Library of Congress to back up our case evidentially so it became irrefutable, including evidence from Pakistani nuclear scientist that bolstered the case for trade restrictions by the US and her allies.

## Education

-  **University of Oxford** 1993 - 1995  
 BA, MA, Philosophy, Politics and Economics  
 Congressional Intern in association with Boston University. Intern for Hon Congressman Eliot Engel (D-NY)
-  **Boston University** 2004 - 2004  
 n/a, Student Exchange with Oxford University  
 Intern, US House of Representatives
-  **King's College London** 1989 - 1992  
 LLB, Law  
 Dissertation on the powers of Parliamentary Select Committees
-  **Inns of Court** 1992 - 1993  
 Barrister, Corporate/Chancery/Commercial  
 Bar Vocational Course; Advocacy, Negotiation skills, corporate and commercial law, civil litigation.

## Skills

-  Hedge Funds • Leadership • Broadcaster • Investments

## Certifications

### Member of the Bar of England and Wales • Bar Council

1993 - Present

## Honors & Awards

- Award for Excellence Presented by Finance Minister of India • NRI Foundation • Mar 2015**  
**Asian Who's Who Award For Contribution to UK - India Trade Presented by Lord Dholakia • Asian Who's Who • Dec 2010**

**Asian Achievers Awards (Media Award)** • Asian Voice Newspaper, Presented by Rt Hon Patricia Hewitt • 2002