

Mohnish Pabrai's Q&A Session with Dakshana Scholars at JNV Lucknow, Uttar Pradesh on July 14, 2024

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Mohnish: So, let's start with the first question.

Prachi: I am Prachi Singh from JNV Aligarh Uttar Pradesh. My question is that Japan is a developed Country long where did it get so much money for development. If it use tax money for development then governments of other countries are also take tax from citizen, why are other countries like India not developed like Japan, thank you.

Mohnish: So, there was a guy named Adam Smith who in 1776 wrote a book called The Wealth of Nations and there is another guy named David Ricardo. David Ricardo was born in 1772. He was four years old when The Wealth of Nations was written and these two guys Adam Smith and about 30 - 40 years after that David Ricardo came up with some theories of how countries should be run. If countries are run using those theories, the countries are going to become very wealthy. If countries are run not using those theories, they will have a lot of problems. Dhaiso saal pehle kisne kitab likhi, agar aap Amazon pe jao 200 Rupaye me wo kitab mil jayegi. And wo 200 Rupaye ke kitab me How to make India extremely rich is written very clearly. So, let me explain to you what they said in that book which was so Brown breaking and then we will get to Japan. The Japanese people followed Adam Smith and David Ricardo. After World War II Japan was destroyed. It's a small island. Every Factory was bombed, all the young people were dead they did not have even food to eat after World War II, the country was destroyed and in about 25 years after that, they were climbing towards the top of the world, and it is a very small set of islands, Japan. Almost no land there's almost no land for agriculture. There are almost no natural resources, they had almost nothing and without any natural resources and not much crops they became a very wealthy civilization. The same thing happened with Singapore in 1950 the per capita GDP of India and the per capita GDP of Singapore was the same, equal. Singapore was a swamp very small place very hot lot of malaria, lot of problems, it has amongst the highest per capita incomes in the world today. Only because these leaders read two books and for the last 75 years or 80 years in India, they have thrown those books away and when you throw those books away you end up with a very poor country. So, let me explain a little bit about what was in these books and why it is so important that these books get followed. So, let's say there's a country called Japan and let's say there's another country called India, okay. And let's say in Japan they have some magical way to produce very good cars at a very low price, okay. So, Japan can produce a car for let's say one lakh rupees. If India tries to produce the same car it will cost three lakh rupees, okay. So, in car manufacturing Japan has a very strong competitive advantage and India is very weak in terms of producing cars okay. So, what should happen is, if you have many countries in

the world that all have a cost of producing the car that is more than one lakh, according to Adam Smith and David Ricardo none of those countries should produce a single car. They should import all the cars from Japan. So, if you follow Adam Smith and David Ricardo India would not produce any cars whatever cars are required will be coming from Japan, they are one third the price that they could be produced in India everyone will be having cheap cars, good cars. And let's say India has an advantage now I want to give you a real example for India. Apko pata hai Zinga kya hota hai, shrimp prawn okay. In the state of Andhra Pradesh about maybe 15 years ago, 15 or 20 years ago some rice farmers in Andhra Pradesh started to do shrimp farming instead of rice farming. In the same land what they did is they created like a pond and they put small eggs of shrimp they put the feed and the climatic conditions and everything required to produce shrimp it turned out that Andhra Pradesh had the perfect setup for all of that and first very few Farmers started producing shrimp and they were producing shrimp at a cheaper cost and price than anywhere in the world before the Andhra farmer started producing shrimp, shrimp production was done mainly in Thailand and Thailand was the place in the world which had the lowest cost shrimp production. After Andhra started rising with low-cost shrimp production they wiped out the Thailand shrimp industry. Because the Thailand shrimp industry could not compete. The Andhra shrimp is exported all over the world. When I have shrimp in the US it is from Andhra Pradesh. The farmers who were on bicycle when they were doing rice farming, they now all have SUV that's how they are driving now, because their production per acre and the profit per acre is more than 20 times what they were making with rice farm. So, let us take the case of going back to Japan and India. So, India is great at shrimp and Japan is great at cars right. Japan produces cars the cheapest, India produces shrimp the cheapest. Japan should not produce any shrimp it is stupid for Japan to produce shrimp, and it is stupid for India to produce cars. It is also stupid to put any duties or taxes or tariffs on the import or export of these commodities according to David Ricardo and Adam Smith, complete free trade. Okay, so as many cars as people want from Japan should be allowed to come in as much shrimp as the Japanese people want should go from India and if we do that what happens is, the people in both countries become wealthy. I already told you the Andhra farmers, it's a real case I'm telling you. So, the Andhra farmers with shrimp farming they got no government support they got no subsidy. How many of you are from farming families? Ekhad farmer hai idhar. Very good, put your hand down. Good to see a couple of farmers you're here. Your families when they are farming and they need urea and they need fertilizer the government is giving it a very low price, they are trying to help the farmer, right. No one is helping the Andhra farmer. The government has never ever done anything for the Andhra farmers. Shrimp needs lot of shrimp food; they buy the shrimp food in the market at normal price, there is no Andhra government or Indian government no one is giving them that at a low price like urea is coming to your farm at a low price. No one is giving them any support they are exporting they're doing everything without any government support, when they are buying land they're buying at normal price, everything is normal in that situation the Andhra farmers become very wealthy. And the Japanese car producers become very wealthy. But, let me tell you how things are actually done in India. Okay, so India says we have to have a car industry how can we not have a car industry we have to

produce jobs how can we not produce jobs so what they say is any car coming to India to 200% duty. 200% ka bhi laga lo 300% duty. Which means the one lakh car from Japan by the time you buy it, it's four lakhs and the local Indian car can be produced for three lakhs. So, when you put 300% duty India will start manufacturing cars. Because now somebody can make the cars for three lakhs and can make money but what when you do that; what happens is Japan puts 300% duty on Indian shrimp. Because unki gadiyon pe apne duty laga di. To wo thodhi aise free mai saab aane denge agar aap unko allow nahi kar rahe ho to. It's an equal trade right and so now the Andhra farmer who was exporting to Japan is not able to export to Japan and what David Ricardo said is that when you do these things. What is happening is that the resources of a country are being poorly utilized so what India should be doing is without any government interference let the industries that it has a natural advantage in grow and prosper and let them export those things around the world now India. For example, as a very big IT industry right the IT industry did not exist 40 years ago. It did not exist even 35 years ago, and the IT industry grew a lot with no government support. The government has never really helped export zone but for the most part just like the shrimp farmers in Andhra Pradesh the IT industry grew and got advantage on its own because India was producing a lot of Engineers and programmers it had an advantage over the whole world and it started exporting IT services into the whole world with lot of Foreign Exchange coming in. That is still going on today right so that's an example of competitive Advantage which was naturally created. And what Adam Smith and David Ricardo said is don't mess with the natural order of things let the natural order of things be the way it is. Now there was a protest big protest few years back on the farm bill you know when the Modi government was trying to introduce the farm bill some farmers in Punjab protested and there were a lot of even violent protests, and that bill died that never became the law right. So, what should happen with farming in India according to Adam Smith and David Ricardo. What should happen is there should be no rules, and no laws let it work naturally. So, to give you an example Nishikant over here who is doing such good photography comes from a farm family in Satara in Maharashtra. His father had four brothers. His grandfather had 20 acres of land the Four Brothers each family now has five acres of land. It is illegal in Maharashtra for a farming family to buy land more than 17 Acres even if they have the money to buy, they cannot buy. Adam Smith and David Ricardo are turning in their graves when they hear these things. Wo bahot dukhi ye sab sunke. Mera ek dost hai, wo farmer hai Iowa mein. Iowa is a state in the United States. He does corn and soyabean farming. His farm is 5,000 Acres. 5,000 Acres. The number of people in total working on that farm is seven people, there are total of seven people who farm 5,000 Acres. He used to have about 1,000 Acres six seven years ago. What happened is that they introduced some advanced tilling machines, advanced tractors and advanced harvesting machines where no human is in the tractor. They put the tractor at the beginning of the field, it's a big combine they program it wo din raat chalke pura khet ploughing karta hai, planting karta hai, harvesting karta hai. Wo tractor me koi aadmi nahi hai. These seven people who are running these 5,000 Acres none of them step into the land, it is all done by robots, okay. All done by robots. When they produce corn, when they produce corn in Iowa no country in the world can produce at a lower price. Do you think a corn farmer in India

with five acres can compete with that guy? There is no chance. But what happens is that the Indian government will want to protect the Indian farmer from the Iowa farmer. Import band kardenge, tax lagadenge sub inefficiency ajayegi. What you have to do in India is take away all the laws so if Nishikant's family wants to have 50 acres and they have the money to buy it at market price let them buy the 50 acres. If some Corporation wants to start farming in India and wants to have a 10,000 Acre Farm buying the land at market prices wherever they want to buy they should be allowed to buy because when they are able to do that and someone in India can have a farm of 5,000 or 10,000 or 20,000 Acres then they can compete with Iowa. They can compete head-to-head because they will put the same robot on the field and there'll be five people farming 10,000 acres then the Indian government says there will be lot of unemployment so you don't need to worry about the unemployment what will happen is the people who get unemployed they will learn IT, they will learn shrimp farming, they will learn to do something else and the economy will adjust. So you have to have faith that that adjustment will take place in the United States in 1776 when the United States was created 85% of the population was doing farming, 85% of the population was doing farming in 1776 because there was no mechanization everything was just with humans and animals nothing else now in 2024 1.3% of the US population is involved in farming 1.3%. 85% se 1.3%, population has grown a lot and the number of farmers have gone down and 1.3% Farmers they are very wealthy are they wealthy each one has 5,000, 10,000, 20,000 Acres with five employees, of course they are wealthy, right and so what makes me sad about India and the problem is exactly what we saw with the farm protest any prime minister who comes in who tries to do what I'm trying to say they should do may get assassinated we get thrown out of office because lot of people will get upset so we have in the farming area in India something known as MSP, MSP minimum support price what do you think is the perspective of Adam Smith and David Ricardo on minimum support price they do not believe in it so the way farming should work is you do not subsidize the Urea you don't subsidize the fertilizer you don't force the farmer to sell into some Mandi. You tell the farmer you sell it to who you want you have a farm as big as small as you want you grow whatever you want if the price of onions goes very high they block the export of onions you do not block the export of onions the price of onions go High Let It Be exported you know what will happen everybody will start Planting onions price will crash right onion from planting to harvesting how much time it takes four months. Worst situation can we survive for 3 four months without onions and after four months you know what will happen the price of onions will drop 90% then you can have lots of Pyaj in the Dal Chawal and everything else and enjoy life as much onions as you want. There'll be onions of the yingyang. So MSP makes people poor, having export controls on onions import control on sugar cane all these things are hampering us. What Japan did when they started to rebuild their economy in late 1945-46 is they said what is Japan good at what can Japan do that other countries cannot do and they looked at each other and said we have no resources only thing we have is our people and we have to use the people as best as we can and Japan became a manufacturing Powerhouse and they became a manufacturing Powerhouse even though they had no material. Everything raw material was imported to Japan it was massaged and manufactured and then exported back. CD players,

video players, cars, electronics all these things cameras all these things Japan was exporting and they built a huge economy and whatever they were not good at doing they cannot produce onions, they cannot produce Tomatoes, they cannot produce shrimp like the Andhra Farmers. They sell the cars and buy those things and so each country what it needs to do it needs to find its competitive Advantage. For the first 50-60 years of Indian independence we had something known as a license Raj. Are you familiar with the license Raj? How many people have heard of the license Raj? Raise your hand. So the Indian government from 1950 till about 1995 or so did not believe in Adam Smith and David Ricardo they just tossed it aside they said that Delhi me Babu decide karega, an IAS Babu will decide how much bread needs to be produced in the country. So the Babu in Delhi said there are only going to be two bread manufacturers allowed in India, only two. Those two bread manufactures are only allowed to make two kinds of bread and they can only produce so much quantity of bread per day or per year. So they gave those two companies a license to produce bread okay and no third person could come maybe the third person could come up with better bread, sweeter bread, more tasty bread. Third person is not allowed to set up a bread manufacturing plant. They did the same thing with cars they said only two companies are allowed to make cars ek to Ambassador, you heard of the Ambassador and the second was Fiat. There were only two cars made in India ambassador and Fiat and the Babu in Delhi decided how many cars will be produced and what those two companies did is there was no incentive for them to be efficient because, no foreign cars can come, no one else can come so what happened with the Ambassador car from 1950 till 2000 50 years no change in the design 50 years no change in the design. Wahi 1950 ka engineering tha wahi produce ho raha hai, now what happens in India with cars models come out every year how many car manufacturers are there in India today dozens of car manufacturers if someone wants to manufacture a car today they can get a license they can produce cars they don't have a restriction there are other problems with car manufacturing in India but at least they got rid of the license of the two companies right so when they had just like two companies producing the cars India would not allow the import of cars because anything else in the world the car would cost 1/4 the price of India and it would have 10 times the features, it would be much more advanced and in India that car it had no air conditioning, it had no automatic transmission, it had nothing, the seats are the same the thing is the same everything is the same. And they thought that the Babus in Delhi the IAS officers in Delhi should decide everything in the economy like this. So how many cars are produced, how much steel is produced. What Adam Smith and David Ricardo said is, in bread production government needs to have no rules or laws. Jisko bhi bread banana hai banane do. The only thing you need to have is some safety protocols, so people do not get poisoned or something like that. But besides the safety regulations anyone wants to make bread let them make bread. I grew up in India with two brands of bread Britannia bread and modern bread. When I was 16, I went to Dubai for last two years of high school, I went to a supermarket in Dubai, there was a whole lon of bread there were 300 varieties of bread there were at least 30-40 different brands of bread. I have never seen, I never thought that this is how bread should be and the bread in Dubai was so much softer, so much better, so much cheaper because the two companies producing bread they used to

bribe the Babu and the Babu will keep the production low and the price high, right. So when you look at India today and you see all the poverty, poverty is not necessary. Poverty has been imposed on us for in my opinion, stupid reasons. Now it is your job, Ek bar aap IIT chale jaoge, 2-3 saal ke liye thoda focus karna IIT pe, uske baad ye Adam Smith and David Ricardo ki kitabe padh lena. And then I am counting on you to get rid of MSP; to get rid of the restriction on sub transfer of land; to get rid of all the stupid laws. Are you going to do it?

Scholars: Yes.

Mohnish: I did not get a good answer, are you going to do it?

Scholars: Yes sir.

Mohnish: All right, okay so don't let me down. I'm an old man, very soon I'll be gone. I cannot do these things, I'm not even living in India. I have to depend on you. Mai to roj dekhta hu, MSP nikla ki nahi? Aur me roj Nishikant ko Puchta hu, wo 17 Acre ka rule change hua ki nahi? He puts his head down looking at his shoes and says, no sir. So let's move to the second question.

Ansh Yadav: Good morning, Mohnish. My question to you is everybody expects something from the society and the people they know I want to know do you expect anything from us?

Mohnish: Log Dakshana ke bare mein puchte hai, Inko fayda kaise ho raha hai? Angle kya hai? Sab log to angle se hi kam karte hai, Hai na? Kahi to kuch fayda ho raha hoga. Agar fayda nahi ho raha hai to aise chakki kyo pis rahe hai? Right what is the point of chakki peeso, if there is no fayda. So, Log sochte hai ye Dakshana chala raha hai, sab kuch free me kar rahe hai, Kahi to koi angle hoga, Kya angle hai? Well I'm sorry to inform you but there is no angle. So what do I expect from you? I expect you to remove MSP. I expect you to remove all the hindrances on Indian Farms. I expect to see Farms of 100,000 acres owned by one family exporting all over the world. That is my angle. How do I benefit from that? I don't, I don't benefit from it. So why am I doing it? Am I stupid? Do I look stupid? I'm somewhat stupid, I'm not that smart, I'm somewhat stupid, okay. So let me explain to you the way the world works. There are three kinds of people in the world. You can take the entire 8 billion people on Earth and you can divide them into three categories. Everyone falls into one of these three categories. The first is what we call the givers, the second is what we call the takers and the third is what we call the matcher. Everyone is either a giver so a givers a taker or a matcher okay. These are the only three kinds of people, you can either be a giver or you can be a taker or you can be a matcher. A giver is someone who basically always trying to help others without really looking at how they will gain, they are just saying they not really concerned we can say Gandhi was a giver, Mother Teresa was a giver and if you start looking you will find many many givers in this world. So that's the givers, number one. The takers, we have lots of takers. Takers are saying I want to take as much as I can from whoever I can to the maximum. Whether I afford, whether I am entitled to it or not, I want to get my unfair share, they are just selfish people they only want to care about themselves, so that's the takers. The matchers, wo math karte hai, wo kehte hai, accha isne mere liya thoda ehsaan kiya tha, jab mere paas paise nahi the tab isne mujhe

kuch udhaar diye the, I will do the same for him he gave me 10,000 rupee loan, when I needed it, he's a good person. I will give him 10,000 rupee loan if he ever needs it, so they are doing hisaab-kitab, Apne ne mere liya itna kiya, Mai accha admi hu mai bhi apke liya utna karunga, right. So, the world is givers, takers and matchers. Now here's the way the world works if you are a giver and you are not caring about doing any mathematics in your head just helping people whoever you can help you help everybody wants to help you, okay. So when you are trying to be a giver you cannot be a giver, Saari duniya is trying to help you because they feel you are such a noble Soul. Were people trying to help Gandhi, yes millions of people were following him, millions of people would do anything for him. When he died there millions of people are assume, because they felt he did so much for us we should do whatever we can for him, right. So the Paradox of the world is that if you try to be a giver you end up getting more than the taker. The most stupid out of the three is the taker, because what happens with the taker, nobody wants to deal with it him. Once you figure out, ke maine usko 10 Hazaar diye the, kabhi wapas nahi aye, dusre bar to kahi 10 hazaar jayegi nahi unke paas, one and done, you know. Like I would say fool me once, shame on you. Fool me twice shame on me. Ek baar to ullu bala loge, baar baar thodi ullu bana loge. You can only get the 10,000 once, so you can only fool people once. After that you'll lose the ability. You have to find new people to fool. So what the takers are doing is they're continuously looking for new people to fool, so coming back to your question, about the angle. You know you were asking for the angle. We don't need angle, the reason we don't need angle is the way to get the most is to give the most the way to get the most is to not have an angle. So, log confuse ho jate hai, jab ye Nishikant jate hai, different- different schools he goes to we are trying to get scholar from non-JNVs. So we told him to go to 200-300 schools every year and try to explain to them about Dakshana, he has problem every time he goes to the schools and he explains to them, ke saab kuch free hai, they don't believe. They ask him, Angle kya hai? Asli me batao kya baat hai? What is the truth? Is Dakshana free? Yes. Are you paying anything? Is there some people getting free and some people paying? To angle kya hai? What is the angle? Am I stupid? So why am I doing why have Dakshana? By having Dakshana, every year I have less money. Right, so why I have Dakshana? Let me explain why we have Dakshana, okay. So you can understand what the angle is. So what is the day I'm going to die? Do you know the day I'm going to die, you know the day you are going to die? Jab aap IIT jaoge na tab aab Google se puchna. Meri mrityu kab hone wali hai? Google will give you the date, then you'll have the date, then all your problems are solved. So God Google told me that I'm going to die on June 11 2054 and today is the 14th of July 2024. I have 29 years 10 months and 28 days left okay. The clock is ticking down, all right. So this is the date of departure. Now, I like to play math games you know you guys like math too right. I like math too, it's good fun to play math games. So the math game I'm playing is that on June 10th 2054 one day before departure from planet Earth, I want to have one lakh left with okay so on June 10th 2054 if someone looks at all my assets, any property I own any belongings I have anything I have all of that total has to be less than rupees one Lakh. Why do I want it to be rupees less than one lakh? The reason I want it to be less than one lakh is because my father told me okay when you leave you can't even take a pin with me. Has anyone succeeded in taking a pin with them everything is left right here. So what is the point of having a huge

amount when you cannot take it with you? Agar le ja nahi sakte to yaha par rakh ke kya hoyega? Kuch nahi hoyega. Now if you leave it for your children, that's what a lot of people try to do right leave it for your children, Beyond a certain point it's going to have a negative impact on them because they will be sitting in the bed all day with the IV drip, what a life, so stupid. So basically I need to be left with one Lakh. Okay, now in the CBSE curriculum they teach you math they teach you something about compounding, but they don't teach it to you in the way they need to teach it to you. Merese pucha nahi ke kaise sikhana chaiye? Agar mere se puch lete, I would have improved the CBSE curriculum, but nobody bothers to ask me, that is the way it is. So there's a concept in compounding known as the rule of 72. How many of you have heard of the rule of 72? Zero. The only thing you remember about today is the rule of 72. It will change your life. I've already changed your life with Adam Smith and David Ricardo. If that was not interesting to you, you can focus on the rule of 72 because it's mathematics and I know you guys love maths. So the rule of 72 is a quirk in math. So, if I have let's say one lakh rupees and I'm getting 10% compound interest every year on that money, how long will it take to become two lakhs. One lakh 10% compounded how long will it take to become two lakhs. So the answer comes from Rule of 72 if you do 72 divide by 10 this is approximately equal to 7 so the money will double in about 7 years okay. Because 1.1, 1.21 and then 1.33 and so on, it'll keep going because you're compounding on the previous interest that you got okay. Now, if I'm compounding at 15%, how long will it take to double? 72 divide by 15 is five, it will take 5 years. How long will it take at 24%? How long will it take at 5%? 14- 15%. 6%, 12 years. 7% there you go. So now you know with any rate of interest. And so the rule of 72 is a quirk in mathematics that it happens to work that when you put 72 and then you put the interest rate it approximately gives you how long it takes to double this happens to be one of those quirks, but what is important about that quirk is you can anytime know how long it takes you double without any calculator or anything you just know it Instant by applying that rule right. So it's a good shortcut to know. And so now let's take a situation my total assets currently are about 800 crores. Agar sab calculate karenge, jo bhi So property, stock, cash I have it's 800 Crores. Okay, we know that we have 30 years to compound this money. 29 years 10 months 28 days, approximately 30 years. Now because I am a good investor, I will get about 15% a year on this money. Okay approximately 15%. So, if it's 15% it doubles every five years we have 30 years, six doubles. 2^6 ? 2^6 is 64. So what is 800 crores time 64? So let's say and let's say buy 100 it will be 80,000 crores and then 50 it be 40,000 crores so maybe let's say 50,000 Crores. okay approximate kar lete hai. This will be 50,000 crores, right. But there is one more engine. I have two engines for making money this is engine number one, then there is engine number two. People have given me about 9,000 Crores to invest for them. My deal with them is that first 6% return goes to them okay everything above 6%, I get 1/4 they get 3/4, okay. So let's say for example I do 10% a year. 6% will go to them, 4% left I will get 1% they'll get 3%. So if I do 10% a year I will keep getting 1% a year fee on top of that if I do 15% a year I will get two and a quarter % okay. So let's say, 1% right which is approximately equal to 90 crores. Now this number is also going up every year. It's going up so this number will also go up so. When I calculate in 30 years, what this number is? It may be, let's say it might be like 20,000 crores or something. Because that number keeps

increasing and then I keep getting the 1% and all that so we end up with 70,000 crores. Lekin maine apko bola hai, marne se ek din pehle,, I want to be at one lakh, I don't want to be at 70,000 crores. Now because I like investing so much I cannot shut it off. Is bimari si ho gayi hai. I am addicted. So the engine will keep running. So, I decided 17 years ago that to bring this number down we need a third engine. The third engine is to take the number down, and the third engine is Dakshana. So, Maine 17 saal pehle Dakshana isliye shuru kiya, ki ye number ko ekdum niche lekar 1 lakh pe le aye. Lekin abhi kya hoi raha hai, last 17 saal me, wo jo compounding engine chal raha hai, wo aise raftaar se chal raha hai, that the money I given away is not made any dent. It has continued to increase. So I keep telling Nishikant, thoda aur kharcha karo. Thode aur student lo. So I have to keep finding ways to give the money away and therefore I am in The Giver category of people. And what happens is when I'm in The Giver category of people, people want to give me more. I'm trying to give it away. Now what is happening every Year, let me explain to you what's going on. Every year Dakshana is spending 24 crores, this is the expenditure we are doing every year. And abhi kya hota hai, ki har saal baki dusre log 25 crore Dakshana ko de rahe hai, har saal. Dakshana is getting 25 crores from not my family other people okay. And I'm trying to tell them please you are not helping the objective. So what is happening now is that we have to increase the spending a lot more and so I'm continuously talking to Nishikant and others ke ye 25 crore ko 50 crore kaise kare? So that's the situation and let's move to the next question.

Navdeep Singh:

Good morning, Mohnish. I am Navdeep Singh from JNV Gonda, Uttar Pradesh. My question is what was the last book you read and what did you learn from that book? Thank you.

Mohnish:

The book I'm reading right now is, there's a guy named Robert Caro. Robert Caro is I think now 93 years old. He's writing his sixth book. It takes him about 10 years to write a book. He is in my opinion one of the greatest writers, because he suffer so much from writing and he is the greatest researcher. His most of those 10 years go into research. The first book he wrote was called The Power Broker, it was maybe about 900 pages long. The last four books he wrote are on a former US president, Lyndon B. Johnson. Lyndon Johnson was the president after Kennedy. He became the president when Kennedy was assassinated in 1963. He was the president from 1963 to 1968. So the first more books he wrote Chronicle the rise of Lyndon Johnson. Lyndon Johnson grew up extremely poor, he grew up with no electricity and he grew up in a very very poor part of the US. He went to a third-grade useless college and when he was in the third-grade useless college with no money, family was very poor. He told his friends one day I will be president of the United States and he became president of the United States. You know, anyway those books are extremely well researched. I'm in the middle of reading the third book by Caro on Lyndon Johnson. The first one was not on Lyndon Johnson, then I read two more. You know what the beautiful thing for all of you is you have Six Caro books to read, 5,000 Pages. Nothing could be more exciting. Maybe you can read Robert Caro after Adam Smith and after David Ricardo, next question.

Mridul:

My name is Mridul Gupta from JNV Mau, Uttar Pradesh. My question is why have you selected JNV Student for this program. Many other

children from school like KV and governmental school also there, thank you.

Mohnish:

So we looked at Kendriya Vidyalaya quite a bit. The problem with Kendriya Vidyalaya is that there are a lot of government employees whose children go to Kendriya Vidyalaya. If you are an employee of the government, you are above the income threshold for Dakshana. So the lowest paid government employee is too rich for Dakshana. He has stable employment. He or she has stable employment. I was in Tripura yesterday and day before. I visited some Dakshana scholars in Tripura. First family we visited is a tribal family, living in the forest. I don't know how they are surviving on 3,000 - 4,000 rupees a month. They are very short, they are very skinny I don't think they get enough food and the brother of the guy has no job. I felt Dakshana was doing the right thing. Government employee making 22,000 may not be rich but they have some resources and so even though I want to give the money away one of the things that's important to me in playing the game is we want the money to be extremely well used. So we have opened up to a lot of other school systems we are now taking kids from EMRS, Eklavya Model Residential School, which is for tribal kids. We are taking kids from Andhra Pradesh, yeah we are also taking some kids from Ladakh from the local schools in Ladakh. So we are looking at school systems which are likely to deliver to us kids where the income maybe less than half of what a government employee is paid. My assumption is that many of you fit that income range and many of you come from farming family. Ab meri to koi suntan nahi hai, agar meri koi sun leta 70 years ago, you would not be here. You would be so wealthy that you would have no interest in studying hard for engineering. Marta kya nahi karta. So but because nobody listened to me your families remain poor and now you have to Chakki phiso here and listen to me. So but hopefully you will make the change needed, so that farming families in India become very wealthy. Next question.

Palchhan:

Good afternoon, Mohnish. I am Palchhan Singh from JNV JP Nagar, Uttar Pradesh. My question is why you choose JEE and NEET particularly a part of Dakshana program although UPSC is one of the most opted careers in India many students dream of joining Civil Service as well, thank you.

Mohnish:

Historically we have not picked UPSC because typically people prepare for UPSC after graduation and after graduation they are not so poor, they have some money. So many Dakshana Scholars have gone to IIT or NIT they've had very good jobs they have left the job taken one year off and then taken the UPSC exam. And so historically we have felt that those people don't have a money issue but what I decided recently because amount bahot jyada badh raha hai, kuch to karna padega. So I told them that we should start training for NDA and training for UPSC. Now the problem with UPSC also is there are not many seats. It's not like engineering, there are very few seats and we cannot prepare that many people. So it will not make a big dent in the numbers, but what we will start doing is we'll talk with Navodaya about seeing if we can get a campus. One campus for UPSC. Well, UPSC training we will do at Dakshana Valley campus because that is after they finish over Navodaya. But NDA we will work on getting a campus where we can take 50 kids a year for NDA

training and then take it from there so that's a great question thank you, next question.

Yuvraj: Good afternoon Mohnish, I am Yuvraj from JNV Gorakhpur Uttar Pradesh. What is the motive behind Q&A session? Thank you.

Mohnish: What is the purpose of the Q&A session? Anyone want to try to answer that question. The purpose of the Q&A session is to get rid of MSP, is to make Farmers Rich. I'm just trying to make Farmers rich and since making farmers rich is not in the CBSE curriculum, it is not in the IIT curriculum, it is not in the AIIMS curriculum, so I have to put it in the Mohnish's curriculum. And the purpose of these sessions is to give you the tools to make Indian citizens extremely wealthy, so Dakshana becomes unnecessary, so that is the purpose of these sessions, next question.

Priyanka: Good afternoon Mohnish, I am Priyanka from JNV Ambedkar Nagar, Uttar Pradesh. My hobby is playing chess and I wish to achieve great height in these game. But in this two years we are expecting to focus only on our studies. So, is it possible to manage both chess and studies? Thank you.

Mohnish: Have you guys heard a Warren Buffett.

Scholars: Yes sir.

Mohnish: Have you heard of Bill Gates?

Scholars: Yes, sir.

Mohnish: Somebody asked Warren Buffett and Bill Gates separately, what is the secret to your success? Why did you become so successful? The answer both of them gave without knowing that the other person gave that answer was, "Focus". So if you want to go anywhere in life you have to go all in on one Core activity, like the Andhra farmers went all in on shrimp farming or Bangalore went all in on IT. So if you want to get great success you have to make a choice and only you can make that choice. Now specifically with chess it is in the nature of Chess that if you look at all the past Grand Masters there are almost no Grand Masters who did not start when they were four, five, six years old and at four, five, six years old they started playing chess for many hours per day. Many times under the supervision of a very Advanced chess player. So chess is a particular game where pattern recognition becomes important and there are so many different patterns in chess that, if you start playing when you're 18 or 20 or 17 you have lost so many years. So if the aspiration is to become the best chess player in the world it is unlikely to happen if you start at 17. It's possible anything is possible, but just the odds are low. And the second is that the first batch we had at Dakshana, I visited this school in Rajasthan, JNV Bundi in 2008 and there was a kid over there in the back who spent the entire two years of coaching writing Urdu poetry. He was a very intense fan of Urdu poetry. He was such a fan that he taught himself Urdu. So, without anyone from JNV or anything himself, he was a smart guy taught himself Urdu, then started composing Urdu poetry. And then started composing Urdu poetry. And pure 2 saal mein jab physics, chemistry, math ka lecture chal raha tha wo piche apni Urdu poetry likh raha hai. And when the JEE test

came of course he was not selected and he came for our award ceremony. Anyone can come whether you got selected or not, anyone can come. And I saw him because I knew he was a good poet so I told him listen can you I know I did not give you much time, but can you create a poem in Urdu which is fit for today's ceremony. He said ha 5 minute me tayar kar deta hu. And in five minutes he created a beautiful Urdu poem which was in the context of our Dakshana ceremony. So, he was very talented right. And he came to me saying that he made a mistake that he did not study and he felt bad that all his classmates got to IIT but he didn't get to IIT. So he said give me one more chance I want to go to IIT so I told him your love is poetry and the important thing in life is you need to pursue what you are truly liking to do. You will never be happy as an engineer, if you were happy a engineer you would have actually paid attention in class. And so on, so I told him that he had good marks in 12th standard I told him apply to Jawaharlal Nehru University which has a very good poetry program, and then he was saying that his parents were saying that you cannot make any money by being a poet, right. And that is probably true but not fully true. It is possible that if he was a really good poet, he could earn a lot of money. But it's a very small number of poets who will make money. So, I just told him listen the best thing to do we can do in life is we have to pursue what we are truly passionate about, even if that means that we going to be poor and even that means that we got to have struggles in life. It is life is not worth giving away doing something that you are not excited to do. I will never retire because I enjoy my work too much. I could have retired and done nothing after I was 33 years old. After 33 there was enough money. But fir mai kya karta, itna bore ho jata. Apse mulaqat nahi hoti. But you know life would be so sad if I had not met you. So I would say to you that first you have to make a choice and I don't have a problem if your choice is chess, that's perfectly fine no problem. But I don't think the answer is to do both. I think you need to go all in because the JEE is really hard and very difficult. So if you having other interests whatever it's not going to work you have to go all in. You know Tan Man Dhan. There's a saying in the Upanishadhas, as is your wish, so is your will, as is your will, so is your deed, as is your deed, so is your destiny. Your deepest desire is your destiny, okay. So what the Upanishadhas is saying is if you really want something it cannot be three things if you really want something it has to be only one thing, really want that one thing the universe is going to conspire to give it to you. So what do I really want one lakh, by June 10th 2054. Now I don't want to get to one lakh by losing the money in the stock market, I want to get there by a slow glide path of doing some good, but whatever you set your mind it's going to work but you have to make a choice pick one or the other, coin toss. How about a coin toss? You think you're going to do a coin toss or you going to do something else? Thank you for your time and I really enjoyed this sessions and I hope whenever we meet after 10, 20, 30 years the farmers are rich. All the best!

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