

As a fund manager, I would prefer to set up a **sector-specific private equity fund focused on Climate Technology**. The climate tech space is not only rapidly evolving but also central to the global sustainability agenda, making it one of the most promising and mission-aligned sectors for long-term value creation. A focused investment strategy enables deep technical understanding, regulatory foresight, and tailored operational support—all of which are crucial in a domain driven by policy shifts, green innovation, and emerging carbon markets.

Climate tech is an ideal sector for focused investing because it attracts **mission-driven HNIs, family offices, and impact-focused institutional investors** who are increasingly seeking meaningful, ESG-aligned investments. Sector specificity simplifies capital raising by creating a strong thematic narrative, while also attracting strategic co-investors and advisors from the sustainability ecosystem.

Moreover, diversification across unrelated sectors often complicates the investment process—especially when it comes to diligence, impact measurement, and performance benchmarking. Climate tech, on the other hand, allows for **standardized tracking of decarbonization metrics, regulatory risk, and carbon ROI**, which helps in clear and consistent monitoring of portfolio companies.

A climate-focused fund also enables value creation through **synergistic portfolio building**—investing across renewable energy, carbon capture, green infrastructure, and climate-resilient agriculture allows for cross-portfolio collaboration and shared R&D. With governments globally providing tailwinds through subsidies, carbon pricing, and net-zero mandates, climate tech investing represents both a profitable and purposeful opportunity.

Thus, a climate tech-specific PE fund offers sharper strategic focus, easier monitoring, and deeper investor conviction—key ingredients for catalytic success.

HNIs and Family offices that can be potential investors for my PE firm would be:

High Net-Worth Individuals (HNIs)

1. Rajan Anandan – Managing Director, Peak XV Partners (Formerly Sequoia Capital India)

Rajan Anandan, former Managing Director of Google India, is a prolific angel investor with stakes in over 100 startups. As a partner at Peak XV (ex-Sequoia India) and head of Surge, he brings deep experience in scaling technology businesses. His understanding of digital infrastructure, data, and platform scale can help climate tech startups build data-driven, AI-enabled solutions for climate forecasting, carbon tracking, and energy optimization.

2. Naveen Tewari – Founder & CEO, InMobi Group

Naveen has built and scaled InMobi into a global adtech platform. His experience with mobile platforms and cloud infrastructure is relevant for IoT-based climate tech solutions. He

is also increasingly focused on sustainability initiatives and could bring strategic depth and global market insights for climate tech ventures targeting smart grids, mobility, and energy efficiency.

3. Nithin Kamath – Founder & CEO, Zerodha and Rainmatter Foundation

Kamath is a staunch supporter of sustainable finance and climate entrepreneurship through the **Rainmatter Foundation**, which supports green startups and regenerative agriculture. His direct interest in climate innovation and his fintech background offer immense value in funding models for clean energy, carbon credit markets, and decentralized green finance.

4. Kunal Bahl – Co-founder, Snapdeal & Titan Capital

Kunal is a respected entrepreneur and investor with stakes in over 200 startups through Titan Capital. His strategic involvement in climate-positive startups such as Attero (e-waste recycling) and SolarSquare (rooftop solar) makes him an ideal investor. His experience in consumer behavior and tech-driven distribution could accelerate adoption of B2C climate tech products.

5. Sridhar Vembu – Founder & CEO, Zoho Corporation

Sridhar Vembu has committed to decentralization and rural empowerment through Zoho's hub-and-spoke model. He's a strong advocate for sustainable development and backs rural electrification and regenerative agriculture. His deep-tech background, frugal innovation philosophy, and rural focus align well with scalable, inclusive climate tech solutions.

Family Offices

1. Catamaran Ventures – Family Office of N. R. Narayana Murthy (Founder, Infosys)

Catamaran Ventures has made strategic investments in technology, healthcare, and sustainability. With Narayana Murthy's belief in governance, ethics, and social responsibility, Catamaran can bring both credibility and global reach to the fund. Their prior investments show a tilt towards long-term value creation, making them aligned with the gestation periods often required in climate tech.

2. Hero Enterprise Family Office – Sunil Kant Munjal (Hero Group)

The Hero Group's legacy in manufacturing, mobility, and renewable energy, especially through Hero Future Energies, makes this family office a strategic fit. Sunil Kant Munjal is known for backing innovation and clean technology. Their experience in solar, battery storage, and grid-level projects brings valuable industrial synergies and go-to-market acceleration for climate startups in the mobility and infrastructure space.

These individuals and family offices bring a powerful mix of **sectoral expertise, long-term vision, access to networks, and strategic capital**. Their presence as LPs in the fund would enhance investor confidence, catalyze partnerships, and open doors for startups within and beyond India's climate tech ecosystem. Moreover, they embody a shared

commitment to sustainable development, making them natural allies in advancing India's climate goals.

For the Climate Tech Private Equity Fund, we will primarily target investments in **two key stages of the company lifecycle: the ideation stage and the first stage of commercialization.**

Investing at the **ideation stage** offers the unique opportunity to shape transformative ideas from their inception. With global momentum behind sustainability—driven by the UN Sustainable Development Goals (SDGs), international climate treaties, and increasing regulatory emphasis—climate-focused innovation is expected to witness a surge. This stage allows us to identify bold, mission-driven entrepreneurs and support them in crafting novel solutions in renewable energy, carbon capture, agri-tech, and clean mobility. While early-stage investments come with higher risks, the upside potential is immense, especially when breakthrough technologies can redefine entire industries. Moreover, early involvement ensures that our fund and LPs can actively shape the company's mission, governance, and go-to-market strategy with a sustainability-first lens.

We will also invest in startups at the **first stage of commercialization**, where the product has been developed and has seen initial traction but has not yet achieved the right product-market fit. At this stage, startups face a critical need for strategic guidance, industry connections, and capital to iterate, scale, and convert their innovation into a sustainable business. By leveraging the network of seasoned HNIs and family offices with sector expertise, we can provide mentorship and unlock institutional interest from governments, public agencies, and international climate bodies.

Together, these two stages offer a high-impact, high-reward opportunity to shape India's climate tech future, while aligning investment returns with global sustainability imperatives.

For our Climate Tech Private Equity Fund, the primary methods of market scouting we would implement are **competition-driven scouting** and **institute-driven scouting**, as they align seamlessly with our focus on investing in the ideation stage and early commercialization.

Competition-driven scouting involves organizing or sponsoring climate innovation challenges, hackathons, and idea-based pitch events that focus on solving real-world environmental problems. These platforms provide a structured environment that pushes participants to think critically, validate ideas, and present innovative solutions. By observing how teams operate under pressure and approach sustainability challenges, we can identify young, passionate founders with transformative potential. This method is particularly valuable for sourcing talent at the ideation stage, where the right support from our fund can turn high-impact ideas into successful ventures.

Institute-driven scouting involves engaging directly with universities, research parks, accelerators, and incubators. These institutions serve as fertile grounds for early-stage startups that have built functional prototypes and are preparing for market entry. Incubators often house ventures that have access to mentorship, academic expertise, and technical infrastructure—ideal conditions for nurturing scalable climate solutions. As a fund that emphasizes investments in the first stage of commercialization, this approach helps us discover high-quality startups that are still agile and open to strategic guidance.

By combining these two methods, we not only gain access to a wide and diverse deal flow but also build long-term relationships with innovation ecosystems that continually generate fresh, mission-aligned ideas in the climate tech space.

In the screening process for potential investments through our Climate Tech Private Equity Fund, two critical factors would be given the highest weight: **the nature of the problem addressed by the company and its core idea**, and **the size of the market, the solution targets**.

Firstly, the **nature of the problem and the proposed solution** must align deeply with the climate tech fund's central ideology—sustainability, innovation, and long-term environmental impact. Given our focus on ideation-stage investments, it is crucial that the startup's idea tackles a pressing environmental challenge with a practicable, scalable, and tech-driven solution. Many products today claim to be “eco-friendly” on the surface but fail to offer any meaningful long-term impact. Our screening process will emphasize whether the idea can genuinely transform existing processes, reduce carbon footprints, or restore environmental balance. Furthermore, the feasibility of the solution—technically and economically—will be assessed to ensure that it can realistically transition from idea to implementation in relevant ecosystems.

Secondly, we would prioritize the **size and potential of the market** the startup targets, especially for companies in the early commercialization phase. Climate tech is still an emerging field in India, and to create large-scale impact, the solution must be able to penetrate sizable markets and gain meaningful adoption. We will examine whether the startup's offering is niche or has cross-sectoral applications; whether it can become a government-endorsed product; and how irreplaceable it might become over time. A scalable solution that integrates seamlessly into industrial or public infrastructure will not only deliver high returns but also play a transformative role in India's green transition.

Together, these two screening pillars will ensure that we back visionary founders solving real problems for a sustainable and scalable future.
