



InnoVen Capital: India Startup Outlook Report

February 2016



About

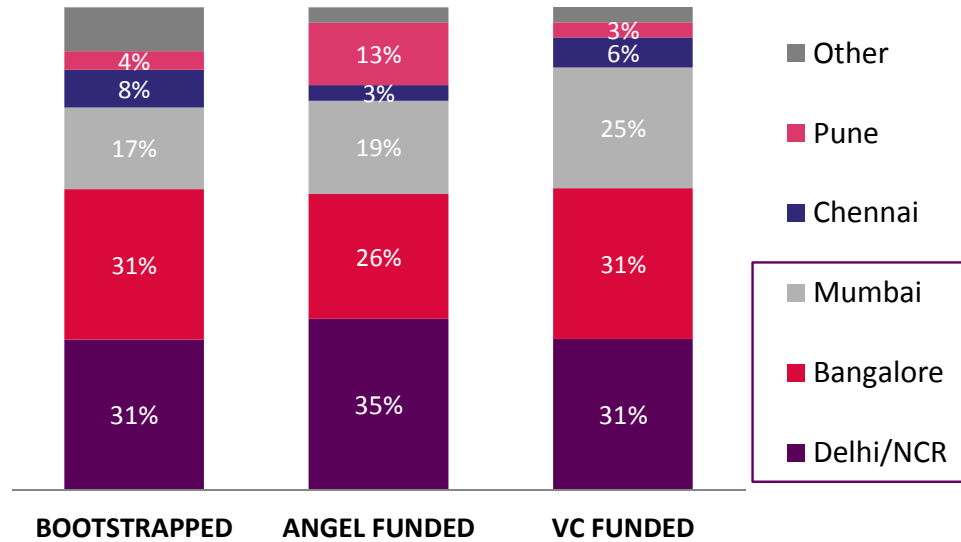
This report is intended to capture the outlook of early stage companies in India for the year 2016. The data is based on responses from total ~140 founders across Bootstrapped, Angel Funded and VC Funded companies.

Table of Contents

1. Demography
2. People
3. Business Opportunities and Challenges
4. Perception of Indian Market
5. Funding and Profitability Plan



Demography



City wise

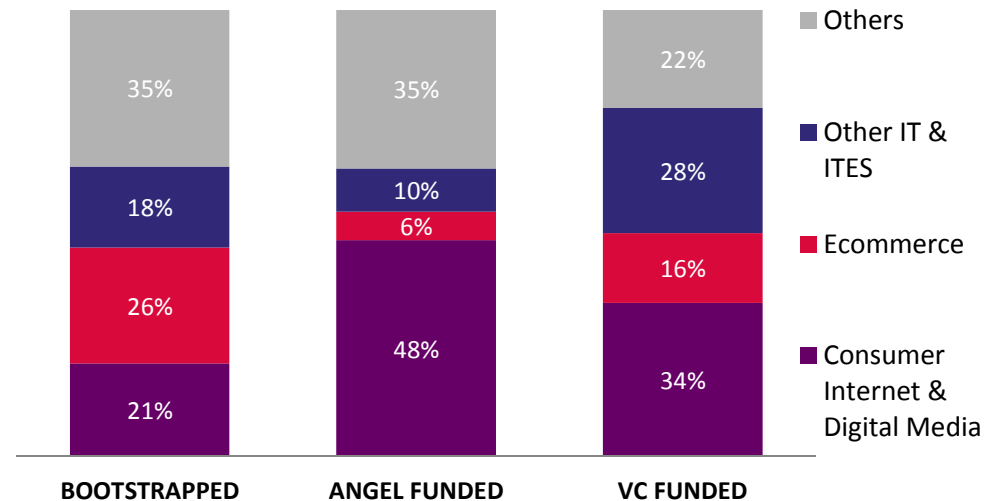
Delhi emerges as the most sought after city for starting up

Most popular start-up hubs

Industry wise

Irrespective of funding stage, Consumer Internet & Ecommerce are the most preferred industry segments across start-ups

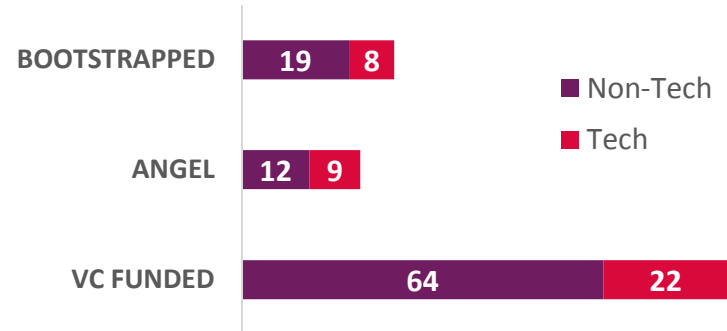
Other popular industries include Fintech, Logistics and Foodtech



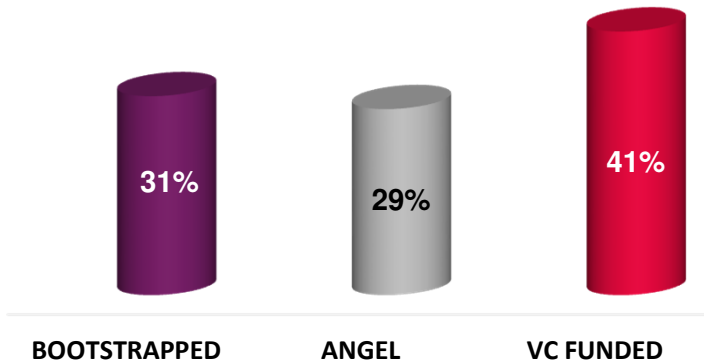
People



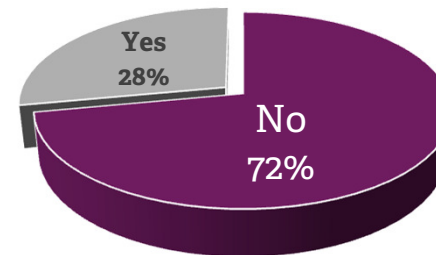
Average no. of employees to be hired in 2016



Gender Diversity: Women Founders / CXOs in startups



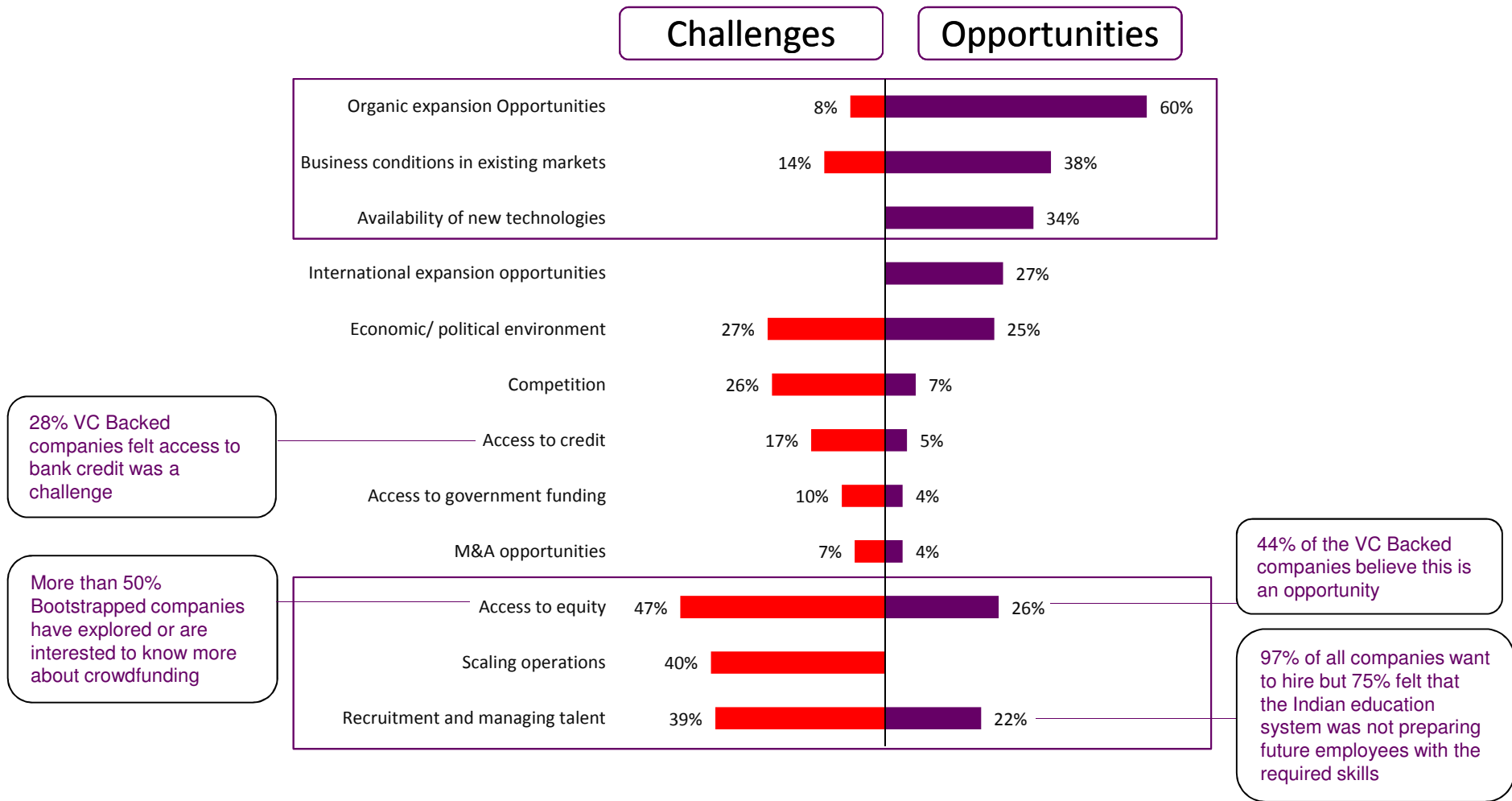
Is the Indian education system preparing future employees with the skills your business needs?



More than 5000 jobs expected to be created by ~130 start-ups in the next 12 months

Note: 1 bootstrapped venture expecting to hire 1000 employees has been excluded to avoid distortion

Business Opportunities & Challenges



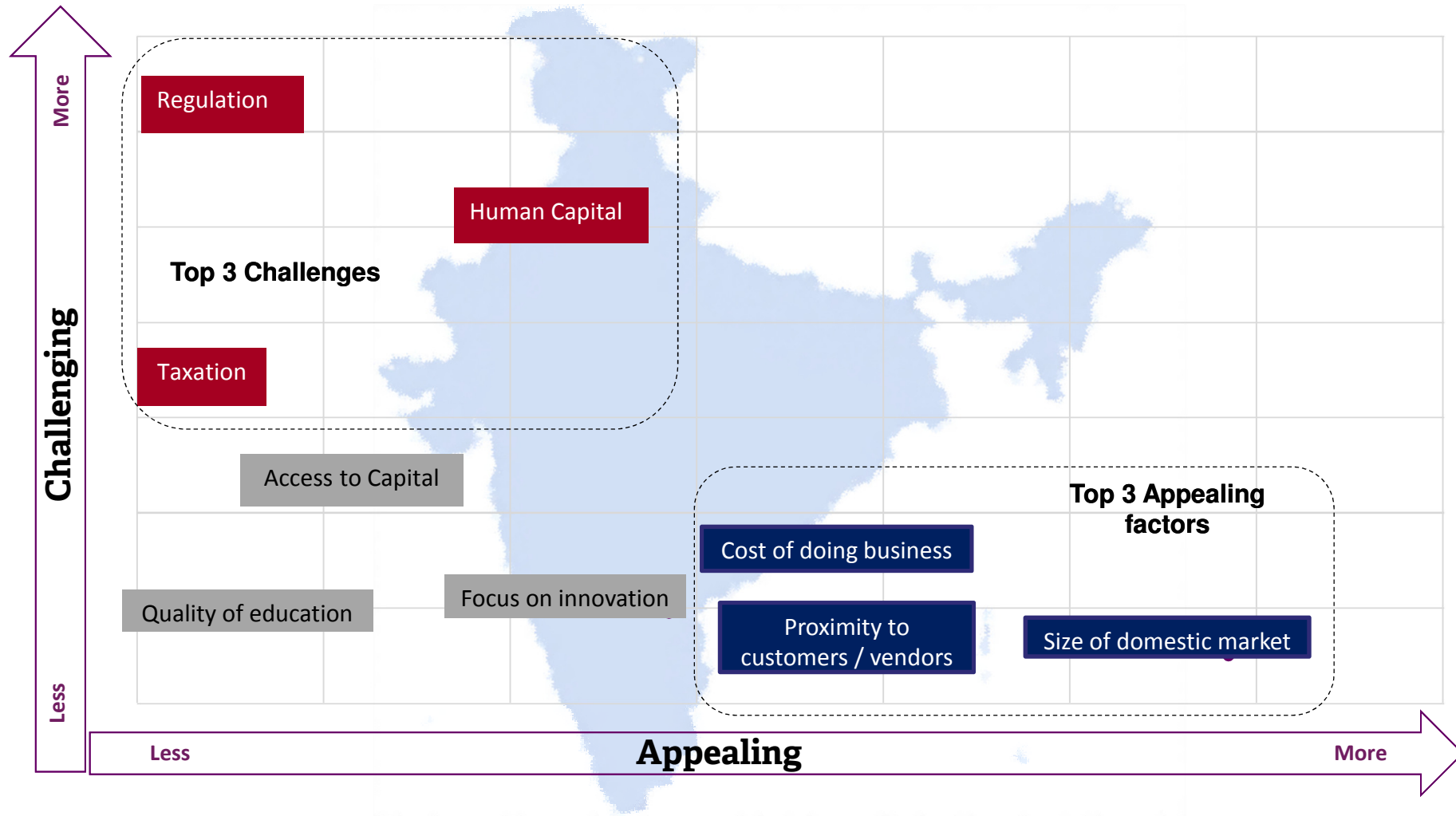
Overall Sentiment

65% of all companies felt that business conditions in FY 2016 were better than FY 2015

76% of all companies expect the business conditions in FY 2017 to be better than FY 2016

Note: Respondents had the option of selecting more than one factor as an Opportunity or a Challenge

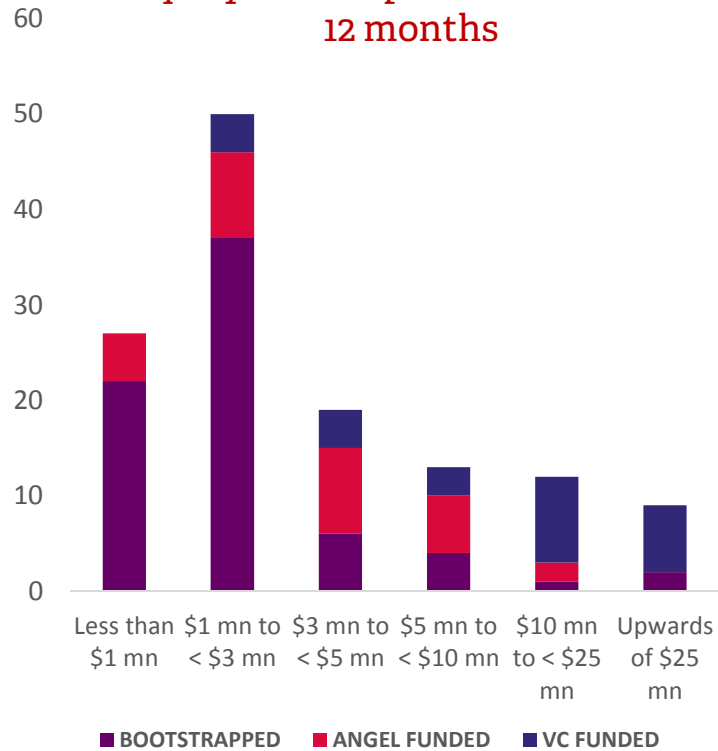
Perception of Indian Market



Note: Respondents had the option of selecting more than one factor as Appealing or Challenging

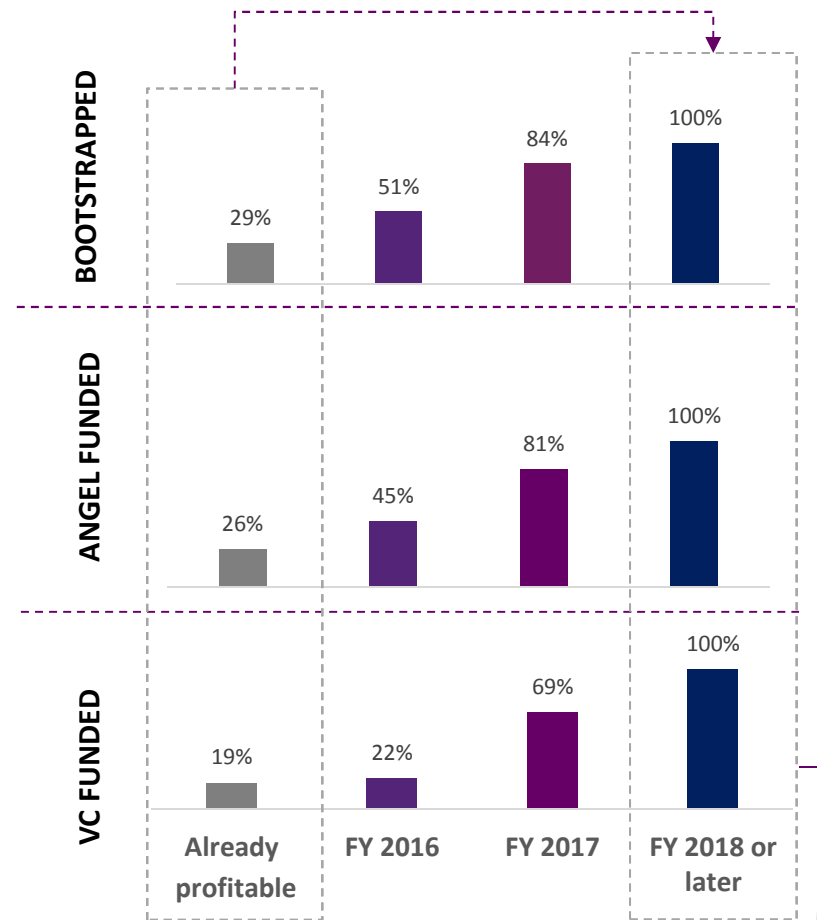
Funding & Profitability plan

Equity raise expected in the next 12 months



More than ~\$700 mn expected to be raised by ~130 companies over the next 12 months

Expected path to profitability for the 74% respondents across funding types that are not already profitable



Higher urgency among Bootstrapped and Angel Funded companies to be profitable than among VC Funded companies

About InnoVen Capital

InnoVen Capital India (formerly SVB India Finance) is the premier provider of “venture debt” to high growth Indian start-ups backed by top-tier venture capital investors. The Company provides multiple sources of debt capital including venture debt, acquisition financing, growth capital and capex financing. InnoVen Capital has received investments from Temasek, an investment company based in Singapore and United Overseas Bank. InnoVen Capital has also set up operations in South East Asia.

For more information on InnoVen Capital, please visit www.innovencapital.com and follow [@InnoVenCap IN](https://twitter.com/InnoVenCap_IN)

For more information on the report, please contact: InnoVenIndia@innovencapital.com

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.