

22nd September 2021

Kae Capital is a pioneer of seed investing in India. Since our inception in 2012 we have invested in 100+ startups, creating winning enterprises leveraging our 35+ cumulative years of expertise in VC Investing.

Rohaan Bhojwani interned with us in July 2020 for a period of 2 weeks. For a student of his age, we were thoroughly impressed with Rohaan's presence of mind, awareness of global business trends, the questions he posed and his articulation of key business principles.

At Kae Capital, we believe in hands on learning. Rohaan shadowed key members of the team at pitch meetings throughout his 2 weeks with us. These interactions offered him key insights into how VC firms operate and how to pitch correctly; informed him on the division of capital and provided a deeper understanding of how to trouble shoot issues from an entrepreneurial lens.

His immediate supervisor Akansh Jain, engaged with him daily on work deliverables and was rather impressed with his ability to discern between the varying levels of information and ask pertinent questions that augmented his understanding of the business under discussion. Rohaan was placed on a project to deep dive into Careem (an Uber equivalent in the Middle East) to assess and present potential solutions for their current issues to the team. One of his key insights was discovering fundamental communication issues within their organization and came up with solutions to target these issues. In addition, Rohaan wrote a research paper on The Future of Work, drawing attention to aspects of artificial intelligence, past hysteria on automation, and trends in income which underscored Rohaan's analytical mindset.

Rohaan's responsiveness, enthusiasm and willingness to learn enabled Akansh to extend regular feedback whether it was on his research, or enabling him to analyse issues in the company, or discuss techniques used by the firm to analyse companies. Rohaan is conscientious, enjoys working independently on tasks assigned to him, works towards expanding his knowledge through personal effort and reading and willingly incorporates feedback. As a member of the team, he was warm, amiable, adaptable and easy to work with. He has a professional demeanour, is extremely diligent, has excellent communication skills making it easy for people to forget that he is still in high school!

As an astute, proactive learner, Rohaan truly facilitated his own growth in the internship. He truly made his 2 weeks meaningful.

Rohaan Bhojwani is an impressive candidate. His affinity for problem solving, recognition of stakeholder needs and understanding of business models is beyond his years. We truly enjoyed having him on-board. We completely endorse his application to your institute, as an emerging leader on the business landscape.

Sincerely



Sasha Mirchandani

Founder & Managing Director

Kae Capital Management Private Limited