

OUR PRAYERS ARE WITH YOU DURING THIS DIFFICULT TIME

COVID RELIEF ACTION

Tamanna Dhamija, Co-Founder, Convosight and the entire team have been actively procuring and shipping the first batch of oxygen concentrators from New York to Doctors For You (DFY) hospitals to 4 hospitals in Delhi. In the days to come larger shipments of concentrators and bipap machines are expected. [Read more](#)

Pankaj Vermani, Founder, Clovia, has been actively voicing and supporting the AIR Foundation Fundraise on LinkedIn. Alumni of Indian institutes for providing care and Relief (AIR) Foundation has been conceived by the alumni of prestigious Indian institutes like IIT, AIIMS, MAMC, IIM, along with several entrepreneurs to provide medical help to anyone in need during the COVID crisis. [Read more](#)

FROM THE FOUNDER'S DESK

Exits & IPOs



Vikram Gupta
Founder & Managing Partner
IvyCap Ventures

"It is interesting to note that in the last 10 years, India has secured a significant position as one of the top three startup ecosystems in the world after the UK, the USA and China. India has a strong angel investor network, with active participation from some of the major venture capital or private equity firms. In the startup ecosystem, there are several achievements and milestones that any startup aspires for. However, exit strategy is extremely critical for every investor who is looking to create value for their investment. Several investors, including Venture Capitalists, infuse funds in the companies with an eye for maximizing their IRRs. Last few years, the Indian startup space has witnessed quite a few exits signifying substantial value creation potential. Even in the current pandemic situation, exits are happening providing an optimistic view to the investors. Further, the government regulations and guidelines are being aligned towards supporting positive development in the segment. In addition, SEBI has also initiated an **Innovators Growth Platform (IGP)** for startups that are looking for advice and mentoring regarding the same. We at **IvyCap Ventures** are extremely excited about the future of Indian start-up ecosystem and the value that our investors can further create going forward."

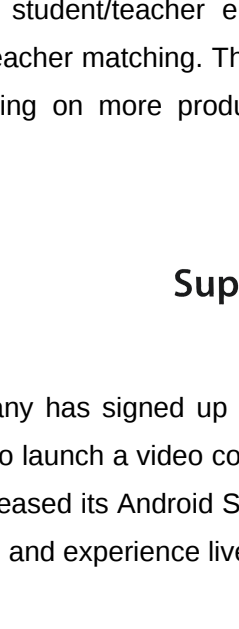
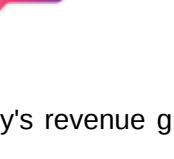


Ashish Wadhvani
Managing Partner
IvyCap Ventures

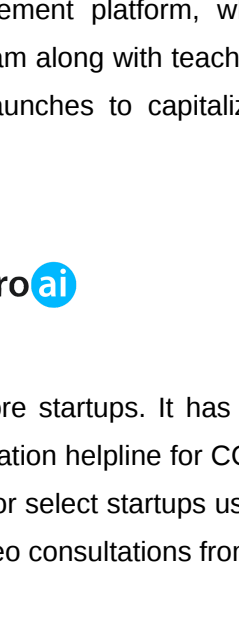
"**IPO** markets are finally welcoming start-ups to list. There seems to be a strong appetite for tech-driven startup listing reflecting their phenomenal performance in the overseas markets. Several startups have also grown to a point, where they are ready to be listed, though that still requires a huge adaptation in terms of governance, predictability of financial performance, and compliance. According to reports, 2021 is predicted to be a year of several IPOs. IPO debuts by players like **Burger King, Happiest Minds**, etc are instrumental in creating impact in the ecosystem. Tech companies like **Airbnb** and **DoorDash** have boosted the confidence level of the startups. Data suggests that India has witnessed **22 IPOs** worth over **USD 2.5 billion** in the time frame of Jan-March 2021 in the capital market of the country. Besides listings in India and overseas, **SPAC** is keen to acquire companies and in the process reverse list them. This is another huge avenue for exits for VC-backed companies. With the maturing of the listing and the **SPAC** options for Indian start-ups, the startup ecosystem is expected to get a big boost as far as exits are concerned. Exits drive a second wave of investment since more capital plugs back into the system and invest in fresh entrepreneurial talent and ventures.

However, with the ongoing Covid-scare and the second wave of the virus, there seems to be an air of concern among the many in the market in the immediate term. Now, it is a matter of wait and watch for the industry to react and respond. The medium and long-term outlook for exits through IPOs for VC-backed companies and of the ecosystem itself has never been more positive."

NEW INVESTMENTS



Sneha Vaswani
Co-Founder & CEO
Miko



Chintan Raikar
Co-Founder & COO
Miko

We proudly announce our **Rs. 50 Cr** investment in **Miko**, is an advanced robotics company focused at solving grave consumer problems by creating emotionally intelligent solutions. **Miko 2**, the latest personal robot for kids, engages, educates and entertains kids. It's a child-safe personal robot that can see, hear, sense and remember a child's moods. [Read more](#)

FRESHLY BREWED

Pharmarack

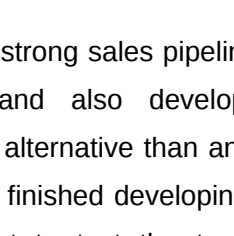
Digital health firm, **ABCD Technologies LLP** to acquire Pharmarack. [Read More](#)

Bidgely

Bidgely's customers can now benefit from utility digital transformation with energy analytics plug-ins to enrich customer account analysis. [Read More](#)

ANGEL FUND

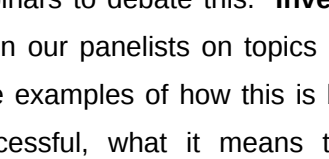
Key Highlights



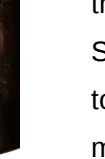
PurpleTutor: In April'21, the company's revenue grew by **36% MoM**. The company also launched a refreshed student/teacher engagement platform, which has an optimized algorithm for student-teacher matching. The team along with teachers is now close to 250. The company is working on more product launches to capitalize summer holidays of students.

Superpro^{ai}

SuperPro: The company has signed up **4** more startups. It has also helped a group of doctors from the USA to launch a video consultation helpline for COVID-19 patients, in just one day. It has also released its Android SDK for select startups using which now they can let their users schedule and experience live video consultations from their app as well.



Expertrons: The company's revenues have grown **34x** in the past 7 months. Marquee players from education, media, automobile, banking & finance industries are taking interviews of our selected candidates. The company has also onboarded various partners from various locations across the globe including Singapore, Dubai, and Zambia.



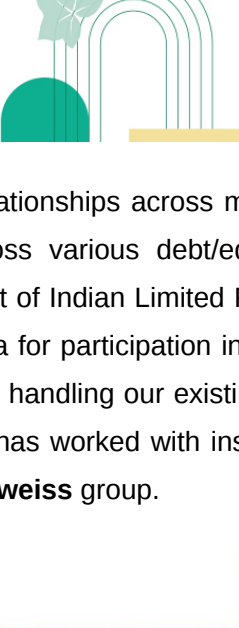
Trillbit: The company is building a strong sales pipeline in device provisioning use cases. It has revamped its website and also developed a whitepaper to showcase how Trillbit's technology is a better alternative than any other current solution available in the market. The company has also finished developing the development kit which can be shared with any prospective client to test the technology and understand its value propositions.

IVYCAMP

INVESTING THROUGH THE SDG LENS
Date: 21st April | Time: 5:00 PM (IST)
In conversation with
Ashish Wadhvani, Managing Partner, IvyCap Ventures
Padmaja Ruparel, Founder, Indian Angels Network
Subhadeep Sanyal, Partner, Omnivore Ventures
Moderator: Smita Mishra, Founder, Fandoro

One growing topic of interest and debate is investing using an **SDG Lens**. This is a key focus of **IvyCap Ventures** moving forward and given the growing questions on this topic, we are holding a series of webinars to debate this. "**Investing Through the SDG Lens**" presented a discussion between our panelists on topics including how organizations are focusing more on SDG's, some examples of how this is being done by startups who are proving to be financially successful, what it means to invest using an SDG lens, Responsible vs. Impact investing, how investor criteria have changed keeping SDG's and the changing global economy in mind, and other topics. The panelists included: **Mr Ashish Wadhvani – Managing Partner, IvyCap Ventures**, **Mrs. Padmaja Ruparel – Founder, Indian Angels Network** and **Subhadeep Sanyal – Omnivore Ventures**. The moderator was Ms. **Smita Mishra, Founder Fandoro**. [Read more](#)

SUSTAINABLE DEVELOPMENT GOALS (SDGs)

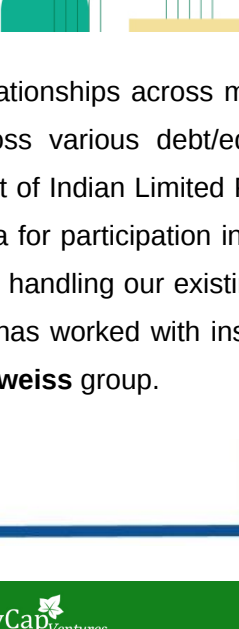


Smita Mishra
Founder
Fandoro

Smita Mishra, Founder, Fandoro will be working with us in our **SDG** vertical. She is the Founder of Fandoro, an AI-enabled SaaS platform that empowers businesses to be planet positive by identifying and managing their sustainability-related goals, risks & opportunities in a DIY fashion using SDG framework. Supported by the consulting services it helps the clients offer differentiated products/services for their customers and therefore an easy choice for investment

by responsible investors. Fandoro is a member of the United Nations Global Compact India. Key services include building a sustainability roadmap, designing context-driven scaled to size improvement programs, program governance support, and many others. She has also founded companies like **QAZone Infosystems Private Limited, Poolwallet**. She has completed her engineering from Lakshmi Narain College of Technology, Bhopal.

NEW ON OUR TEAM

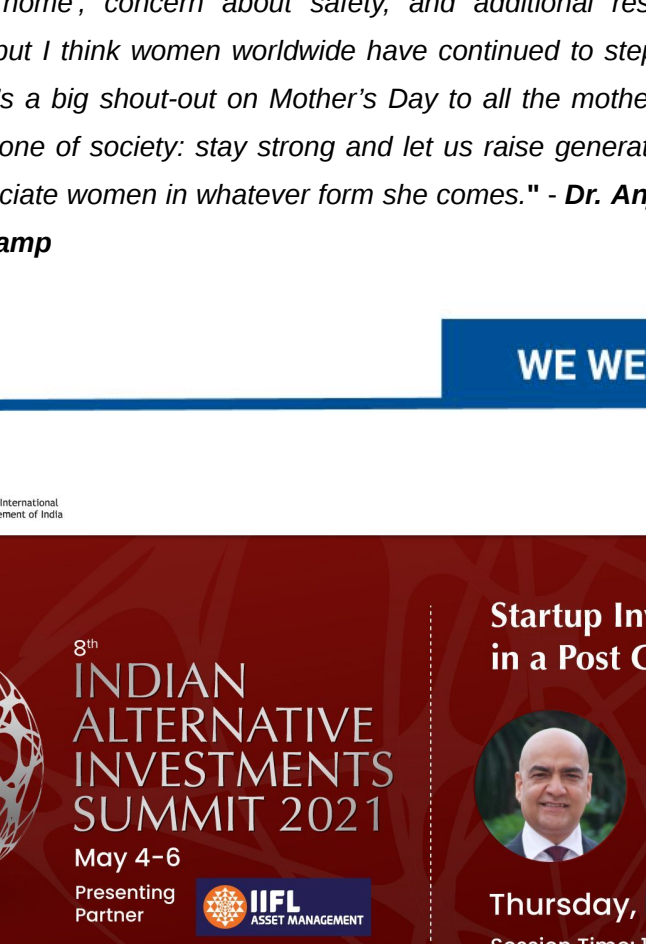


Mansi Goel
Senior Vice President
IvyCap Ventures

Mansi Goel has joined us as **Senior Vice President - Fund Raising and Investor Relations**. She has a vintage of 18 years with extensive experience in Corporate & Investment Banking, having worked across multiple product segments. She has completed her *Economics Honors from Lady Shri Ram College, Delhi University*, and pursued MBA from *Narsee Monjee Institute of Management studies*. During the last ten years, she has

developed Investor relationships across multiple geographies viz. India, South East Asia, and Middle East across various debt/equity products. Mansi would be focussing on developing a strong set of Indian Limited Partner base by roping in Family Offices & large corporates across India for participation in our Fund III and subsequent funds. She would also be responsible for handling our existing institutional investor relations. Prior to joining IvyCap Ventures, she has worked with institutions like **SBI Capital Markets, AXIS bank, Kotak Bank, and Edelweiss group**.

WOMEN AT IVYCAMP



"I have always believed the term '**working mother**' is an oxymoron. Every mother works on a role that comes with challenges and the huge responsibility of being a role model to the most important people in your life; your children. The presence of a paycheck often dictates the notion of 'working', and we need to break past that thinking. Women always have the challenge of balancing work in the office and work at home. Like it or not, the woman is the primary caregiver/homemaker – the difference is how much support she receives from her family. The COVID situation has an added complication that there is more 'work from home', concern about safety, and additional responsibilities during lockdown phases but I think women worldwide have continued to step up and lead in all walks of life. Here's a big shout-out on Mother's Day to all the mothers, mothers-to-be – You are the backbone of society: stay strong and let us raise generations that celebrate, respect, and appreciate women in whatever form she comes." - **Dr. Anju Gupta, Founder & President, IvyCamp**

WE WERE HERE

8th INDIAN ALTERNATIVE INVESTMENTS SUMMIT 2021
May 4-6
Presenting Partner: IIFL ASSET MANAGEMENT
Startup Investing in a Post Covid World
Vikram Gupta, Founder & Managing Partner, IvyCap Ventures
Thursday, May 6
Session Time: 17:45 Hrs to 18:30 Hrs
www.alternativeinvestmentsummit.in