

## FUND MANDATE - ASIA-PACIFIC GROWTH EQUITY FUND

Fund Name: Asia-Pacific Growth Equity Fund

- Target Fund Size: USD 2.0 Billion
- Fund Strategy: The fund will primarily focus on Growth Equity investments, targeting late-stage venture capital opportunities that demonstrate high growth potential and scalable business models.
- Geographical Focus: Primary investments will be made in India, with secondary considerations in Singapore and other select Asia-Pacific markets.
- Sector Focus: Key sectors include Enterprise Software-as-a-Service (SaaS), Financial Technology (FinTech), and Business-to-Business (B2B) Platforms where technology and innovation drive competitive advantage.
- Investment Stage: Focus on companies in Series B/C funding rounds or pre Initial Public Offering (IPO) stages, where the enterprise exhibits mature business models and strong growth trajectories.

### MANDATORY THRESHOLDS:

- ARR Revenue: > \$40M USD
- EBITDA Margin: > 12%
- YoY Growth: > 35%
- Geography: HQ in India OR >50% India revenue

### EXCLUDED SECTORS:

- Gaming/Gambling
- Defense/Military
- Crypto/NFT (unless regulated)
- Consumer e-commerce

#### KEY EVALUATION CRITERIA:

- Strong governance (audit trail)
- Low revenue concentration (<30% single client)
- Proven unit economics (LTV:CAC > 3x)

#### TARGET COMPANY PROFILE:

- Enterprise Software (SaaS/CRM/ERP)
- 100-500 employees
- \$10-50M ARR trajectory
- Defensible moat (IP/contracts)

#### RED FLAGS (Auto-Reject):

- High churn (>15% monthly)
- Heavy China dependency
- Single founder dependency
- Regulatory risks (data privacy fines)

#### SUCCESS METRICS:

1. Scalable go-to-market
2. Enterprise customer concentration
3. Recurring revenue >80%
4. Path to \$100M ARR in 24 months