

**Cathedral School**  
**parent-teacher association**  
6, Purshottamdas Thakurdas Marg  
Mumbai 400001

**THE MINUTES OF THE THIRD GENERAL BODY MEETING**  
**THURSDAY, 3<sup>RD</sup> OCTOBER, 2019**

The Third General Body Meeting of the Cathedral School Parent Teacher Association for the Academic Year 2019 - 2020 was held on Thursday, 3<sup>rd</sup> October, 2019, in the Senior School Hall, at 2:45 p.m.

Mrs. Anuli Benjamin, Chairperson of the Association, presided over the meeting.

The Chairperson opened the meeting with a welcome to all.

The minutes of the Second General Body Meeting held on the 31<sup>st</sup> July, 2019, were available for inspection at the Bursar's office.

“RESOLVED unanimously that the minutes of the Second General Body Meeting held on 31<sup>st</sup> July, 2019, be and are hereby taken as read, approved and confirmed.”

Proposed by:

Seconded by:

**Shagun Gogia**

**Shona Jain**

On behalf of the PTA Mrs. Benjamin extended a warm welcome to the guest for the afternoon, Mrs. Falguni Nayar, and requested the Hon. Asst. Secretary to escort Mrs. Nayar and the interviewer, Mr. Vineet Bhatnagar to the stage.

She then introduced Mrs. Nayar & Mr. Bhatnagar:

“It is my great pleasure and privilege to introduce to you, Mrs. Falguni Nayar, the founder and CEO of Nykaa.com. Mrs. Nayar is an alumna of IIM Ahmedabad with a stellar 19 year career at Kotak Mahindra Bank, rising to become the head of investment banking. She then decided to do something totally different and pursued a lifelong dream of becoming an entrepreneur. In that quest, she decided to radically transform the way beauty products are sold in India by developing the online platform Nykaa.com. Mrs. Nayar has deservedly received many accolades throughout her career. Recognising her contribution, Mrs. Nayar was listed in Fortune India's 50 Most Powerful Women in Business in 2018 and most recently named Business Woman of the year 2019 by the Economic Times. And what is truly impressive is while doing all of this she has raised two wonderful children who have completed their Master's degrees and have now started working.

Interviewing Mrs. Nayar, is Mr. Vineet Bhatnagar. Mr. Bhatnagar is the CEO and Managing Director of PhillipCapital, India & the UAE. Also an alumna of IIM-Ahmedabad, Mr. Bhatnagar has more than 25 years of professional experience in Banking, Financial services and technology. More importantly, Mr. Bhatnagar is a parent of our school and I think the title he likes best is being the dad of two beautiful daughters!

With two powerhouses in the room, we are looking forward to a very interesting afternoon. The stage is all yours. “

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**Mr. Bhatnagar in conversation with Mrs. Nayar:**

On being asked how she felt in a 'man's world', Mrs. Nayar said that in her view, it is not only a man's world; women are as enterprising. She indicated that Nykaa rounded up her skill set and she learnt management, marketing, tech and operations and that she bought her negotiation skills into retail.

She explained that Nykaa means 'the spotlight is on you'.

She said that both she and her husband were career oriented and that they supported each other and raised kids with help and outside support without compromising on their respective jobs.

The definition of beauty is different for every woman and in her view, women should balance work and family. Life should be about 'you' and women should be allowed to pursue their dreams. As a child, she wasn't afraid of doing anything. She credited her father for letting her jump into a pool even though she did not know how to swim. She learnt from him that there is no 'full stop', one must go forward with hard work and lay the foundation for success.

Her message for young girls was that they should promote their passion. There is no limit; it is only created by people and their beliefs. She believes that if one wants something they can attain it with hard work.

With regard to questions about her children, she said that she was delighted that her kids are with her at Nykaa but was prepared if they wanted to go on their own path. In her view, her children are equals and were always treated so.

Entrepreneurship is a roller coaster ride; there are highs and lows, and one has to ride them and move forward. If the ship is sinking one should not desert it. Short term setbacks should not deter one from their goals and dreams; it is more about the journey.

Her message to parents was that the kids should be allowed to follow their passion. Intelligence comes in different forms. Parents should prepare themselves and their children to accept failure and setbacks. It should be used as a tool to improve oneself and move forward. Whilst education gives them the necessary information parents must give them all the understanding.

She took the jump at the age of 48 years and has learnt and grown through her role at Nykaa.

**Questions from the audience:**

One parent asked Mrs. Nayar her vision for her business in the next few years. She responded by saying that the digital world has made it easier to access the customers and marketing strategies have changed and she and her team will adapt accordingly.

"Why is the luxury brand Chanel not available on the website?"

She indicated that it is not easy to convince luxury brands. However, Christian Dior has agreed to sell its product on Nykaa and therefore, she is hopeful that Chanel will follow.

She was asked why she chose beauty products as her business venture after being an investment banker.

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She saw a huge market gap, and e-commerce was a great opportunity. Also, India, unlike other countries, does not have big department stores where a make-up products are available. She felt there was a huge opportunity in this space. She also added that in addition to make-up, health, hair and skin care products are available on Nykaa.

Nykaa is also a platform for 350 fashion houses.

What advice can she offer to an entrepreneur who does not have the knowledge but wants to take it forward?

Mrs. Nayar said that she would need to find support in a co-founder who has all the basic knowledge needed for a business.

Mrs. Benjamin thanked both speakers for the conversation:

“We were certain the afternoon would be interesting and enriching. It has been all that and more! The online world made a radical change in our lives. For our children it has become a way of life. It’s encouraging to know the opportunities out there and that there is this fantastic platform for creativity and entrepreneurship.

Thank you so much Mrs. Nayar, for taking time out of your busy schedule to share your views, insights and journey with us. On behalf of the Cathedral PTA, could I request our Treasurer, Mrs. Shagun Gogia to present you with a token of our appreciation?

Vineet, thank you for steering a very interesting conversation. We really appreciate you taking the time from your busy schedule to be with us. I know you rearranged your day especially for our GBM. A small token of appreciation from the PTA....”

**Mrs. Benjamin then requested Mrs. Isaacs to say a few words.**

Mrs. Isaacs thanked Mrs. Nayar for coming for this GBM.

She commended Mrs. Nayar for her financial intellect and passionate working, and thanked her for sharing her journey with the audience.

Mrs. Isaacs said that children should take the opportunity provided to explore various avenues. Academic excellence, while highly recognized, is not the be-all of life, especially when the world is changing so rapidly.

**Vote of Thanks**

Mrs. Benjamin thanked Mrs. Isaacs for helping put this GBM together, and thanked the parents and teachers for attending the discussion, hoping everyone took something from it.

She thanked the CSPTA Executive Committee for helping with the planning as well as to the parents who helped, especially Anita Almeida for the decor.

Mrs. Benjamin extended special thanks to Mrs. Nikhat Hadwani, the Junior School Head Room Representative and her team for hosting the afternoon’s refreshments.

She invited everyone for tea and adjourned the meeting.

**Chairperson**

**Hon. Secretary**

**Anuli Benjamin**

**Shona Jain**