

FORTUNE

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NEWS, EVENTS, PROMOTIONS + IDEAS

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FOUNDER & CHAIRMAN-
CUM-MANAGING DIRECTOR,
MEDHAJ GROUP

Enigmatic
Growth
Leaders

DREAM BIG,
THINK BIG, AIM
BIG, DO BIG IS
THE GOSPEL
ON WHICH
ENTREPRENEURS
THRIVE TO
CREATE
INCREDIBLE
BUSINESSES
FOR GEN NEXT
TO GROW ON

**DR. ANEEL KASHI
MURARKA**

PHILANTHROPIST & FOUNDER,
AMPLE MISSION

Influential
ENTREPRENEURS

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**INFLUENTIAL
ENTREPRENEURS**
APRIL 2021



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WINNING *HEADS* OR *TAILS*

MANISH HATHIRAMANI,
PROPRIETARY TRADER &
TECHNICAL ANALYST

Just 37 years of age, Manish Hathiramani, is a man driven with a purpose. In February this year, he was felicitated with the prestigious “Business Leader of the Year” award by ET NOW (The Economic Times Group) in the category “Proprietary Trader of the year” in Mumbai. His list of achievements and accolades are brimming and so is the confidence of the humble Proprietary Trader and Technical Analyst from Kolkata. His hefty expertise and experience has added more brilliance to his abilities and persona. In conversation with the Fortune India Exchange, he shares his successful journey in the volatile world of the Nifty.



M“My forte lies in trading the NIFTY, the benchmark index of the National Stock Exchange, India. I have spent the last 15 years focusing exclusively on this format of trading.” says the expert who was fascinated by the capital markets way back in 1993 at the tender age of 10 years!

Manish recalls with some mirth how he was enamored by Harshad Mehta, known as ‘The Big Bull’ of the trading world! Until then, unaware of the scam or his doings, but seeing his pictures in leading publications like The Dalal Street and The Economic Times, made Manish daydream to grow

in stature to be able to comment on the markets, appear on television giving his views on stocks and be recognized as a leading expert in the field. The infamous stock market crashes of 1993 and 1998 disturbed Manish to see people around him sulking as they lost money on the bourses. By then he was about 15 years old and understood the markets a lot more. “It was for the first time when I asked myself that if markets rose, was that the only one way in which people could make money? Was it not possible to make money when markets crashed? Is everyone destined to fret when markets fall? There



must be someone who is exulting while the markets crack in the southward direction? Such questions perplexed me”, recalls Manish.

An alumnus of La Martiniere for Boys school, Kolkata, he left for Bond University, Australia in 2002 to graduate in International Business. In the next two years, Manish specialized in 4 majors – international finance, economics, global business strategy and his favourite subject – statistics. His keen interest in the markets continued and topics like Granger causality and Regression Analysis found him inching closer to achieving his dream. But, he first needed to hone his analytical skill sets on how to make money in both directions of the market i.e., bullish and bearish. So, after graduating, he returned to Kolkata in 2004 and by mid-2005, started to train in Technical Analysis under Rahul Mohindar, an immensely successful trader, who was very meticulous and a hard task master that worked in good stead for the ambitious young Manish. Even to this day he gives all the credit to Mohindar whom he respects as his mentor.

After completing his training, Manish started trading! It was risky as trading in the stock markets was not a profession Manish’s family was into. Since he was starting this from scratch, there was no safety or assurance of a fixed income like a salary or stipend; a luxury and stability enjoyed by professionals in a job. Manish took the plunge though it was not his field of education nor was it a family business. He passionately says, “I was unable to ask anyone for help as nobody knew technical analysis. It has been a long struggle.” He faced rejection from all quarters. Ultimately the ray of hope came from the advice of his mentor Rahul. “Start your own trading firm and commence with whatever little you have. Build it up and if you are good in your analysis, people will recognize you sooner than later”. What followed was a deluge of television interviews with Bloomberg, CNBC TV18 and ET NOW. Prominent publications recognized Manish’s work. “I was being introduced to wealthy individuals both onshore and offshore. Apart from my proprietary corpus, I now run operations in India, Singapore and Dubai with a wide range of clients from industrialists and businessmen to professionals and celebrities,” he humbly mentions.

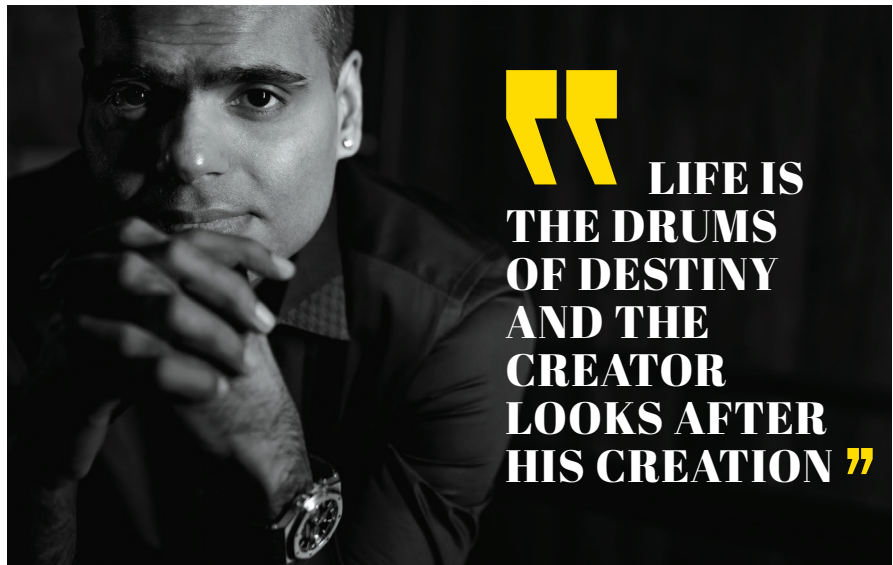
Manish went on to specialize in Index Trading—trading the NIFTY Futures. “Through Technical Analysis, I trade every rise and fall of the market. I am bullish in rising markets and bearish in falling markets. The basic tenet and philosophy is not to be married to any one direction of the market. If the charts indicate an upside, I ride the rally up. If it suggests a downside, I

short sell the index and ride the slope down. I do not trade stocks, only futures of the Nifty index. I have been doing this consistently for over 10 years and am content with my success. He is now setting up independent regulated fund structures in Mumbai and Dubai which will be functional by June 2021.

With this rich experience, Manish has established

most consistent faces to be seen on business media forums and international conferences namely Dubai, Amsterdam, Moscow, Singapore and Hong Kong and has had the privilege to speak at the World Trade Organisation (WTO) in Geneva.

When it comes to unwinding after a hectic day, Manish spends quality time with his family or



“ LIFE IS THE DRUMS OF DESTINY AND THE CREATOR LOOKS AFTER HIS CREATION ”

Recognition & Awards

- **March 2021:** Featured in The Forbes India in the section “Indian Business Legends”.
- **February 2021:** Received the ET NOW award for the “Proprietary Trader of the year” in Mumbai.
- **March 2020:** Featured in The Forbes India in the section “Modern Game Changers of India”.
- **December 2019:** Received the Young Achievers Award for “Equity Trading & Asset Management” from the National Achievers Association (NAA) in New Delhi.
- **October 2019:** Received the “Mahatma Gandhi Samman Award for Global Excellence” at the House of Commons in London.
- **June 2019:** Received the “Indian Achievers Award for Business Excellence” in New Delhi.
- **February 2019:** Received the Business Television India (BTVI) award for the “Business Leader of the Year – Financial Sector” in Mumbai.
- **June 2018:** Received the “Inspirational Leaders of Bengal” award in the field of “Excellence in Capital Markets” in Kolkata.
- **November 2015:** Received the Sindhu Shree Award for young achievers by the Indian Sindhi Association in Vijayawada.

India Futures Fund (IFF) in Singapore. IFF, under the aegis of Taurus Wealth Advisors Pte Ltd. is a regulated Monetary Authority of Singapore (MAS) fund that trades the volatile movements of the Nifty Futures in a US Dollar denominated contract exclusively on the Singapore Stock Exchange (SGX), also known as the SGX NIFTY.

A veteran with over 2000 media appearances, Manish continues to be among the youngest and

indulges in his hobbies: reading, listening to music, playing squash, golf and chess. “Life is the drums of destiny and The Creator looks after His creation” is what Manish’s maternal grandfather and spiritual Guru taught him. These cultural moorings nurtured and enriched his growth. This has kept him grounded, focused, diligent and imbued with total faith in the Almighty and the eternal Law of Nature.