



# A Venture Capital Fund leveraging Global Alumni Ecosystems

*Presentation Prepared for*

WSP UKAID सीप Event

Catalyzing Collaborations to Promote Enterprise  
Start-up and Self-Employment Opportunities  
for and by Returnee Migrants in Nepal

# IvyCap Ventures: India's Leading Homegrown Venture Capital Fund

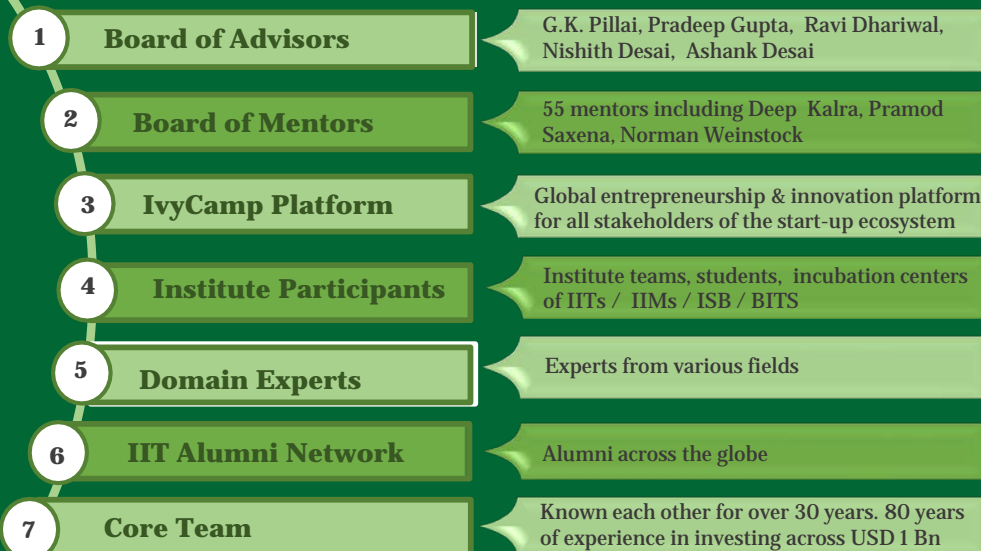
**Total AUM ~USD 200 MN**

2014: Equity Fund 1	2018: Equity Fund 2
Corpus USD 40 Mn	Corpus USD 80 Mn
<b>20 Portfolio Investments</b> across funds, currently investing. <b>2 exits</b> from strategic sale. <b>Sectors:</b> Consumer tech, Enterprise, SaaS, Fintech, HealthTech, AgriTech	
<b>Select Portfolio Companies:</b> Biryani by Kilo, Clovia, Purpble, FTcash, Fingpay, Lendbox, RML, eShakti, Onlinesales, Vinculum, Pharmarack, FieldEZ, Convosight, Leixir.	
Our <b>Investors (LPs)</b> including India's largest Banks and Insurance companies, IIT Alumni Trust, and Government of India, have reinvested across funds.	

**Angel Fund: USD 8 mn (2020)**

**Fund 3: Target Corpus USD 300 Mn (2021)**

## Our Ecosystem: Accessing a Wider Pool of Resources



## Our Key Differentiators



### Investing in High Quality Entrepreneurs

- IITs rank amongst top 4 global universities for VC backed promoters
- 11 Indian startups achieving billion-dollar valuation founded by IITians



### Mentor Program - Active Scale-up support

- Highly credible team of ~65 Mentors.
- Designated mentors & access to entire mentor pool for each company



### Co-Investment Linkage

- 22 Institutional Investors as LPs
- Investors/LPs offer potential access to co-investment capital across various stages



### IvyCamp Platform Advantage

- India's first Global Entrepreneurship & Innovation platform
- A marketplace for all stakeholders of the start-up ecosystem



### Proprietary & High Quality Deal Flow

- The Alumni Network
- Home bound professionals
- Over 50% of deals sourced through network
- Support of over 5,000 alumni



### High Quality Governance Structure

- Chairman, G.K. Pillai is former Home Secretary of India
- Board representation from financial institutions & faculty of IIT/IIM



### Deep Rooted Network

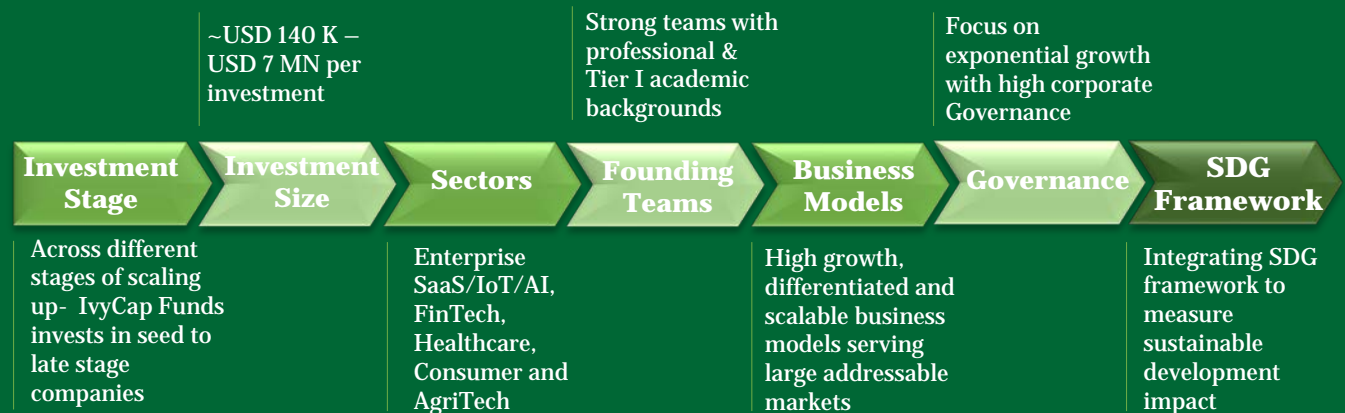
- Senior Partners & Advisors are pioneers in their fields and have served on Govt and RBI committees on capital market regulations



### Extended Network Support for Exits

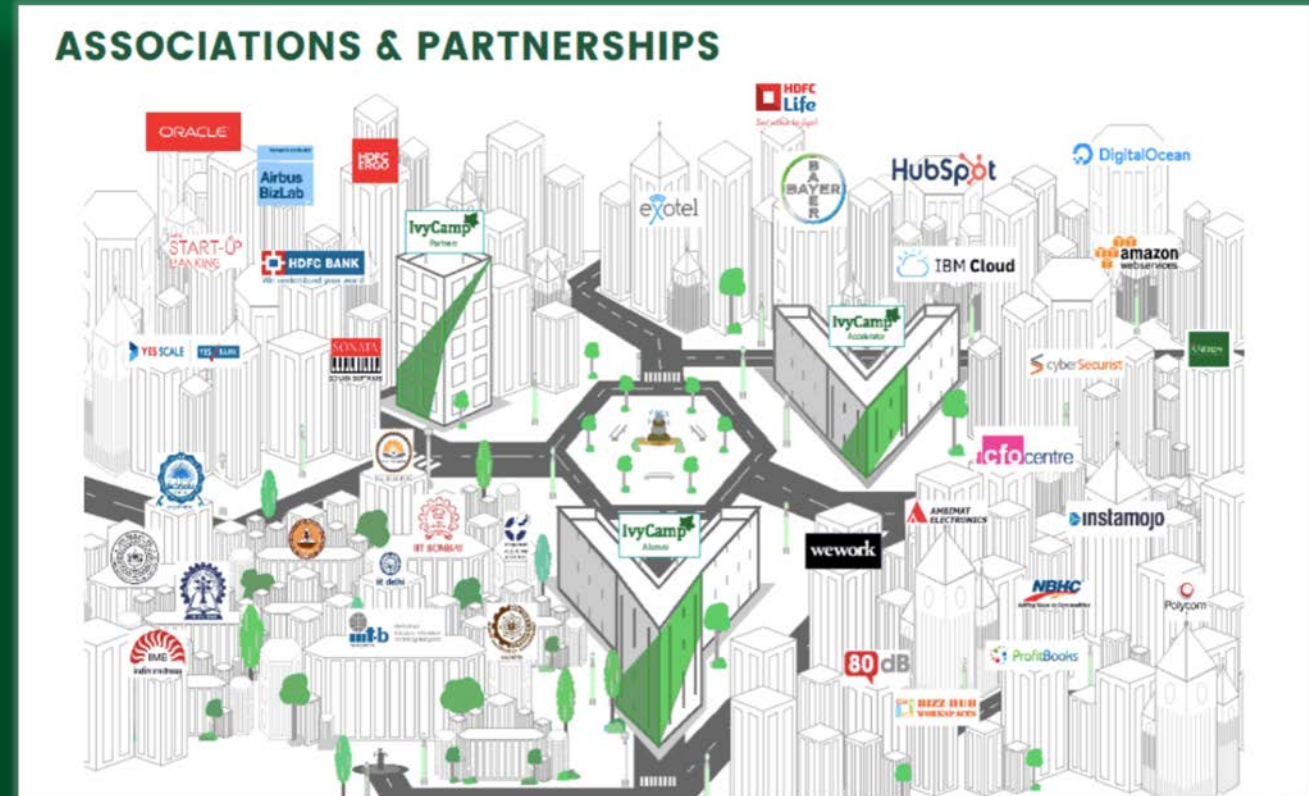
- 54% of top 500 Indian companies have at least one IIT/IIM graduate on their Board

## Our Investment Approach



## IvyCap Ventures : IvyCamp platform around the Alumni Ecosystem

- IvyCamp platform created by IvyCap in 2015 with the objective to engage with the entire IIT/ IIM Alumni across the world
- A unique platform with differentiated access to extremely high quality resources
- Over 400,000 alumni in the IIT/ IIM ecosystem
- 20% of them have been entrepreneurs at least once in their careers
- Two thirds of unicorns in India have entrepreneurs with IIT/ IIM backgrounds
- IIT backed start-ups ranked forth in the list of Global Unicorns
- 65% of Fortune 500 companies in India have at least one IIT/ IIM alumnus on their boards
- IvyCap seeded India's first Endowment Fund of IIT Delhi and help create the structure and initial corpus for a Fund with a target of USD 1 bn



# IvyCap Ventures : IvyCamp Network

## **CURATED STARTUPS (3000+)**

All stages and across sectors – engage with our network for corporate partnerships, services, domain expert discussions, investments, etc.

## **ACTIVE MENTORS (500+)**

Across the globe, industry and business expertise

## **ENGAGED CORPORATES (30+)**

Service partners, innovation programs including startup scouting and evaluation for POC, investment, co-development, acceleration.

## **CONNECTED ACCELERATORS (30+)**

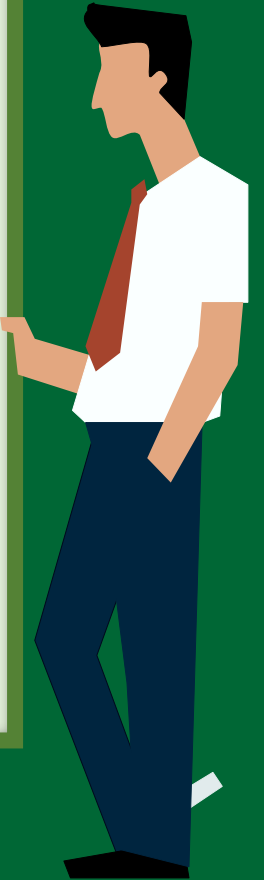
Across India and in the US, partnering for start-ups, mentor engagements and workshops.

## **UNIVERSITY PARTNERS (30+)**

E-cells and institute incubators partnerships, e-cell engagements and startup mentoring.

## **PLATFORM INVESTORS (500+)**

Angels, funds, corporates.



# IvyCap Ventures: Our select portfolio

## Consumer



### Biryani by Kilo

D2C Omni Channel Food-tech platform



### Purple

India's Leading Data Driven Beauty Products Platform



### Bluestone

India's Largest Independent Online First Fine Jewellery Brand



## Fintech



### Lendbox

India's leading and fast-growing P2P Lending Platform



### FTcash

Leading B2B payments and Lending Platform



### Fingpay

Digital finance platform for rural India



## SaaS/ Enterprise Solutions



### OnlineSales

Globally scalable fast-growing SaaS platform



### Vinculum

Network of networks connecting marketplaces, brand distributors, e-com frontends.



### Aujas

India's largest Cybersecurity Services Company Sold to NSEIT in 2019



### Sokrati

India's leading digital marketing platform. Sold to Dentsu in 2017



### eShakti

Disruptive, unique, leading women's mass custom clothing brand in US



### Clovia

India's leading Omni Channel Women's lingerie & sleepwear platform



### Grab on Rent

Furniture & White goods rental platform



## HealthTech



### Leixir

Dental lab chain in North America with high efficiency



### Beyou

Platform for standardising beauty treatments



### Pharmarack

India's only tech platform digitizing Pharma supply Chain



## AgriTech



### RML

Agri-tech Platform for farmers



## SaaS/ Enterprise Solutions



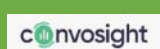
### Fieldez

Field force management applications



### Singularity Automation

India's only Enterprise IOT Platform for Shared Economy and Consumer



### Convosight

Platform for managing online communities



## KEY

Fund 1  
 Fund 2  
 Fund 1 & 2\*  
 B2C  
 B2B  
 Exited

## SDG Mapping



1 NO POVERTY



2 ZERO HUNGER



3 GOOD HEALTH AND WELL-BEING



4 QUALITY EDUCATION



5 GENDER EQUALITY



6 CLEAN WATER AND SANITATION



7 AFFORDABLE AND CLEAN ENERGY



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



10 REDUCED INEQUALITIES



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION



14 LIFE BELOW WATER



15 LIFE ON LAND



16 PEACE, JUSTICE AND STRONG INSTITUTIONS



17 PARTNERSHIPS FOR THE GOALS

\*Fund 2 invested in Fund 1 companies as a co-investor in their follow on rounds



# IvyCap Ventures : Core Team



**Vikram Gupta**  
Founder and Managing Partner



**Ashish Wadhvani**  
Managing Partner



**Anju Gupta**  
Co-Founder & President, IvyCamp



**Vishal Gauri**  
Co-Founder and Mentor



**Anshuman Khanna**  
Principal, Investments



**Shilpa Sanyal**  
Associate



**Madhuri Sawant**  
VP, Legal



**Sonia Sharma Gupta**  
Vice President

# IvyCap Ventures : Board of Advisors



**G.K. Pillai**  
Chairman, IvyCap  
Ventures



**Ashank Desai** Co-  
founder & Advisor,  
Mastek Ltd



**Nishith Desai**  
Founder, Nishith Desai  
Associates



**Hari  
Balasubramanian**  
Founder & CMD,  
Ontrack Systems



**Pradeep Gupta**  
Chairman, IIT Alumni  
Trust & CMD,  
CyberMedia



**Satish Kini**  
Former COO, PANIIT  
Alumni



**Prof. Ramamurty  
Nagarajan** Dean  
International & Alumni  
Relations, IIT- Madras



**Prof. A.Q. Contractor**  
Former Professor, Dept Of  
Chemistry, IIT Bombay



**Prof. Ashok Gupta**  
Deputy Director, Alumni  
Affairs, IIT Delhi



**Prof. B.V Phani**  
Dean of Resources &  
Alumni, IIT Kanpur

# Thank you

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