IvyCap Ventures | IvyCamp

IVYSCOPE

Your Monthly Updates from IvyCap Ventures

August 2023

With just over a month remaining until IvyCap Day 2023, our most awaited annual flagship event, the excitement is profound. IvyCap Day has consistently served as a premier platform that brings together luminaries from diverse industries. Together, they embark on targeted discussions that navigate the intricacies of the investment landscape and the ever-evolving panorama in India.

At the core of IvyCap Day lies an assembly of influential thought leaders, renowned for their visionary perspectives within the realms of investment and entrepreneurship. These distinguished figures, representing a spectrum of sectors, will impart their profound insights on a range of critical topics. Their discussions will span from optimizing returns and fostering capital efficiency to nurturing sustainable growth within the investment ecosystem. Attendees can expect to resonate deeply with their expertise, equipping themselves with invaluable strategies to navigate the dynamic landscapes of investment and entrepreneurship.

Our distinguished lineup of speakers for this year's event stands as a testament

to their individual excellence. Covering a wide array of disciplines, they encapsulate the very essence of IvyCap Day's mission: to cultivate knowledge sharing and innovation. We firmly believe that their perspectives, cultivated through years of experience, will not only enrich the event itself but also empower attendees with actionable insights that are destined to shape their professional trajectories.

Presenting an extraordinary array of speakers : Sivasubramanian Ramann, CMD, SIDBI, Rajiv Anand, Deputy Managing Director, Axis Bank, Prasun Gajri, Chief Investment Officer, HDFC Life, Ramraj Pai, Senior Advisor, Impact Investors Council, Gopal Srinivasan, Chairman and Managing Director, TVS Capital Funds, Ashish Venkataramani, Partner, Eight Roads Ventures India, Siddharth Parekh, Co-Founder & Senior Partner, Paragon Partners, Vish Narain, Founder and Managing Partner, Pulsar Capital, Rizwan Koita, Co-Founder, CitiusTech and Koita Foundation, Ruchira Shukla, South Asia Regional Lead-Disruptive Technology Investments, IFC, World Bank Group, Amit Kumar Agarwal, Founder and CEO, NoBroker.com, Tamanna Dhamija, Co-Founder and CEO, Convosight, Harish Mehta, Founder and Executive Chairman of Onward Technologies Ltd & Founding Member and First Elected Chairman of NASSCOM, Manish Taneja, Co-Founder and CEO, Purplle, Subhrangshu Sanyal, CEO, IIM Calcutta Innovation Park, Rohan Shukla, Manager, SEBI, Naveen Tewari, CEO and Founder, InMobi Group, Prof. V. Ramgopal Rao, Vice Chancellor, BITS Pilani, Alka Goel, Founder, Alkemi Growth Capital LLP, and many others.

Their insights and experiences are set to enrich the event and offer invaluable knowledge to all participants. As IvyCap Day draws near, we look forward to welcoming you to an event brimming with knowledge, inspiration, and networking opportunities that will undoubtedly shape the future of investment and entrepreneurship

Event Details:
Date: September 16th, 2023
Venue: St. Regis, Mumbai
Format: Hybrid (Online + Offline)

Secure Your Spot Today. Limited spaces are available, so make sure to register using the link below and secure your attendance:

Register

IvyCap Ventures' brand story

In conversation with Shradha Sharma, YourStory

Recently, **Vikram Gupta, our Founder and Managing Partner** shared the IvyCapVentures's story in an exclusive interview conducted by a veteran journalist also **CEO of YourStory Media (one of India's leading digital media platforms), Shradha Sharma**.

Discover how IvyCap Ventures successfully broke open domestic venture capital, revolutionizing the funding landscape for Indian startups, becoming India's leading Homegrown Venture Capital firm managing assets worth Rs 4,500 crore.

In a candid interview, Vikram Gupta expressed his distinct approach to capital generation from domestic institutions. Recognizing the reliance on US dollar funding in the Indian VC ecosystem, IvyCap Ventures aimed to shift the landscape and increase Indian capital participation.

Watch the full interview here

Read the full story here

Felicitation by the Hon'ble President of India

We are delighted to announce that **Vikram Gupta, our esteemed Founder and Managing Partner, along with Co-Founder and Head-Investor Relations, Sonia Sharma Gupta,** were recently bestowed with a prestigious honor by none other than the Honorable President of India. This significant recognition was presented during the **Visitor's conference held at the esteemed Rashtrapati Bhawan. The recognition was a tribute to IvyCap Ventures' remarkable contribution to the establishment and conceptualization of India's very first Endowment Fund at the renowned IIT Delhi. Launched with great fervor by the former President of India, Shri Ram Nath Kovind, in October 2019, this Endowment Fund has played a pivotal role in empowering the education sector in India.** It fills us with immense pride to be among distinguished peers who have made substantial and noteworthy contributions to furthering education in the country. This felicitation has served as a testament to our commitment and dedication to creating a positive impact in the field of education. We remain steadfast in our mission to nurture innovation and foster growth, and we express heartfelt gratitude for this prestigious recognition.

Click here to know more

Freshly Brewed

Wagr introduces Toto, the first AI chatbot for pet care

Wagr, launches Toto, an AI-powered chatbot, aimed at transforming pet care guidance in India, with the goal of assisting a million pet parents within a year.

Watch the full interview here

Meet the IITians behind Purplle, the company which broke Nykaa's monopoly & raised Rs 8200 crore

Purplle, an online cosmetics retailer, achieved the remarkable feat of becoming India's second billion-dollar company, despite prevailing skepticism among investors towards startups.

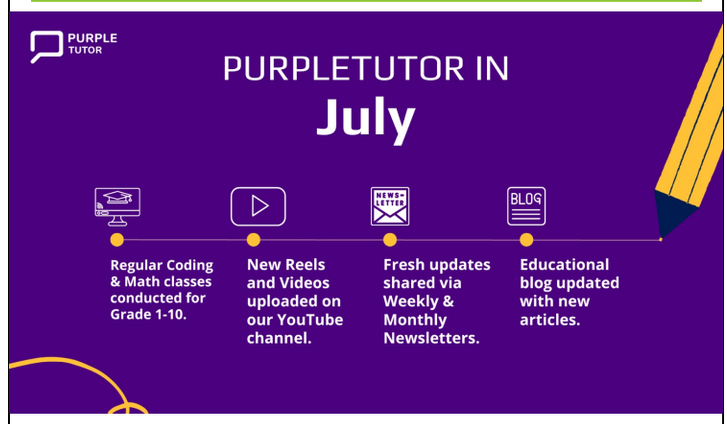
Click here to know more

How Bhaskar Deo is Pioneering Password-Free Security with Trillbit

In a rapidly evolving cybersecurity landscape, an estimated two-thirds of adults in the United States use the same password across multiple accounts. And while facial recognition and data encryption can help keep personal information secure, at least 30 percent of internet users have experienced a data breach due to insufficient passwords. It's why **Bhaskar Deo, CEO and co-founder of TrillBit, wants to change how users approach cyber security online and through our devices.**

Click here to know more

Portfolio Updates



Throughout the month of July, PurpleTutor focused on enhancing education through a series of initiatives. Educational articles were published regularly on the Blog Center, unveiling new developments and courses, and expanding the content library to provide valuable resources for students and parents. Furthermore, the company regularly conducted Math and Coding classes for students ranging from Grades I to X, globally. To better the learning experience, the YouTube channel featured an array of insightful videos and reels, offering visual explanations. Furthermore, to ensure that the users stayed well-informed, the company sent out weekly and monthly newsletters, delivering timely platform updates.

Click here to know more

In just 6 months since Jan 23, the company has expanded to 15 cities, providing Inland Transportation and Cross Border Logistics solutions across the enterprise in MSNE segments. Hence, the focus for 2023 would be strengthening the company's presence in existing regions, expanding to new geographies, and growing the technology and teams to deliver seamless shipments.

Eggoz, an innovative player in the poultry industry, recently took part in the prestigious Association of Hospitality Professionals Hospitality Challenge 2023 as an associate sponsor. The event provided a remarkable opportunity for Eggoz to showcase its premium range of products to esteemed executive-level Food & Beverage managers and talented chefs in Delhi. Through its active involvement in the event, Eggoz successfully distributed its offerings, leaving a lasting impression on the hospitality community and forging potential partnerships for the future. This strategic participation further solidified Eggoz's position as a trusted and valued supplier within the culinary landscape.

Click here to know more

IvyCamp

The Next Startup Dragon Challenge

As a part of IvyCap Day'23, IvyCamp is hosting "**The Next Startup Dragon Challenge**" for **IIT Startup Founders** across PAN India building solutions-driven

products in the following sectors: EV, Cleantech, Healthtech, Gaming, and Generative AI. Applications from other sectors are also welcome.

Winner would get to present live on IvycapDay'23, happening at St. Regis, Mumbai on September 16th. Audience would consist of global investors, seasoned entrepreneurs, and industry experts from various domains. Some of the confirmed speakers for this year are Prasun Gajri (CIO at HDFC Life); Alka Goel (Founder at Alkemi Growth Capital); Rohan Shukla (Manager at SEBI); and Naveen Tewari (CEO & Founder at InMobi Group).

Who can apply?
Startups with at least one IIT Founder
Pre-seed and beyond stage

Interested founders can apply here

For more information

Announcing the Winner of HDFC Life Futurance Phase 5

We are excited to announce that **Nvest** is the winner of **Phase 5 of the HDFC Life Futurance program**. Nvest is a B2B InsurTech company building core applications across the value chain. They have a 65% market share in India for their flagship offering 'Benefit illustration system.'

Talking about the same, Gopesh Modi, Founder & CEO, Nvest Solutions, shares, "I want to take this opportunity to appreciate how efficiently IvyCamp has handled the overall process. Before every meeting, we received proper updates and expectations from us for the meeting. All the operational hassle was handled by IvyCamp so we could focus on pitch and demos. We are looking forward to more such collaborations with the team."

IvyCamp in partnership with HDFC Life launched Futurance to provide startups an opportunity to engage with HDFC Life. The startups help integrate innovation within the HDFC Life culture to help them stay ahead in the industry through new and creative solutions. Phase 5 focused on **Alternate Data**, **MedTech**, **SalesTech**, and **AI Vision & Voice**.

IvyCapPropTech Quest

We are thrilled to announce the launch of our IvyCapPropTech Quest where we provide a platform for Proptech startups to showcase their ideas and raise the necessary capital to fuel growth and expansion. We are on the lookout for cutting-edge startups that are poised to disrupt the market and bring transformative solutions to the table.

Whether your startup focuses on Proptech advancements in Smart Home Technology, Property intelligence and Analytics, Construction Tech, or any other groundbreaking area, we want to know about it!

To apply and take your PropTech venture to the next level, click on the link below

Apply now

For more details

For any queries, feel free to contact Siddhant at siddhant@ivycamp.in

New in our Team

Join us to welcome Aashish Gupta as Vice President - Investment at IvyCap Ventures

Aashish Gupta
Vice President
IvyCap Ventures

Aashish has over 6+ years of experience with nearly 4 years in the startup ecosystem as early stage investor, M&A specialist and strategy leader. He worked with BrightChamps (EdTech Startup) as a Director – Strategy,and with InfoEdge Ventures as an investment professional for Seed & Series A investments. Prior to his MBA he had also worked with Capital One as Data Analyst. He did his B.Tech. from IIT Kanpur & MBA from IIM, Ahmedabad. Aashish is an enthusiastic squash player and a passionate puzzle solver.

In the News

Entrepreneur INDIA

VIKRAM GUPTA
Founder and managing partner, IvyCap Ventures

"Adaptability is the Key for Entrepreneurs"

IvyCap Ventures is clear about its investment philosophy- execution is the key to success, and that adaptability is the key for entrepreneurs seeking funding. According to Vikram Gupta, founder and managing partner, IvyCap Ventures, startups who lack clarity, focus, and capital-efficient growth will face difficulties, irrespective of the market condition, "Investors now seek startups capable of effectively communicating their value proposition, market potential, and competitive advantage. Successful startups exhibit deep market understanding, addressable pain points, and scalable solutions for transformative impact." In this ongoing slow and low period, will he and the firm be recalculating the valuation of its startups? IvyCap Ventures' valuation approach is rooted in the careful assessment of the potential startup's performance. "As a VC fund, we place a strong emphasis on maintaining accurate valuations that align with the true potential and market value of startups. Our aim is to provide ongoing support to these companies, equipping them with the resources they need to achieve their long-term objectives. That being said, we also acknowledge that market conditions can impact investment decisions," Gupta shares.

He feels that in the current scenario, entrepreneurs are facing a unique challenge while seeking investment. However, the stages of Series B and Series C are the difficult ones. "Series B funding is a pivotal milestone for startups as they strive to scale and solidify their market position. However, valuations become a central concern at this stage, demanding both entrepreneurs and investors to carefully evaluate the company's financial outlook. Similarly, Series C funding marks a critical juncture for startups as they transition from growth-oriented strategies to building a sustainable business model. Investors become more risk-averse at this stage, emphasizing the need for startups to exhibit tangible progress toward profitability," adds Gupta.

On asking if there are any companies that they would want to safeguard with capital, he shares that the companies who focus on profitability are their priority, "Our approach revolves around nurturing and supporting businesses that demonstrate a clear commitment to financial sustainability. A key aspect of our approach involves encouraging these companies to prioritize their expenses and costs, with a strong focus on core areas of their business." The firm believes in taking proactive measures to address the situation. So, what does the year ahead look like? While the core investment sectors are healthtech, agritech, climate tech, and AI/IoT, the firm is also open to the fields of edtech, fintech, and consumertech that have progressed beyond the Series A stage.

FACTSHEET

No. of startups invested in: (Since inception)- 42, (In FY22-23)-5

No. of exits: (Since inception)-10, (In FY22-23)- 2

Focus sectors: Sector Agnostic (healthtech, agritech, climate tech, and AI/IoT)

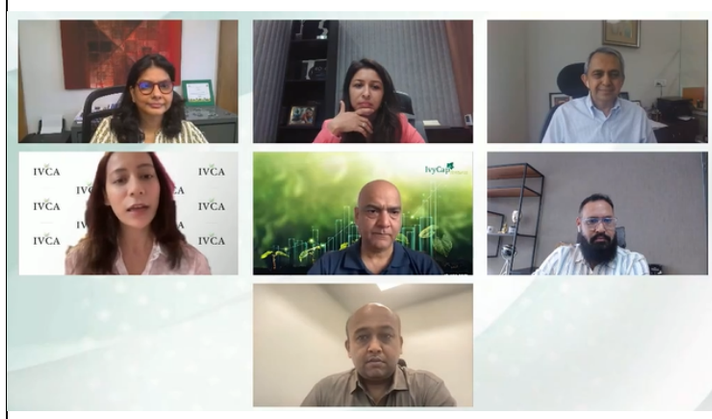
Fund Size: Assets Under Management (AUM) INR 4500 cr

Ticket Size: In Seed to Series A, INR 1- 50 cr

Click here to read more

Our Industry-Event Participations

IVCA #WhatsNext Linkedin Live Event



Our Founder and Managing Partner, Vikram Gupta, recently participated in the IVCA's Linkedin Live Event titled "#WhatsNext: Driving Sustainable Growth - Impact Investing in India's Alternate Asset Industry."

During this enlightening event, he explored the dynamic realm of impact investing and its pivotal role in fostering sustainable growth within India's alternate asset industry. The engaging session provided a platform for industry experts to come together and delve into the various challenges and opportunities faced by impact investors. Together, the experts unveiled potential pathways that can lead to sustainable growth while making a positive social impact on our society.

Watch the full session here

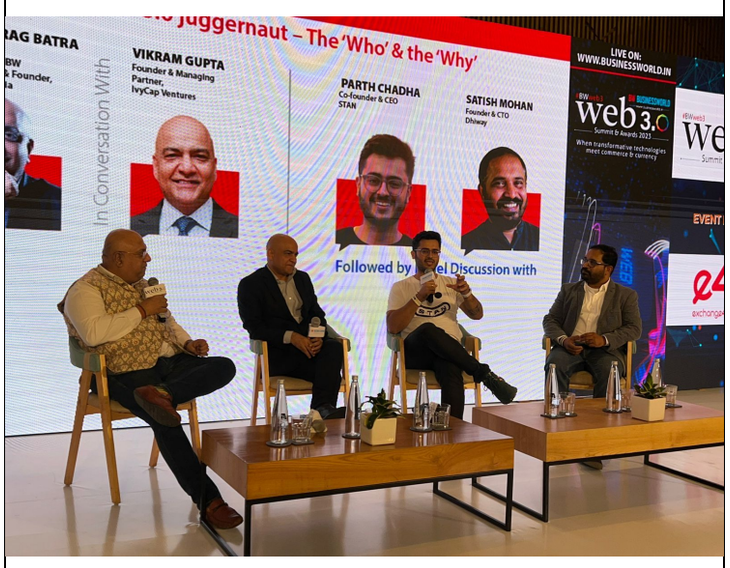
Startup Sphere'23

Our Founder and Managing Partner, Vikram Gupta, recently participated in a captivating panel discussion titled 'Investing in People Vs Investing in Ideas,' as a prominent part of the Startup Manathan Track! The event, themed "StartUp Manathan 4.0: Towards a Better Tomorrow," spanned two exciting days filled with insightful discussions and invaluable knowledge sharing.

During the event, several key aspects were covered, including the government ecosystem, funding sources, new opportunities, valuation, and the significance of digital marketing. It also featured concurrent sessions on contemporary issues faced by MSMEs and startups, including Export Entrepreneurship. In addition, there were exhibitions showcasing prominent startups. The Mega startup event was jointly organized by the Committee for Development of International Trade, Services &WTO and the Committee on MSME & Start-up of ICAI.

Click here to know more

BW Web 3.0 Summit & Awards 2023



At BW Web 3.0 Summit & Awards 2023, our Founder and Managing Partner, Vikram Gupta, took part in a compelling discourse on the future of the internet.

As tech pioneers and innovators gathered at this prestigious event, they collectively embarked on a journey to explore the boundless possibilities of Web 3.0. With cutting-edge discussions and thought-provoking insights, the summit illuminated the path ahead for the internet's evolution.

Watch the session here

www.ivycapventures.com
www.ivycamp.in

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