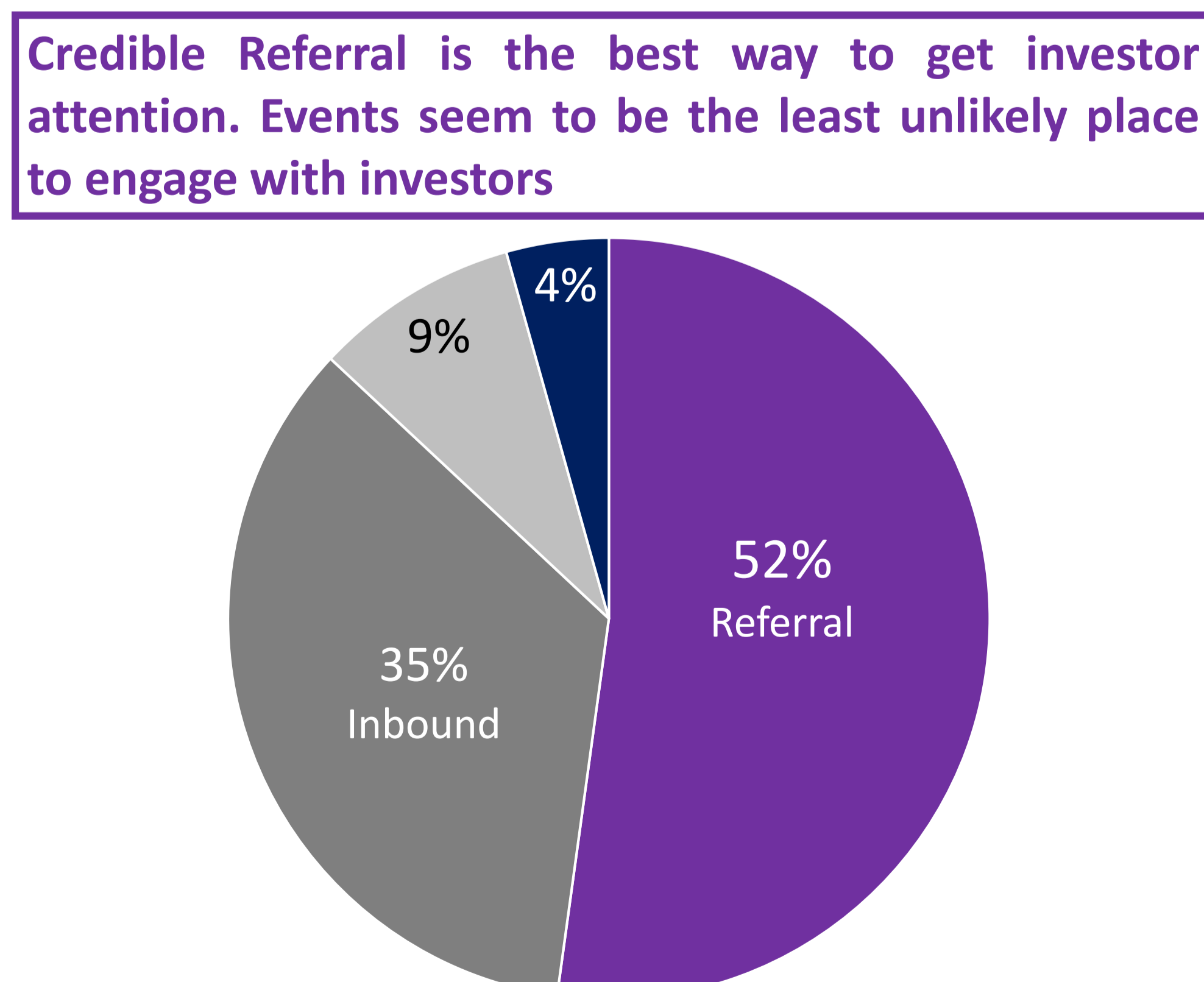
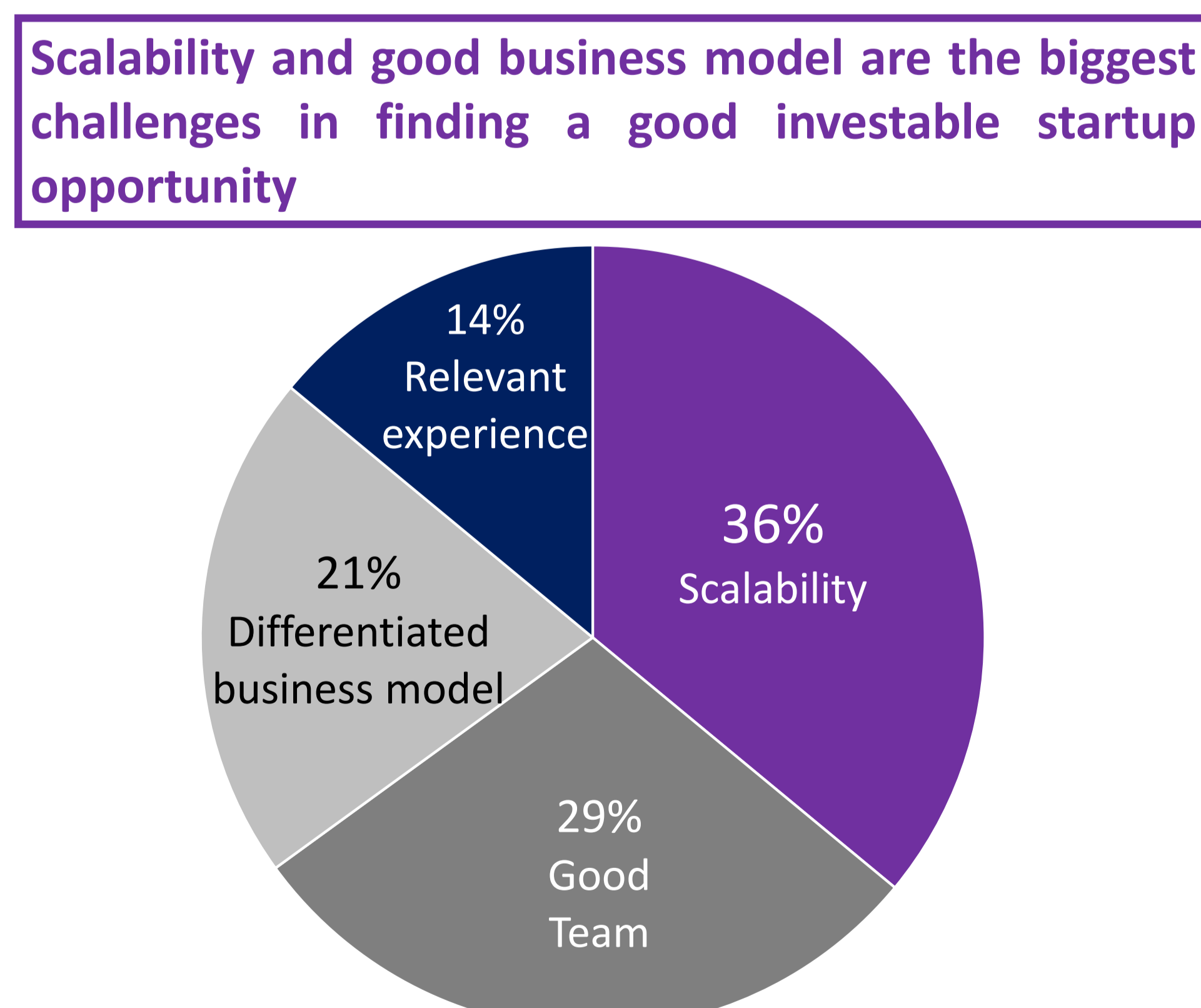
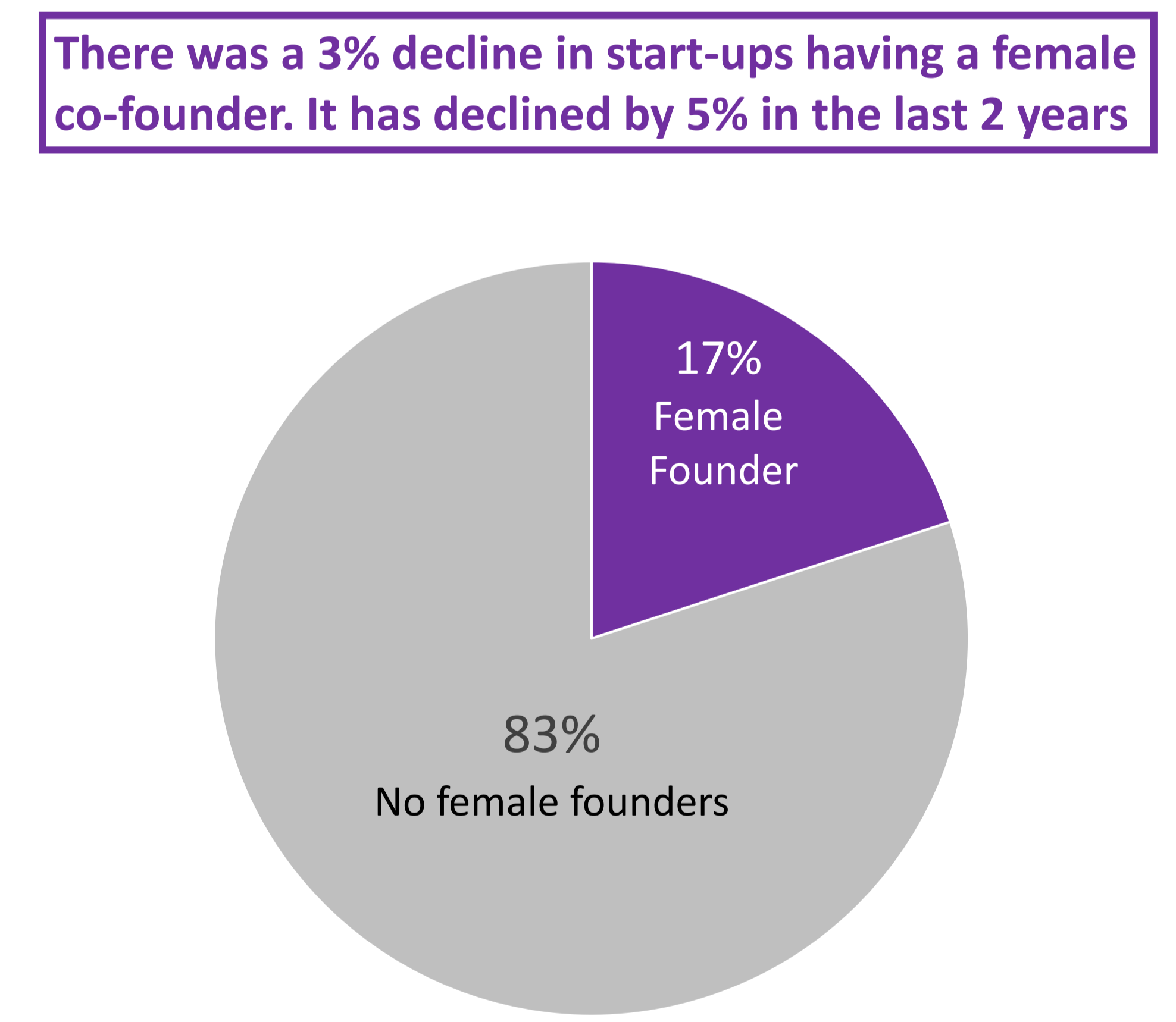
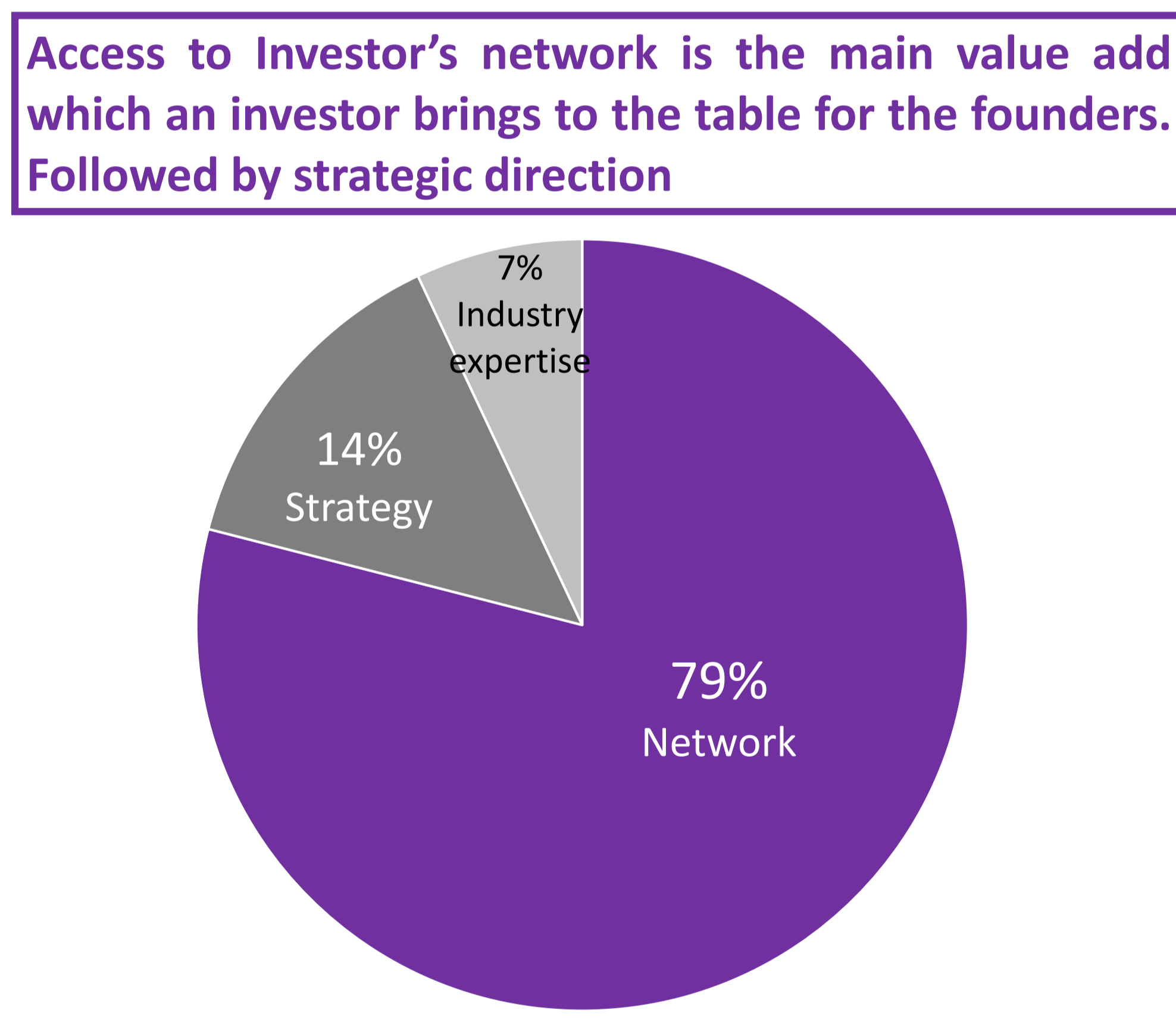
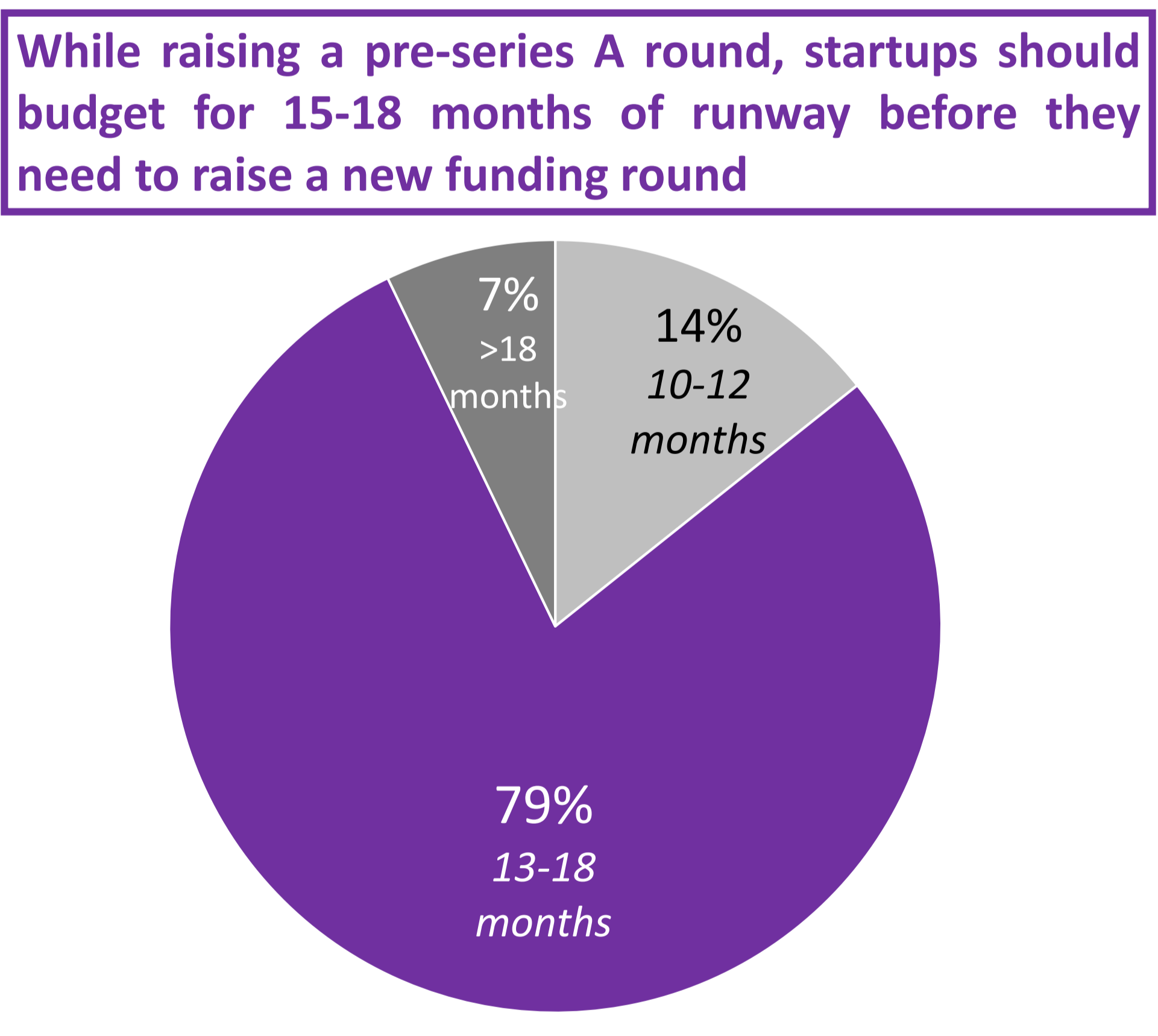
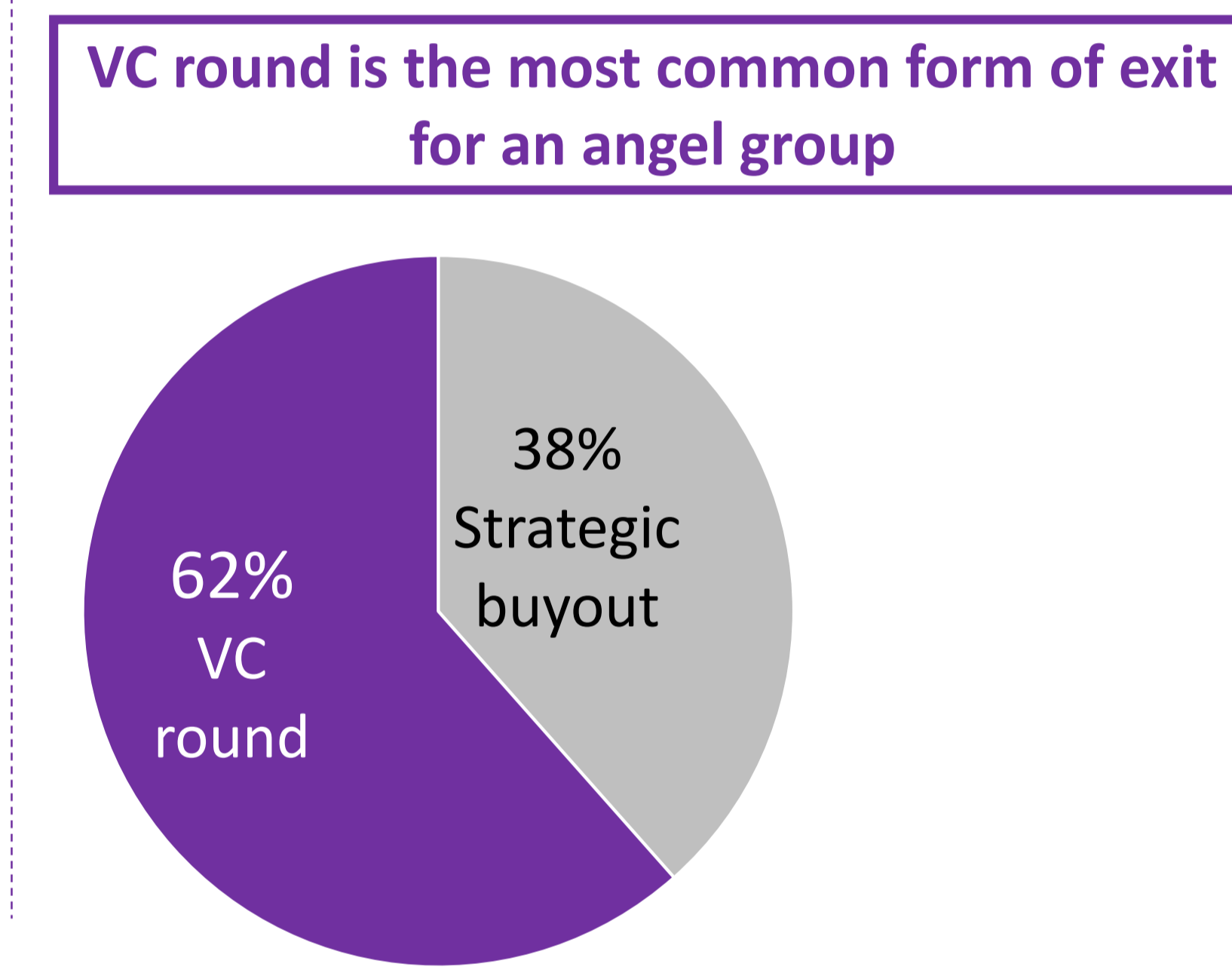
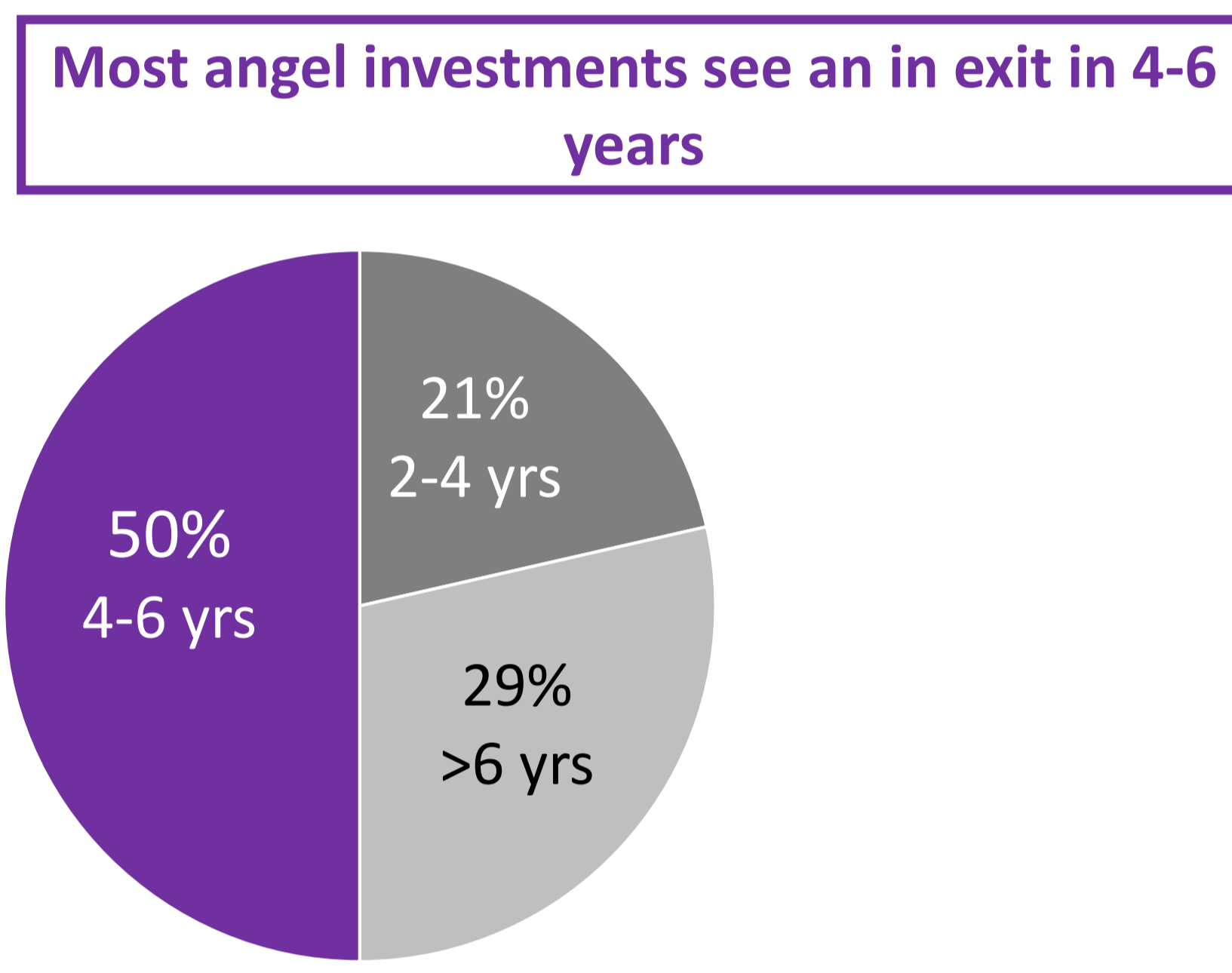
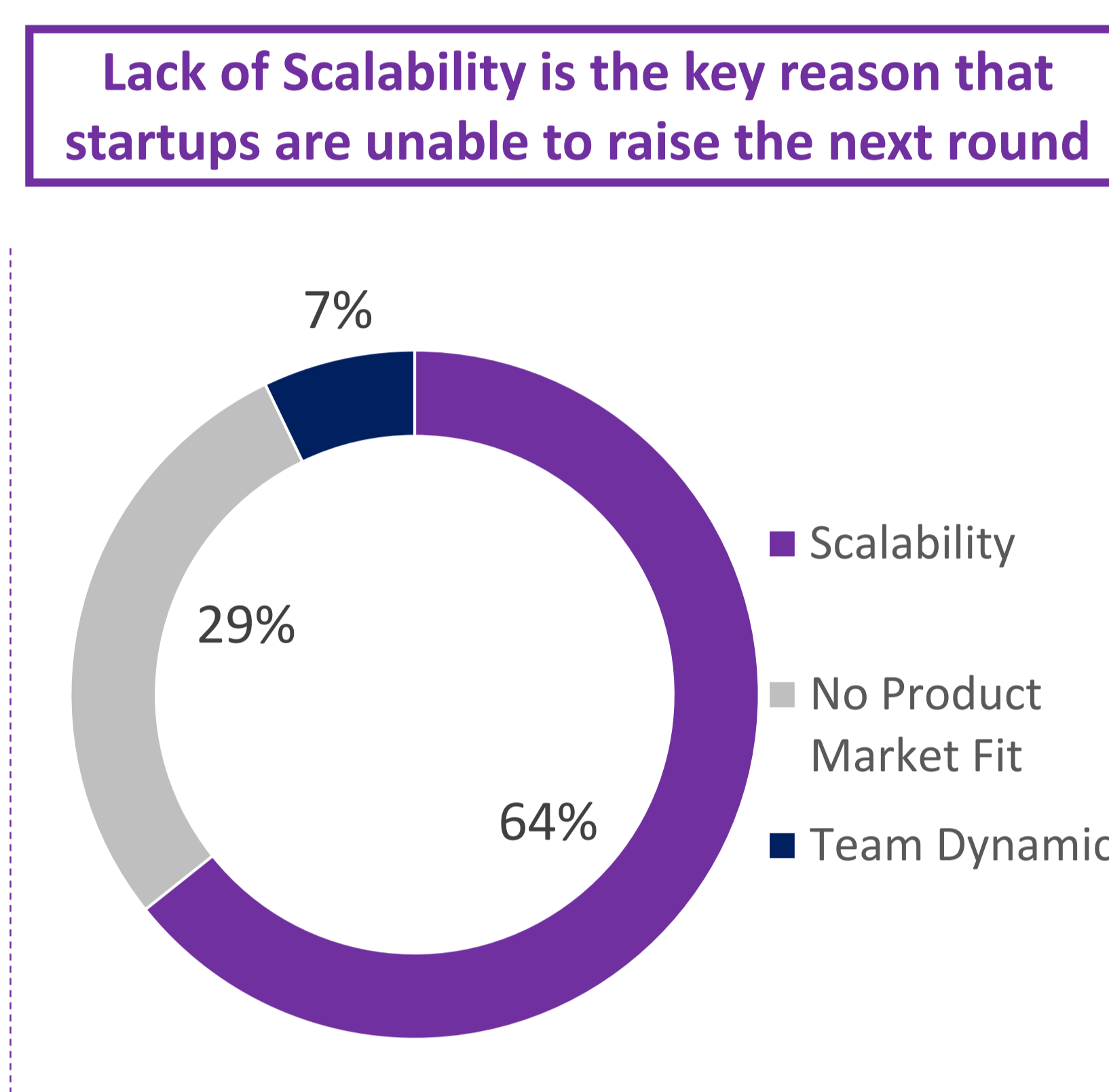
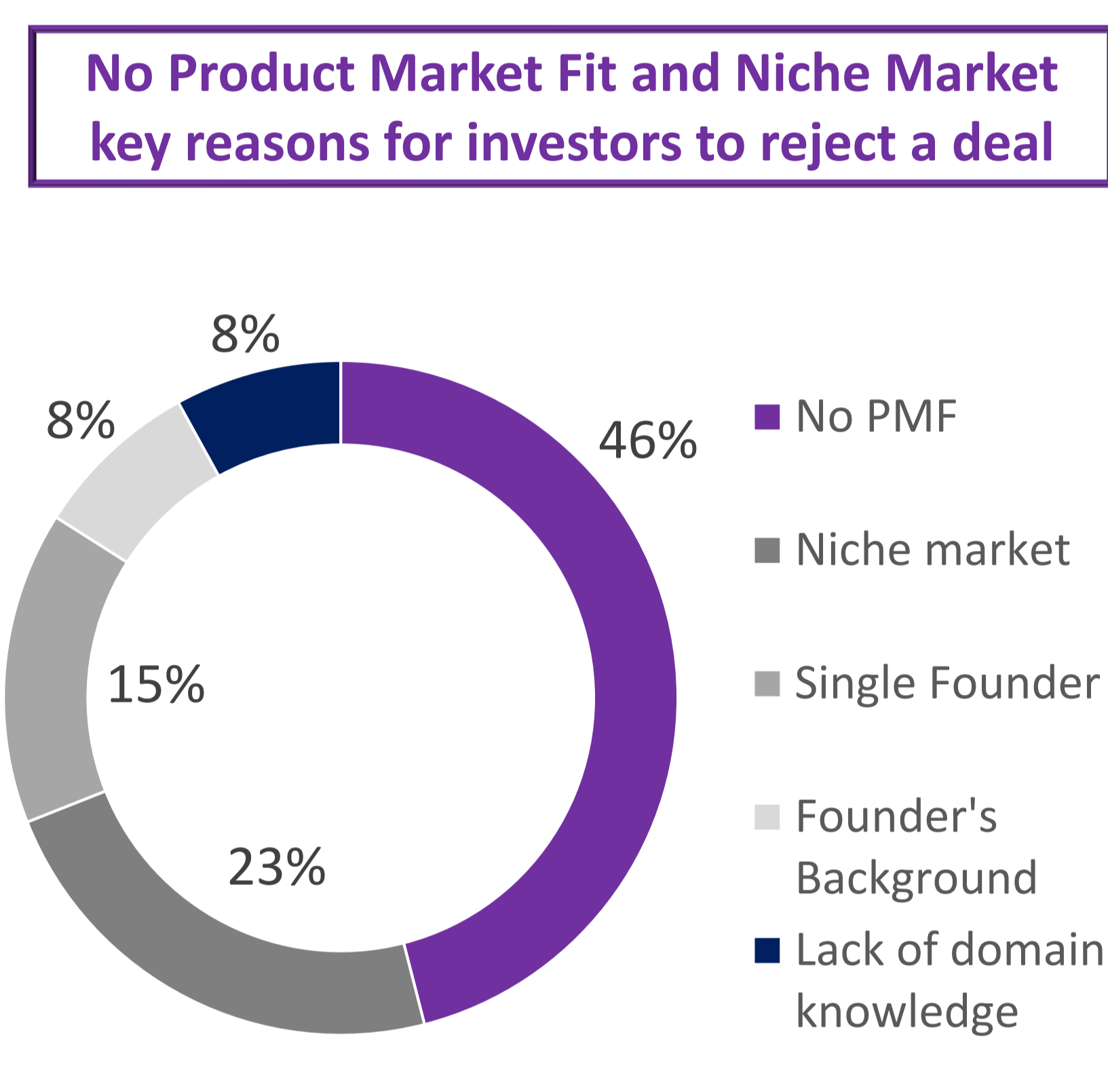
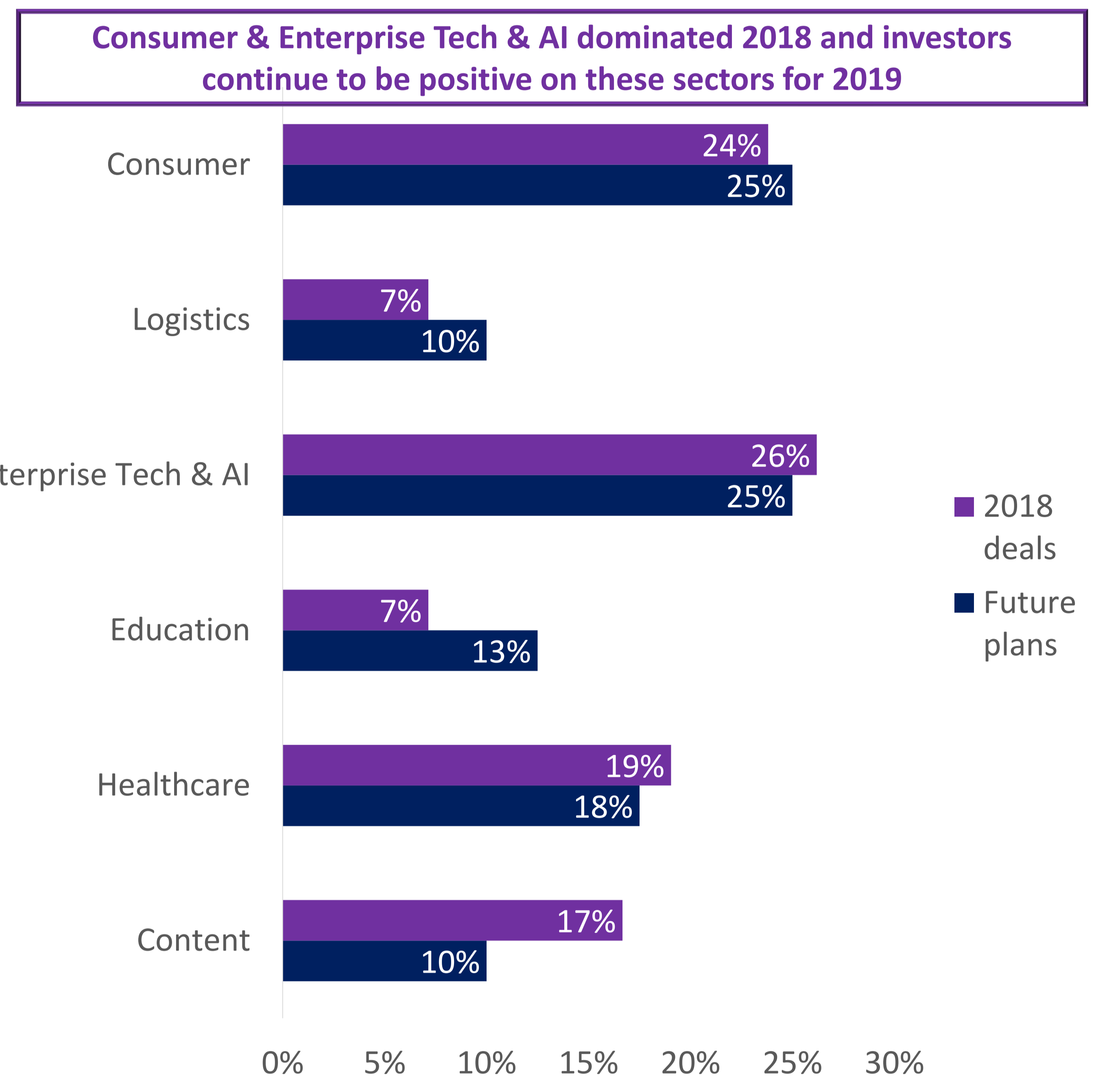
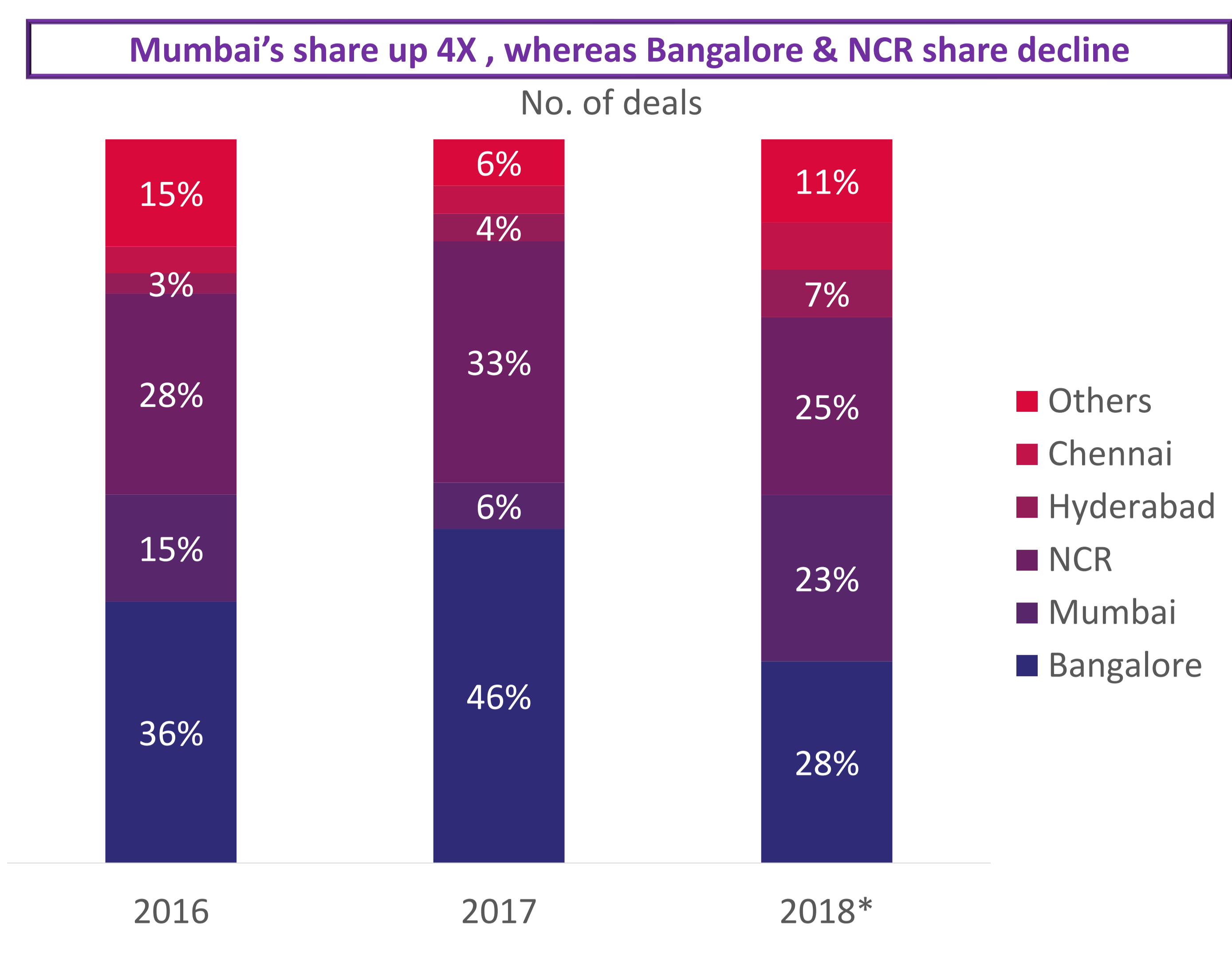
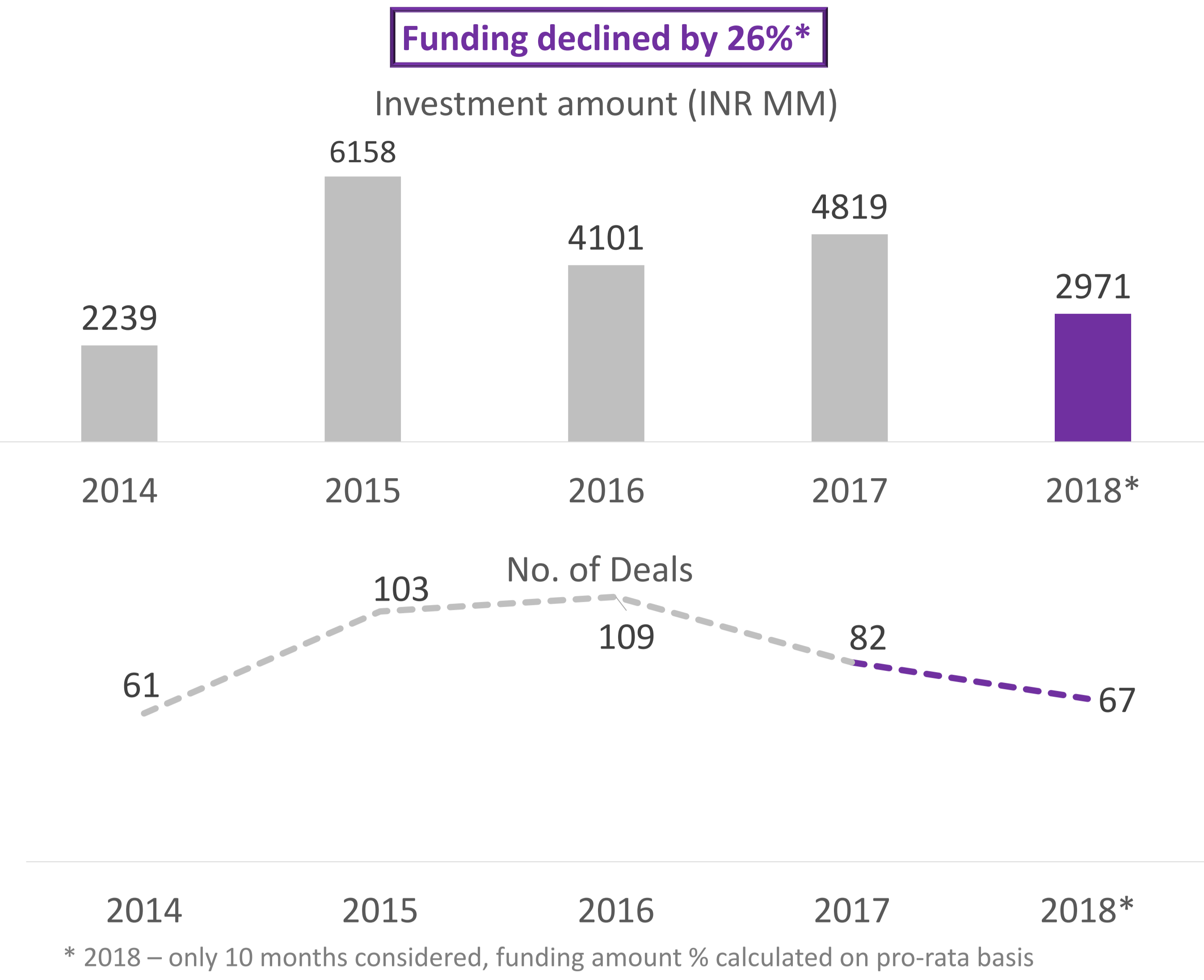


Early stage Investment Insights Report - 2018

Pre-series-A investors committed INR 2971 million in the 10 months up to Oct 18 and inked 67 deals in this period



- Founder Demographics**
- A two member founding team was most successful in raising funds
 - 75% of founders were starting up for the first time
 - Founders had on average ~7.5 years of experience prior to starting up
 - Vision and founder background are the most critical qualities that investors look for in founders

Source: Venture Intelligence, IVCIPL Survey



The 'Early Stage Investment Insights Report-2018' provides analysis and trends on Indian angels and institutional investor activity. The report has been prepared by InnoVen Capital India Private Limited ("InnoVen Capital") with inputs from reputed institutional early stage investors. The following investors participated in this edition of the report – Mumbai Angels, Indian Angel Network, Chennai Angels, Hyderabad Angels, Stanford Angels, LetsVenture, Axilor Ventures, Blume Ventures, Kae Capital, Weh Ventures, Waterbridge Ventures, Artha Ventures, India Quotient, Hyderabad Angels and YourNest. The 2017 edition of the Report can be read [here](#). For ease of presentation, figures, percentages and otherwise, may be rounded up to the nearest whole. This presentation material is the property of InnoVen Capital India Private Limited. The material herein is provided for informational purposes only. The information should not be viewed as investment, legal or other advice nor is it to be relied on in making an investment or other decision. InnoVen Capital India is the leading venture debt & structured finance platform in Asia and provides funding to high growth start-ups backed by top venture capital investors. The platform offers multiple debt capital solutions, including venture term debt, acquisition finance, growth loans, and project finance and syndication. InnoVen Capital is jointly backed by Temasek Holdings and United Overseas Bank. For more information, please visit www.innovencapital.com and follow us @InnoVenCap_IN.