project

August 3, 2024

Billion-Dollar Dreams: India's Startup Saga

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In the heart of the world's fastest-growing major economy, a revolution is unfolding. India's startup ecosystem has become a crucible of innovation, ambition, and unprecedented growth. This project delves into the stories of Indian startups that have achieved remarkable feet. From the bustling streets of Bengaluru to the tech hubs of Noida, we'll explore how these companies have turned audacious ideas into billion-dollar realities. Through data-driven analysis, we aim to uncover the patterns, challenges, and triumphs that define India's startup saga, offering insights into the factors that propel young companies from msimple beginnings to the forefront of the global business stage.

1. Data Preparation and Setup

1.1 Importing Libraries

```
# Importing necessary libraries

[1]: import pandas as pd
import numpy as np
import matplotlib_pyplot as plt
import seaborn as sns

print("Libraries imported successfully!")
```

Libraries imported successfully!

1.2 Loading the Dataset

```
[2]: # Load the dataset
df = pd.read_excel("Project Data.xlsx")
print("Dataset imported successfully!")
```

Dataset imported successfully!

1.3 Initial Data Exploration

Now, we will perform a preliminary exploration of the dataset to understand its structure and contents. We will check for missing values, data types, and basic statistics.

```
[3]: # Check the data types and non-null counts
df.info()

# Display starting data values
df.head()
```

<class 'pandas.core.frame.DataFrame'> RangeIndex: 126 entries, 0 to 125 Data columns (total 11 columns):

| # | Column | Non-Null Count | Dtype |
|----|-------------------------|----------------|--------|
| 0 | Name | 126 non-null | object |
| 1 | State | 126 non-null | object |
| 2 | City | 126 non-null | object |
| 3 | Start Year | 126 non-null | int64 |
| 4 | Founder(s) | 126 non-null | object |
| 5 | Industry | 126 non-null | object |
| 6 | Number of Employees | 126 non-null | object |
| 7 | Funding(in \$) | 126 non-null | object |
| 8 | Funding Rounds | 126 non-null | object |
| 9 | Number of Investors | 126 non-null | object |
| 10 | Market Valuation(in \$) | 126 non-null | object |
| | | | |

dtypes: int64(1), object(10) memory usage: 11.0+ KB

| [3]: | Name | State | City | Start Year |
|------|---------------|---------------|-----------|------------|
| 0 | Urban Company | Haryana | Gurgaon | 2014 |
| 1 | Classplus | Uttar Pradesh | Noida | 2018 |
| 2 | Paytm | Uttar Pradesh | Noida | 2010 |
| 3 | Apna | Maharashtra | Mumbai | 2019 |
| 4 | Razorpay | Karnataka | Bengaluru | 2014 |

| | Founder(s) | Industry | \ |
|---|---|----------------|---|
| 0 | Abhiraj Singh Bhal, Raghav Chandra, Varun Khaitan | Service | |
| 1 | Bhaswat Agarwal, Bikash Dash, Mukul Rustagi, N | Education | |
| 2 | Akshay Khanna, Vijay Shekhar Sharma | Finance | |
| 3 | Nirmit Parikh | Human Resource | |
| 4 | Harshil Mathur, Shashank Kumar | Finance | |

| | Number of Employees | Funding(in \$) | Funding Rounds N | lumber of Investors \ |
|---|---------------------|----------------|------------------|-----------------------|
| 0 | 1001-5000 | 445920356 | 12 | 16 |
| 1 | 101-250 | 89506451 | 10 | 20 |
| 2 | 25000-30000 | 32448851 | 4 | 4 |

| 3 | 101-250 | 93450000 | 4 | 6 |
|------|----------------------|-----------|---|----|
| 4 | 1001-5000 | 366600000 | 7 | 29 |
| Mark | cet Valuation(in \$) | | | |
| 0 | 2180000000 | | | |
| 1 | 626000000 |) | | |
| 2 | 2500000000 |) | | |
| 3 | 1100000000 |) | | |
| 4 | 7500000000 |) | | |
| | | | | |

[4]: # Display trailing data values

df.tail()

| [4]: | | Name | State | City | Start Year | \ | |
|------|-----|--------------------|----------------|-------------|---------------|----------------------|-----|
| | 121 | Astrogate Labs | Karnataka | Bengaluru | 2019 | | |
| | 122 | Vesta Space | Maharashtra | Pune | 2020 | | |
| | 123 | Digantara | Karnataka | Bengaluru | 2018 | | |
| | 124 | SatSure | Karnataka | Bengaluru | 2016 | | |
| | 125 | Rockinjiny | Tamil Nadu | Chennai | i 2020 | | |
| | | | Fo | ounder(s) | Industry | Number of Employees | s \ |
| | 121 | Nit | ish Singh, Ne | , , | • | 51-100 | |
| | 122 | | Chand, Rajee | _ | Space | 51-100 |) |
| | 123 | | h Sharma, Rah | | Space | |) |
| | 124 | Prateep Basu, Ra | ashmit Singh S | Sukhmani | Space | 101-250 |) |
| | 125 | Vina | ıy Kumar, Sai | Praneeth | Space | 51-100 |) |
| | | Funding(in \$) Fun | iding Rounds N | Number of 1 | Investors Mar | ket Valuation(in \$) | |
| | 121 | 1000000 | 2 | | 4 | 10000000 |) |
| | 122 | 500000 | 1 | | 2 | 5000000 |) |
| | 123 | 1200000 | 3 | | 5 | 8000000 |) |
| | 124 | 6000000 | 4 | | 6 | 5000000 |) |
| | 125 | 500000 | 1 | | 2 | 3000000 |) |

2. Data Cleaning

Next we will focus on Data Cleaning. This step ensures that the data is in a suitable format for analysis and helps to improve the quality and accuracy of our results.

2.1 Checking for Missing Values

```
[5]: # Check for missing values
missing_values = df.isnull().sum()

# Display the number of missing values for each column
missing_values
```

```
0
[5]: Name
                                0
     State
                                0
     City
     Start Year
                                0
     Founder(s)
                                0
                                0
     Industry
     Number of Employees
                                0
     Funding(in $)
                                0
     Funding Rounds
                                0
     Number of Investors
                                0
     Market Valuation(in $)
                                0
     dtype: int64
```

Depending on the results, we handle missing values. We might choose to fill them with a default value, the mean/median, or remove rows/columns with missing data.

2.2 Data Type Conversion

Ensure that columns are in the correct format

```
[6]: # Convert 'Funding(in $)' to numeric, invalid parsing will be set as NaN
     df["Funding(in $)"] = pd_to_numeric(df["Funding(in $)"]_replace({",": ""},__

¬regex=True), errors="coerce")

     # Convert 'Market Valuation(in $)' to numeric, invalid parsing will be set as_
      ⊶NaN
     df["Market Valuation(in $)"] = pd.to_numeric(df["Market Valuation(in $)"].
      Greplace({',': ''}, regex=True), errors='coerce')
     # Check for NaN values in 'Funding(in $)' and 'Market Valuation(in $)'
     nan_funding = df[df["Funding(in $)"].isna()]
     nan_valuation = df[df["Market Valuation(in $)"].isna()]
     # Display NaN values
     print("Rows with NaN values in Funding(in $):")
     print(nan_funding)
     print("\nRows with NaN values in Market Valuation(in $):")
     print(nan_valuation)
     # Drop rows with NaN values in 'Funding(in $)' or 'Market Valuation(in $)'
     df_dropna(subset=["Funding(in $)", "Market Valuation(in $)"], inplace=True)
     # Verify data types
     df.dtypes
     # Display the first few rows to ensure correct conversion
     df.head()
```

| | | ws with NaN values in Funding(in \$): Name State City Start Year Founder(s) \ StartupHR Software Maharashtra Mumbai 2021 Waqar Azmi |
|------|-----------------------|---|
| | 89 | Industry Number of Employees Funding(in \$) Funding Rounds \ Internet Software 101-250 NaN Bootstrapped |
| | 89 | Number of Investors Market Valuation(in \$) - NaN |
| | 8 | ws with NaN values in Market Valuation(in \$): Name State City Start Year \ BigBasket Karnataka Bengaluru 2011 StartupHR Software Maharashtra Mumbai 2021 |
| | 8 89 | Founder(s) Industry (Abhinay Choudhari, Hari Menon, Vipul Parekh, V E-Commerce Waqar Azmi Internet Software |
| | 8 89 | Number of Employees Funding(in \$) Funding Rounds Number of Investors 5001–10000 1.119863e+09 17 17 101–250 NaN Bootstrapped – |
| | 8 89 | Market Valuation(in \$) NaN NaN |
| [6]: | 0 1 2 3 4 | Name State City Start Year \ Urban Company Haryana Gurgaon 2014 Classplus Uttar Pradesh Noida 2018 Paytm Uttar Pradesh Noida 2010 Apna Maharashtra Mumbai 2019 Razorpay Karnataka Bengaluru 2014 |
| | 0 1 2 3 4 | Founder(s) Abhiraj Singh Bhal, Raghav Chandra, Varun Khaitan Bhaswat Agarwal, Bikash Dash, Mukul Rustagi, N Akshay Khanna, Vijay Shekhar Sharma Nirmit Parikh Harshil Mathur, Shashank Kumar Finance |
| | 0 1 2 3 4 | Number of Employees 1001-5000 1445920356.0 12 16 101-250 89506451.0 10 20 25000-30000 32448851.0 4 4 101-250 93450000.0 4 6 1001-5000 366600000.0 7 29 |

```
Market Valuation(in $)
0 2.180000e+09
1 6.260000e+08
2 2.500000e+09
3 1.100000e+09
4 7.500000e+09
```

3. Data Analysis & Interpretation

In this part, we will try to understand valuable insights from the data by asking numerous questions. Finding solutions for those questions with the help of visualizations and data interpretation techniques, thereby, we will be able to understand our data set and analyze effectively.

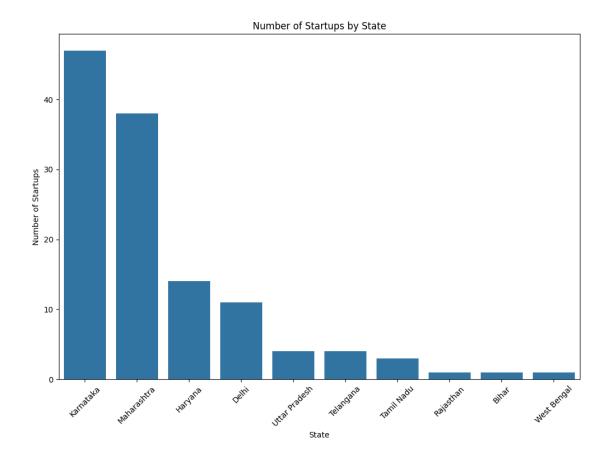
3.1 Distribution of Startups across different states and cities in India

Barplot of startups by state

```
[7]: # Count startups by state
state_counts = df["State"].value_counts()

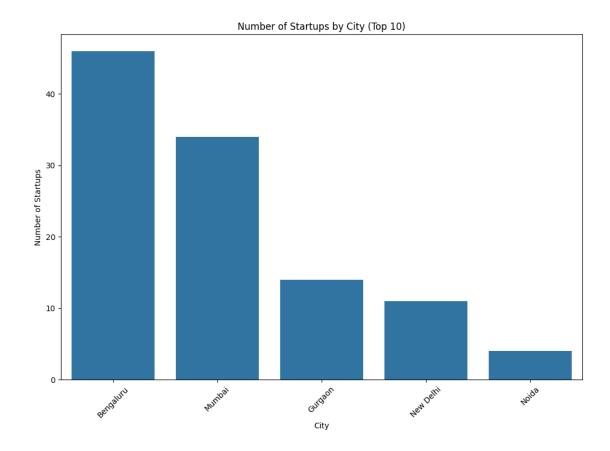
# Count startups by city
city_counts = df["City"].value_counts()

# Bar plot of startups by state
plt_figure(figsize=(12, 8))
sns_barplot(x=state_counts_index, y=state_counts.values)
plt_title("Number of Startups by State")
plt_xlabel("State")
plt_ylabel("Number of Startups")
plt_xticks(rotation=45)
plt.show()
```



Bar plot of startups by city (top 5 cities)

```
[8]: #Bar plot of startups by city (top 5 cities)
top_cities = city_counts.head(5)
plt_figure(figsize=(12, 8))
sns_barplot(x=top_cities_index, y=top_cities_values)
plt_title("Number of Startups by City (Top 10)")
plt_xlabel("City")
plt_ylabel("Number of Startups")
plt_sticks(rotation=45)
plt.show()
```



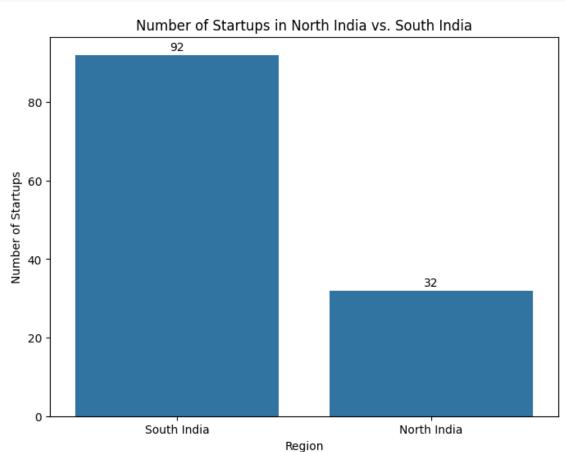
Let's compare startups in South India and North India

States considered as a part of South India - [Karnataka, Andhra Pradesh, Telangana, Kerala, Tamil Nadu, Maharashtra]

```
plt.ylabel("Number of Startups")

## Add counts on top of the bars
for index, value in enumerate(region_counts.values):
    ax.text(index, value + 0.5, str(value), ha="center", va="bottom")

plt.show()
```

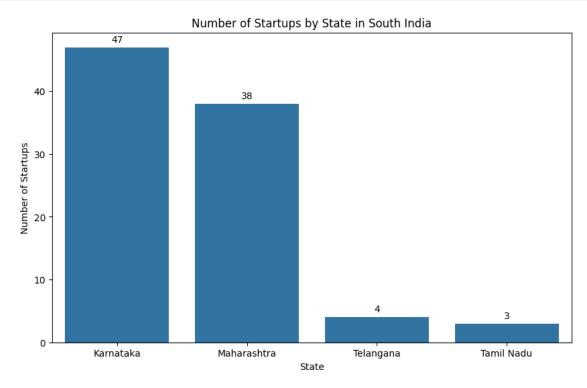


Let's analyze deeper to understand the state-wise south indian startups.

```
[10]: #Filter the dataset for South Indian states
    south_india_df = df[df["Region"] == "South India"]

# Count startups by state in South India
    south_india_state_counts = south_india_df["State"].value_counts()

# Plot the number of startups by state in South India
    plt.figure(figsize=(10, 6))
```



3.2 Industrial patterns in the startup ecosystem in India

Barplot of most common industries in which startups are rising in India.

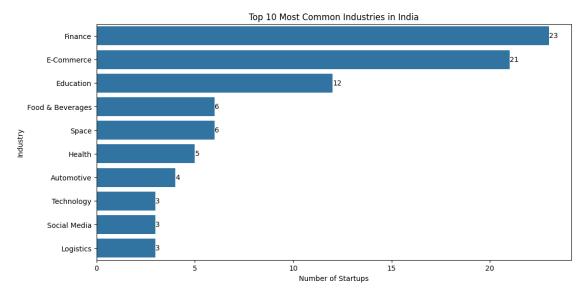
```
[11]: # Count the number of startups in each industry
industry_counts = df["Industry"].value_counts().head(10)

# Plotting the bar chart
plt.figure(figsize=(12, 6))
sns.barplot(x=industry_counts.values, y=industry_counts.index,orient="h")
plt.title("Top 10 Most Common Industries in India")
plt.xlabel("Number of Startups")
```

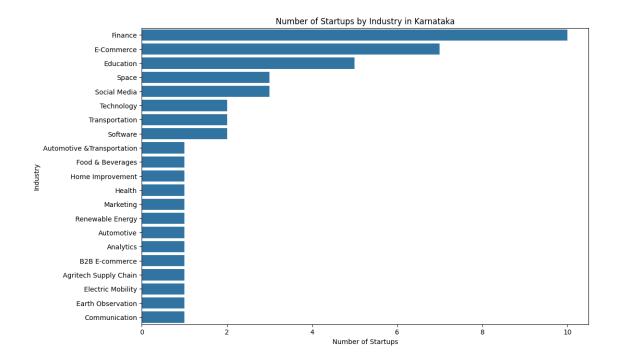
```
plt.ylabel("Industry")

# Add the counts next to the bars
for index, value in enumerate(industry_counts.values):
    plt.text(value, index, str(value), va="center")

plt.show()
```

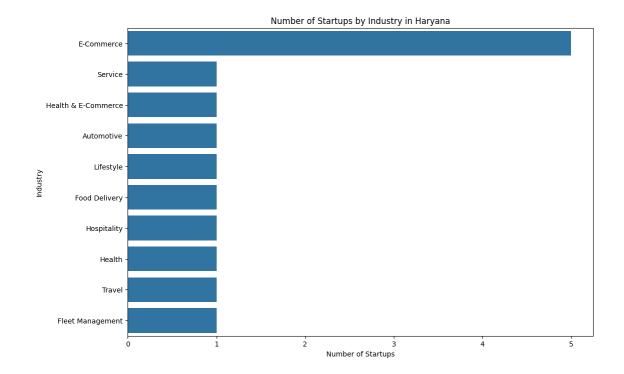


Let's find out how the top south indian state (in terms of startups) has its industrial distribution.



Similarly,let's find out how the top north indian state (in terms of startups) has its industrial distribution.

```
[13]: # Filter the dataset for North Indian states
      north_india_df = df[df["Region"] == "North India"]
      # Count startups by state in North India
      north_india_state_counts = north_india_df["State"]_value_counts()
      # Determine the top North Indian state by number of startups
      top_north_india_state = north_india_df["State"].value_counts().idxmax()
      # Filter data for the top North Indian state
      top_state_df = north_india_df[north_india_df["State"] == top_north_india_state]
      # Count startups by industry within this state
      top_state_industry_counts = top_state_df["Industry"].value_counts()
      # Plot the number of startups by industry for the top South Indian state
      plt_figure(figsize=(12, 8))
      ax = sns_barplot(x=top_state_industry_counts_values,_
       sy=top_state_industry_counts_index, orient="h")
      plt.title(f'Number of Startups by Industry in {top_north_india_state}')
      plt_xlabel("Number of Startups")
      plt_ylabel("Industry")
      plt.show()
```



Which industries in the indian startup ecosystem are receiving the most funding?

```
[14]: # Define the datasets
      top_5_industries = df.groupby("Industry")["Funding(in $)"].sum().

sort_values(ascending=False).head(5)

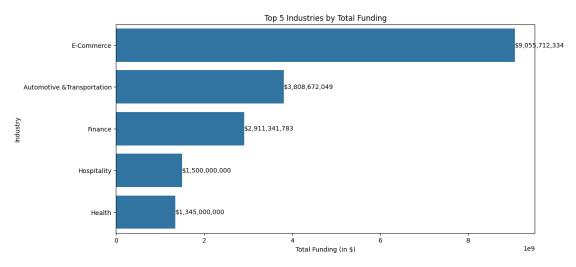
      least_5_industries = df_groupby("Industry")["Funding(in $)"].sum()_
       ⇔sort_values(ascending=False).tail(5)
      ## Plotting Top 5 Industries (hue and palette)
      plt_figure(figsize=(12, 6))
      ax1 = sns_barplot(x=top_5_industries_values, y=top_5_industries_index,_

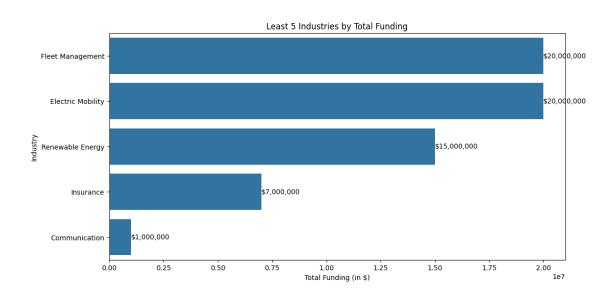
orient="h")
      plt_title("Top 5 Industries by Total Funding")
      plt_xlabel("Total Funding (in $)")
      plt_ylabel("Industry")
      # Add funding amounts next to the bars
      for index, value in enumerate(top_5_industries.values):
          ax1_text(value, index, f'${value:,.0f}', va='center')
      plt.show()
      ## Plotting Least 5 Industries (hue and palette)
      plt_figure(figsize=(12, 6))
```

```
ax2 = sns.barplot(x=least_5_industries.values, y=least_5_industries.index,__
Gorient="h")
plt.title("Least 5 Industries by Total Funding")
plt.xlabel("Total Funding (in $)")
plt.ylabel("Industry")

# Add funding amounts next to the bars
for index, value in enumerate(least_5_industries.values):
    ax2.text(value, index, f"${value:,.Of}", va="center")

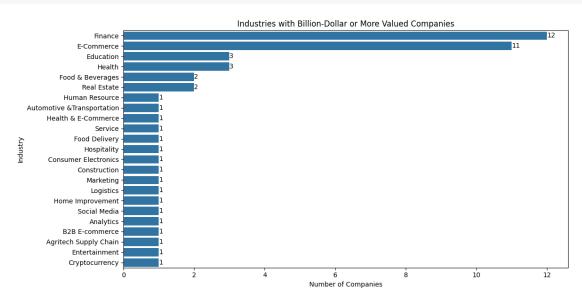
plt.show()
```





How about we find out which industries have billion-dollar or more market valued companies.

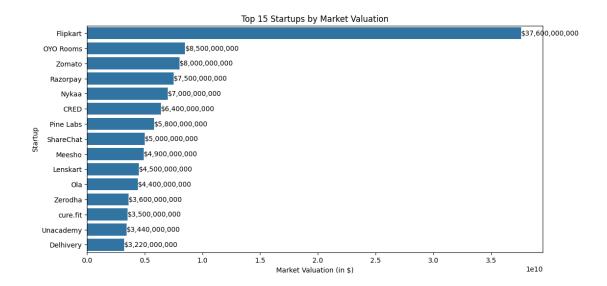
```
[15]: # Convert Market Valuation to numeric if it's not already
      df["Market Valuation(in $)"] = pd.to_numeric(df["Market Valuation(in $)"].
       # Filter for companies with billion-dollar or more valuation
      billion_dollar_companies = df[df["Market Valuation(in $)"] >= 1e9]
      # Count the number of billion-dollar companies in each industry
      industry_counts = billion_dollar_companies["Industry"].value_counts()
      # Create a bar plot
      plt_figure(figsize=(12, 6))
      sns_barplot(x=industry_counts_values, y=industry_counts_index, orient="h")
      plt_title("Industries with Billion-Dollar or More Valued Companies")
      plt_xlabel("Number of Companies")
      plt_ylabel("Industry")
      # Add count labels to the end of each bar
      for i, v in enumerate(industry_counts.values):
          plt_text(v, i, str(v), va="center")
      plt.tight_layout()
      plt.show()
      # Print the industries and their counts
      print("Industries with billion-dollar or more valued companies:")
      for industry, count in industry_counts.items():
          print(f"{industry}: {count}")
```

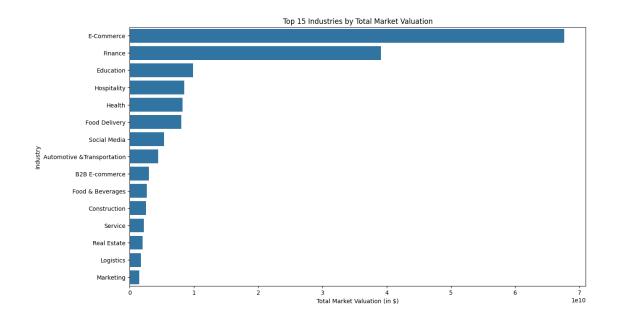


```
Industries with billion-dollar or more valued companies:
Finance: 12
E-Commerce: 11
Education: 3
Health: 3
Food & Beverages: 2
Real Estate: 2
Human Resource: 1
Automotive &Transportation: 1
Health & E-Commerce: 1
Service: 1
Food Delivery: 1
Hospitality: 1
Consumer Electronics: 1
Construction: 1
Marketing: 1
Logistics: 1
Home Improvement: 1
Social Media: 1
Analytics: 1
B2B E-commerce: 1
Agritech Supply Chain: 1
Entertainment: 1
Cryptocurrency: 1
```

3.3 Analysis of Startup Success Metrics

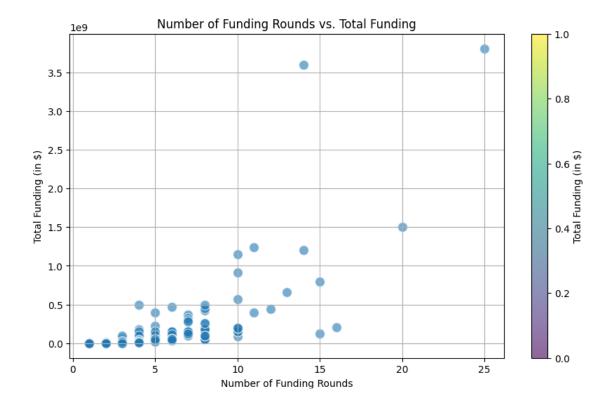
3.3.1 Which startups or industries have the highest market valuation?





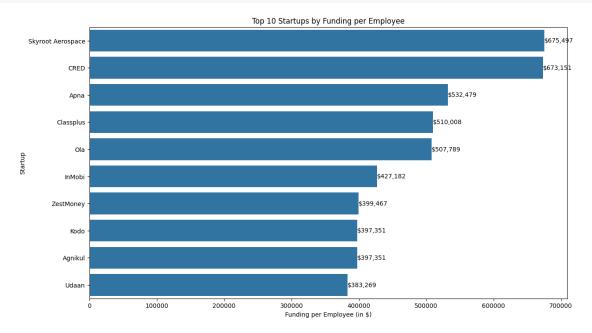
3.3.2 How do the number of funding rounds correlate with the total funding?

Scatter Plot: Number of Funding Rounds vs. Total Funding



3.3.3 Which startups have the highest funding per employee?

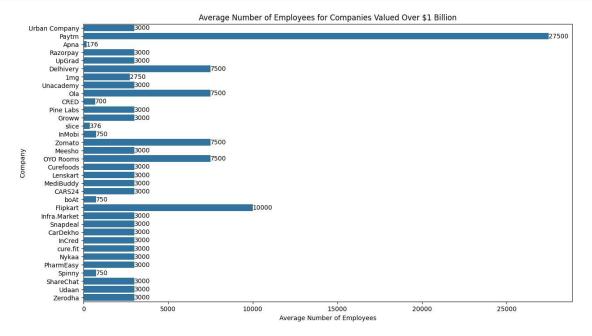
```
[19]: ## Define a function to calculate the midpoint of the employee range
      def calculate_employee_midpoint(employee_range):
          try:
              if '+' in employee_range:
                  lower = int(employee_range_replace("+", "")_split("-")[0])
                  return lower
              lower, upper = map(int, employee_range.split("-"))
              return (lower + upper) / 2
          except ValueError:
              return np.nan
      ## Calculate the midpoint of the employee range
      df["Employee Midpoint"] = df["Number of Employees"].
       apply(calculate_employee_midpoint)
      ## Calculate funding per employee
      df["Funding per Employee"] = df["Funding(in $)"] / df["Employee Midpoint"]
      ## Drop rows with NaN values in 'Funding per Employee'
      df_funding_per_employee = df_dropna(subset=["Funding per Employee"])
```



3.3.4 What do can we understand about the average number of employees for companies that are valued over a billion?

```
[20]: # Filter companies with a market valuation over a billion dollars
billion_valued_companies = df[df["Market Valuation(in $)"] > 1_000_000_000]

# Extract the relevant data: company name and employee midpoint
company_employee_data = billion_valued_companies[["Name", "Employee Midpoint"]].
dropna()
```



```
# Calculate the average number of employees (midpoint of the range) for these_____companies

average_employees = billion_valued_companies["Employee Midpoint"].mean()

# Plotting the bar chart

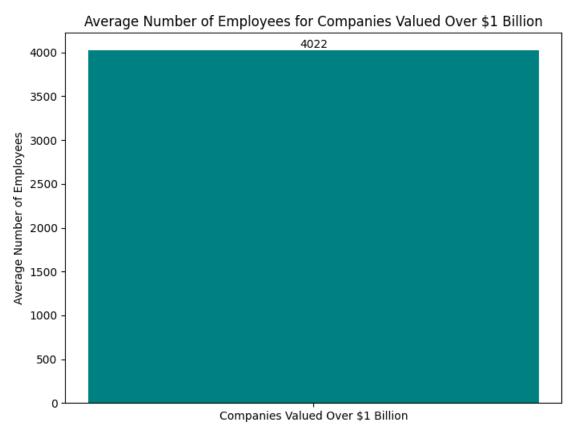
plt_figure(figsize=(8, 6))

plt_bar(["Companies Valued Over $1 Billion"], [average_employees], color="teal")

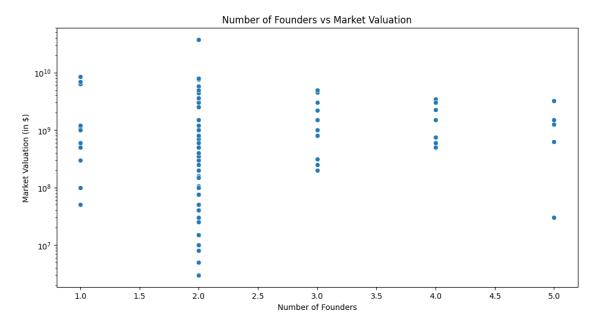
plt_title("Average Number of Employees for Companies Valued Over $1 Billion")

plt_ylabel("Average Number of Employees")

# Add the average number next to the bar
```



3.3.5 What is the number of founders for which their companies are valued over a billion?



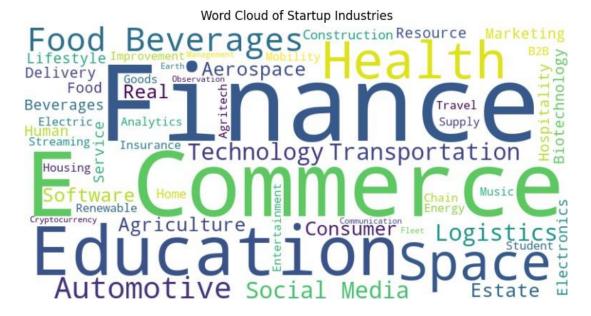
Average number of founders for billion-dollar companies: 2.30 Average number of founders for other companies: 2.16

3.4 Key Takeaways and Future Outlook

Dominant Trends in the Indian Startup Ecosystem

```
[23]: from wordcloud import WordCloud

# Generate a word cloud for industries
```



Growth of startup eco-system in India

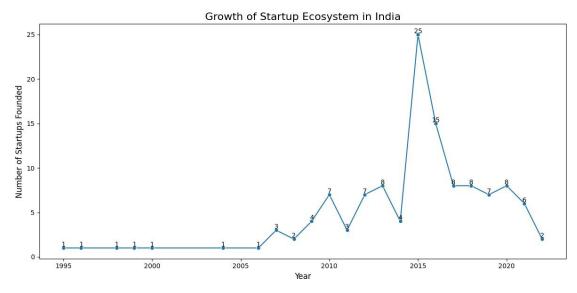
```
[24]: # Count the number of startups founded each year
startups_per_year = df["Start Year"].value_counts().sort_index()

# Create the line plot
plt.figure(figsize=(12, 6))
sns.lineplot(x=startups_per_year_index, y=startups_per_year.values, marker="0")
plt.title("Growth of Startup Ecosystem in India", fontsize=16)
plt.xlabel("Year", fontsize=12)
plt.ylabel("Number of Startups Founded", fontsize=12)

# Add value labels on the data points
for x, y in zip(startups_per_year.index, startups_per_year.values):
    plt.text(x, y, str(y), ha="center", va="bottom")

# Adjust layout to prevent cutting off labels
```

plt.tight_layout() plt.show()



4. Conclusion

This project provides a comprehensive analysis of India's growing startup ecosystem, leveraging data-driven insights to uncover patterns, challenges, and opportunities. Through our exploration, we've gained valuable insights into various aspects of the Indian startup landscape:

Key Findings

- 1. **Geographical Distribution**: We identified the states and cities that are hotbeds for startup activity, with a notable concentration in certain regions.
- 2. **Industry Trends**: Our analysis revealed the most prevalent industries in the Indian startup ecosystem, highlighting sectors that are attracting significant entrepreneurial interest.
- 3. **Funding Patterns**: We examined the distribution of funding across different startups and industries, shedding light on which sectors are attracting the most investment.
- 4. **Unicorn Analysis**: Our investigation into billion-dollar valuations provided insights into the characteristics of highly successful startups.
- 5. **Startup Growth**: The year-wise analysis of startup formation illustrated the rapid growth and evolution of India's startup ecosystem over time.

Implications

• The concentration of startups in certain regions suggests both opportunities for growth in less saturated areas and potential for resource competition in startup hubs.

- The diversity of industries represented in the ecosystem indicates a broad base for innovation and economic growth.
- Funding patterns reveal sectors that investors find promising, which could guide future entrepreneurs and policymakers.
- The analysis of billion-dollar startups provides valuable insights into the factors that contribute to extraordinary success in the Indian market.

Future Directions

While this analysis provides a solid foundation for understanding India's startup ecosystem, there are several avenues for further research:

- 6. Deeper dive into sector-specific trends and challenges.
- 7. Analysis of startup survival rates and factors contributing to longevity.
- 8. Investigation of the impact of government policies on startup growth and success.
- 9. Comparative analysis with startup ecosystems in other emerging markets.

By continuing to analyze and understand these trends, we can better support the growth and success of India's vibrant startup ecosystem, fostering innovation and economic development.