

# BEJUL SOMAIA

Venture Director



Bejul brings over fifteen years of operating, entrepreneurial and investment experience in India and the US to his role as Managing Director of Lightspeed Advisory Services India. His background and interests encompass technology and non-technology businesses, and he currently serves on the boards of Indian Energy Exchange, Itz Cash Card and Four Interactive.

Prior to Lightspeed, Bejul was Co-Managing Director of Twiga Fiberglass, a leading manufacturer of thermal and acoustic insulation solutions in India and a partner of Saint Gobain, one of the largest building materials companies worldwide.

Before moving to India, Bejul started and bootstrapped Open List, a US-based vertical web-search company that was acquired by Marchex, a leading provider of local search and advertising products. Before founding Open List, Bejul was at General Catalyst Partners, a leading East Coast venture and growth equity fund where he focused on early- and growth-stage investments in Internet, media, travel distribution, loyalty and other consumer-facing applied technology businesses.

Previously, Bejul was a strategy consultant with Bain & Company and an equity capital markets banker at Salomon Brothers. Bejul holds a BSc in Economics from the London School of Economics and an MBA from Harvard Business School.

#### Selected Investments:

- Itz Cash Card
- 4Interactive (AskLaila)
- Indian Energy Exchange (IEX)
- One Interactive

*Lightspeed Venture Partners is a leading global venture capital firm with over \$2 billion of committed capital under management. Lightspeed's investment professionals and advisors are located in Silicon Valley, China, India and Israel. Over the past two decades, the Lightspeed team has backed more than 150 companies, many of which have become leaders in their respective markets, including Blue Nile, Brocade, Calista, Ciena, DoubleClick, eHealth, Galileo Technology, Growth Networks, Informatica, Kiva Software, LightLogic, Maker Communications, Metasolv, Openwave, Quantum Effect Devices, Riverbed, Sirocco, Virsa Systems and Waveset.*