

BEJUL SOMAIA

Venture Director



Bejul focuses on the firm's investment activity in India and brings over fourteen years of operating, entrepreneurial and investment experience in the US and India to his role at Lightspeed. His background and investment interests encompass technology and non-technology businesses, and he currently sits on the boards of Itzcash Card, Four Interactive and the Great Indian Restaurant Company.

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 was Co-Founder and Principal Investor of Open List, a US-based vertical web-search company that was acquired by Marchex, Inc. Prior to founding Open List, Bejul was a Principal 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 on the startup team of edu.com, 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)

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.