

ADFW

ABU DHABI FINANCE WEEK

27-30 NOV | 2023

- Venue: ADGM, Abu Dhabi, UAE
- Asset Abu Dhabi GP x LP Programme
27th Nov, 2023
- International Family Office Congress
28th Nov, 2023



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R136 Ventures works with creative entrepreneurs to scale their mid-to-late-stage startups with a unique blend of expertise and experience that unlocks their growth potential. We are just like the entrepreneurs we serve – many of us have been CEOs, CTOs, and C-level execs at corporations and young companies – we’ve done this before. And, we are more than an investor, we help shape the vision, strategy, execution, and talent of young companies.

We collaborate with young companies in a wide range of industries by providing global resources that we focus on three regions: the U.S., Israel, and the United Arab Emirates. Our partners have successfully managed venture funds with more than \$400 million in assets and have funded more than 100 companies many of which became unicorns and were acquired by Fortune 500 companies or went public. What every company we invest in has in common is a laser focus on scaling and achieving the benefits of size.

Our diverse portfolio spans dynamic industries including enterprise software, fintech, HR, marketing, workflow automation, data and analytics, B2B e-commerce, mobility and logistics, AI/ML enablers, EduTech, and cybersecurity. We strategically partner with and empower innovative startups to drive innovation through transformative solutions and cutting-edge technologies.

We are passionate about building great management teams that develop new technologies and power the new innovation economy.

- Strategic Scaling Partners: R136 Ventures offers more than funding – we’re experienced partners that guide startups to scale strategically, leveraging a unique blend of operational expertise.
- Global Reach, Local Impact: With a presence in the U.S., Israel, and UAE, R136 provides startups with global resources while focusing on local market nuances for effective expansion.
- Multi-Stage Support: R136 covers investment stages from late seed to Series D and beyond, ensuring startups receive continuous support as they grow and evolve.
- Industry Diversity: The portfolios of R136’s leadership span diverse sectors, including Adtech, AI, Fintech, and more, reflecting their adaptability and ability to drive growth in various industries.
- Operational Guidance: Beyond capital, R136 is committed to helping startups scale, providing strategic guidance, talent solutions, operational efficiency insights, and access to international markets.

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Victor Orlovski

Founder
Managing Partner

In 2015, Victor embarked on an entrepreneurial journey that led to the establishment of R136 Ventures, a unique management company dedicated to mid- and late-stage startup investments in the U.S., Israel and Dubai. Today, the firm boasts an impressive management portfolio of \$420 million, deployed across more than 30 companies. Victor is an angel investor in over 40 startups and an advisor to entrepreneurs and founders. With a track record of successful exits, including two IPOs and multiple acquisitions by Fortune 500 companies, R136 Ventures has solidified its position as a trusted player in the startup ecosystem.

Within the fund's diverse interests, Victor places particular emphasis on fintech, machine learning, artificial intelligence, marketplaces, the Internet of Things and high-performance IT platforms. Leveraging technology to optimize infrastructure remains a core focus, driving innovation and efficiency across various sectors.

Victor's strategic vision encompasses not only investments but also establishing strong relationships with companies around the world. By leveraging his industry knowledge and forging partnerships with major corporations in various regions, Victor is invaluable in bridging gaps and unlocking new opportunities for startups.

Prior to his entrepreneurial pursuits, Victor enjoyed a successful career as chief technology officer to one of the largest digital banks in Europe. In this role, he managed a significant digital transformation that pushed the industry as a whole into the digital age.

Victor is also the author of the book "From Rhino to Unicorn: How Fortune 500 Companies Can Evolve for the Digital Era." This publication reflects his deep understanding of the challenges and intricacies of navigating digital transformations. With his wealth of knowledge and practical insights, Victor provides a valuable resource for companies seeking to thrive amidst the digital revolution.

Victor's visionary leadership has been instrumental in establishing R136 Ventures as a prominent player in the startup investment landscape. Through strategic investments, forging strong partnerships, and guiding companies through transformative journeys, he continues to drive innovation, foster growth, and shape the future of technology-driven enterprises.

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Ratan Manehani

Partner

Ratan is a partner at R136 Ventures, where he spearheads investments in mid- to late-stage technology companies in the U.S. He focuses on consumer and enterprise technology, seeking out rapidly growing businesses that offer sought-after products and services, have a clear product-market fit and display early signs of efficient operations. Ratan's investment philosophy revolves around partnering with exceptional founding teams who possess a unique perspective on customer challenges and exhibit an unwavering commitment to building impactful products.

Before joining R136 Ventures, Ratan amassed a decade of invaluable experience learning from, working with, and investing in disruptive technologies and business models. He honed his approach at Cavallino Capital, CKC Partners, and BigFoot Holdings, three esteemed international family offices based in the U.S., collectively managing over \$2 billion in assets. Ratan was pivotal in leading private and alternative investments across all three firms while also serving as an Advisory Engagement Lead at Cavallino's consulting unit. In this capacity, he provided strategic guidance to Fortune 1000 and private companies, enabling them to adapt their business models for the digital and mobile revolution.

Ratan's investment portfolio boasts notable early-stage companies, including Coupa Software (IPO), Square Financial (IPO), Moda Operandi, Mynd, Roofstock, Rescale, Ridecell, and Insurify. He has also demonstrated his acumen in investing in middle-market businesses such as Lindora Wellness, Glaudeix Energy, and Quickserve. In addition to his investment endeavors, Ratan's advisory experience includes working with well-known enterprise and consumer technology companies, including Salesforce, T-Mobile, Spectrum, Conde Nast, Asurion, and Brandless.

Complementing his investment and advisory roles, Ratan served as a corporate development lead at two growth-stage startups, SAY: Media! and Uphold. His responsibilities encompassed overseeing more than 10 bolt-on acquisitions, strategically fueling revenue growth, attracting top-tier talent, and expanding product offerings. Ratan kickstarted his career as a transaction and corporate finance associate at reputable firms such as PricewaterhouseCoopers and Averil Capital.

Ratan graduated from the University of California. He has been a volunteer mentor at Venture for America, a nonprofit organization and fellowship program for future startup leaders and entrepreneurs, and a member of the Association for Corporate Growth.

Ratan's role as a partner at R136 Ventures, his diverse investment portfolio, and his involvement in nurturing the next generation of entrepreneurs showcase his expertise, strategic prowess, and commitment to driving innovation and growth within the technology investment landscape.

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Daniel Gay

Vice President
Business Development

Daniel is Vice President of Business Development at R136 Ventures, where he is responsible for leading strategic initiatives, identifying and securing lucrative investment opportunities, and cultivating strong partnerships with key stakeholders.

Daniel's position at R136 Ventures exemplifies his profound expertise and strategic acumen in the financial realm. With a diverse background in deal sourcing and acquisitions, he is pivotal in driving the company's growth and expanding its investment portfolio.

Before joining R136 Ventures, Daniel was the Business Development Director at Equitativa Group. He spearheaded deal sourcing and acquisition for Emirates REIT, the world's largest Sharia-compliant REIT. Additionally, Daniel played a key role in establishing the Wealth Management and Fund entities within the Abu Dhabi Global Market. He also demonstrated his expertise by leading the Capital Raising and Placement Team, securing crucial acquisition financing.

Prior to Equitativa, Daniel served as a Senior Partner at Helvetic Trust AG, where he expertly coordinated and consolidated business accounts, insurance, and tax optimization, alongside managing properties and art transactions. His consultative acumen in the specialized domains of wealth management, private equity, and real estate proved invaluable.

Before that, Daniel held positions at leading financial institutions including the Bank of Singapore and Citibank. He attained a CFPI - Certified EFFAS Financial Analyst certification from the College of the Abbaye of St-Maurice.

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