

From responsible investing to the impact of changing geopolitics and more, *IvyCap Day 2022 discusses the pertinent issues of the investment ecosystem*

"Some patience needs to be shown for the continuum of Value and Value Creation. Give it some time. It will happen," said Mr K V Kamath, Chairman of the National Bank for Infrastructure Development at our annual flagship event IvyCap Day 2022 'Thunder of Dragons'. Indeed, this statement inspired many. There were several takeaways for the entire ecosystem-From Investors, Entrepreneurs, Mentors, Institutions, Speakers, Start-ups from across the spectrum. The theme for this year's event (6th edition) was "Thunder of Dragons" focusing on how the Indian startup ecosystem has matured significantly in the last decade and is eventually generating sustainable returns for its Investors. This in turn is creating a differentiated class of Venture Capital funds that focus on building long-term resilient businesses and maximizing value for all stakeholders by leveraging all critical pillars required to nurture and foster niche, disruptive, and game-changing business ideas.

This year's panels of the event highlighted the current investment scenario, the trends, opportunities, and the road ahead. The industry leaders deliberated on 'Valuation Vs Value Creation'; in the VC ecosystem. Since it was a hybrid event, people attended the event from all over the world. The panels of the event highlighted the investment choices and strategies that both investors and companies make. There were in-depth discussions amongst consumer tech companies on how to find the right balance between growth and profitability, how disrupting core industries can help in value creation, how to make successful exits, the trend of building IP for the new world, how tech companies are scaling globally, future of LP-GP dynamics in India, finding disruptors in the new normal, how sustainability can serve as the new competitive advantage, and many others.

We have picked a few of the interesting quotes from the events to give you a glimpse of IVYCAP DAY 2022:

Jawed Ashraf, Ambassador of India to the Republic of France- "Countries are to making choices in highly fragmented environments and it's critical for India to take a leading role across areas such as space, supply chain, and telecom, amongst others".

Kamath, Chairman of the Bank for Infrastructure K.V National **Development.-** "UPI has a huge role to play in building the dream of 25trillion dollars economy - UPI has disrupted platforms and the low-cost economy ecosystem around it. It is a solution that is scalable and replicable globally."

Harsh Mariwala, Chairman, Marico Limited- "You must take the talent issue as seriously as market value. Treat HR with importance."

Dr Soumya Kanti Ghosh, Group Chief Economic Adviser, SBI, "The next 4-5 years in the economic environment look promising compared to the other global economies, which will be good news for entrepreneurs looking for business in India"

Prof. V. Ramgopal Rao, Pillay Chair Professor & Former Director, IIT Delhi-"People had a problem seeing Goddess Saraswati and Goddess Lakshmi together. Today, it is common to see Professors involved in startups."

Prashanth Prakash, Founding Partner, Accel, India- "There is very little domestic capital. If there had been more domestic capital, the situation would have been better."

Kapil Mantri, EVP & Head Corporate Strategy & Business Development, Jindal Steel & Power Ltd- "As a corporate investor, a fund manager's view and prioritization towards sustainability is a critical factor while looking for fund managers."

Prasun Gajri, Chief Investment Officer, HDFC Life- "Investors look at various factors while selecting a fund with a strong focus of the quality and track record of the fund manager."

Ajay Rajan, Country Head - Transaction Banking, Yes Bank- "Understanding the thesis and selection process of fund managers are important in foreseeing the success of a fund manager."

Mihir Vora, Sr. Director & Chief Investment Officer, Max Life Insurance Co Ltd- "Insurance firms recognize the need to diversify investments and are doing it not only across managers but also across timeframes."

Neeraj Gambhir, Group Executive Treasury Markets & Wholesale Banking **Products - Axis Bank**- "Banks with a lower allocation to VC and with limited liquidity challenges arriving out of it have the ability to extend time horizons."

Vishal Jindal, Founder & Co CEO, Biryani By Kilo- "While growth is at breakneck speed, you have to make pit stops to check in on the fuel. It's a balancing act."

Sneh Vaswani, Co-Founder & CEO, Miko- "Our north star is to set goals beyond what an average company can achieve with the limited set of resources."

Bhuvan Rustagi Co-Founder and COO, Lendbox- "Most people outside Tier 1 cities don't have investment opportunities. Products that are curated specifically for such markets can be huge."

Gaurav Perti, Founder and CEO, PurpleTutor- "Education has evolved from recorded classes to live classes but now personalization will drive growth. We can call it adaptive classes"



Thank you for Making IvyCap Day 2022 a grand success!



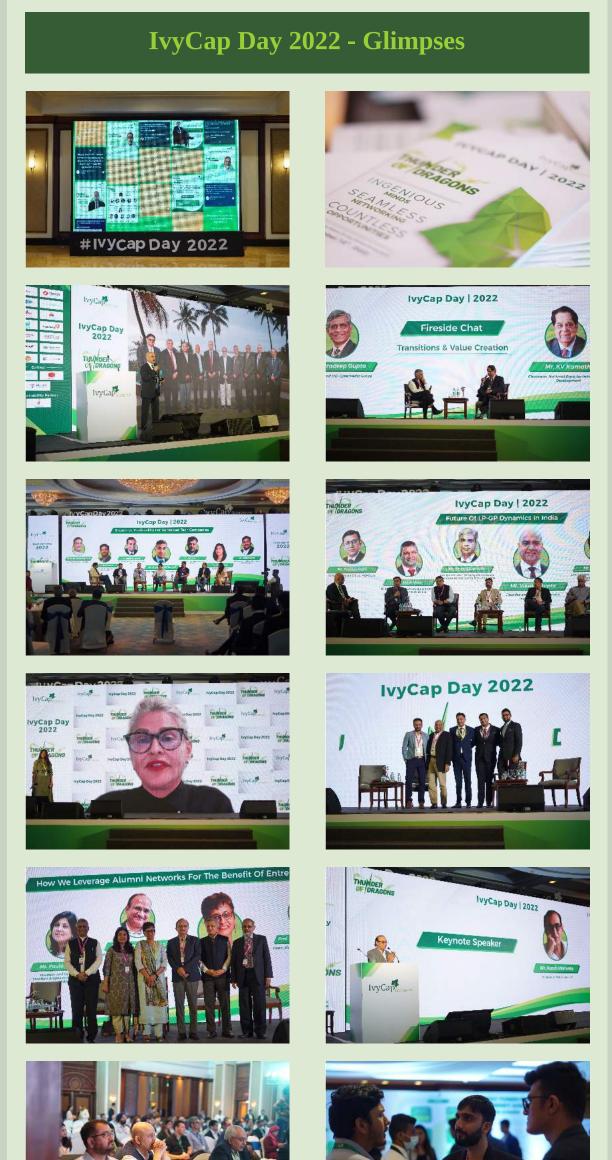
Firstly, I would like to thank all of you for making IvyCap Day 2022 a grand success. Hope you enjoyed all the sessions.

IvyCap Day has always been special to not only the IvyCap Ventures' team but also to everyone in the ecosystem who has been associated with us. Every year this day brings our Portfolio Investors, companies, institutions, mentors, and stakeholders under one roof. But this year's IvyCap Day was special, also a little different- It was our first ever hybrid event.

Panelists and audiences from all over the world graced the event either with their physical or virtual presence. A melange of innovative ideas and discussions took place. Compelling sessions and presence of Mr. KV Kamath, Chairman, National Bank for Infrastructure Development, Ms. Sharen Turney, Advisor to Global Retail and Technology Brands, and Philanthropic Organizations, (Former President & CEO of Gloria Jeans Russia, Victoria's Secret, and Neiman Marcus Direct), Mr. Harsh Mariwala, Chairman, Marico Limited, Mr. Paul Clements-Hunt, Director, Mishcon Purpose, Mishcon de Reya LLP, and many more prominent speakers highlighted interesting takes on industry trends, future predictions garnered appreciation from everyone. Last but not least I have to applaud our team, who worked relentlessly for months to make this day a great success.

Special thanks to our board members, our partners, team members, and others who with their in-depth knowledge of their respective subjects ensured that IvyCap Day 2022 creates a benchmark for others.

The heart-warming applause from the audience and the networking gives us the zeal to return with another power-packed edition next year.





THUNDER



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In his opening remarks, Mr. G. K. Pillai, IAS (Retd.), Chairman IvyCap Ventures delves into the meaning of 'Dragons' and how IvyCap is proud to have such a dragon in our midst. He thanks the investors for their trust. He further classifies the Culture of Value Creation into a Culture of High Performance, Understanding **Customer Needs, Increasing** convenience for the Customers, and Continuously Improving **Product Development.**

Watch the session



Fireside Chat - Transitions & Value Creation

Mr K. V. Kamath, the Chairman of the National Bank for Infrastructure Development and Mr. Pradeep Gupta, Chairman & MD of CyberMedia Group for a very engaging and thought provoking discussion on **Transitions and Value Creation.**

Watch the session



Panel Discussion on Growth vs. Profitability **For Consumer Tech** Companies

Mr. Vishal Jindal, Founder & Co-CEO, Biryani By Kilo; Mr. Sneh Vaswani, Co-Founder & CEO, Miko; Mr. Gaurav Singh, CEO, Bluestone; Mr. BG Krishan, Founder & CEO, eShakti; Ms. Neha Kant, Founder & CRO, Clovia & Mr. Rahul Dash, Co-Founder & Chief Operating Officer, Purplle share key insights on how entrepreneurs should place Revenue PL first and Valuation second. They should take advantage of market cycles but should not build their business around valuations.

The session was moderated by Mr. Ashish Wadhwani, Managing Partner at IvyCap Ventures

Watch the session



Panel Discussion on Value Creation in Core **Industries To Drive Value**

Mr. Gaurav Perti, Founder & CEO, PurpleTutor; Mr. Sanjeev Chandak, Co-Founder & CEO, FTCash; Mr. Bhuvan Rustagi, Co-Founder & Chief Operating Officer, Lendbox, & Mr. Pratyush Halen, Founder & CEO, Fingpay talks about the long vision of RBI and how it has been helpful in growing Indian Fintech through proactiveness and with stringent systems & regulations in place to avoid systemic risks.

The session was moderated by Mr. Tej Kapoor, Managing Partner, IvyCap Ventures.

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Panel Discussion on Creating Successful Exits

Our panelists, Mr. Pankaj Vermani, Founder & Chief **Executive Office, Clovia; Mr.** Rahul Dash, Co-Founder & Chief **Operating Officer, Purple; Mr.** Harmeet Bindra, Founder & Executive Chairman, Leixir; Mr. Anubhav Sonthalia, Chief **Executive Officer, Merkle Sokrati** & Dentsu CXM India; Mr. Mahankali Srinivas Rao, Chief **Executive Officer at T-hub,** Former Chief Executive Officer,

Aujas, believe in absolute transparency to address expectations. If consistently done with everyone, it helps in future conversations regarding exits of angels, realignment etc.

The session was moderated by Mr. Ashish Wadhwani, Managing Partner, IvyCap Ventures.



Welcome Talk on **Evolution of IvyCap** Ventures

Evolution Of IvyCap Ventue

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Mr. Vikram Gupta, Founder & Managing Partner, IvyCap Ventures welcomed the audience and shared a glimpse of the journey of IvyCap Ventures. He highlighted the milestones along with the impactful strengths of the team that has contributed towards building the 1st Dragon of India.

Watch the session



Fireside Chat - Building Global Businesses

Ms. Sharen Turney, Advisor to **Global Retail and Technology** Brands, and Philanthropic **Organizations (Former President** & CEO of Gloria Jeans Russia, Victoria's Secret and Neiman Marcus Direct) on a compelling fireside chat with Ms. Ayushi Gupta, Co-Founder and CEO GrayKea, US and Mr. Vikram Gupta, Founder and Managing Partner, IvyCap Ventures, suggests young women entrepreneurs to Be a brand, Follow curiosity, Set boundaries, Voice opinion, Seek feedback, Learn & build.

Watch the session



Panel Discussion on Scaling Globally In Tech (SaaS)

Mr. Swetabh Pathak, Co-Founder & CTO, Elucidata; Mr. Venkat Nott, Founder & CEO, Vinculum Group; Ms. Tamanna Dhamija, Co-Founder, Convosight; Mr. Jatin Solanki, Co-Founder, Expertrons & Mr. Abhay Gupta, Founder &

CEO, Bidgely discusses how GTM has been more conventional where the initial focus was only on a couple of markets but the opportunity is huge.

The panel was moderated by Mr. Ashish Wadhwani, Managing Partner, IvyCap Ventures

Watch the session



Fireside Chat on Changing Geopolitical & **Macro Economic** Environment

Dr. Soumya Kanti Ghosh, Group Chief Economic Advisor, State Bank Of India on a thought provoking fireside chat with Mr. Ashank Desai, Vice Chairman & Managing Director Of Mastek Ltd highlights that the economic environment in India in the coming 4-5 years is promising when compared to the other global economies. This is good news for entrepreneurs looking for business in India.

Watch the session

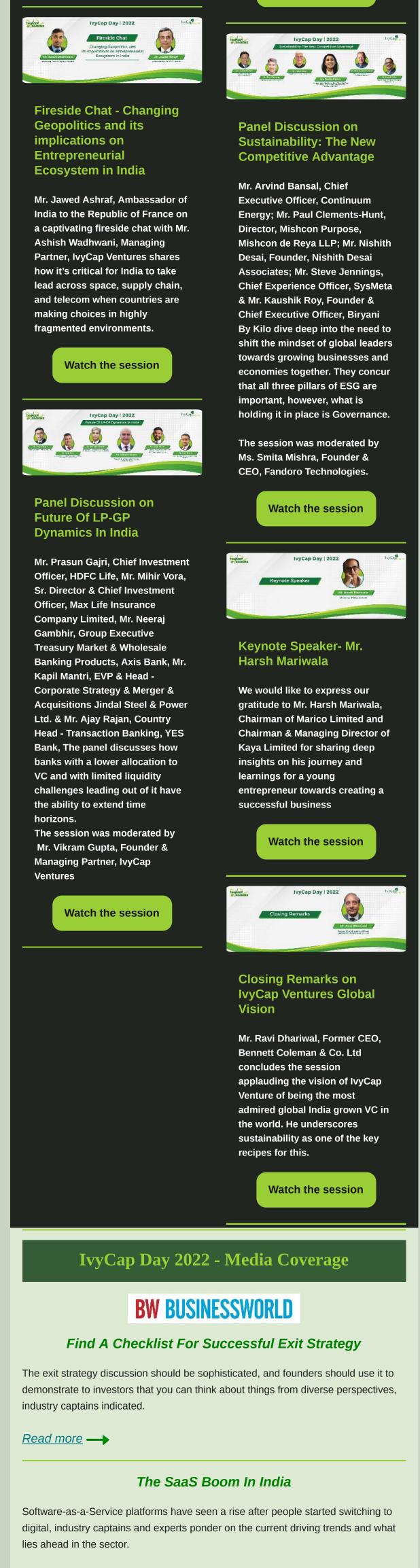


Panel Discussion on How We Leverage Alumni **Networks For The Benefit** Of Entrepreneurs

Mr. Pradeep Gupta, Chairman & MD, Cybermedia Group; Ms. Paula Mariwala, Founder & Co-President, Stanford Angels & Entrepreneurs India; Prof. V. Ramgopal Rao, Pillay Chair **Professor & Former Director,** IIT Delhi; Prof. Mahesh Panchagnula, Dean & Alumni & Corporate Relations, IIT Madras; & Prof. Aliasgar Contractor, Former Dean, IIT Delhi. The Panel discusses how enterprises can leverage a structured alumni group by building teams' access to geographies they don't connect with. It helps in mentoring from mentors not actively interested or investing in the founder's geography.

The session was moderated by Ms. Anju Gupta, Co-Founder & President, IvyCamp.

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<u>Read more</u>

BusinessToday.In

If startups rush to create valuation, they will hurt themselves: KV Kamath

The former BRICS Bank chief highlighted that there are plenty of opportunities for fintech players as the incumbent banks still do not have modern technologies.

There's a war for talent, take it as seriously as growth and market share: Harsh Mariwala

FMCG doyen and Marico Chairman Harsh Mariwala stressed upon the talent wars across sectors, while speaking at an industry event today. Good talent builds success and innovation, he said.

Artificial growth distorts value proposition

Rahul Dash, co-founder and COO of Purplle says when you look at organic growth, you look at the 1:3 ratio in terms of revenue that we got to with respect to the capital that we consumed organically.

Read more -

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