



DESIGN THE UNDESIGNED

- ◆ Welcome Note
- ◆ AKCJ Ventures at TiE Delhi-NCR x Amity Innovation Incubator Members Mixer
- ◆ AKCJ Ventures at TiE Institute's Modern Sales Playbook Session
- ◆ How AKCJ Ventures LLP is re-imagining partnership across the business lifecycle
- ◆ India's SpaceTech Boom: A New Era of Innovation and Opportunity
- ◆ India's Telecom Infrastructure: A Quiet Giant with Massive Potential
- ◆ Web3, Blockchain, and the Future of Digital Trust in M&A and Family Offices



c²

CATEGORY CATALYST
VOL. 11
JUNE 2025

WELCOME NOTE

Amit KC Jain – Founder & Managing Partner [in](#)

After working with families, entrepreneurs, and small business owners for almost three decades, I can say with confidence that the idea of a "family office" is the most misunderstood idea in finance today. For too long, it has been thought of as a place only for the very rich—a high-walled area for billionaires, legacy companies, and private bankers. Every family that works, saves, builds, and hopes for a better future need to think like a family office. Structured financial planning, disciplined wealth management, and thinking about the future of your family are not optional, whether you run a SME or are planning to send your kids to college abroad on a middle-class income.



India is going through a very important change right now. Our small and medium-sized businesses (SMEs) are not only a source of growth, but they are also a chance for the next generation to do things the right way. These businesses, which are the backbone of India's economy, often don't have the structures that keep wealth safe, keep business and personal finances separate, and make sure the business goes on after the founder. They don't need more jargon or complexity; they need a clear and personalised way to manage both their money and their legacy. A family office is not a luxury; it's a set of tools. One that helps families and business owners make better choices, stay away from expensive mistakes, and get ready for the changes that life and business will bring.

It's good to see that regulators are starting to recognise this change. I think SEBI's recent decision to let only accredited investors take part in angel investing is a good one. It makes the ecosystem more mature by making sure that people who invest in startups have the skills and knowledge to do so. This will not only keep less knowledgeable retail investors from investing in high-risk, illiquid assets, but it will also make it easier for capital to flow to businesses that are backed by serious, long-term partners. This gives family offices a chance to invest in startups in a more strategic way, matching their capital deployment with their risk appetite and gaining access to innovation and long-term growth.

What I've learnt over the years is that managing money isn't as hard as it seems. When you take away the extra layers of products, the basics are easy: make sure your cash flows match your goals, protect your downside, plan for changes, and check in on a regular basis. But most families and businesses don't have a map and are counting on their instincts to guide them. Regrettably, hope is not a plan. A structured approach, which we call a family office, gives you clarity, control, and confidence. And the sooner it is put into action, the better it works.

We at AKCJ Ventures think that real financial advice needs to be based on a lot of different factors, think about the long term, and be easy to follow. Wealth we build today, whether as individuals or business owners, is not just for us; it's a duty we owe to the next generation. And that duty requires not improvisation, but intention. A modern family office is no longer just for the wealthy; it is becoming the basis for smart financial living for people of all income levels and business sizes.

As we keep telling this story and helping the families and founders of the future, I want you to think about this simple truth: you don't need hundreds of crores to act like a family office. You need to be clear, disciplined, and ready to plan. The rest will follow, as I've seen many times.

AKCJ Ventures at TiE Delhi–NCR x Amity Innovation Incubator Members Mixer: Building Bridges for the Future

AKCJ Ventures was proud to participate in the TiE Delhi–NCR – Amity Innovation Incubator Members Mixer: Connections, Conversations & Collaborations, an exclusive gathering that brought together some of the most dynamic minds from the startup ecosystem.

Held in a vibrant and relaxed setting, the event served as a powerful platform for connecting with trailblazing founders, visionary entrepreneurs, and seasoned investors. For us at AKCJ Ventures, it was more than just networking — it was about building meaningful relationships, discovering potential synergies, and identifying collaborative opportunities that align with our mission of backing bold ideas and innovative ventures.

From deep–dive conversations around emerging tech to hearing first–hand stories of startup grit and growth, the evening was packed with insights and inspiration. Engaging with startups from the Amity Innovation Incubator also gave us a unique window into the future of India’s innovation landscape — driven by passion, talent, and disruptive thinking.



At AKCJ Ventures, we believe in supporting not just capital, but also community. This mixer reaffirmed our commitment to fostering a collaborative ecosystem where ideas can thrive, and startups can scale with the right guidance and resources.

We extend our gratitude to TiE Delhi–NCR and Amity Innovation Incubator for curating a high–energy evening that truly celebrated the spirit of entrepreneurship.

We look forward to building on the connections made and exploring new possibilities with the changemakers we met.

AKCJ VENTURES AT TIE INSTITUTE’S MODERN SALES PLAYBOOK SESSION: Sharpening Our Edge on Startup Sales Strategy

AKCJ Ventures had the opportunity to attend “Modern Sales Playbook: How High – Growth Startups Are Closing Deals, Fast”, a focused knowledge session hosted by TiE Delhi–NCR under its learning initiative, TiE Institute.

Held at the Amphitheatre, The Circle.Work, Gurugram, the event brought together some of the most respected sales leaders from India’s top startups. With a crisp, high–impact agenda tailored for founders, growth leaders, and sales professionals, the session provided actionable insights into what it truly takes to build lean, high–performing sales engines in today’s dynamic business environment.

Our team was especially inspired by the diverse perspectives shared by industry stalwarts including Jigyasa Kishore (Moglix), Rahul Aggarwal (IndiaMART), Manoj Padmanabhan (Naukri.com), Manpreet Anand (FNP), and Deep Bajaj (Sirona Hygiene). Their candid



experiences in scaling B2B and B2C sales — by combining automation, data, and deep customer understanding — sparked several fresh ideas and frameworks we’re excited to explore further within our own portfolio.

[Click here to read more](#)

How AKCJ Ventures LLP is Re-Imaging Partnership Across The Business Lifecycle

By Anjeet Khandelwal - Founding Partner in

Integrated Capital, Enduring Value

How AKCJ Ventures LLP is re-imagining partnership across the business lifecycle.

In a marketplace where capital is abundant but coherence is scarce, businesses often find themselves stitching together advice from bankers, consultants, and investors who seldom speak the same language. At AKCJ Ventures LLP, we believe there is a better way: an integrated capital platform that keeps founders, family businesses, and institutions on a single, well-lit path from launch to legacy. Our approach replaces siloed counsel with a 360-degree partnership rooted in Continuity, Context, and Compound Value Creation.

A World of Fragmented Advice and the Cost of Disconnection

Traditional finance is transactional: raise a round, book a valuation, move on. Yet every disconnected mandate introduces blind spots—misaligned incentives, incomplete data, and missed opportunities to compound gains. The result? Businesses that restructure without re-strategising, scale without systems, or exit without an enduring legacy. We built AKCJ to solve this problem.

The AKCJ Integrated Capital Platform

Our model intersects four powerful verticals that collectively span the full corporate lifecycle:

1. Startups/SME Investments & Mentoring - **We invest early,** but we also roll up our sleeves as strategic partners, pairing founders with battle-tested operators from our network and opening doors to enterprise customers. Whether you're validating your first idea, navigating a pivot, preparing to scale, or gearing up for your next round we stand beside you as strategic mentors, financial thinkers, and growth architects. Our investment strategy focuses on identifying high-potential MSMEs **and transforming them** into future-ready enterprises through capital infusion, **operational upgrades, strategic M&A, and IPO readiness.**

2. Family Offices & SMEs - **We advise business families on** governance, capital allocation, and next-gen leadership while curating high-potential ventures that fit their risk-return profile. We offer bespoke family office advisory services such as Family office setups tailored to your goals, Wealth Advisory to ensure capital is deployed thoughtfully, Clear succession and continuity planning, Governance frameworks that protect both business and relationships, Philanthropy to loop in give back, Family Settlements and reconciliation of family interests.

3. Strategic Consulting - **Our advisory arm turns growth** into a science, embedding data-driven playbooks so companies can scale smart-not just fast. Whether you're

preparing for growth, planning succession, evaluating capital restructuring, or exploring an exit we work with you to think deeper, decide better, and move faster.

4. M&A Advisory - We provide end-to-end M&A solutions - from growth strategy and deal sourcing to due diligence, valuation, integration, and capital structuring. Whether you're on the buy-side or sell-side, we ensure every deal is aligned with your long-term goals and built on a foundation of trust, speed, and transparency. Clients receive more than a fair valuation. They gain cross-border execution capability, post-deal integration support, and the strategic clarity to turn transactions into long-term value.

By housing these capabilities under one roof, we ensure that each move—whether a seed round, a spin-off, or a buy-back—fits an overarching strategy, preserving optionality while accelerating momentum.

Continuity. Context. Compound Value Creation.

- **Continuity** keeps the same partner by your side from the first cheque to the final hand-off, ensuring institutional memory and aligned incentives.
- **Context** means we study not just the numbers but the narrative: the founder's vision, the family's values, and the market's inflection points.
- **Compound Value Creation** is the outcome: layered gains across equity, operational efficiency, and intellectual capital that snowball over time.

Lifecycle Support - A Single-Roof Journey

Imagine a 40-year-old family manufacturing business facing succession, a growth-stage tech startup seeking global expansion, and an institutional investor hunting for resilient opportunities. Under the AKCJ umbrella:

- The family firm raises smart capital, buys out an inactive partner, and installs a governance framework for Gen-Next leadership.
- The tech startup plugs into our consulting playbooks, secures introductions to cross-border distribution partners, and structures an M&A-ready balance sheet.
- The institutional investor gains a curated pipeline of de-risked ventures aligned to its mandate—all while tapping our insights on emerging sectors.

Each journey is distinct, yet all benefit from the same integrated ecosystem that compounds value at every turn.

Join Us on the Journey

Whether you are a first-time founder, a family steward, or an institutional allocator, AKCJ Ventures LLP offers a partnership designed for the long run. Because lasting value is not built in milestones—it is built in moments of aligned intent, compounded over time.

[Click here to read more](#)

India's SpaceTech Boom: A New Era of Innovation and Opportunity

By Nikhil Singh – Senior Analyst, Investment & Research in

India's spacetechnology industry is undergoing a historic transformation, rapidly evolving from a government-dominated sector into a thriving ecosystem powered by private innovation, bold government reforms, and ambitious national projects. As the world's space economy races toward a trillion-dollar future, India is poised to capture a significant share, with projections estimating its space economy will reach nearly \$13 billion by 2025 and could soar to \$44 billion by 2033.

The New Landscape: Private Sector and Policy Shifts

The Indian space sector's growth story has been propelled by a series of strategic reforms. The government's decision to open the sector to private players has been a game-changer, enabling startups and established firms to participate in satellite launches, develop propulsion systems, and offer space-based services for both domestic and international markets. The creation of the Indian National Space Promotion and Authorisation Centre (IN-SPACE) has provided a single-window framework for private sector collaboration with ISRO, streamlining approvals and fostering innovation. Recent policy changes, including the liberalization of foreign direct investment (FDI) norms and the introduction of clear guidelines for space activity authorization, have further boosted investor confidence and paved the way for global partnerships. These measures have not only encouraged private investment but also enabled Indian companies to access advanced technologies and international markets.

Startup Surge and Investment Boom

Since 2020, India has witnessed an unprecedented surge in spacetechnology startups, with over 100 active companies and private funding exceeding \$415 million. Venture capitalists and private equity firms have recognized the sector's potential, fueling a wave of innovation across the value chain. Indian startups are now developing cutting-edge solutions in areas like AI-driven satellite analytics, reusable launch systems, drone-borne radar, and laser-based communications. Micro, small, and medium enterprises (MSMEs) also play a crucial role, supplying vital components and services to larger firms and helping build a robust supply chain. The ecosystem is further strengthened by contract manufacturers, component suppliers, and testing facilities, all contributing to the sector's rapid expansion.

Market Dynamics: Upstream and Downstream Growth

India's spacetechnology market is broadly divided into upstream and downstream segments. The upstream market, which includes satellite manufacturing, launch vehicles, and ground systems, is expected to grow from \$4.7 billion in 2023 to over \$25 billion by 2030. The downstream sector, focused on

satellite data utilization—such as communication, navigation, and earth observation—is projected to expand from \$10 billion to more than \$52 billion in the same period. Satellite launch services are the fastest-growing segment, expected to rise from \$600 million in 2020 to \$1 billion by 2025, at a compound annual growth rate (CAGR) of 13%. Satellite manufacturing is also booming, driven by the global demand for smaller, more efficient satellites, with revenues projected to reach \$3.2 billion by 2025. The largest segment, satellite services and applications, is anticipated to account for \$4.6 billion by 2025, serving industries such as media, entertainment, retail, enterprise, and defense.



Government Projects and Ambitious Missions

The Indian Space Research Organisation (ISRO) remains at the helm of the country's most ambitious space missions. The Gaganyaan human spaceflight program, with a budget of \$2.32 billion, is a landmark initiative aiming to send Indian astronauts into space and lay the groundwork for a national space station by 2035 and a lunar landing by 2040. Recent technological demonstrations, such as the Space Docking Experiment (SpaDeX), showcase India's growing capabilities in in-orbit servicing and satellite docking, which are critical for future space station operations.

The Road Ahead

India's spacetechnology revolution is just beginning. With a projected market size of \$77 billion by 2030 and expectations of a 26% CAGR through the decade, the sector is set to become a cornerstone of the national economy, driving technological advancement, job creation, and global competitiveness. The synergy between government vision, private sector dynamism, and international collaboration is positioning India as a leading force in the new space age. With the unique blend of cost-effective innovation, skilled talent, and progressive policy support, India is on track to become a global spacetechnology powerhouse.

[Click here to read more](#)

India's Telecom Infrastructure: A Quiet Giant with Massive Potential

By Ishan Singh – Senior Analyst, Investment & Research [in](#)

India's telecom infrastructure sector is quietly powering the country's digital revolution—and it's poised for a breakout decade. While global attention often focuses on data consumption and smartphone penetration, the unsung hero behind it all is the physical network: towers, fiber optics, and core equipment that connect the nation.

Globally, the telecom market is on track to reach a staggering USD 3.5 crore crores (or INR 290 lakh crores) by 2034, growing at a CAGR of 6.14%. Back home, India's telecom sector is expected to expand from ₹4.44 lakh crores in 2025 to ₹6.96 lakh crores by 2030, clocking an even faster growth rate of 9.4%. A major driver of this growth is network infrastructure investment.

India's telecom infrastructure segment alone is projected to hit ₹51,000 crores by FY25. This includes everything from fiber deployment to core networking gear. Globally, telecom infrastructure is forecasted to grow from ₹8.7 lakh crores in 2024 to ₹11.7 lakh crores by 2031, underlining the sector's strategic importance.

At the heart of this infrastructure boom is passive infrastructure—non-electronic assets like towers and power systems—which comprises around 70% of wireless capital expenditure. This segment is expected to be a ₹36,000 crore market in India by FY25. Key components include ground-based and rooftop towers, shelters for base transceiver station (BTS) equipment, power backups like diesel generator sets and batteries, and air-conditioning and security systems.

Several factors are fueling the momentum:

1. Low Tower Density: **India currently has just 0.5 telecom**

telecom towers per 1,000 people, far below global standards, highlighting a huge gap in infrastructure.

2. Aggressive Build-Out Plans: **From around 740,000 towers today, India is projected to reach 1.3 million towers by 2030.** This means adding 70,000–75,000 towers annually.

3. 5G Rollout: **5G networks require significantly denser infrastructure, accelerating the need for**



more towers and fiber.

4. **Unfinished Rural Expansion:** Rural and semi-urban regions are still under-served, offering massive growth opportunities as digital services expand.

5. **New Formats and Technology:** Innovations like ground-based masts (GBMs) are making tower deployment quicker, cheaper, and more flexible.

India's telecom infrastructure is no longer just about enabling voice calls—it's the backbone of everything from video streaming and remote work to cloud computing, IoT, and smart cities. As demand for digital services surges, strengthening this quiet but critical sector will be key to sustaining India's digital transformation.

[Click here to read more](#)

Web3, Blockchain, and the Future of Digital Trust in M&A and Family Offices

By Tanvi Kohli – Intern, Investment & Research in

The worlds of Mergers & Acquisitions (M&A) and family offices are undergoing a quiet but powerful transformation. At the heart of this evolution is a new foundation for how trust is established, maintained, and validated: digital trust enabled by blockchain and Web3 technologies.

The Changing Nature of Trust in High-Stakes Transactions

Traditionally, trust in financial transactions relied heavily on reputation, intermediaries, and regulatory oversight. In high-value environments like M&A deals and family office operations, this meant long due diligence cycles, layers of legal documentation, and countless third-party validations. While these steps were necessary, they introduced inefficiencies, delays, and increased costs. Enter blockchain and Web3 – technologies that promise to redefine this framework.

Blockchain in M&A: Transparent, Secure, and Frictionless
In the M&A space, blockchain is already proving to be a game-changer. By design, blockchain offers an immutable and transparent ledger that can store and verify critical deal information. Documents, valuations, and compliance checks can be securely stored and time-stamped, allowing stakeholders to access a single source of truth in real time.

Smart contracts self-executing agreements coded on the blockchain can automate parts of the M&A lifecycle, such as escrow releases, earn-out payments, or regulatory disclosures. This reduces reliance on manual processes and minimizes the potential for disputes or errors.

Most importantly, blockchain improves security and data integrity. With cyber threats and data breaches on the rise, especially in confidential M&A deals, having a tamper-proof and encrypted platform for communication and record-keeping creates a new layer of confidence among all parties involved.

Web3 and Family Offices: Managing Wealth in the Digital Age

For family offices, Web3 opens up a new frontier in asset management, wealth transfer, and cross-border operations. Using blockchain, real-world assets – such as property, art, or private equity stakes can be tokenized,



meaning their ownership can be represented digitally and stored on-chain. These tokens can then be traded, split, or transferred securely and efficiently.

Such tokenization simplifies succession planning and inheritance, especially for families with global footprints. Transferring ownership of tokenized assets does not require lengthy legal procedures or jurisdiction-specific filings; it can happen in minutes, with full traceability and compliance.

The Future: Programmable Trust

As traditional institutions explore blockchain integrations – from central banks issuing digital currencies to investment firms testing on-chain fund structures – it's clear that digital trust is becoming programmable, automated, and borderless.

No longer will trust be based solely on institutional credibility or personal relationships. Instead, it will be verifiable by design – built into the systems and protocols that manage value and identity. Audits will be real-time, ownership will be transparent, and transactions will carry their own evidence of legitimacy.

A Call to Adapt

The convergence of finance and decentralized technologies is not a distant vision. It's happening now. M&A firms, family offices, and wealth managers who embrace this shift will not only operate more efficiently but also unlock entirely new opportunities for growth, transparency, and global scalability.

[Click here to read more](#)

Disclaimer: The views and opinions expressed in this newsletter are those of the authors and do not necessarily reflect the official policy or position of AKCJ Ventures. Any content provided by our contributors is of their opinion and is not intended to malign any religion, ethnic group, club, organization, company, individual, or anyone or anything.



612, Kailash Building, 26, Kasturba Gandhi Marg, Connaught Place, New Delhi -110001
Phone: +91 11 47047455, Email: info@akcjventures.com, www.akcjventures.com

