

H'bad co Sathguru sets up fund for non-tech exposure

\$100M To Go Into Agriculture, Life Sciences, Health, Energy & Environment

Our Bureau
HYDERABAD

SATHGURU Management Consultants, a Hyderabad firm, is setting up a \$100-million fund for investments in agriculture, life sciences, health, energy and environment, as new fund formation for investments in non-technology areas rises fast. The fund, T Harmony, has raised an initial amount of \$20 million from global developmental agencies and leading technology providers in the US.

"We will raise another \$80 million in the next six months," said K Vijayaraghavan, chairman, Sathguru Management Consultants, at a meeting with journalists.

The fund is also looking at catalysing the growth of a trilateral business model where technology sourced from developed markets is commercialised in developing countries through public and private partnerships. "Funding can be

used by Indian entrepreneurs to direct technology transfers through joint ventures or commercial tie-ups in underdeveloped countries," said Mr Vijayaraghavan, who expects the fund to back very early stage ventures.

FUNDING GROWTH

T-Harmony will work with entrepreneurs to source technology from institutions and companies in developed countries

"As against traditional venture capitalists who would not like to fund a venture before it starts generating revenues or marketing products, our fund will focus on high-risk investment. Our gestation period will also be high in the range of 7-8 years," he said.

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In fact, it already has partnerships with the US-based Cornell University, United States Department of Agriculture (USDA) and the UK-based Plant Bioscience for technology transfer and capacity building. It also has funding partnerships with agencies like the World Bank and the Bill & Melinda Gates Foundation.



\$100-million fund for non-tech investments

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