

IvyCap Day 2024



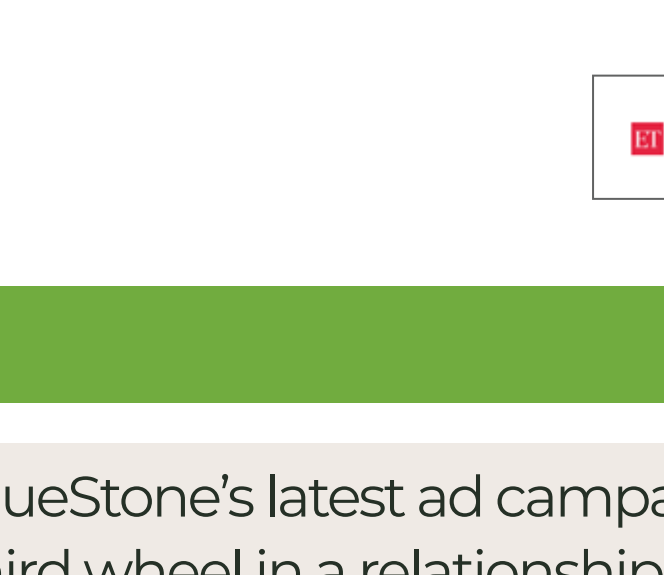
AGENDA

14th September 2024

10:25 AM - 10:45 AM	VC ecosystem	Dr. Ajai Chowdhry Co-founder HCL, Padma Bhushan Recipient, Chairman of the Mission Governing Board of the National Quantum Mission of India, Distinguished Fellow - NITI Aayog	Pradeep Gupta Chairman & MD, Cyber Media Group	Dr. Raashina Humayun Founder, Laureates Tech
10:50 AM - 11:25 AM	Disrupting Consumer Tech: Strategies for Scaling and Achieving Profitability	Siddharth Durgawale CEO and Founder, Snitch Abhishek Negi Co-Founder, Eggos Monica Bindra Founder and CEO, Laika Wellness	Vishal Jindal Founder and CO-CEO, Biryani By Kilo Dr. Krishna Veer Singh Co-Founder, Lissun	Aashish Wadhvani Co-Founder & Managing Partner, IvyCap Ventures
11:30 AM - 12:05 PM	Facing the Challenge of New Tech: Enablers and Solutions for Transformational Change	Swarnu Bose Founder & CEO, Celcius Logistics Venkatesh Narayanaswamy Co-founder and CEO, Agraga Amit Sukhija Founder & CEO, Zestlot	Chirag Jain CEO, Get My Parking Dr. Abhishek Jha Co-Founder & CEO, Elucidata	Tamanna Dhamija Founder and CEO, Convoisight
12:10 PM - 12:40 PM	Navigating Growth Pains : Governance Imperatives for Hyper Scaling Companies	Gaurav Singh Kuntwaha Chairman, Managing Director and CEO, BlueStone Neha Kant Founder, Director & Chief Revenue Officer, Clovia	Manish Taneja Co-founder and CEO, Purple Smita Mishra Founder & CEO, Fandoro Technologies (Sustainability Partner, IvyCap Ventures)	Ashank Desai Founder, Vice Chairman & MD, Mastek Ltd
12:45 PM - 1:20 PM	Entering new frontiers and reinventing existing models	Aman Singh Co-Founder and CEO, GradRight Pratyush Halen Director & CEO, Fingpay Sanjeev Chandak Founder & CEO, FTCash	Bhuvan Rustagi Co-founder & COO, Per Annum & Leadbox Meenakshi Singh CTO and CMO, Laika Wellness	Aashish Vanigota Principal-Investments, IvyCap Ventures
1:20 PM - 2:05 PM	Lunch Break			
2:10 PM - 2:40 PM	Breaking the Mold: Green shoots of a new ecosystem	Kiran Shah Chairman & MD, Yellokya Rahul Nambari Founder, Botscyn Chaitanya Dora Surapreddy Chief Financial Officer & Co- founder, Dhruva Space	Siddharth Bhardwaj Founder, Beatoven.ai Deepak Shapeli Co-Founder and CEO, Morphing Machines	Aashish Gupta VP-Investments, IvyCap Ventures
2:45 PM - 2:55 PM	Keynote Address (Virtual)	Dr. V. Anantha Nageswaran Chief Economic Advisor to the Government of India		
3:00 PM - 3:30 PM	From Ideas to Successful businesses - Real stories of how IIT's are shaping the Innovation Landscape	Shaji Varghese CEO, Society for Innovation & Entrepreneurship -SINE IIT Bombay Nandhini Sathyanarayanan Manager - Innovation & Entrepreneurship, IIT Madras	Ankit Saxena Director of the DS Centre of Entrepreneur (DS CoE) established at FITT, IIT Delhi	Anju Gupta President & Co-Founder, IvyCamp
3:35 PM - 3:55 PM	Tea Break			
4:00 PM - 4:35 PM	Scaling and Cultivating Leadership in the Domestic LP Ecosystem	Purav A. Javeri President and CIO of Bajaj Holding & Investments, Bajaj Finserv Neeraj Bhatti General Manager, State Bank of India Satya Prakash Singh Chief General Manager, SIDBI	Sanjiv Bhatia President, Multinational Corporations and New Economy, Axis Bank, Amit Bagri MD & CEO, Kotak Mahindra Investments Limited	Vikram Gupta Founder & Managing Partner, IvyCap Ventures
4:40 PM - 5:15 PM	Consolidation and New Growth Opportunities for VCs in India -	Ashish Farafdia Partner, Blume Ventures Hero Choudhary Managing Partner, BeeNext	Gopal Jain Co-Founder and Managing Partner, Gaja Capital Prem Prabhakar MD & CEO, SBI Ventures	Aashish Wadhvani Co-Founder & Managing Partner, IvyCap Ventures
5:20 PM - 5:30 PM	Closing Remarks	Hari Balasubramanian Director - Ontrack Systems (Aus) Pty Limited		

New Investment

Laika secures INR 15 Cr in Seed Stage Funding from IvyCap Ventures



Gurgaon-based Femtech start-up Laika Wellness has raised 15 Cr in seed funding from IvyCap Ventures, marking a significant milestone in its mission to reform women's health and wellness. Laika, is the industry's first fem-tech platform delivering hormonal-pattern-led feminine wellness to women. The capital infusion will drive the expansion and development of the company's tech-based solutions, which focus on personalised hormonal health tracking, point-of-care assessments, and AI-driven recommendations that integrate both modern science and Ayurveda.

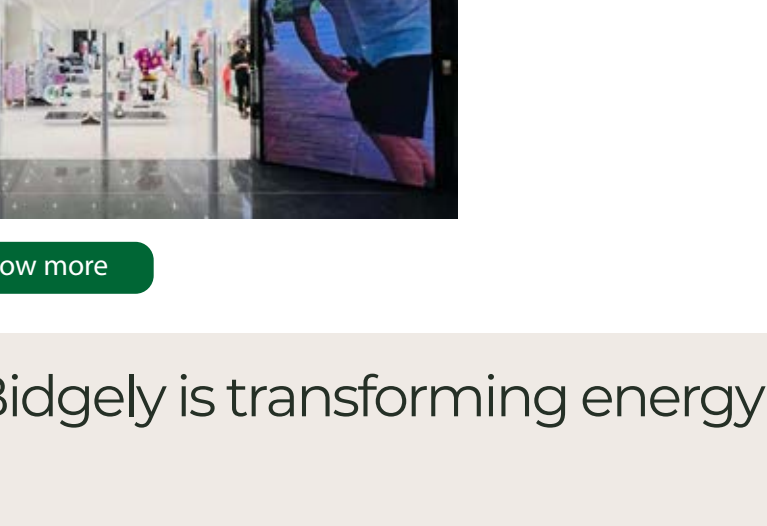
Top Media Coverage



Freshly Brewed

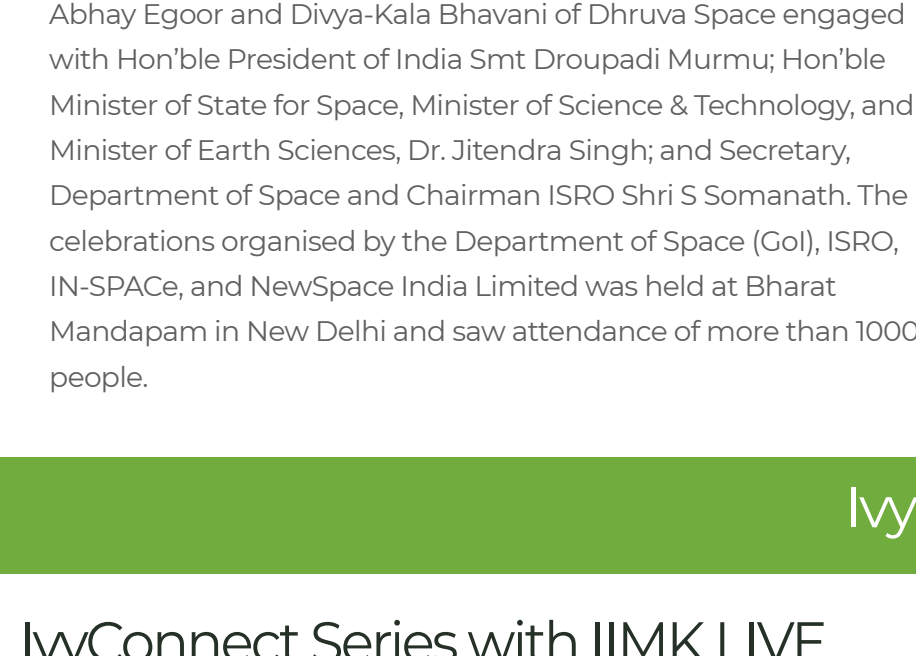
BlueStone's latest ad campaign celebrates the third wheel in a relationship

BlueStone's latest campaign, #ThreeToOne, has hit two birds with one stone, merging the distinct themes of relationship third wheels with sibling dynamics. The campaign shines a spotlight on the often-overlooked third wheels in relationships. These are the people who, despite being seen as the "extra or intruder", bring joy and completeness to relationships.



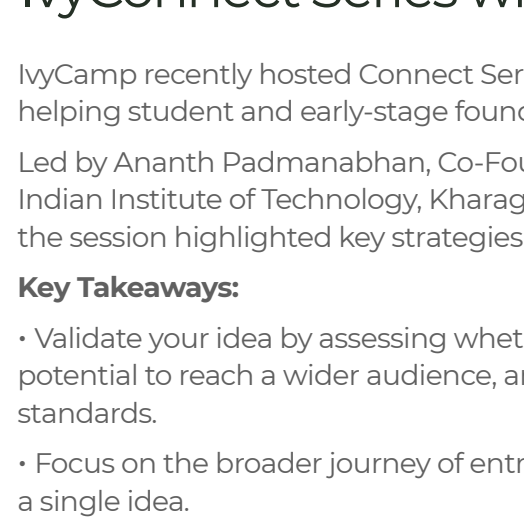
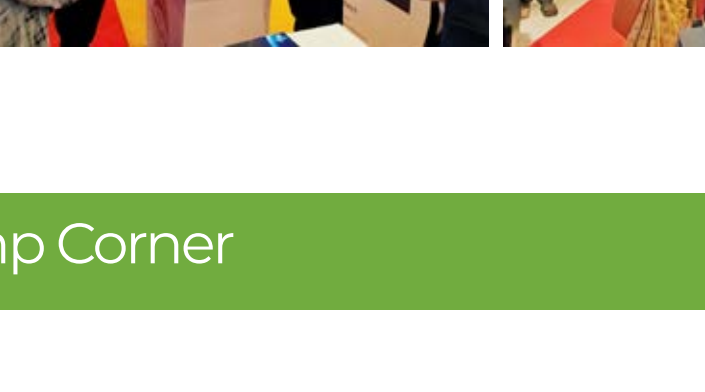
Miko raises fresh capital at over \$200 Mn valuation

Robotics firm Miko, a product of Emotix, has raised Rs. 20.5 crore (approximately \$2.5 million) in a new round from a group of angel investors. This fresh equity infusion comes after a two-year hiatus for the Mumbai-based company.



Snitch sets up its 20th store on Bandra Linking Road!

A fashion-forward modern menswear brand, Snitch has just unveiled its 20th store in India, right on Bandra Linking Road -- Mumbai's fashion hotspot. Spanning over 1750 square feet, this new store captures Mumbai-bold, diverse, and always on-trend style. Here's everything you need know.



CEO Abhay Gupta on how Bidgely is transforming energy industry with advanced AI

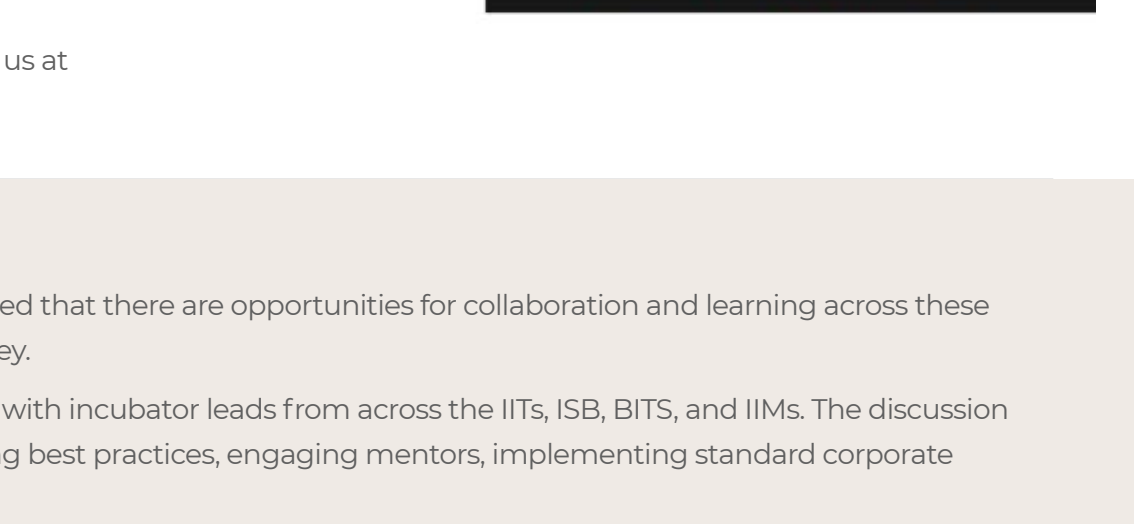
Bidgely is transforming utilities with advanced AI and data analytics, enhancing operations and customer experiences through Snowflake's scalable platform

[Click here to know more](#)

Portfolio Update

Celebrating India's Maiden National Space Day 2024 with Dhruva Space at Bharat Mandapam, New Delhi

On the occasion of India's maiden National Space Day 2024, Abhay Egor and Divya-Kala Bhavani of Dhruva Space engaged with Hon'ble President of India Smt Droupadi Murmu, Hon'ble Minister of State for Space, Minister of Science & Technology, and Minister of Earth Sciences, Dr. Jitendra Singh; and Secretary, Department of Space and Chairman ISRO Shri S. Somanath. The celebrations organised by the Department of Space (GoI), ISRO, IN-SPACE, and NewSpace India Limited was held at Bharat Mandapam in New Delhi and saw attendance of more than 1000 people.



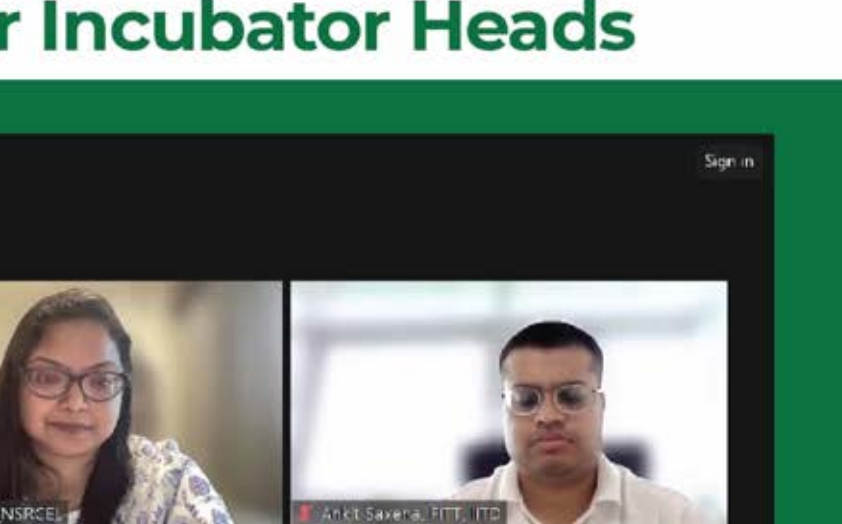
IvyCamp Corner

IvyConnect Series with IIMK LIVE

IvyCamp recently hosted Connect Series in collaboration with IIMK LIVE, focused on helping student and early-stage founders take their ideas to market. Led by Ananth Padmanabhan, Co-Founder & CEO at WRKTOP and an alumnus of Indian Institute of Technology, Kharagpur & Indian Institute of Management Bangalore, the session highlighted key strategies for success:

- Key Takeaways:**
- Validate your idea by assessing whether it addresses a genuine problem, has the potential to reach a wider audience, and aligns with social and environmental standards.
 - Focus on the broader journey of entrepreneurship rather than getting too attached to a single idea.
 - Seek validation from people outside your immediate circle to avoid biases. Negative feedback doesn't necessarily imply a flawed idea.
 - Consider raising small funding after the validation stage as this boosts the confidence in the viability of the idea and also paves the way for securing future investments.
 - Prioritize securing anchor customers who resonate with your vision. If needed, incentivize them; they'll provide invaluable critiques, assist with development, and become your strongest marketers.

If you are looking to attend similar sessions, write to us at rupali@ivycamp.in.



IvyConnect Series with IIT Palakkad IPTIF and TECHIN

We were delighted to host an IPTIF session in collaboration with IIT Palakkad Technology (I)Hub Foundation (IPTIF) and TECHIN of IIT Palakkad, led by Mr. Arjun Bala, Managing Partner and Patent Agent at Metayage, and an alumnus of Indian Institute of Technology, Bombay.

Key discussions from this engaging session included valuable insights on understanding IPB processes, safeguarding patents from potential infringement, understanding the nuances of patenting ideas, steps to file a PCT (Patent Cooperation Treaty), and strategies to ensure evolving or upgraded products remain protected over time.

If you are an incubator and would like to conduct similar sessions with us for your startups, reach out to us at rupali@ivycamp.in.



IvyConnect Series with IIT Guwahati BioNest

We recently held the ConnectSeries with BioNEST IIT Guwahati, offering valuable feedback for seven startup founders from diverse sectors including Fintech, SocialSector, HealthTech, Aquaculture & Fisheries, and HandloomManufacturing, showcasing the vibrant startup culture in Northeastern India.

The session was led by Mr. Ranjit Yadav—an experienced advisor, angel investor, and Indian Institute of Management Bangalore alumnus. He offered insights on prioritizing fund usage, network marketing, and refining business models. These insights were crucial in helping founders enhance their pitches and better navigate the investor landscape.

If your startup is interested in similar sessions, please get in touch with us at rupali@ivycamp.in.



Roundtable with Incubator Heads

At IvyCamp, as part of our work across institute incubators, we realized that there are opportunities for collaboration and learning across these incubators, all targeted at helping entrepreneurs in their early journey.

Recently, we were fortunate to host an engaging online roundtable with incubator heads from across the IITs, ISB, BITS, and IIMs. The discussion explored collaboration opportunities, including coincubation, sharing best practices, leading from mentors, implementing standard corporate partnerships, and leveraging state-level ecosystem support.

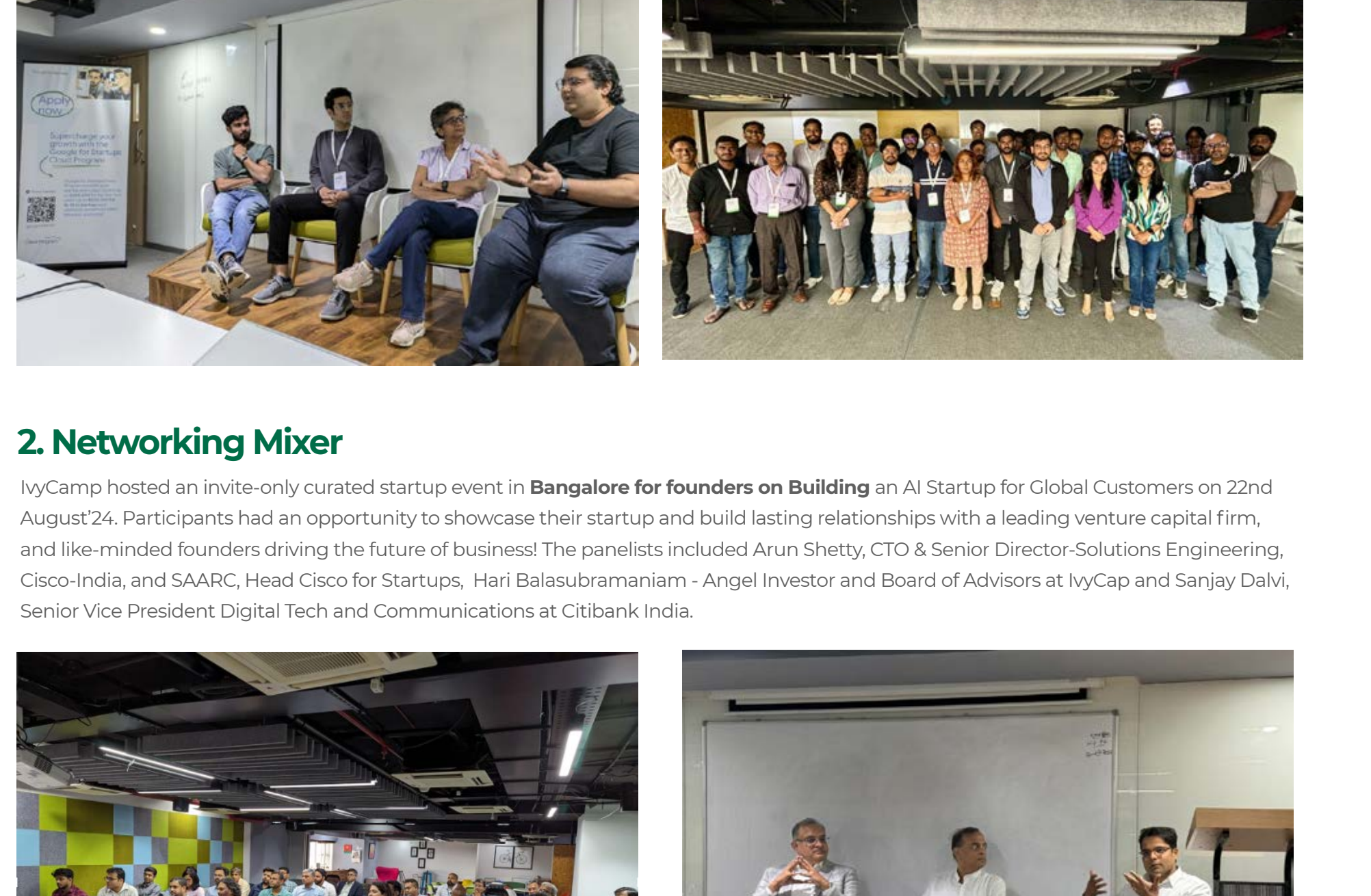
We also spoke about common challenges that startups face (beyond funding) such as customer discovery and validation, lack of access to resources and experts in Tier 2 and 3 cities, and keeping the right mentors engaged.

This discussion has fostered the opportunity for creating collaborations, learnings, and engagements across incubators, all targeted to the benefit of the founders.

IvyCap Ventures | Camp

Connect Series

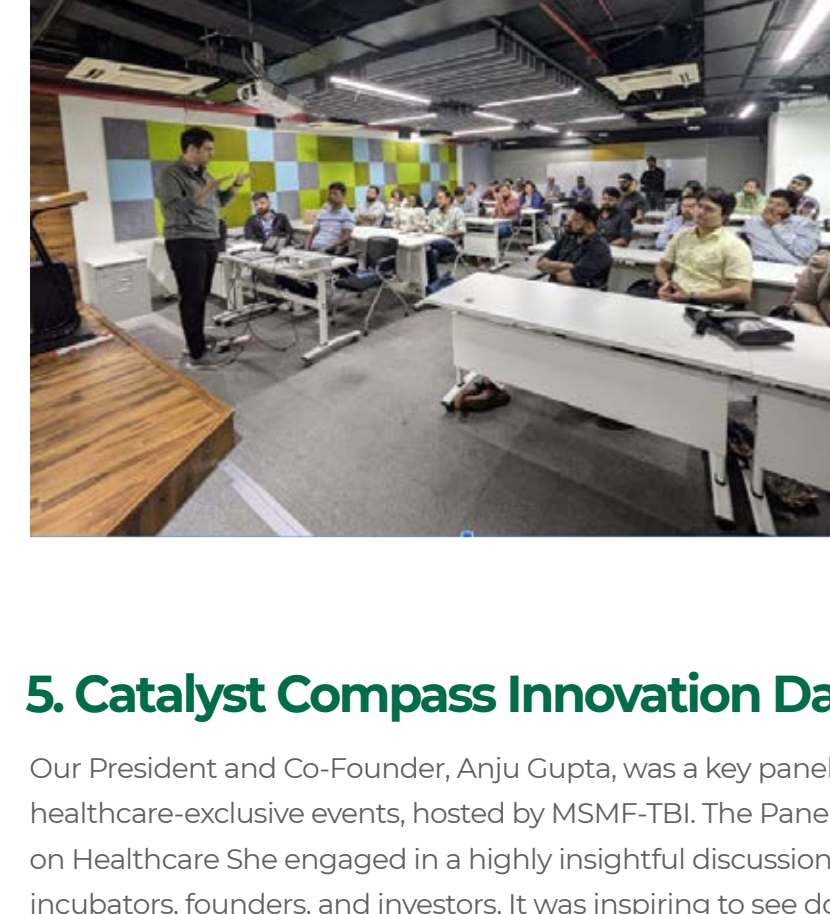
Roundtable Discussion for Incubator Heads



Ecosystem Partnership

IIT Madras - IITMIC Boeing Demo Day

IvyCamp recently partnered with the IITMIC, IIT Madras for their flagship event, IITMIC Boeing Demo Day, as a part of their BUILD program for university graduates and early-stage startups from across the country. The event has over 70 startup demos and a Pitchfest with around 25 select startups. IvyCap investment team member, Aashish Gupta, attended the event.



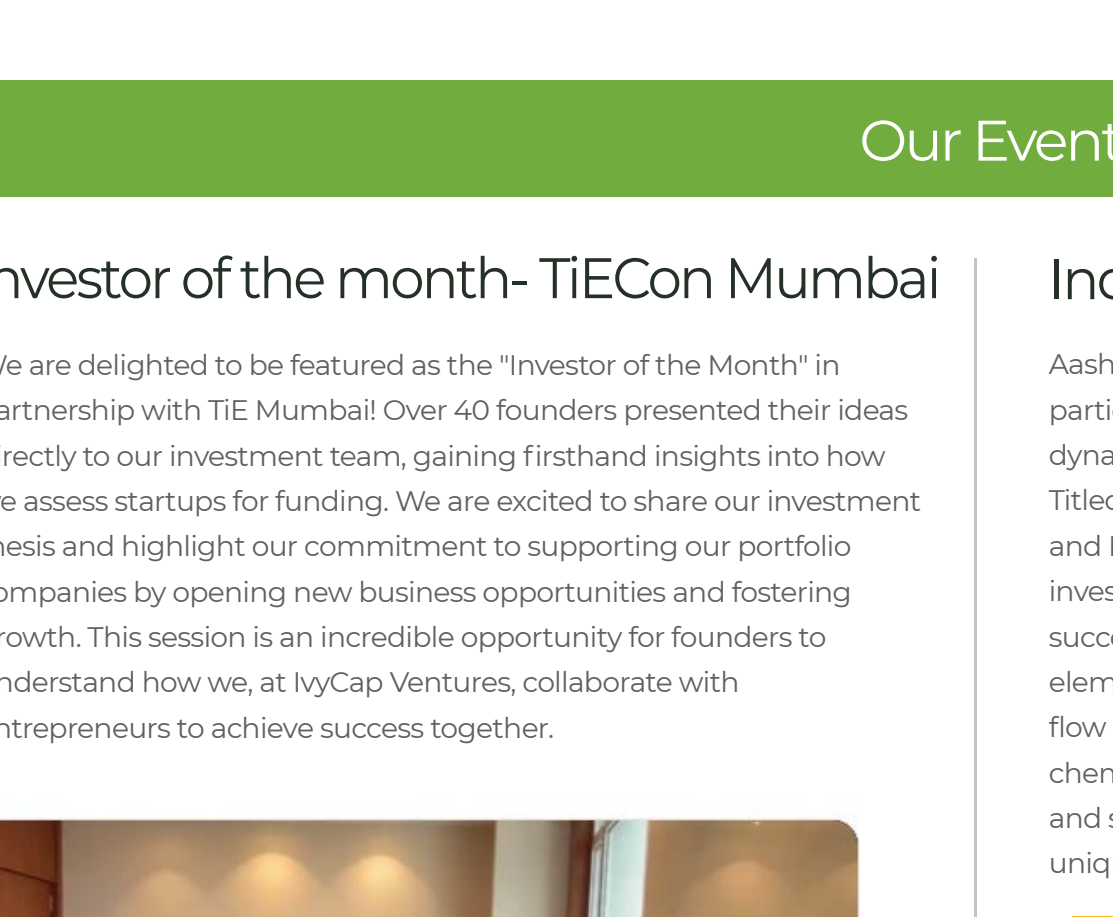
IIM Bangalore - Investor Connect Day

IvyCamp recently partnered with the NSRCEL, IIM Bangalore for Investor Connect Day as part of Goldman Sachs 10,000 Women Finance for Growth. The event has over 50+ entrepreneurs from diverse sectors, including food and beverages, retail, apparel, manufacturing, healthcare, and allied sectors, who pitched at the event. IvyCap team members, Himalaya Singh Rathore and Siddhant Jain, attended the event.



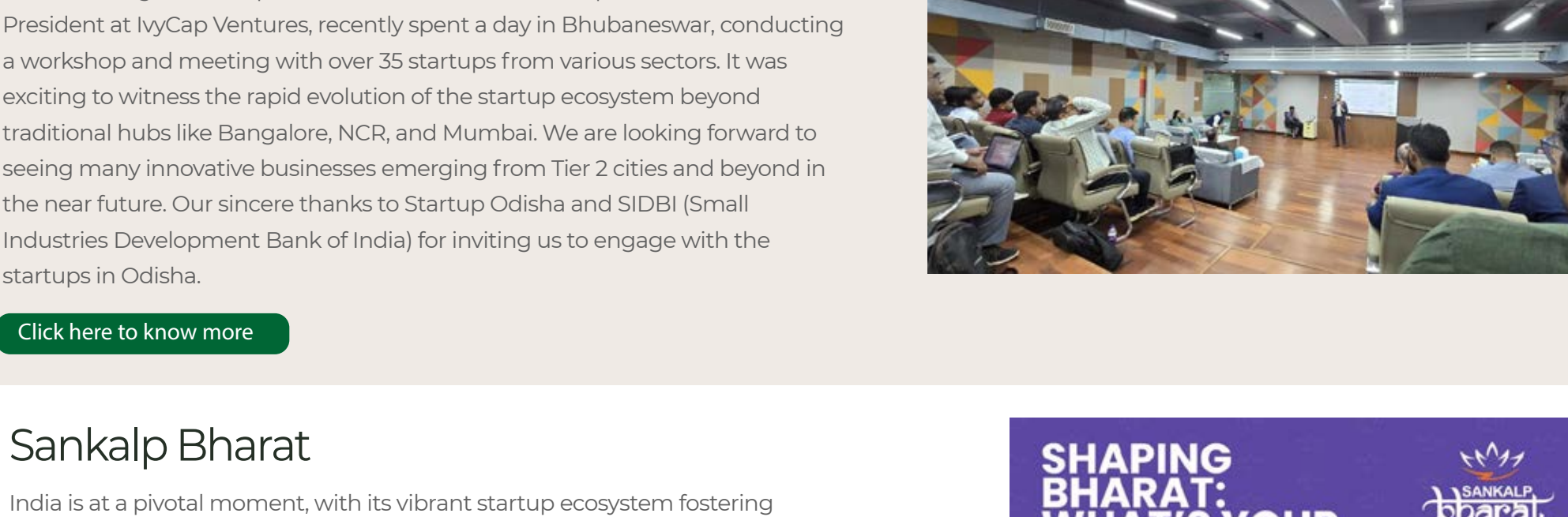
Investment Partner with Conquest, BITS Pilani

IvyCap Ventures recently partnered with the Center for Entrepreneurial Leadership, BITS Pilani, for their student-run startup accelerator, Conquest. The event has over 100 early-stage startup demos from diverse sectors. IvyCap team member, Siddhant Jain attended the demo day.



Institute Visit Series

As a part of Institute Engagement, we are visiting partner institutes to explore and foster collaborations with the research departments, technology hubs, incubators, centres of excellence, and alumni organization and also identifying areas where IvyCamp can complement and add value to ongoing activities.

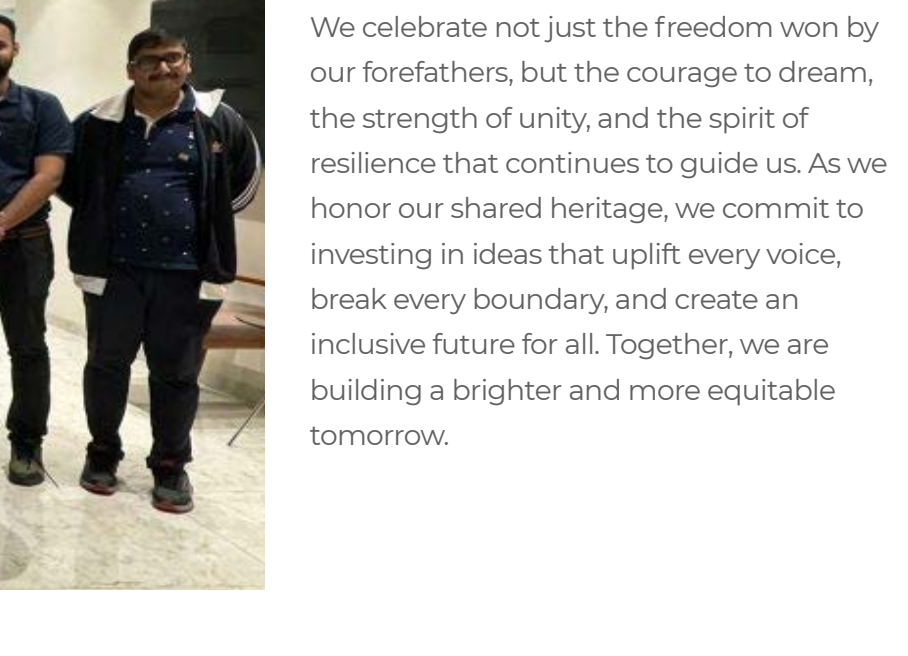


Corporate Update

1. AI Day for Startups with Google India

IvyCamp hosted AI Day for Startups with Google on 2nd Aug'24. Google experts - Abhirami Sukumaran (Developer Advocate, Google Cloud) and Pratik Sahoo (Partner Engineering Solutions Lead - GSIs & Advisors/APAC) delivered an exceptional workshop on CodeLab and Gemini.

We had stellar panelists, Parish CV (Head Google for Startups Accelerator (AI-first) India), Anju Gupta (Co-founder and President of IvyCamp), Harshit Tahiliani (VP Investments, IvyCap Ventures), Abhay Gupthani (Co-Founder & CTO at, Expertia AI) for a panel discussion on Trends in AI.



2. Networking Mixer

IvyCamp hosted an invite-only curated startup event in Bangalore for founders on Building an AI Startup for Global Customers on 22nd Aug'24. Participants had an opportunity to showcase their startup and build lasting relationships with a leading venture capital firm, and like-minded founders driving the future of business. The panelists included Arun Shetty, CTO & Senior Director-Solutions Engineering, Cisco-India, and SAAARC, Head Cisco for Startups, Hari Balasubramaniam - Angel Investor and Board of Advisors at IvyCap and Sanjay Dalvi, Senior Vice President Digital Tech and Communication at Citibank India.

3. Pre-event with Slush'D

IvyCamp hosted an exclusive pre-event for Bangalore Slush'D in partnership with IvyCap Ventures Advisors Private Limited on 9th Aug'24. Mr. Harshit Tahiliani, our Vice-President of Investments conducted a Masterclass on Investment Readiness. Harshit shared valuable insights on what to pitch and how to pitch followed by networking with industry leaders.

4. Slush'D event

Our President and Co-Founder, Anju Gupta, was invited as a key moderator at the Emerging Tech in Healthcare Panel at the Bangalore Slush'D event. The panelists included -

- H R Sanath Kumar, Founder & CEO, Deep Holistics
- Geetha Manjunath, Founder & CEO, Niram Health Analytix
- Rajrat Jain, Co-Founder & CEO, Sunfox Tech

5. Catalyst Compass Innovation Day 2024 by MSMF-TBI

Our President and Co-Founder, Anju Gupta, was a key panelist at the Catalyst Compass Innovation Day 2024—one of the largest healthcare-exclusive events, hosted by MSMF-TBI. The panel discussion was on - Pushing Boundaries: The Impact of Innovation and Technology on Healthcare. She engaged in a highly insightful discussion on the health-tech startup ecosystem with panelists from the medical community, incubators, founders, and investors. It was inspiring to see doctors-turned-entrepreneurs addressing life-saving challenges they encounter daily, incubators making data accessible for founders to test, founders providing insights on scaling among doctors and hospitals, and organizations supporting founders with networking and product-market fit.

Investor of the month- TIECon Mumbai

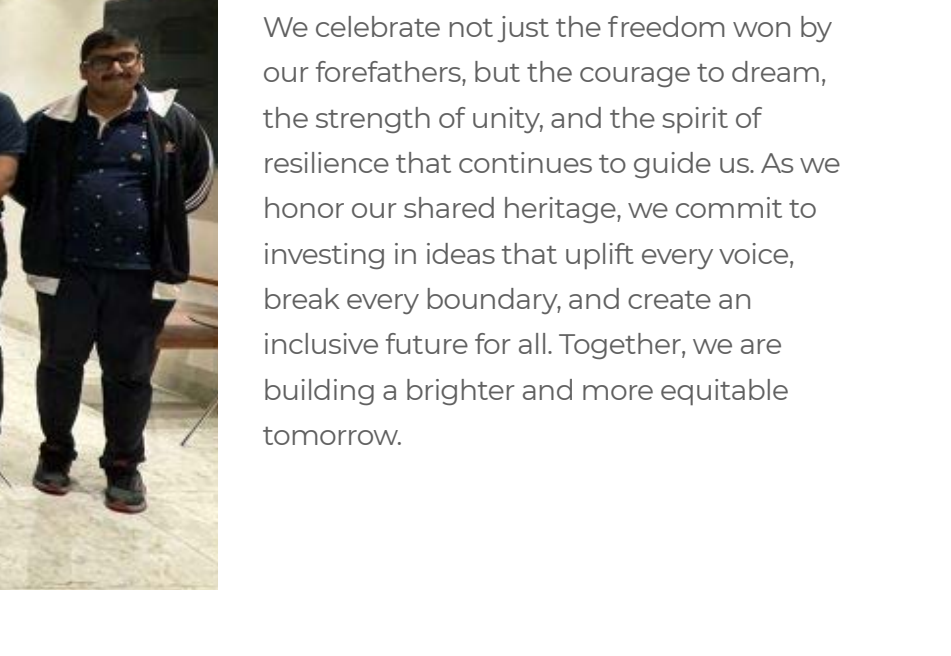
We are delighted to be featured as the "Investor of the Month" in partnership with TIECon Mumbai! Over 40 founders presented their ideas directly to our investment team, gaining firsthand insights into how we assess startups for funding. We are excited to share our portfolio thesis and highlight our commitment to supporting our portfolio companies by opening new business opportunities and fostering growth. This session is an incredible opportunity for founders to understand how we, at IvyCap Ventures, collaborate with entrepreneurs to achieve success together.



[Watch Now](#)

India D2C Summit 2024

Aashish Vanigota, Principal - Investments at IvyCap Ventures, recently participated in the India D2C Summit 2024 where he engaged with a dynamic lineup of consumer startups in a high-energy pitch session. Titled "From Pitch to Profit: The Ultimate Showdown Between Creators and Investors", the session provided a platform for D2C founders and investor experts to come together and discuss the factors that drive success in the consumer space. The discussion delved into the essential elements of building a thriving business, including the balance of cash flow management, creative freedom, operational control, team chemistry, and company culture. With insights shared by top founders and seasoned investors, it was an invaluable opportunity to explore the unique challenges and opportunities within the D2C ecosystem.



Celebrating Independence Day with Unity, Heritage, and a Vision for an Inclusive Future



On this #IndependenceDay, we proudly came together in ethnic attire, reflecting the vibrant colors of our nation's tricolour. We celebrate not just the freedom won by our forefathers, but the courage to dream, the strength of unity, and the spirit of resilience that continues to guide us. As we honor our shared heritage, we commit to investing in ideas that uplift every voice, break every boundary, and create an inclusive future for all. Together, we are building a brighter and more equitable tomorrow.