



Maarifa@KenCA

Edition 1- NOVEMBER 2020



CA Kenya Dream Team 2020.

Back (L to R) CA Mehul Desai, CA Yusuf Mithaiwala, CA Akash Kokadwar,
CA Keyur Shah, CA Kishan Basotia, CA Dhiren Bhagrecha, CA Kailash Mota, CA Raj Kumar Yadav,
CA Kamal Kishor, CA Ketan Bosamya, CA Shivang Sheth, CA Sujit Saini, CA Manoj Mehta,
CA Komanduri Ranganath, CA Orlando Da Costa Luis.

Front (L to R) CA Praveen Bajaj, CA Deepak Kanthaliya, CA Lakshmi M.M, CA Juei Shah,
CA Kamal Shah, CA Rajagopalan Sathyamoorthy , CA Garima Agarwal, CA Gauri Gupta.

CONTENT



04. Talking Point – Interview with CA PVR Rao
05. Special Feature – Tribute to our Seniormost Members
06. Management Mantra from Srimad Bhagwad Gita – CA Sridhar Hari Rao
07. Role of Internal Audit during Covid-19 – CA Ankit Bhatnagar
08. Inverted Yield Curve -CA Sandeep Shah
09. The Wealth Series - Wealth Creation by CA Praveen Bajaj
10. Straight from my Heart – Gratitude by CA Kailash Mota
11. Positive Pulse – How to Start a Diet Plan for the Last Time by Dr. Niddhi Wadhwa
17. Gray Matter
18. Contact Us

From the Editor's desk



CA Gauri Gupta

Dear Members,

It is truly a momentous occasion as I pen this editorial for our inaugural issue of the newsletter for Nairobi chapter of ICAI – so aptly named MAARIFA@KenCA. Maarifa is a Swahili word which means Knowledge and KenCA is a term coined by one of our members to describe our fraternity of ICAI

Kenya members. We congratulate and acknowledge the Management Committee for coming up with the idea of this newsletter as well as the winners of the Newsletter Name competition – CA Nagaraj B. N. who came up with the name ‘Maarifa’ and CA Mikes Jain who coined ‘KenCA’.

We believe that the name of our newsletter is fitting and embodies the Chairman’s vision and thought behind having a newsletter for our Nairobi Chapter. The idea is to share our knowledge and ideas for the collective benefit of all members and through this to inspire members to grow continuously, to live a fulfilling life and strive to make themselves a better version of what they were yesterday.

We are humbled and honoured to have received two special messages for this maiden issue– one from the President of the Institute of Chartered Accountants of India – CA Shri Atul Kumar Gupta and another from the Vice President Shri CA Nihar Jambusaria.

In this edition, we pay a special tribute to the Founding Father of our Chapter – CA PVR Rao and a few other senior members Messrs. M Velayudhan, R Sathyamoorthy and RS Venkataraman. Together with a group of about 20 CAs, they set up the local chapter in 2005 and which then became fairly active from 2015.

In this issue, as well as those that will follow, there are several articles of professional interest. This time we look at an article on the Role of Internal Auditors in the Covid-19 context by CA Ankit Bhatnagar and one on Inverted Yield Curve by CA Sandeep Shah. We also present an article on Management lessons from The Bhagavad Gita by CA Sridhar Hari Rao. In addition, Maarifa@KenCA features a number of regular columns – ‘Straight from My Heart’ by CA Kailash Mota, “The

Wealth Series’ by CA Praveen Bajaj, ‘Positive Pulse’ on Health & Fitness by Dr. Niddhi Wadhwa. “Newsbeat – Nairobi chapter of ICAI” features news and events from our Chapter and then we have a couple of sections – “Creative Corner” and “Gray Matter” dedicated to showcasing members’ creative and intellectual talents.

To encourage our little ones, we have this time exhibited under the “Creative Corner” paintings done by children of our members and you will be pleasantly surprised to see their creativity and talent.

Last but not the least, we would love to hear from you on your comments and suggestions so please do feel free to write to us at “kenya@icai.in”

I hope you will enjoy reading this first edition of ‘Maarifa@KenCA’ as much as we did it putting it together.

Best regards,

CA Gauri Gupta

November 2020



Messages from President and Vice President of the Institute



I am happy to note that the Kenya (Nairobi) Chapter of ICAI is launching a bimonthly e-newsletter 'Maarifa@KENCA'.

Keeping the members up to date and professionally upgraded is the first and foremost priority of the Institute when it comes to serving our members. To this effect, ICAI has always endeavored to provide best possible professional development courses and skills set to update and prepare our members to face the challenges posed by the uncertain times.

In this regard, it is extremely pleasing to note that in this current phase full of challenges and uncertainty, the Kenya (Nairobi) Chapter of ICAI has come out with an appropriate initiative of supporting ICAI in keeping the members updated and enhance their knowledge base relating to the profession by launching this newsletter.

I am sure, as named Maarifa (Knowledge), the newsletter would serve our members to upgrade their professional skills and bring best knowledge resources together at one place for their ready reference. Through this way, this publication would play its part well to support and promote the vital role that Chartered Accountants play throughout the global economy.

I extend my gratitude to the entire Managing Committee for their efforts and wish the Chapter great success in all its endeavours.

With best regards,

CA. Atul Kumar Gupta
President, ICAI



It is heartening to note that Kenya (Nairobi) Chapter of ICAI is bringing out the first edition of its newsletter named "Maarifa@KenCA". The Institute of Chartered Accountants of India (ICAI) is committed to build and enhance the knowledge base of its members and has been taking the requisite measures so as to prepare and make them future ready in the newer world emerging after the global pandemic.

The dynamics of world economy have changed all over and it is the need of the hour that chartered accountancy profession rises to the occasion and renders the guidance and the professional services that can help the economy to recover and grow from the present economic crisis. The members of ICAI working abroad have not only brought laurels to the profession but have rightfully contributed towards the mission and vision of ICAI. The efforts being made by the Kenya (Nairobi) Chapter of ICAI towards the services being provided to the members in region are indeed commendable.

The Newsletter shall serve as an excellent medium to build and establish a connect between the members of the fraternity in the region keeping them abreast of the latest developments of relevance to the profession. The same shall also be instrumental in securing the cooperation of members in the forthcoming endeavors.

Would like to place on record my appreciation for the entire managing team of the Kenya (Nairobi) Chapter of ICAI and wish them success for their initiatives in future.

CA. Nihar N Jambusaria
Vice President, ICAI

ICAI Kenya Chairman's Message



Respected Professional Brothers and Sisters,

It gives me immense pleasure to welcome you to our first Institute of Chartered Accountants of India (ICAI) Nairobi Chapter newsletter. We have travelled a long journey to reach this stage and I wish to take this opportunity to convey my gratitude to our Founder Chairman Mr P.V.R. Rao for his vision to form a Chapter in the year 2005 in Nairobi, Kenya and our immediate past Chairman Mr Sathyamoorthy Rajagopalan for shaping our Chapter as it currently stands.

I am very fortunate to have a very industrious and inspiring Management Committee and Sub-Committee members aptly called the 'CA Kenya Dream Team' who are all keen to serve the 200 plus members of our Chapter. It is gratifying to see their efforts in promoting the Chapter activities and serving members in all professional aspects. The Management Committee has charted out several actions to promote the CA profession, to recognize and create brand value for our prestigious Institute in Kenya. One of these actions relates to the launch of the ICAI Kenya website and I am pleased to state that this shall be up and running very soon.

I also acknowledge and appreciate our Membership Committee led by CA Kamal Kishore and our Chief Editor CA Gauri Gupta for compiling such an informative and inclusive newsletter for our fraternity.

I strongly believe that knowledge is the cornerstone for our professional development and we will continue to make all efforts to bring to you opportunities to further your

professional knowledge and gain insights on current and emerging trends through webinars, seminars, newsletters, circulation of relevant articles and study circle meetings. Since August 2020, we have held three webinars and the plan is to organize at least one webinar per month.

It is my vision to foster a sense of pride and recognition for our profession and in particular, members of the ICAI in the Corporate world and amongst students. I also see a future where we will have Nairobi as an official ICAI Examination Centre. This Chapter aims to make use of the power of our network to organize events and create a platform to enhance collaboration within members across various chapters in the Middle East and Africa. As a first stage, we are compiling our Members Directory and I seek your support to share your details so that by end of this month we have up-to-date Members Directory.

Creating diversity in our ranks to have a more inclusive environment and drive our growth is another focus area for the Management Committee this year. All our committees have at least 1 female member and we encourage more women CAs to volunteer their services and time in driving our agenda. This will always be a part of our policy and I look forward to engaging more on creating an enabling framework for diversity.

I remain optimistic about our future despite the ongoing Covid-19 pandemic. We all have the capacity to face and overcome the challenges that this threat poses to the organizations which we represent. We will get through this successfully. As we go through the 2nd wave of infections in Kenya, I request all of you to please follow the Ministry of Health guidelines and stay safe during this COVID-19 pandemic. We are one big professional family and kindly call upon us in case we can be of any assistance to you.

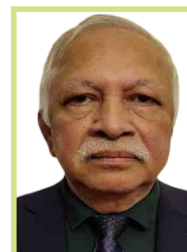
We hope you will enjoy this first edition of our newsletter and I encourage you to give your feedback to make our newsletter more helpful and interesting.

CA. Kamal Shah

Chairman

Talking Point

Interview with CA PVR Rao



For this inaugural issue, we decided to meet up with and speak to CA PVR Rao, who initiated and arranged for the formation of the Kenya Chapter way back in 2005. The Chapter was incorporated on the 23rd March 2005 under The Societies Rules, 1968 followed by an official launch held at Norfolk Hotel and which was graced by the then President – CA R. Bupathy, the Indian High Commissioner and prominent Kenyan businessmen and dignitaries. While the Kenya Chapter only became active from 2015 onwards, CA PVR Rao continued to represent Kenya at ICAI conferences during the intervening decade.

He is well known in the industry and profession in Kenya given his experience and expertise in the area of insolvency practice. He is accredited with the Certificate of Excellence in Corporate Governance and was awarded a Doctorate by United States College of Seminary International and the “Jewel of South India” during the Pravasa Bharatiya Diwas in New Delhi in 2018.

Here are snapshots of our conversation with him as he reminisces about his life and work.

Q: Tell us about yourself and what made you choose the CA profession?

It was my elder brother, a Chartered Accountant with FCWA and FCS who inspired and encouraged me to follow in his footsteps. I qualified in 1976 and worked in India as a Senior Accountant at National Mineral Development Corporation, Hyderabad and as Accounts Officer at Steel Authority of India before moving to Kenya in 1981. After working for 11 years in Kenya, I started my proprietary business in Financial & Management Consultancy firm named “Tact Consultancy Services” in the year 1992.

I am an Insolvency Practitioner with over 55 receiverships, administrations, liquidations with a few high profile assignments including Grand Regency Hotel, Nyali Beach Hotel, Heritage Wollen Mills (formerly known as Raymonds), TSS Grain Mills, Mombasa Intercontinental Hotel and Athi River Steel Plant Limited.

I continue to play a very active role in the industry as a Member of the Institute of Certified Public Accountants of Kenya, the Institute of Certified Public Secretaries of Kenya, the Institute of Certified Public Accountants of Uganda and the Institute of Professional Management of UK.

Q: How did you end up in Kenya? and how would you describe your experience and stay here?

My brother was the General Manager In-charge of the International Division (Overseas Branches) at Bank of Baroda. Through his introduction to one of the Bank’s clients and who were looking to recruit a CA, I came to Kenya in 1981.

Q: Do you feel you have missed out on any opportunity?

I took advantage of every opportunity in my life. I assisted several families, in settlement from India to Kenya and in providing better employment chances for those in Kenya. I am happy with how my life turned out to be and have no regrets.

Q: What is that one thing that inspired and motivated you to do better in life?

To be different from others and make an impact on my own by taking risks.

Q: And what inspires you to keep going even at this age what do you look forward to doing?

You remain YOUNG so long you are ACTIVE in LIFE. There is no ageing of the heart. Be young at heart and you will never remember your age.

Q: What is the best thing that has happened in your life?

I worked hard in life. Honesty and hard work paid the dividends. My commitment to work and perfect timing keep me active at this age.

Q: How do you keep active and what does your typical day look like?

I am a workaholic and my work is my passion and my hobby. I am in the office from 9 to 6. I used to play badminton but now mostly my physical activity is in the form of walking. As a member of the

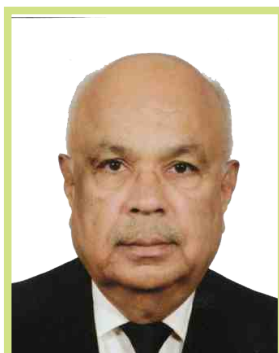
Member of the Tax Appeals Tribunal, appointed by the Govt. of Kenya, I often stay up late at night till 2:30 am trying to complete the work around this.

Q: What advice would you like to give to the young members of the profession?

One must take calculated risks to progress and move forward in life. Be different from others and leave a positive significance in someone’s life. Accept that “Change is the Only Thing, which is Constant in life”.

Special Feature

Tribute to our Senior most Members



CA Velayudhan M

Mr. Velayudhan Muthalampet is our senior most member in Nairobi Chapter of ICAI. He was born on 05th March 1945. He has the honour of having a 4-digit membership number - 9205.

Mr. Velayudhan did his CA Articleship with A. F. Ferguson & Co.

Bombay and completed his Intermediate & Final examinations of the Institute of Chartered Accountants of India for both the groups in his very 1st attempt. He is also a qualified CMA. He started his career as a cost accountant with Larsen & Toubro in Mumbai. He then moved to Tanzania in 1973 with a renowned group as financial controller and later relocated to Nairobi in the year 1988 as Managing Director of one of the companies in the same group.

In 1990 he decided to venture on his own and started his own business with presence in Kenya and Tanzania

CA Sathyamoorthy Rajagopalan

Mr. Sathyamoorthy is the immediate past Chairman of Nairobi Chapter of ICAI. He was born and brought up in Mumbai. After his graduation from Sydenham College he did his CA Articleship with M/s. KS Aiyar & Co., Bombay and qualified in November 1971. He is also a qualified CMA (earlier AICWA) and a Company Secretary.

After working in India for 3 years up to 1975, he moved to Tanzania to take up a job in Dar-es Salaam. He relocated to Kenya in 1990. Having worked as CEO in a leading manufacturing group, he then started a Travel agency and is run by Mrs. Sathyamoorthy.

He has been actively involved with the Hindu Council of Kenya having held various positions including that of a Vice-Chairman. He spends considerable time on social and charitable service through other organizations he is associated with.

The Nairobi Chapter of ICAI is fortunate to have signed up an MOU with the Institute of Certified Public Accountants of Kenya in 2018 during his tenure as Chairperson of the Nairobi Chapter.



CA Ramaswamy Seshadri Venkataraman

Mr. Venkataraman is yet another senior member with Nairobi Chapter of ICAI. His membership No. is 014114 and he qualified as a CA in 1972. He has worked all through out in large scale Industries in India and Kenya since 1972. Mr. Venkataraman is here in Kenya since March 1978.



Management Mantra from Srimad Bhagwad Gita

CA Sridhar Hari Rao



The Bhagavad Gita is perceived as a spiritual text and also as a Hindu scripture, however, there is no doubt that the principles propounded in the Bhagavad Gita have universal application. These have over the years proved to be useful for Managers to mould their character and to develop “Managerial effectiveness”. The Gita deals with management not only from a perspective of factors of production but with ‘self’ being the core of management. The western and the modern management concepts of vision, mission, leadership, corporate social responsibility- dharma, motivation and performance management are all discussed in the Bhagavad Gita. There is never the lessone difference between the two; the Western thought deals with materialism and on a perennial thirst for profit irrespective of the quality of means adopted to achieve that goal, while the Bhagavad Gita tackles the issues from the grass-root level of human consciousness because once the thinking is improved it will automatically improve the quality of action and results. Some of the management concepts grasped and understood from The Bhagavad Gita all of which are a summary of ‘Management by Values’ are explained below

Choice of Alternatives/Decision Making

The first lesson of management science is to choose wisely and utilize scarce resources optimally. Before the start of the Mahabharata war, Duryodhana chose Sri Krishna’s large army for his help while Arjuna selected Sri Krishna’s wisdom for support. This episode gives us a clue as to the nature of an Effective Manager. Unlike Duryodhana, a good manager should never fail to see the bigger picture and act wisely to evaluate the alternatives.

Delegation

The essence of Management is the art of getting things done through people, efficiently and effectively. When it comes to this principle, LORD KRISHNA comes out as one of the greatest Management Gurus, the greatest planner and crisis manager of all times. He is a master strategist and tactful leader who adopts different leadership styles according to the situation and people he has to deal with. But above all, the manner in which he manages to brainwash Arjuna, to get him to do the job expected of him – is exemplary. What is equally noteworthy is that unlike many CEOs today – he is not hands-on – in the sense does not pick up weapons himself but instead makes his team perform their respective tasks. Controlling an army of over one million soldiers and warriors of the Pandava Army to fight and win against a bigger army was not an easy task. But Lord Krishna’s command and control strategy was based on delegation of responsibility – under a unified command.

Leadership: The Chariot Model

Another principle that one learns from The Bhagavad Gita is that the chariot is the body, the horses represent the senses, the reins represent the mind, the driver (Sri Krishna) the intelligence and the passenger (Arjuna) the self. Managers should use their intelligence to control their mind, they should not let the mind to be controlled by the senses. This lesson in leadership given by Sri Krishna is not limited to leaders in the corporate world but every leader including fathers, teachers, ministers, community leaders etc.

Being God Lord Krishna could have accomplished everything himself singlehandedly and taken all the credit. But this is what leadership is all about; not to hog the limelight yourself but to make everything a ‘participatory task’. An authentic leader is not the one who walks, but the one who leads, walking ahead of others.

Motivation

When Arjuna saw his friends and relatives he was demotivated, Sri Krishna played the role of a management trainer to revive Arjuna’s motivation. Motivating employees towards high performance is the task of every manager. In many verses of The Bhagavad Gita, Sri Krishna motivates and energizes Arjuna to do his duty. By practising the principles embodied in the Bhagavad Gita, one can renounce one’s ego, put others before oneself, work in a spirit of teamwork and with dignity, cooperation, harmony and trust. The Bhagvat Gita teaches us to sacrifice lower needs for higher goals - the opposite of Maslow theory of motivation. Work must be done with detachment – to work without reward or punishment. EGO is the centre-piece of most theories of motivation, however, we need not merely follow a theory of motivation but choose to become a ‘theory of inspiration.’ Sachin Tendulkar epitomizes this through the love for the game, it is the love which keeps him going even though his body and mind are not so agile, and he is enjoying the game, not the results.

Sri Krishna demonstrated transformational leadership qualities in developing and guiding Arjuna to VICTORY in the war. Modern managers can benefit from the philosophy of Bhagavad Gita which I believe serves as a guide in developing Managerial Effectiveness. Mere imitation of western approaches may not be appropriate, many new western management approaches will continue to emerge but the teachings of Bhagavad Gita have remained and will remain as a guide for developing Managerial Effectiveness not only in this 21st Century but for many more centuries to come.

CA Sridhar Hari Rao – the author is a member of the Institute and can be reached at hasi_rao@yahoo.com

Role of Internal Audit During (COVID-19)

CA. Ankit Bhatnagar



Due to the outbreak of Coronavirus (Covid 19), Internal Auditors have had to play an important role to advise the management and the Board on the challenges which the organizations are facing and to help them in anticipating new and emerging risks. Internal Auditors need to think ahead to stay relevant and as part of this will have to identify how the Covid-19 is affecting their organizations to identify ways they can help their organization by adding value to their management.

Internal Auditors must make full use of this unique opportunity help their organization survive, grow and remain profitable during these difficult times. This can be achieved by:

- **Taking an active part in crisis management committee meetings;**
- **Identifying new risks and threats to their business on a continuous basis;**
- **Focusing on potential cost savings areas (like eliminating duplication & bottlenecks in the processes);**
- **Being prepared to cross the line by assuming some of the management responsibilities that may test their independence.**

“Audit findings are easy to come up with, successful change from a finding is true internal audit value.”- Michael Piazza

The current situation may allow us to revisit and invest in areas that we may have overlooked in the past. We should make most of this opportunity to refocus, re-energize and refresh our approach by implementing the following steps:

Step 1: Review of Covid-19 Business Continuity Plan (BCP)

- **Real-time review of BCP and responses.**
- **Participate in the BCP committee meeting to provide input on risk mitigation.**
- **Step 2: Perform Continuous Risk**
- **Assessment: Understand activities being undertaken to proactively monitor key organization risks (like payments, supply chain risks, payroll, segregation of duties conflict etc.)**

Step 3: Establish Internal Audit Plan

- Amend the Internal Audit plan to focus on the short term risk areas as assessed in step 1&2. Get the amended plan approved by the Audit Committee.

Step 4: Innovate new ways of working using technology

- Assess the most efficient and effective ways to deliver your plan using various communication technologies, file-sharing tools, and remote-access mechanisms.

Step 5: Establish Data Analysis capability

- Consider the use of data analytics to review key process risk areas to have proper controls and segregation of duties.

Step 6: Becoming part of operations (Temporarily):

- Consider deploying some of your team members into other parts of the organization to focus on business processes that have increased in importance during COVID-19. For example, working capital management, human resource management, supply chain management etc.
- This will not only enhance your team's skills and perspectives but will ensure IA has direct controls on key activities of the organization during this critical time.

“A fundamental key to audit success is the reputation for objectivity. That implies independence from activities reviewed. Complete independence is an unattainable goal while practical independence is not only possible but absolutely essential.” - Larry Sawyer

Step 7: Enhance your team skills:

- Upgrade team skills and capabilities in the areas of identifying emerging risks, new auditing techniques and becoming tech-savvy by using online learning platforms.

Step 8: Upgrade Audit tools:

- Embed data analytics or action tracking capability.
- Consider how to embed continuous data monitoring across key areas of the business.

It is not just the Internal Audit that will be changed by the Covid-19 experience. We don't expect the business to return to the same “Business As Usual” in the near future.

There will likely be more remote working, less travel, increased use of technology and many other changes depending on the industry.

Internal Auditors needs to consider the above-mentioned points and the impact on their future focus.

CA. Ankit Bhatnagar is the Regional Head- Internal Audit & Risks at Golden Africa Kenya Limited, HSA Group of Companies.

Inverted Yield Curve

CA Sandeep Shah



An Inverted yield curve represents a situation in which long-term debt instruments have lower yields than short-term debt instruments of the same credit quality. This type of yield curve is the rarest of the three main curve types and is considered to be a predictor of economic recession (Ref: Investopedia)

The yield curve is a graphical representation of the relationship between the interest rate paid by an asset (usually government bonds) and the time to maturity. Ideally, there is a positive correlation between yield and period, i.e. greater the period, higher the interest rate on such instruments. Hence the graph on interest rates would be an increasing line chart.

If interest rates and time to maturity are negatively correlated, then the resulting inverted yield curve will show a negative slope.

In a healthy economy, bondholders typically demand to be paid more — or receive a higher “yield” on longer-term bonds than they do for short-term bonds. This is because, with increased duration, investors would require to block their capital for a longer period and the risk element increases. Hence an investor is expected to be compensated for the increased duration and the risks involved. In contrast, bonds that require investors to make shorter time commitments, for e.g, three months, don’t require as much sacrifice and usually pay a lower rate of interest.

In May 2019, the yield curve inverted in the US markets, implying that shorter-term U.S. Treasuries had a higher yield than those for a longer-term. This created a considerable panic, and understandably so, amongst the investors as it could

indicate a looming recession in the economy. This has occurred for the last three recessions since 1990, starting with 13, 8 and 18 months, respectively, after the start of the yield curve inverting.

Why causes yield curve to invert?

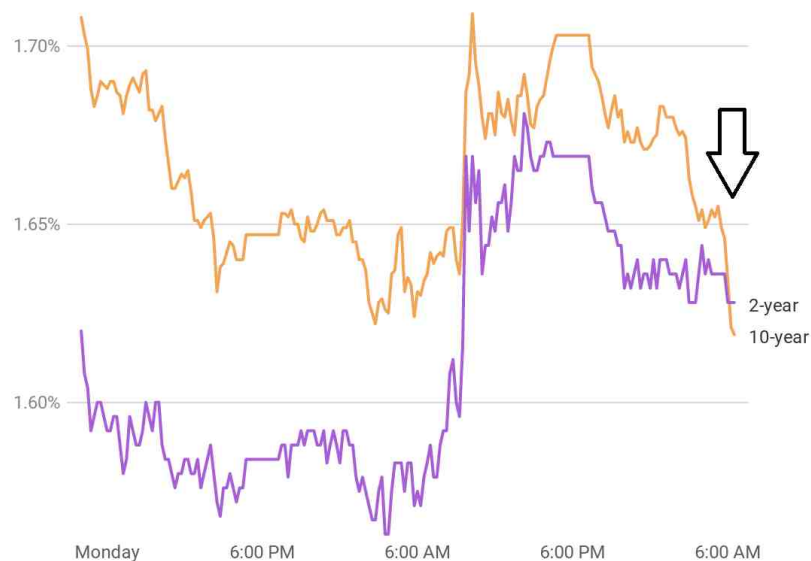
A lower yield on long term bond suggests heightened investor demand for such bonds. This could be on account of investors wanting to park their long term capital on low-risk government

bonds as they expect the economy to not perform as per expectations. Inverted yield curves also suggest that investors believe inflation to be moderate in the medium and long term. Brian Rehling, co-head of global fixed-income strategy for the Wells Fargo Investment Institute explains “The fact that people are willing to take such little money for their long-term bonds

suggests that they aren’t too worried about inflation”. If they aren’t too worried about inflation, it also suggests that they expect the economy to grow more slowly in the future.

CA Sandeep Shah is employed as a Group Financial Analyst with the Safal Group in Nairobi. He is currently pursuing CFA (US).

Yield curve inversion



Source: FactSet • Get the data • Created with Datawrapper

The Wealth Series

Wealth Creation by CA Parveen Bajaj



Most people, if not all of us, want to live in financial comfort and stability. People outside of the Financial Industry or tech industry—people in all walks of life—want to know how to solve their money problems. Everyone vaguely knows they want to be wealthy, but they don't have a good set of principles to do it by.

Wealth creation is ultimately the process of creating and building a stable source of sustenance so that one would not have to struggle or to be worried to make ends meet. In other words, one can live the aspirations with financial freedom. An individual's smart and rationale financial decisions taken at an appropriate time determine the value of wealth that he or she can create. We will discuss in depth all aspects of wealth creation, its principles and strategies in the coming days with objective to make a person accomplished his dream to create wealth.

Series -1

Seek Wealth not money or status

What is Wealth?

When we hear the term 'wealth' we naturally think about money. We often make the mistake of equating money with wealth. Money is simply the currency needed to exchange for goods or services, while wealth is the abundance of money or material possessions.

There are 4 types of wealth which we will discuss in later part of this series:

1. Financial Wealth (Money)
2. Social Wealth
3. Time Wealth (Freedom)
4. Physical Wealth (Health)



Seek Wealth not money or Status

"Invisible Influence: The hidden Forces that shape behavior" a book written by Jonah Berger, Marketing Professor at the Wharton School of the University of Pennsylvania is one of the best book which describe how social influences hiddenly impact our behavior. I have taken a funny story from this book to understand impact of social influences on our buying habits

"A number of years ago, my dad was buying a new car. He lives in Washington, D.C. He's a lawyer there. He bought a BMW. Then he was complaining that all D.C. lawyers buy BMWs. I said, "Well, Dad, you bought a BMW also." He said, "Oh, but mine's a blue one. Everyone else drives a gray one."

According to Jonah Berger Wealth is private. Wealth and status aren't the same because they have different level of visibility. Status is social and its attained in the eyes of others.

Berger Said "The nouveau riches were those originally born into a lower social class who later built their own fortunes and they didn't just want wealth; they wanted the status that comes with it. So, they engaged in conspicuous consumption, the concept of using material items to signify social status."

Status is Zero-Sum Game

Status is your ranking in the social hierarchy. Status is zero sum game compare to wealth which is not zero-sum game. Game of Status is game of hierarchy, who is at which number, who is number one? Who is number 2?

Zero-sum game is situation in game theory in which one person's gain is equivalent to another's loss. A zero-sum game may have as few as two players or as many as millions of participants. Options and futures are example of Zero-sum games. Game theory is a complex theoretical study in economics, and it is study of the decision-making process between two or more intelligent and rational parties.

There are fundamentally two huge games in life that people play:

One is the money game as money is not going to **solve all your problems**, but it's going to solve **all your money problems**.

The other game is status game. Peoples trying to be high status in the eyes of other people's watching by saying "Well, I don't need money. We don't want money."

There is one theory in economic "Fixed pie Fallacy". This is the notion that there is a fixed amount of wealth in society and one person can only get better off if someone else get worse off. This notion is false as GDP of United states has grown by over 8000% in real terms in the last 200 years. The pie can get bigger and make us all better off. There is not a fixed, static amount of wealth in the world, which is what the fixed pie fallacy assumes.

Wealth is positive sum game as we create things together and it has been for much of the past couples of centuries. The reason we all want wealth is because it buys our freedom so you don't waste away your entire life to wear a tie like collar around your neck or grinding all your productive hours away into a soulless job that doesn't fulfil your dream. You are not going to get wealth **until and unless you want it** as entire world wants it and entire word is working hard to get it. To get the resources to do what you want, you must stand out. Billionaires don't build wealth without standing out of the crowd and we are going to discuss in detail in later part about this aspect.

In our next series we will discuss secrets to become wealthy in your early 40s.

CA Praveen Bajaj is a Chartered Accountant and qualified DISA from ICAI. He is pursuing his CFA and is associated with various financial market forums from India.

Straight from my Heart

Gratitude by CA Kailash Mota



Gratitude is the healthiest of all human emotions. It is often said that Gratitude is the best medicine that not only heals our mind but also cleanses our body and spirit.

This happened with me

Recently, I drove to Nakuru for a business meeting. On the way, I took a break to refuel my car and have a cup of coffee. As I parked my car at the gas station and stepped into the adjacent restaurant, a young, smiling and enthusiastic boy, welcomed me. As I placed my coffee order, I was lost in my thoughts wondering why was such a young person of probably 13-14 years was working here instead of studying and enjoying like other children! Unable to resist my curiosity, I asked him the reason for his working and his answer left me amazed. He mentioned that his parents and his 3 siblings resided in a nearby village. Working in tea plantations, they lived in a tiny cottage on the farm itself and their meagre income was hardly enough to make both ends meet. He mentioned that though he would have loved to study, play and enjoy like other children of his age, he chose to work day and night to that he could support his family's daily livelihood! He smiled and mentioned that he was thankful to THE ALMIGHTY who gave him the strength to work! What a thought at this age despite being in such a situation in life!

Gazing out of the window and sipping my coffee, my mind travelled around the world and left me wondering! I felt that if we open our eyes and look around, we will find that the world is full of people, who though deprived of the basic needs of life are always thankful and express

gratitude for whatever little they have in life. At the same time, I also realized that most of us have been blessed abundantly, and rather than being thankful for what we have been bestowed upon, we shed tears for what we don't have!

Finishing my break, I drove towards my destination but simply could not erase the incident out of my mind for the rest of the day. I was reminded of Oprah Winfrey's beautiful and meaningful quote:

"Be thankful for what you have and you will end up having more;

But if you concentrate on what you don't have you will never ever have enough."

I strongly believe that more the thankful we are and acknowledge the good that we already have in our lives will lay a strong foundation for all abundance that we will receive.

CA Kailash Mota, a Chartered Accountant is also a freelance career counsellor, international recruiter, trainer and motivational speaker based in Nairobi.

Positive Pulse

How to Start a Diet Plan for the Last Time

Dr. Niddhi Wadhwa



Fruits, Veggies, Dry Fruits, Lemons, Coconut Water, etc are all alkaline and provide the best environment to the body for internal cleansing and healing. Most diseases, viruses, infections, bacteria and cancers only fester in an acidic environment. So, cut out on that tea/coffee if you haven't already. It is just an addiction. We were not born with a cup of tea in our hands. We used to be active and alert and our systems used to clean by themselves as well. Remember it is all a mind game. Caffeine de-addiction takes only 4 days. If you can't/don't want to, at least cut the quantity to half and don't have the morning tea. It is pure torture on your system.

For those who think we are low on energy because we are not having roti, rice, pulses, etc, think again. These things give energy only after digestion (which can take at least 2.5 hours+ depending upon the time of the day you ate them). What you had today is easy to digest and gives ready energy. Honey and coconut water is like instant glucose. When we are fainting we will take Glucon D and not Idli or Poha. It is not a coincidence that we put a drip on patients in the ICU and not feed them poori/parathas. The body cannot focus on healing if it is busy digesting heavy food all the time.

Rock Salt is better than normal salt - whether or not you are doing this for religious reasons. Curd/Buttermilk is better than Milk. Ginger Tulsi decoction with Honey is better than any Green Tea.

So here is a plan for an Idea day:-

Upon waking up - 1 glass lukewarm Honey Lemon water (½ Lemon + 1 tsp Honey)

Breakfast - Soak these dry fruits overnight in water - 6 Almonds, 3 Walnuts, 6 Munakka, 3 Figs. Peel the almonds in the morning before eating. Also have 4 Dates (dry). Also, soak 1 tsp White Sesame seeds in the night. Throw the water in the morning and chew the Sesame seeds. It helps to have any type of Fruit (quantity is not an issue).

11 am	-	1 glass fresh home-made Buttermilk
1 pm	-	Stir-fried Veggies + 1 bowl Curd
3 pm	-	Fresh Coconut Water
4 pm	-	1 glass lukewarm honey lemon water
5 pm	-	Any home-made veg soup
6 pm	-	Any 1 type of Fruit (quantity is not an issue)
8 pm	-	Stir-fried Veggies + 1 boiled Potato
9 pm	-	1 glass lukewarm honey lemon water

Please Note:

1. Diabetics should not have Munakka and Figs. They should also not have any sweet fruits or Honey.
2. If you have a low BP problem you can add a pinch of salt to the glass of Honey Lemon Water. If it is VERY low have a cup of coffee immediately.
3. Fruits, stir-fried veggies, Coconut Water and Honey Lemon Water can be taken as many times as required. If you are feeling low on energy have Coconut Water or Honey Lemon Water immediately.
4. Do not have more than 1 cup of Tea/Coffee during the day. If you can stop it completely all the better. If not, definitely don't have it in the morning. Also, drink 1 glass water immediately before and after drinking it.
5. You HAVE to finish 12 glasses of water minimum every day. Don't drink water after 7 pm though if you don't want to be running to the loo throughout the night.
6. Record your weight empty stomach every morning and maintain a tracker. Sugar levels and BP levels should also be monitored and medications adjusted wherever applicable.
7. Remember it is all a mind game. You may suffer from headache and mood swings when you change the diet suddenly. These are standard withdrawal symptoms. They will go away by themselves and you will start feeling better than ever in no time. In case the problem is bothering you please reach out to me.
8. Remember to share your updates in this group so that we can help as well as motivate each other. ☺

All the very best!!

Dr. Niddhi Wadhwa is a Holistic Physician and a certified Naturopath Specialist. She is also a certified Reiki Master, a Tibetan Sound Healer, a Magnified Healer and a Yoga practitioner by hobby.

Newsbeat

Nairobi Chapter of ICAI

2020

u p d a t e

13-Sep-20 Article 01/2020

How to Turn AI into ROI

<https://www.bcg.com/featured-insights/how-to/roi-of-ai>

19-Sep-20 Article 02/2020

Future of Remote Work

<https://www.bcg.com/publications/2020/valuable-productivity-gains-covid-19>

26-Sep-20 Article 03/2020 3

Ways to Improve Sales Forecasts When the Future Is Unclear

<https://hbr.org/2020/09/3-ways-to-improve-sales-forecasts-when-the-future-is-unclear?registration=succes>

3-Oct-20 Article 04/2020

Six problem-solving mindsets for very uncertain times

<https://www.mckinsey.com/business-functions/strategy-and-corporate-finance/our-insights/six-problem-solving-mindsets-for-very-uncertain-times>

10-Oct-20 Article 05/2020

9 Soft Skills Every Employee Will Need In The Age Of Artificial Intelligence (AI)

<https://www.linkedin.com/pulse/9-soft-skills-every-employee-need-age-artificial-ai-bernard-marr>

17-Oct-20 Article 06/2020

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<https://hbr.org/2020/11/how-to-develop-your-leadership-style>

31-Oct-20 Article 08/2020

How to Stay Focused if you are Assigned to Multiple Projects at once

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07-Nov-20 Article 09/2020

How to Future-Proof Your Workforce

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The Institute of Chartered Accountants of India - Nairobi Chapter

EXPERT WEBINAR

WORKPLACE PROFESSIONALISM & VIRTUAL ETIQUETTE

Mr. Derek Bbanga
Genos Certified EI Coach & Leadership Trainer
TEDx SPEAKER
Company: Public Image (Coach & Facilitator)

26 SEP 2020
4PM-5:30PM

Join on Microsoft Teams
*Registration link on Chat

1.5 CPE Hours

Please write to nairobichaptericai@gmail.com for any query.

INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA, NAIROBI CHAPTER, KENYA

WEBINAR ON BANK DEBT & CAPITAL RAISING

Speaker: Mr. Arun Mathur
Director at I&M Burbidge Capital & Former CEO at I&M Bank Limited

Date: 24th October, 2020
Timings: 04:30PM to 06:30PM
Venue: Zoom Meeting
Registration link will be shared on Whats app group
Contact us on: +254-736 975202

2 CPE Hours

INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA, NAIROBI CHAPTER, KENYA

INVITE YOU FOR AN INSPIRING WEBINAR

Innovate or Evaporate
ZOOM MEETING WEBINAR

November 07, 2020
Saturday at 4PM

SPEAKER:
CA JAY CHHAIRA

Change is inevitable in every walk of life. It only helps us get and live better. What's the relevance of change in business? Is it imaginary or a necessity?
Our speaker of the day CA Jay Chhairs who is also a council member of ICAI will tell us the relevance and importance of change in business. The change in business can be caused by a study of the future or market situation or many other factors. That is why the mantra Innovate or Evaporate.

CPE 2 HOURS

Recent Events Held

1. 26th September 2020

The Chapter held a webinar on Workplace Professionalism and Virtual Etiquette by Mr. Derek Bbanga , and this was attended by more than 75 Members form various countries .

24th October 2020

A Webinar on Bank Debt and Capital Raising by guest speaker Mr. Arun Mathur Director at I&M Burbidge Capital and Former CEO I&M Bank. This event was attended by 41 members from different countries.

7th November 2020

Webinar on "Innovate or Evaporate" by CA Jay Chhairs, and was attended by more than 100 members from various countries

MANAGEMENT COMMITTEE



Standing (L to R)-CA Kishan Basotia, CA Dhiren Bagrecha, CA Kamal Kishor, CA Manoj Mehta, CA Raj Kumar Yadav, CA Sujit Saini, CA Ketan Bosamya, CA Shivang Sheth
Seated (L to R) CA Praveen Bajaj, CA Deepak Kanthaliya, CA Kamal Shah, CA Sathyamoorthy Rajagopalan, CA Garima Aggarwal

CPD COMMITTEE



L to R - CA Kishan Basotia, CA Kailash Mota, CA Lakshmi M.M, CA Praveen Bajaj, CA Komanduri Ranganath, CA Raj Kumar Yadav
(Not Present in the picture CA Sachin Kumar Mittal, CA Shastri KVSK)

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CA Garima Agrawal, CA Akash Kokadwar, CA Mehul Desai, CA Yusuf Mithaiwala

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CA Kamal Shah, CA Kailash Mota, CA Deepak Kanthaliya

MEMBERSHIP COMMITTEE



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CA Kamal Kishor, CA Ketan Bosamya
(Not Present in the picture CA Malarkannan Kamraj)

TECHNOLOGY COMMITTEE



L to R - CA Shivang Sheth, CA Manoj Mehtaa
(Not Present in the picture CA Rahul Shah)



Creative Corner

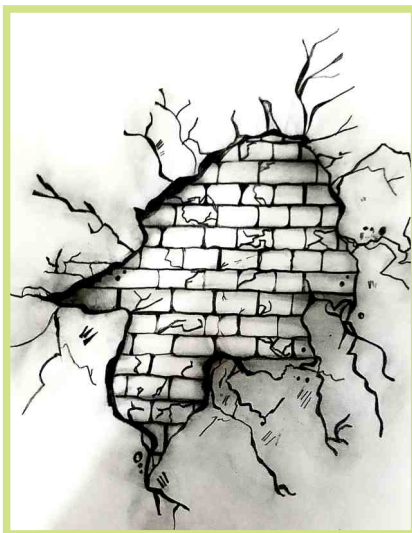
Kids' Paintings



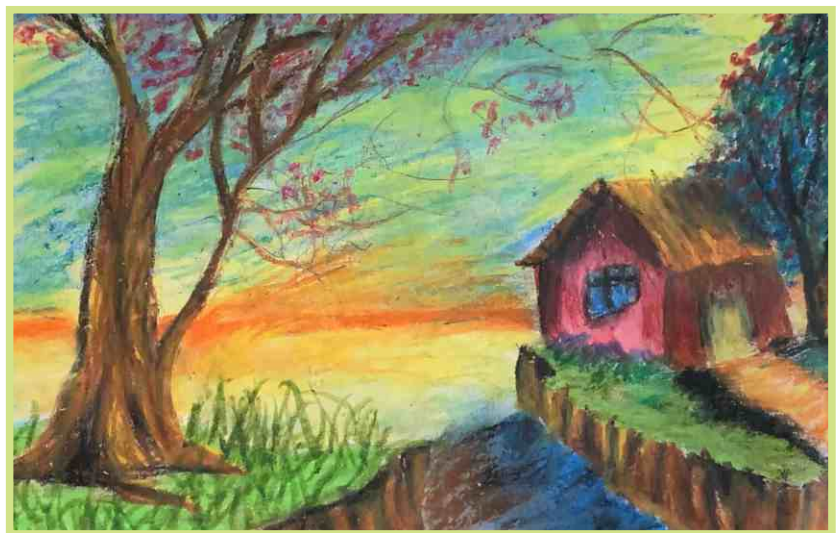
Sanvi Hardik Shah - 12 years old



Akshara Kokadwar - 10 years old



Shreyansh Singh - 11 years old



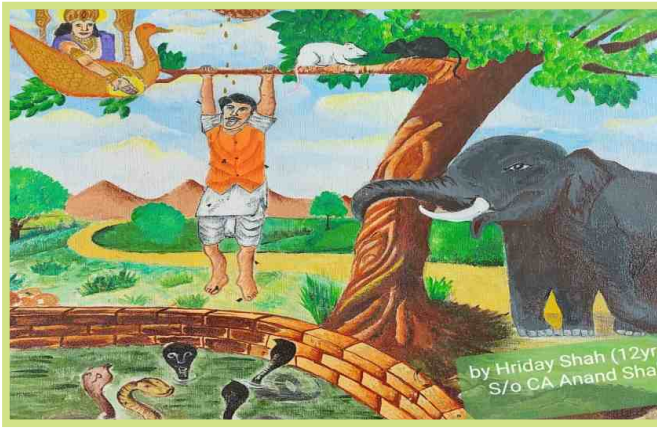
Lakshya Kalkal - 10 years old



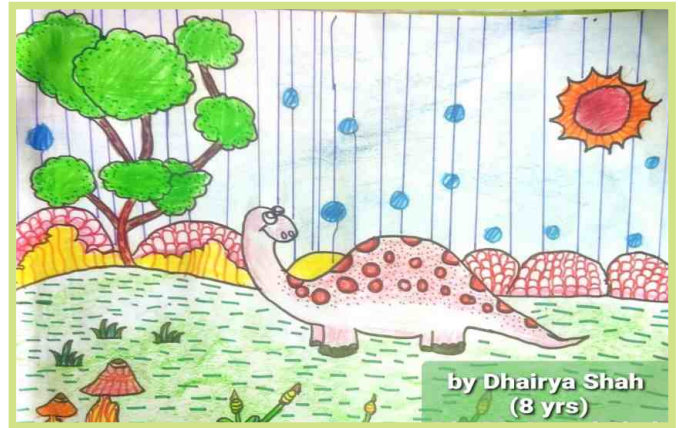
Aarav Surana - 9 years old



Shourya Vadhan Singh - 12 years old



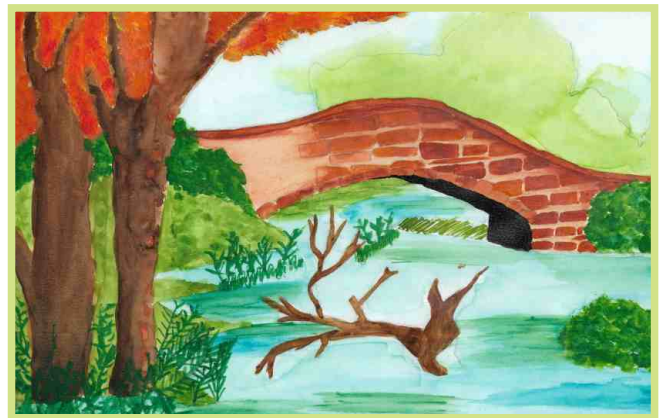
Hriday Shah - 12 years old



Dhairya Shah - 8 years old



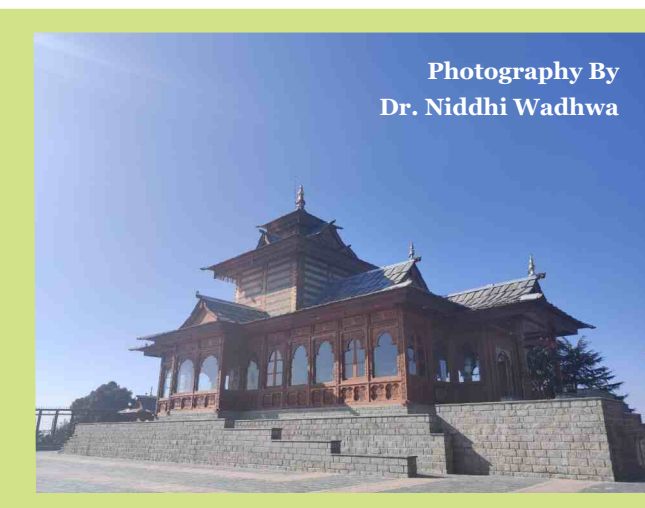
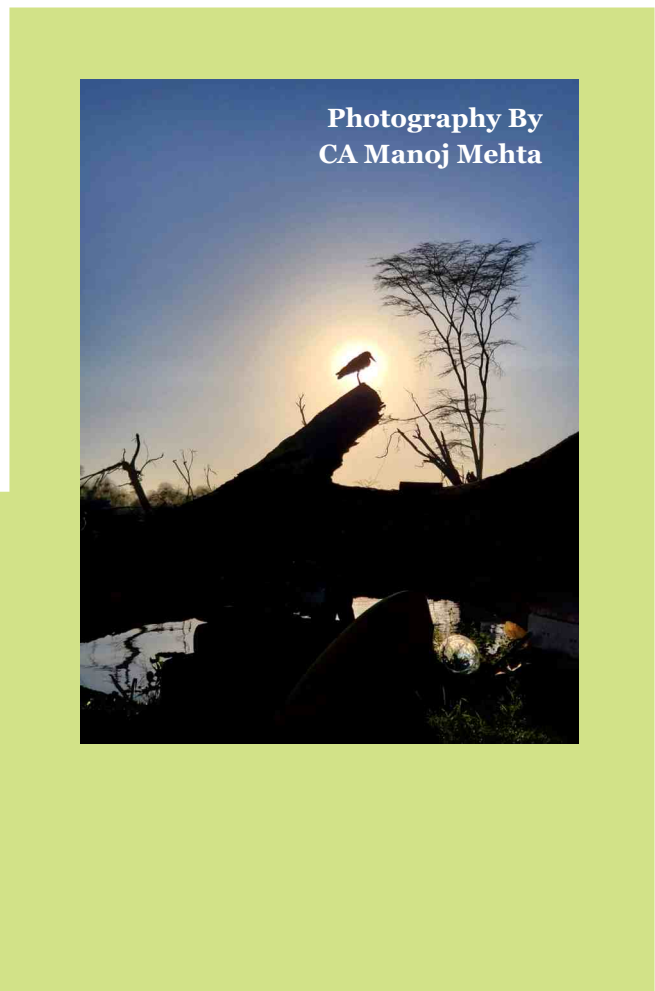
Aarohi Choubey - 9 years old



Poorvi Phadke - 17 years old



Navya Kanthaliya - 12 years old





Gray Matter

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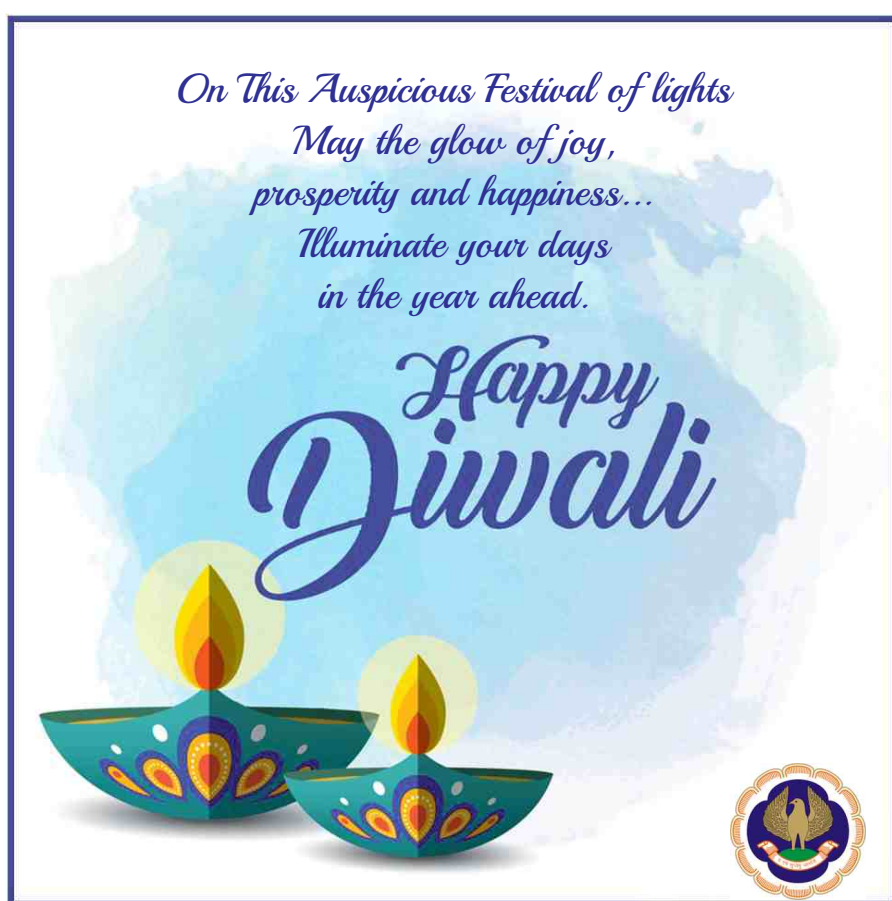
Park Suites Building, Parklands Road,
Nairobi, Kenya Postal Code - 18307-00500
E-mail: kenya@icai.org

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