


# Sonoma Management seeks \$100 million for second fund

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Asian Venture Capital Journal | 05 Aug 2010 | 14:24 

Pune-based Sonoma Management Partners (SMP) is to embark on a \$100 million fundraising for its second vehicle, the India Buyout Fund II, dedicated to small-to-mid cap buyout targets in India's technology sector.

To jumpstart the raise, SMP has committed \$7.5 million to the fund. Its first vehicle, the India Buyout Fund I, had \$10 million under management and has reportedly made three investments, though Mitesh Agrawal, an Associate at the firm, told *AVCJ* that the majority of that fund was deployed into one investment, integrated lifecycle management firm Tarvo TEchnologies Ltd. He adds that the SMP is looking to approach both foreign and domestic investors, with as much as half of the capital coming from outside India.

In speaking about the discrepancy between SMP's first and second fund, Agrawal said the young firm first wanted to raise capital at ground level to explore a working model before approaching outside LPs for a more sizable fund. "We always wanted to do it ourselves to see if the model works, and then go out to the market to get investments," he said, confirming reports that say the firm has seen more than 55% IRR, including a partial realization from IBF I.