Financial Products Distribution Summit

Reimagining Distribution – Scale, Trust and Sustainability

Wednesday, 13th May 2026
Novotel Mumbai International Airport

Program Outline

0900 - 1000 hrs	Registration
1000 - 1115 hrs	**Inaugural Session**
	Opening Remarks by FICCI Theme Address by **Mr Neeraj Choksi**, Summit Co-Chair and Co-founder, NJ Group Keynote Address by **Mr Navneet Munot**, Summit Co-Chair and MD & CEO, HDFC AMC Special Address by **Mr Kunal Shah,** Founder, CRED* Presentation and Release of FICCI – PwC Knowledge Paper Inaugural Address by **Mr Amarjeet Singh**, Whole Time Member, Securities and Exchange Board of India Vote of Thanks and Concluding Remarks
1115 – 1145 hrs	Tea Break
1145 – 1245 hrs	**Plenary Session I: Delivering Investor Outcomes: Rethinking Distribution Across Asset Classes** India's investment ecosystem has made significant strides in expanding access, with millions of new investors entering capital markets through mutual funds, portfolio management services, digital platforms, and diversified asset classes. Yet, the critical question remains: Is increased participation translating into meaningful and sustained financial outcomes? This session will examine how effectively the current distribution landscape is enabling long-term wealth creation across investor segments. It will explore the shift from product access to outcome delivery, focusing on the role of advice, product suitability, investor behavior, and engagement across asset classes. The discussion will also assess whether existing models are equipped to support disciplined investing, manage risk, and bridge the gap between participation and performance. The session aims to surface insights on how the ecosystem can evolve to deliver more consistent, transparent, and outcome-oriented investor experiences.

1245 – 1330 hrs	**Leaders' Dialogue -Cross-Cutting Enablers: What Must change Across All Distribution Models?** As distribution models evolve across traditional, digital, and hybrid channels, the next phase of growth will depend not just on innovation, but on strengthening the foundational enablers that underpin the ecosystem. Building trust, ensuring suitability, enhancing transparency, and driving accountability are no longer differentiators—they are essential to sustainable scale. This session will focus on the systemic and structural changes required across the distribution landscape to embed these principles consistently. Discussions will cover the alignment of incentives across stakeholders, the role of regulation and disclosures, the use of technology and data in shaping investor journeys, and the governance frameworks needed to safeguard investor interests. The objective is to identify what must change at a system level to create a distribution ecosystem that is not only efficient and innovative, but also fair, resilient, and trusted by investors.
1330 – 1430 hrs	Lunch
1430 - 1530 hrs	**Plenary Session II: Digital & Platform-Led Distribution: Innovation, Scale and Accountability** Financial products distribution is being redefined by rapid technological innovation. The emergence of discount brokers, wealthtech platforms, financial marketplaces, embedded finance, and other digital-first models has fundamentally changed how investors access and engage with financial products. As technology reshapes distribution channels, the imperative is to ensure that innovation is matched by strong oversight, sound governance, and clear accountability. Discussions will highlight how innovation can be scaled responsibly within a framework of regulatory discipline and market integrity.
1530 hrs	Conference Concludes