








# Meet the #KalaariFamily



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# Kalaari Team







# Fellowship Class of 2023

Investment	
<a href="#">Anvita Khosla</a> 	Business Analyst – Deloitte  Cornell University
<a href="#">Jatin Nayak</a> 	Data Science – Jumbotail  NIT Karnataka
<a href="#">Harshit Kumar</a> 	Summer Intern – Kae  Shiv Nadar Univ
<a href="#">Vinesh Singodia</a> 	IB Analyst – Candle Partners  MS Finance, LBS
<a href="#">Keshav Lohia</a> 	Deloitte, Axis Capital  MS Management - LBS

Research	
<a href="#">Sanchi Khurana</a> 	Investment Analyst – Asha Impact,  Sri Ram College of Commerce
<a href="#">Jayraj Bharat Patel</a> 	Analyst – Paper.vc  Lancaster University

Portfolio	
<a href="#">Priyanka Chandak</a> 	Assistant Manager of Finance – HUL  St. Xaviers College, Kolkata, CA and CS
<a href="#">Pranav Koshal</a> 	IB Analyst – JP Morgan  Thapar Institute of Engineering
<a href="#">Harish Sharma</a> 	Equity Research Analyst – Spark Capital  Vellore Institute of Technology
<a href="#">Ankit Anil George</a> 	Cofounder – ML Gap  MBA from Ivey School of Business, BSc from University of Toronto

Content	
<a href="#">Nesar Rao</a> 	Head of Marketing – Gilda 360  MS Ramiah Institute of Technology
<a href="#">Niyati Ramachandra Bharne</a> 	Senior Associate – Ideosphere  Symbiosis Center for Media Communication
<a href="#">Kaavya Reddy</a> 	Founder – Kaavya Reddy Design  UC Berkeley
<a href="#">Akul Jindal</a> 	Analyst – KPMG  Shaheed Sukhdev College



# Kiran Vasireddy



**Partner, Investment Team**

Prior to joining Kalaari, I was COO & SVP at Paytm. I spent ten years at Paytm building various business verticals, including payments, and was part of the investment team at One97 Mobility Fund.

## Themes I'm evaluating

- **D2C Brands (Internet-First Brands):** D2C brands like Nykaa & BoAt have addressed niche opportunities in a short span & are moving closer to making unit economics work by leveraging technology. There is great potential for creation of more such brands which address untapped whitespaces in the traditional retail dominated market
- **Enterprise SaaS software:** Indian SaaS companies have huge potential, and with the success of Zoho & Freshworks, many more SaaS companies are now building international-first products, which amplifies their growth prospects multi-fold
- **Fintech (Lending):** Peer-to-peer lending space has immense latent potential. We wish to evaluate newer business models that provide high-yield alternative investment opportunities to, and democratize access to capital for, Bharat.

**What I like about Kalaari** - Backing entrepreneurs, who are customer obsessed and execution driven, with lot of conviction. Like the transparency and the culture of empowering people across levels & functions.



## Vamshi Krishna Reddy



**Partner, Investment Team**

Prior to joining Kalaari I was the Founder/CEO of Apalya Technologies from 2005 to 2020, where we pioneered the OTT space and built a sustainable business. My earlier stint was with Cisco Systems in the US, where I had spent 8 years working on IT Systems.

### Themes I'm evaluating

- **Agri Tech:** India is at the cusp of huge innovations in Agriculture, which contributes about \$200 billion to the economy today. Several startups are working on providing innovative solutions to enhance crop quality, productivity and sale. Currently evaluating controlled farming techniques like Hydroponics
- **Media and Entertainment:** With the emergence of 5G and edge computing, delivery and consumption of content would be changing every day, enabling new opportunities in this space from short form content to differentiated OTT
- **New and Social Commerce:** I believe that the next generation of commerce is going to address the Bharat problem which would be more inclusive, leading to innovative models and solutions. New age Commerce is emerging as a key trend as it addresses the hinterlands and the next leg of consumers on digital adoption

**What I like about Kalaari** - Part of a team that strives towards bringing a change and impact lives and lifestyles by empowering entrepreneurship.



## Ravinder Pal Singh (Ravi)



**Venture Partner, Investment Team**

I've been a C-level leader & Engineer with global institutions like Wipro, Accenture, Microsoft in USA, Europe and Asia. Most recently, I was the Chief Information & Innovation Officer of Tata Singapore Airlines.

### **Themes I'm evaluating**

- **Adaptive manufacturing & context driven production**
- **Intelligent Machines (includes IoT & Robotics)**
- **Distributed Computing (includes Blockchain)**
- **Artificial intelligence (& Deep Science)**

My belief is that India will be at the forefront of the Fourth Industrial Revolution (Industry 4.0). This will lead to a proliferation of companies who have deep innovation and will challenge the status quo. These companies will play a pivotal role in defining a new language between humans and machines while solving problems related to nutrition, diseases, employment and literacy.

**What I like about Kalaari** - Passion & Conviction to encourage & support Indian Entrepreneurs to build platforms catering to young demography aspiring for great future.



## Srikanth Kannan



**VP, Corporate Development**

Srikanth has over 7 years of experience in investment banking; advising companies Consumer and Technology sectors in fundraising and M&A transactions. Prior to Kalaari, Srikanth led the Consumer practice at o3 Capital.

### **Focus at Kalaari**

- Build and manage relationships across investors, partners, corporates and advisors to drive outcomes for Kalaari and our portfolio companies
- Work closely with portfolio founders in optimizing value for their companies through follow-on capital raising, strategic partnerships and M&A
- Support the portfolio on their business development initiatives by extending networks and relationships
- To make corporate development a core pillar of value add to portfolio companies

**What I like about Kalaari** - The opportunity to work with our portfolio founders and help them achieve their strategic and financial goals is what I like most about Kalaari.



## Arjun Sharma



**Legal Counsel**

Arjun has over 10 years of experience in advising clients (funds and companies) on investments, M&A and commercial-legal issues. Prior to joining Kalaari, Arjun was a Partner at Anoma Legal.

### **Focus at Kalaari**

- Manage the legal and regulatory aspects of investments and exits involving Kalaari
- Assist our portfolio companies on addressing the legal challenges faced by them in the course of their business and growth
- Assist the fund with deal structuring, due diligence, compliance and documentation

**What I like about Kalaari** - The opportunity to work alongside industry leaders and young entrepreneurs brings immense learning. With a large and varied portfolio, there is constant action going on that keeps you on top of your game.



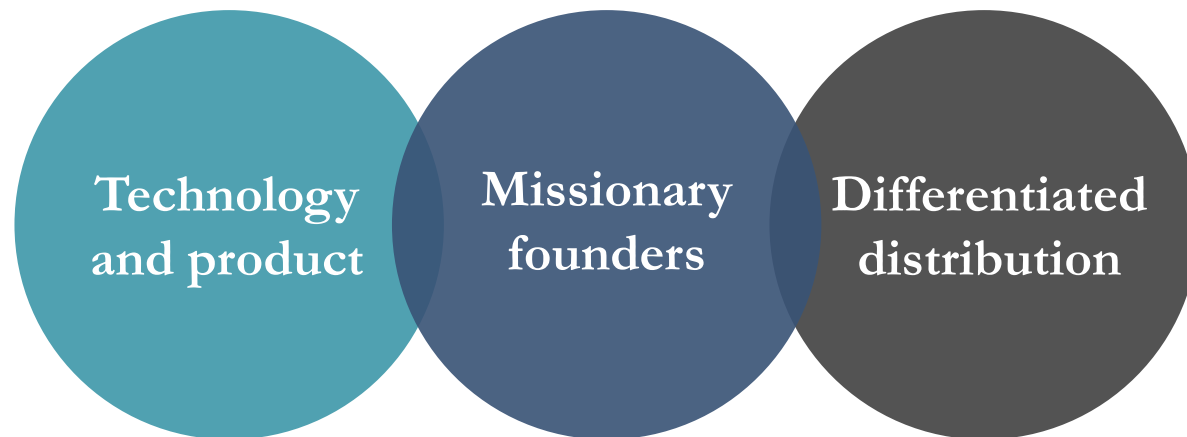


# Our Philosophy

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# Investing Principles



Early to  
emerging ideas



Deep relationships  
with founders



Respected partners  
in the ecosystem



# Founders we like to back

#GrowthMindset



#UniqueInsights



#ExecutionDriven



#CustomerObsessed



#ActiveListeners



#Grit

At Kalaari, we are committed to partnering early with founders in their journey to build large businesses. We are always grateful for any recommendations to founders we should meet. Share with us at [recommend@kalaari.com](mailto:recommend@kalaari.com)





# Thank You

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