

Jay Marathe

Summary

Experienced investor in environment and TMT sectors. Over £10 million invested across 20 transactions, achieving ROI of 5x and IRR of 53% in deals led. Operational experience managing organisational change and winning board approval for implementation of environmental technologies to meet BT's energy reduction targets of 50% by 2010.

Education

INSEAD (2002) MBA

Ranked highest quintile of the class. GMAT 740 (99th Percentile)

FRANCE / SINGAPORE

STANFORD UNIVERSITY (1993 - 1994) M.S. Electrical Engineering

GPA 4.7 / 5.0 GRE Verbal 630 (85th%), Analytical 700 (89th%), Quantitative 790 (95th%)

CA, USA

CAMBRIDGE UNIVERSITY (1990 - 1993) B.A.(Hons) Electrical and Information Sciences

Degree 2.1 (Hons). Winner, Fu-Sun-Lau Engineering Design Prize for waste water redistribution system

UK

Employment

CARTAGENA CAPITAL (2012 - Present)

Partner

UK

- Building the cleantech practice for this specialist technology corporate finance advisory firm.

SABBATICAL YEAR (2010 - 2011)

Working for environmental and social causes. Kauffman Finalist.

INDIA

- Journey of discovery across India, working on: bio-diversity and conservation in Rajasthan; life-skills for the rural illiterate; education for street children; litter & waste in the Himalayas; protection of wildlife corridors.

BT PLC. (2006 - 2010)

Head of Smart Energy, BT Operate

UK

- Led the delivery of a multi-site energy management system. Managed cultural and behavioural change to meet BT's energy reduction targets. BT was recognised as the leading telco in the Dow Jones sustainability index.
- Advised on strategy for BT's position in the smart metering market.
- Developed and implemented strategies for next generation infrastructure, including energy efficient cloud services.
- Relationship manager for £120 million engagement with a software development firm. Managed stakeholders and commercial engagements for delivery of a complex £70 million multi-party software development project.

ALOE PRIVATE EQUITY (2003 - 2005)

Investment Manager

UK

- Managed £6 million direct investment from Limited Partners into a mixed signal semiconductor company. Worked closely with entrepreneurial team to rationalise product portfolio, build early revenues, win sponsorship from a chip fabricator, and raise funds. The company continues as a successful provider of WiMax chipsets.

DURLACHER VENTURE CAPITAL (1998 - 2001)

Head of Business Development

UK

Experienced in origination, due diligence, transaction, investment management and exit. Invested over £10 million across twenty transactions ranging from £100k to £2 million each, achieving ROI of 5x and IRR of 53% in deals led.

- Originated investment in an early stage Cambridge based server technology firm. Invested £200k in 2000, assisting with strategy, partnerships and growth. The company was acquired for \$110 million in 2011. **ROI 10x IRR 78%**
- Spun a storage technology out of a Fortune 500 company in Feb 2000 with investment of £549k. Built management and sales teams and drove three rounds of funding. The company grew into a global provider of search and archiving for unstructured data, and was bought for £225 million in Aug 2004. **ROI 8x IRR 182%**
- Originated and managed £400k investment in online introductions firm. Worked closely with founder to improve usability, build critical mass, and grow users from 10k to 250k in 18 months. The site became Britain's largest online dating site with 4.5 million members, and was purchased for £27.3 million in 2007. **ROI 9x IRR 31%**

- Led £1 million fundraising for Britain's *first online price comparison service*. Worked with team to grow revenues and build partnerships with AOL and Wal-Mart. The firm became part of Kelkoo in 2002. **ROI: Small Loss**
- Led private placing for a *multi-channel music Brand* headed by Simon Fuller (creator of the Spice Girls). Built partnerships with Cadbury's and Channel 4. Channel 4 took a 10% stake in 2001. **ROI 2x IRR 14%**

META GROUP (1995 - 1998)

CA, USA

Managing Consultant

- Rolled-out a multi-client product to senior managers in Fortune 500 companies.
- Exploited multi-client work to move up the value chain into customised strategy projects across a range of industries. Built the business to the point where it was successfully acquired by Meta Group.
- Advised 3COM on post-acquisition integration of US Robotics and Palm.

AMERICAN MANAGEMENT SYSTEMS (1994 -1995)

CO, USA

Senior Business Analyst

- Managed teams and timelines for development and delivery of a CRM system for telco clients.
- Managed system-wide usability for a software platform delivered to global telcos.

Interests and other activities

- Author of *innovationblog.co.uk*, providing analysis of environmental technology and venture capital.
- Worked as *business mentor with the Prince's Trust* and as *volunteer at the Witness Service* in London.
- Conversational in French and Hindi. Fluent in English and Marathi (language of Mumbai & Pune).
- (British citizen. Able to work across European Union).