



NAMITA
THAPAR



GHAZAL
ALAGH

SHARK TANK INDIA



PEYUSH
BANSAL



VINEETA
SINGH



AMAN
GUPTA



AMIT
JAIN



ASHNEER
GROVER



ANUPAM
MITTAL



Pitch
Analysis



Overall
Analysis



Risk
Analysis

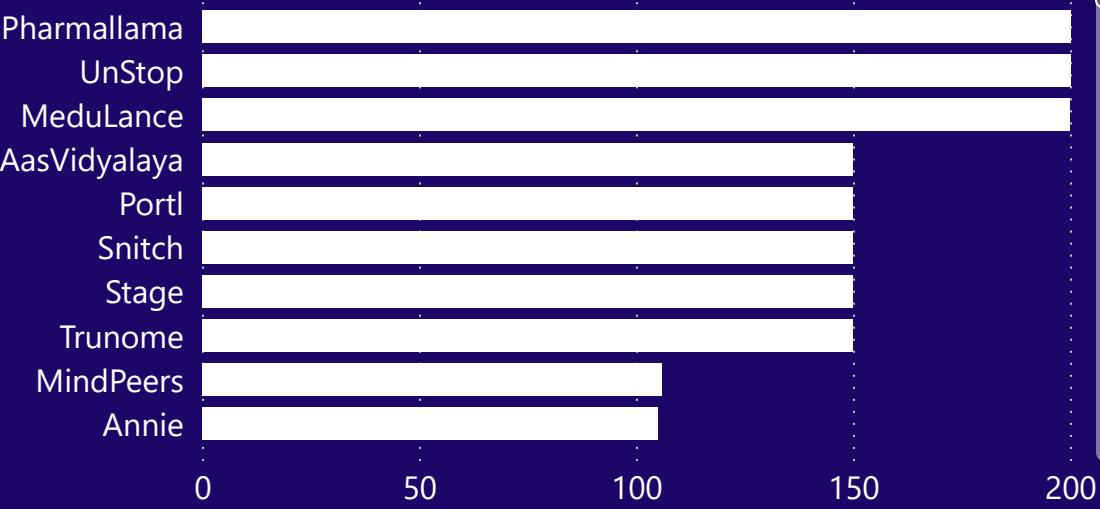


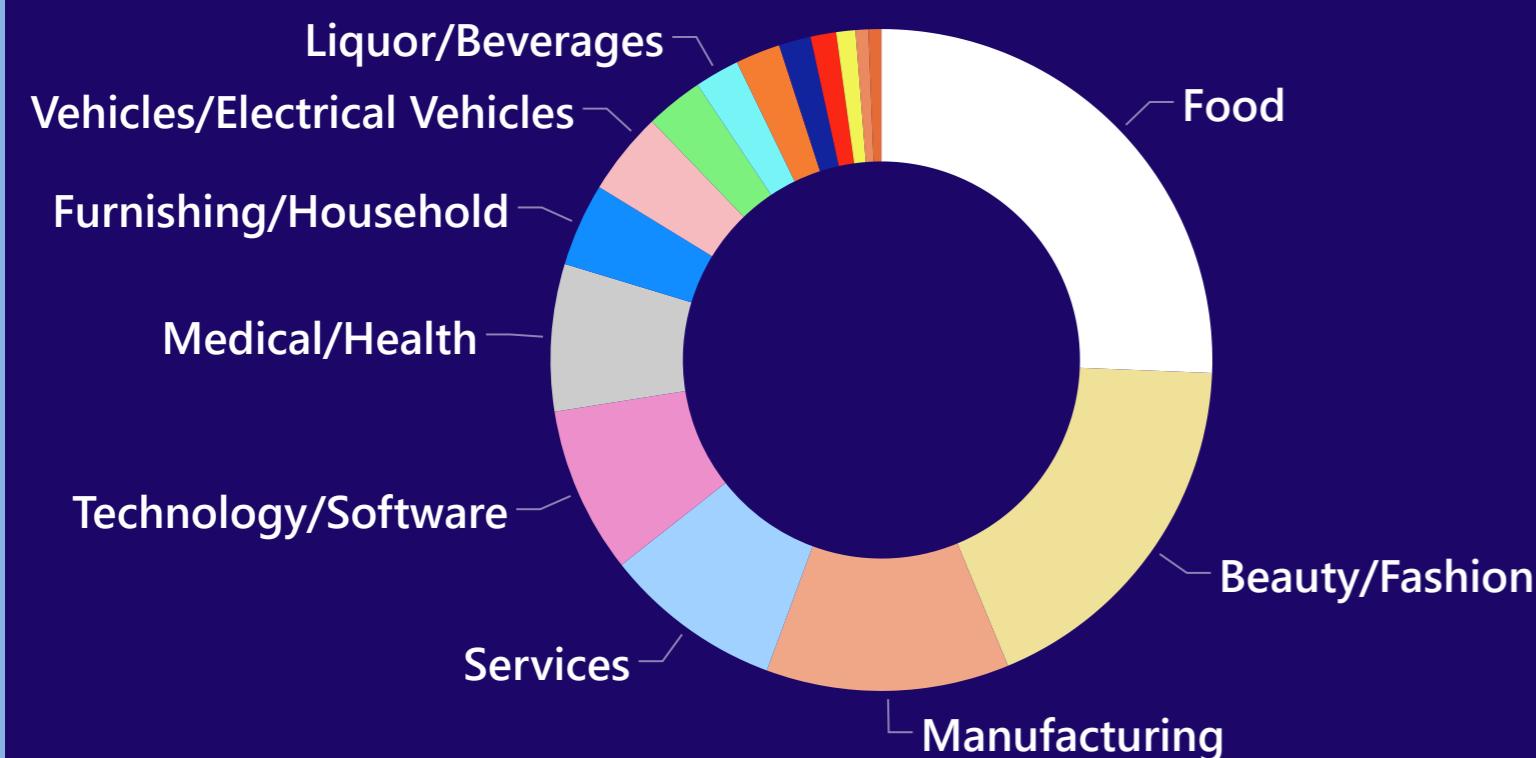
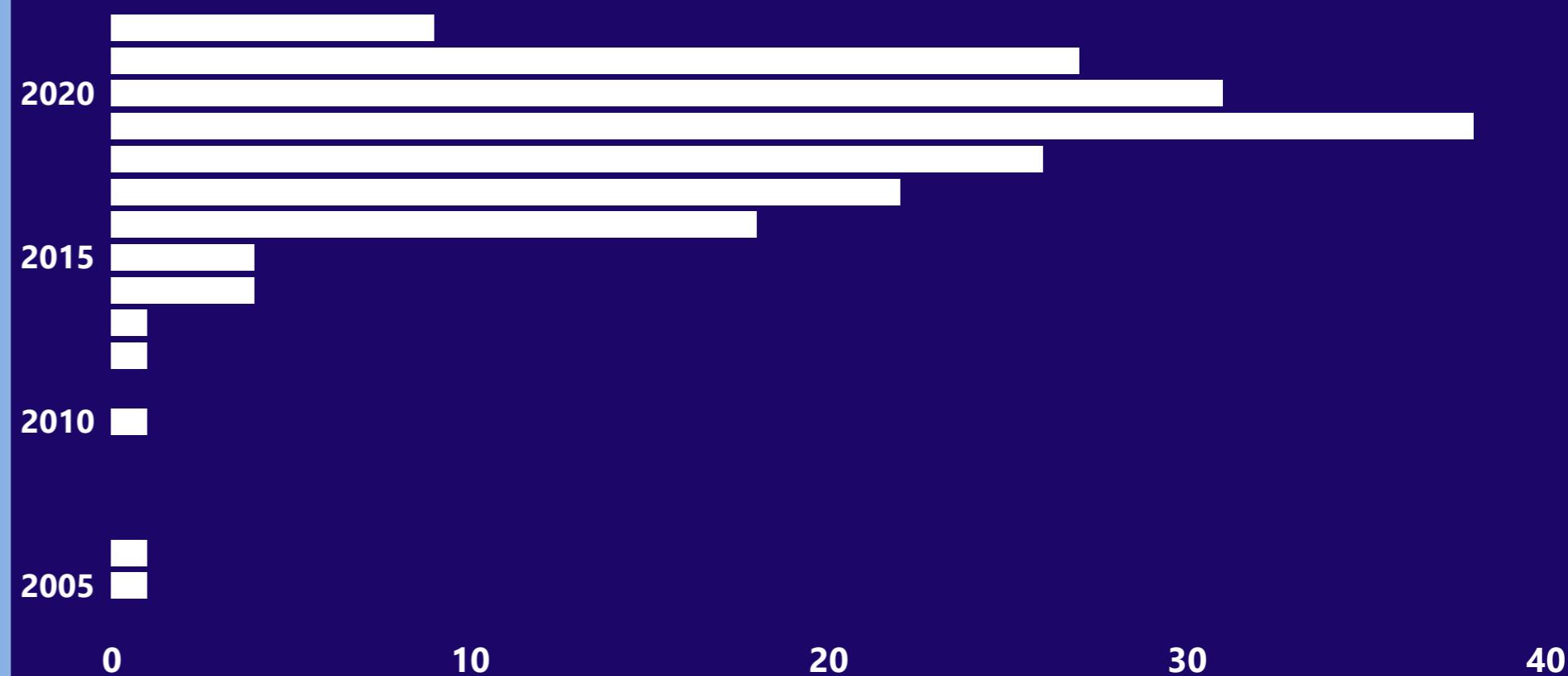
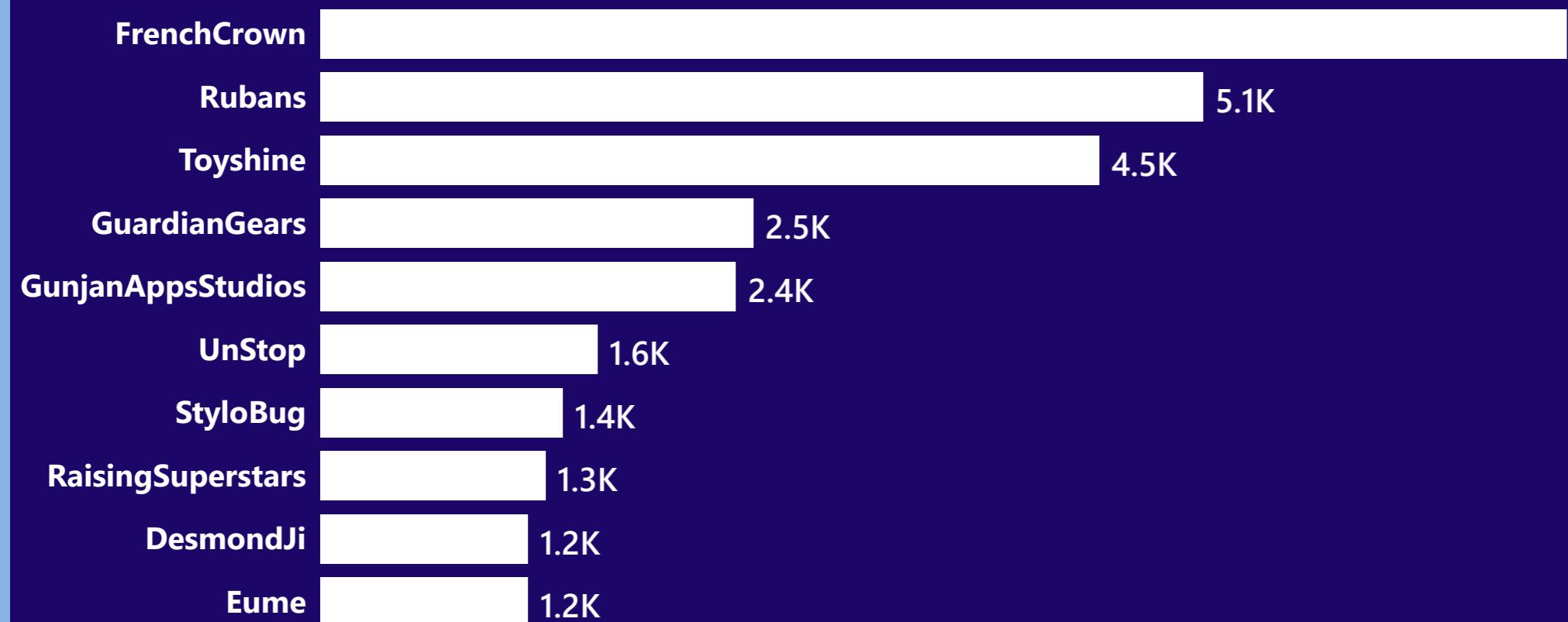
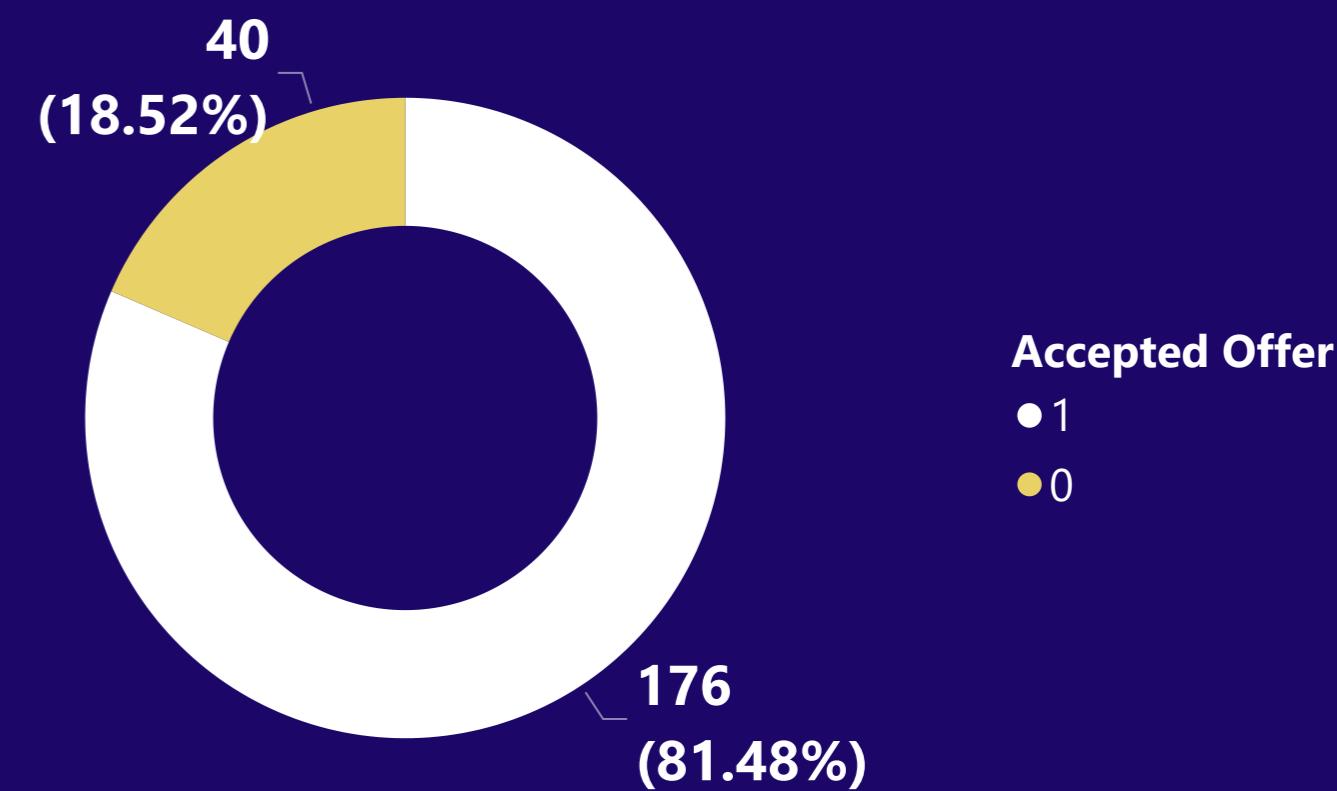
| Agriculture | Beauty/Fashion | Electronics | Food | Hardware | Manufacturing | Services |
|-------------|----------------|---------------|--------------------|------------------|----------------|----------|
| Animal/Pets | Education | Entertainment | Furnishing/Hous... | Liquor/Beverages | Medical/Health | Sports |

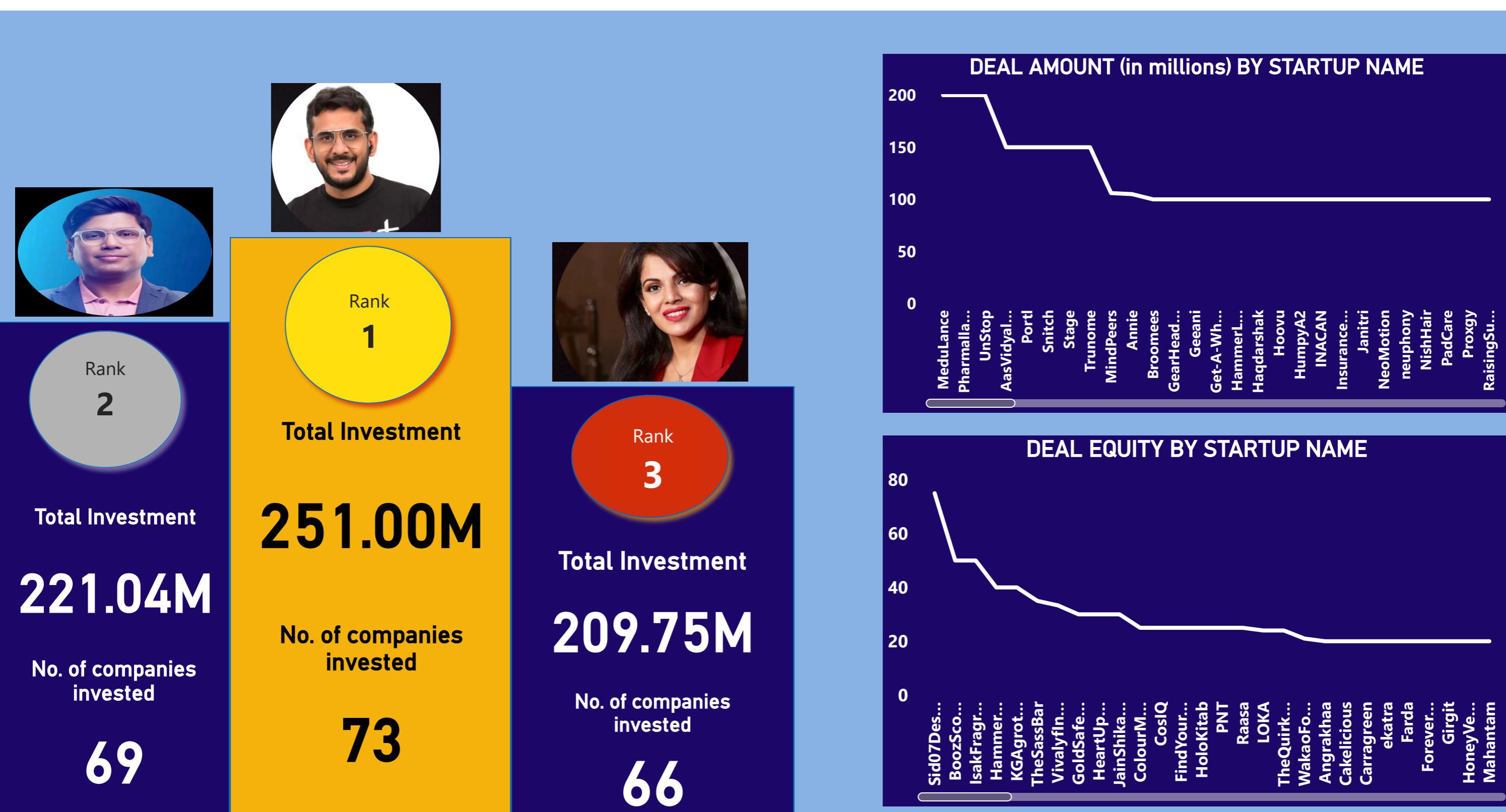
| Startup Name | Industry | Sum of Deal_Amount | Sum of Total Deal Equity |
|-------------------|------------------------------|--------------------|--------------------------|
| MeduLance | Medical/Health | 2,00,00,000.00 | 2.00 |
| Pharmallama | Medical/Health | 2,00,00,000.00 | 5.00 |
| UnStop | Technology/Software | 2,00,00,000.00 | 4.00 |
| AasVidyalaya | Education | 1,50,00,000.00 | 15.00 |
| Portl | Services | 1,50,00,000.00 | 2.50 |
| Snitch | Beauty/Fashion | 1,50,00,000.00 | 1.50 |
| Stage | Entertainment | 1,50,00,000.00 | 0.60 |
| Trunome | Medical/Health | 1,50,00,000.00 | 2.00 |
| MindPeers | Medical/Health | 1,06,00,000.00 | 2.00 |
| Annie | Education | 1,05,00,000.00 | 3.00 |
| Broomees | Services | 1,00,00,000.00 | 3.00 |
| GearHeadMotors | Vehicles/Electrical Vehicles | 1,00,00,000.00 | 6.67 |
| Geeani | Vehicles/Electrical Vehicles | 1,00,00,000.00 | 10.00 |
| Get-A-Whey | Food | 1,00,00,000.00 | 15.00 |
| HammerLifestyle | Electronics | 1,00,00,000.00 | 40.00 |
| Haqdarshak | Services | 1,00,00,000.00 | 2.00 |
| Hoovu | Services | 1,00,00,000.00 | 2.00 |
| HumpyA2 | Food | 1,00,00,000.00 | 15.00 |
| INACAN | Food | 1,00,00,000.00 | 10.00 |
| InsuranceSamadhan | Services | 1,00,00,000.00 | 4.00 |
| Janitri | Medical/Health | 1,00,00,000.00 | 2.50 |
| NeoMotion | Manufacturing | 1,00,00,000.00 | 1.00 |
| neuphony | Medical/Health | 1,00,00,000.00 | 5.40 |
| NishHair | Beauty/Fashion | 1,00,00,000.00 | 2.00 |
| PadCare | Manufacturing | 1,00,00,000.00 | 4.00 |
| Proxy | Technology/Software | 1,00,00,000.00 | 10.00 |
| RaisingSuperstars | Education | 1,00,00,000.00 | 4.00 |
| RevampMoto | Vehicles/Electrical Vehicles | 1,00,00,000.00 | 1.50 |
| Rubans | Beauty/Fashion | 1,00,00,000.00 | 1.00 |

| Industry | Count of Number of Presenters | Total_inv |
|------------------------------|-------------------------------|-----------------|
| Food | 82 | 24,57,56,004.80 |
| Beauty/Fashion | 58 | 19,31,48,000.00 |
| Manufacturing | 38 | 11,40,98,000.00 |
| Services | 28 | 10,31,98,000.00 |
| Technology/Software | 26 | 8,99,99,000.00 |
| Medical/Health | 23 | 15,16,96,101.00 |
| Furnishing/Household | 13 | 2,24,98,000.00 |
| Vehicles/Electrical Vehicles | 13 | 4,20,99,000.00 |
| Education | 9 | 4,40,00,000.00 |
| Liquor/Beverages | 7 | 1,25,00,000.00 |

Total Investment By Startup (in millions)



TOTAL PRESENTERS**320****YEARLY REVENUE****48K****TOTAL EPISODES****52****TOTAL INVESTMENT****1.09bn****TOTAL INDUSTRIES****16****INDUSTRY COUNT****STARTUPS STARTED IN THE YEARS****YEARLY REVENUE BY STARTUP (in millions)****ACCEPTED OR NOT ACCEPTED****TOTAL INVESTMENT BY PITCHERS STATE**



PEYUSH BANSAL

Co Founder and CEO of **LENSKART**



He is an Indian entrepreneur, business executive and an angel investor. He is the co-founder and CEO of [Lenskart](#), an Indian multinational optical prescription eyewear retail chain, based in Gurugram. He was born into the Hindu Bansal family. He went to United States for a job in Microsoft but later quit to start his own business. Then he started a new venture, selling eyewear online in the USA. He studied at McGill University in Montreal, Canada.

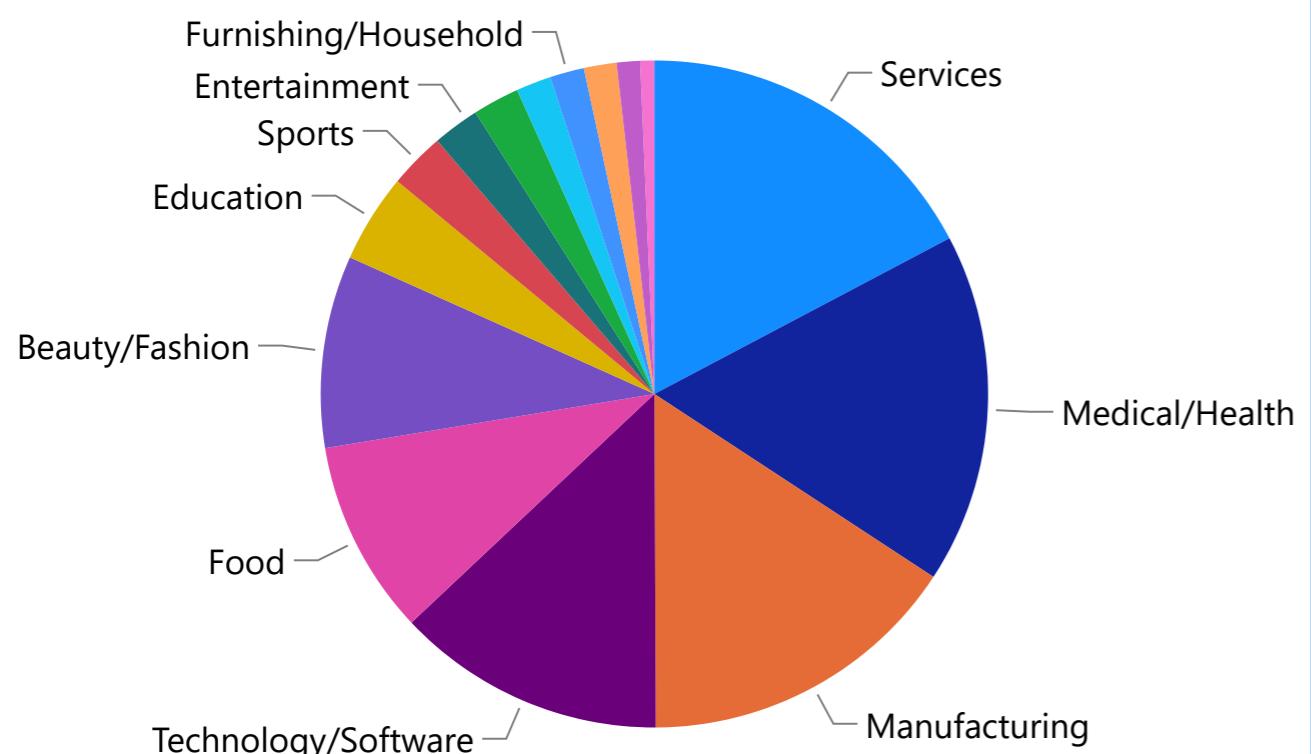
No. of companies invested

69

Total Investment

221.04M

Total Investment (in millions) By Industry



| Startup Name | Sum of Peyush total investment | Sum of Peyush_equity |
|--------------------|--------------------------------|----------------------|
| AasVidyalaya | 50,00,000.00 | 5.00 |
| ABCSports&Fitness | 40,00,000.00 | 10.00 |
| Annie | 35,00,000.00 | 1.00 |
| Ariro | 25,00,000.00 | 5.00 |
| Broomees | 33,33,000.00 | 1.00 |
| Bullspree | 37,50,000.00 | 1.43 |
| Carragreen | 25,00,000.00 | 10.00 |
| CureSee | 50,00,000.00 | 10.00 |
| DhruvVidyut | 0.00 | 0.17 |
| Dorji | 10,00,000.00 | 5.00 |
| ekatra | 10,00,000.00 | 10.00 |
| EventBeep | 10,00,000.00 | 1.00 |
| FastBeetle | 45,00,000.00 | 3.75 |
| FindYourKicksIndia | 10,00,000.00 | 5.00 |
| GearHeadMotors | 50,00,000.00 | 3.34 |
| GoldSafeSolutions | 16,66,000.00 | 10.00 |
| GROWiT | 25,00,000.00 | 0.50 |
| HairOriginals | 20,00,000.00 | 1.33 |
| Haqdarshak | 33,33,000.00 | 0.67 |
| Hood | 30,00,000.00 | 0.27 |
| Lenskart | 50,00,000.00 | 1.00 |

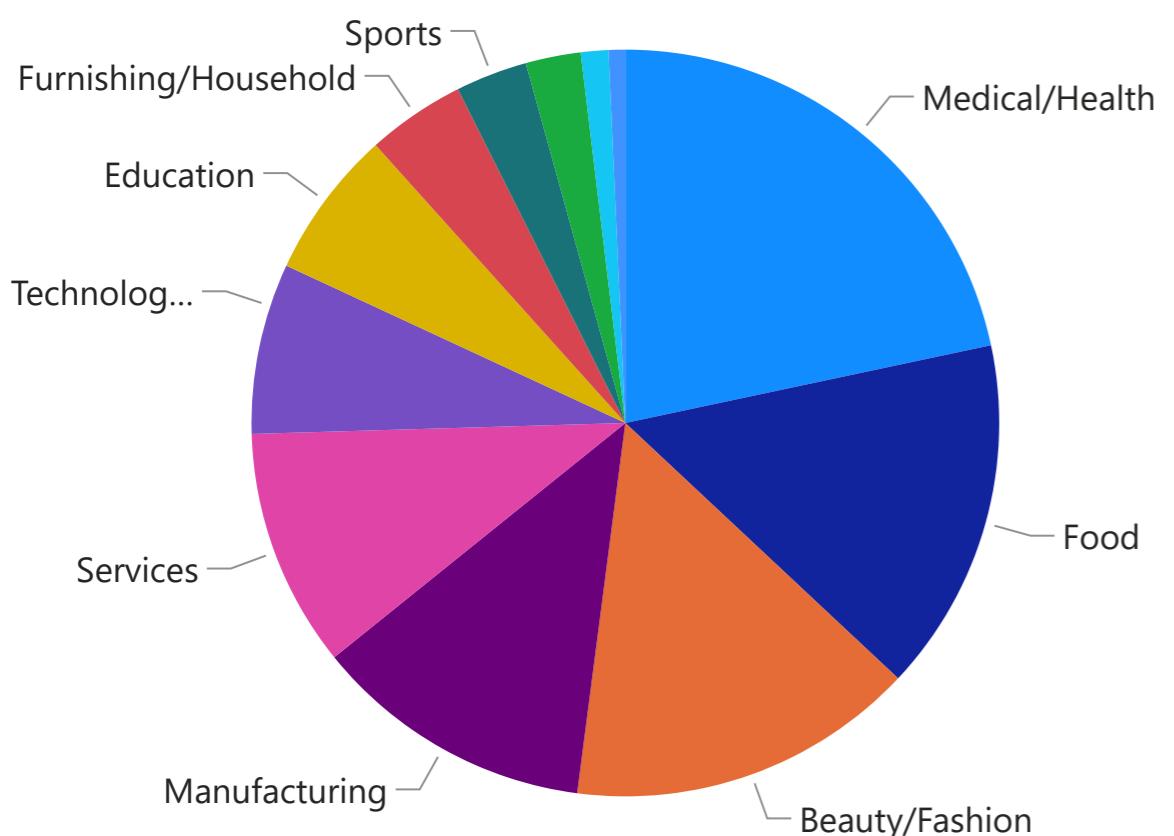


NAMITA THAPAR

CEO of EMCURE Pharmaceuticals

She is one of India's leading businesswomen, is the CEO of Emcure Pharmaceuticals, an Indian multinational pharmaceutical company based in Pune, Maharashtra. After completing her schooling, Namita enrolled herself at Savitribai Phule Pune University, Pune, to pursue B. Com. Meanwhile, she also pursued Chartered Accountancy from ICAI. Thereafter, she pursued an MBA from Fuqua School of Business at Duke University, Durham, North Carolina. After completing her MBA, Namita briefly worked at GlaxoSmithKline, a British multinational pharmaceutical and biotechnology company headquartered in London. Afterwards, she got placed at Guidant Corporation, a medical device company in the USA. She began working

Total Investment (in millions) By Industry



No. of companies invested

66

Total Investment

209.75M

| Startup Name | Sum of Namita total investment | Sum of Namita_equity |
|--------------------|--------------------------------|----------------------|
| AasVidyalaya | 50,00,000.00 | 5.00 |
| Altor | 25,00,000.00 | 3.50 |
| Annie | 35,00,000.00 | 1.00 |
| AtypicalAdvantage | 15,00,000.00 | 1.50 |
| Auli | 75,00,000.00 | 15.00 |
| AyuSynk | 50,00,000.00 | 3.50 |
| BeyondWater | 37,50,000.00 | 7.50 |
| Brandsdaddy | 35,00,000.00 | 5.00 |
| Broomees | 33,33,000.00 | 1.00 |
| Bummer | 37,50,000.00 | 3.75 |
| CloudWorx | 20,00,000.00 | 1.60 |
| Cocofit | 1.60 | 1.67 |
| ColourMeMad-CMM | 40,00,000.00 | 25.00 |
| DailyDump | 30,00,000.00 | 4.00 |
| DigiQure | 40,00,000.00 | 10.00 |
| Farda | 15,00,000.00 | 10.00 |
| FindYourKicksIndia | 10,00,000.00 | 5.00 |
| ForeverModest | 5,00,000.00 | 5.00 |
| Freebowler | 25,00,000.00 | 7.50 |
| funngro | 25,00,000.00 | 2.08 |
| Girgit | 20,00,000.00 | 20.00 |



VINEETA SINGH CEO And Co Founder of SUGAR Cosmetics

She is an Indian entrepreneur and CEO and Co-founder of Sugar Cosmetics, was born in Delhi, India. She has completed her schooling with Delhi Public School and Rama Krishna Puran, Delhi. Singh completed her electrical engineering studies at IIT-M and earned the bachelor's degree in 2005. Afterward, she obtained an MBA from IIM Ahmedabad in 2007. During her MBA studies, in 2006, she worked as a summer intern at Deutsche Bank and rejected a job from that company despite an annual Rs 1crore salary. in 2012, she founded a startup, Fab-Bag, a subscription platform that provided monthly deliveries of beauty products. Her third start-up, Sugar Cosmetics, Singh founded together with her husband in 2015. The company sells cosmetics and personal care products geared towards the Indian market. After closing a \$50 million deal with private equity firm L Catterton, Singh characterized the company's products as catering to the preferences of women with diverse skin tones. Singh appeared on the hard copy cover pages of business magazines,

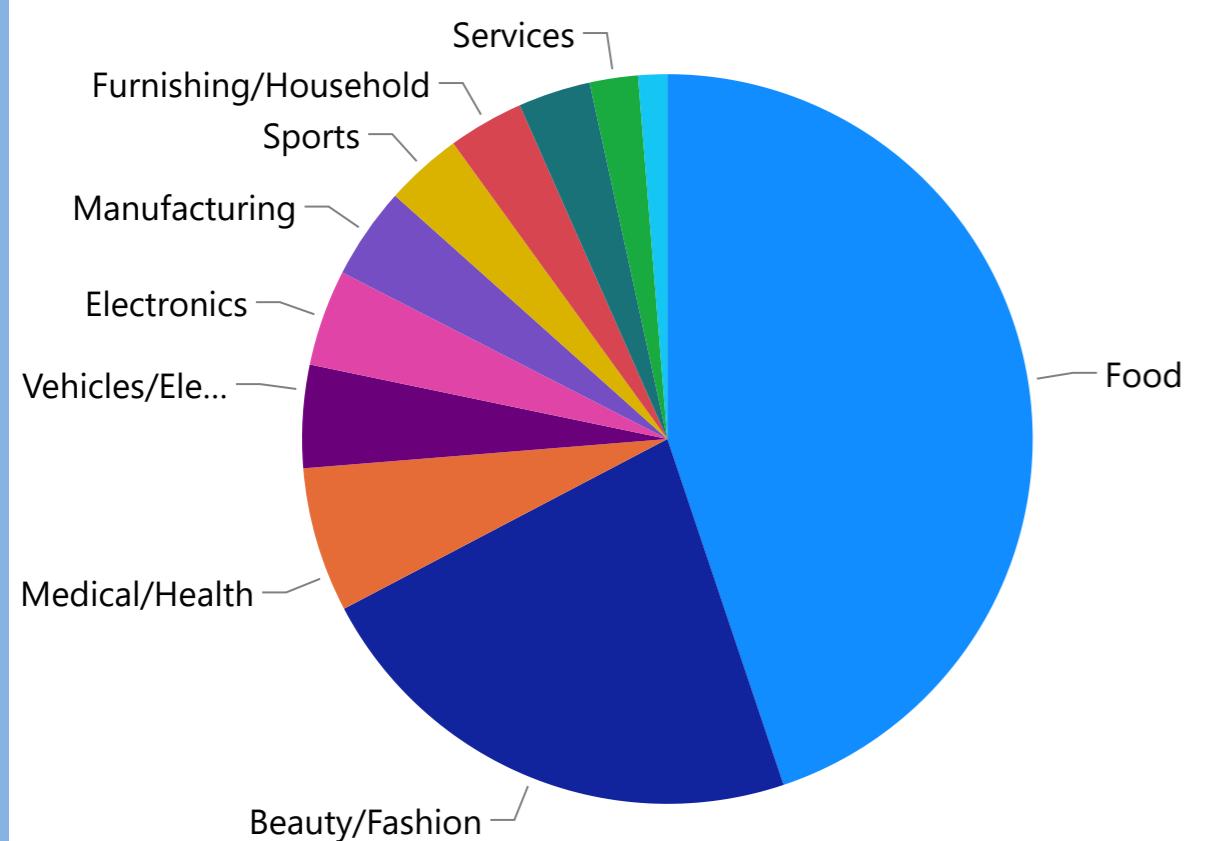
No. of companies invested

43

Total Investment

117.06M

Total Investment (in millions) By Industry



| Startup Name | Sum of Vineeta total inv | Sum of Vineeta_equity |
|-------------------|--------------------------|-----------------------|
| BluePineFoods | 25,00,000.00 | 5.33 |
| BoozScooters | 20,00,000.00 | 25.00 |
| CosIQ | 25,00,000.00 | 12.50 |
| Dorji | 10,00,000.00 | 5.00 |
| ForeverModest | 5,00,000.00 | 5.00 |
| Freakins | 50,00,000.00 | 2.50 |
| Geeani | 33,33,000.00 | 3.33 |
| Get-A-Whey | 33,33,000.00 | 5.00 |
| GoldSafeSolutions | 16,66,000.00 | 10.00 |
| HealthyMaster | 50,00,000.00 | 6.50 |
| HeartUpMySleeves | 12,50,000.00 | 15.00 |
| HoneyVeda | 25,00,000.00 | 10.00 |
| HumpyA2 | 33,33,000.00 | 5.00 |
| JainShikanji | 10,00,000.00 | 7.50 |
| JhaJiAchaar | 28,30,000.00 | 2.81 |
| KabaddiAdda | 40,00,000.00 | 3.00 |
| Mahantam | 6,00,000.00 | 4.00 |
| MindPeers | 17,66,000.00 | 0.33 |
| Naara-Aaba | 25,00,000.00 | 2.50 |

GHAZAL ALAGH

Co Founder and Chief Mama of MAMAEARTH



A Corporate trainer turned artist cum entrepreneur she co-founded [Mamaearth](#), driven by the passion for making early parenting, stress-free. As the Co-Founder and Chief Mama at [Mamaearth](#), India's first toxin-free baby care brand, Ghazal is responsible for product development and community management. She was born in Gurgaon, Haryana. In 2010, Ghazal completed her degree in Bachelor's in Computer Applications from Panjab University. She has been previously a trainer in NIIT for SQL J2ME and Oracle. She also has expertise in health and nutrition and can provide nutrition and diet plans according to various needs and targets of the human body.

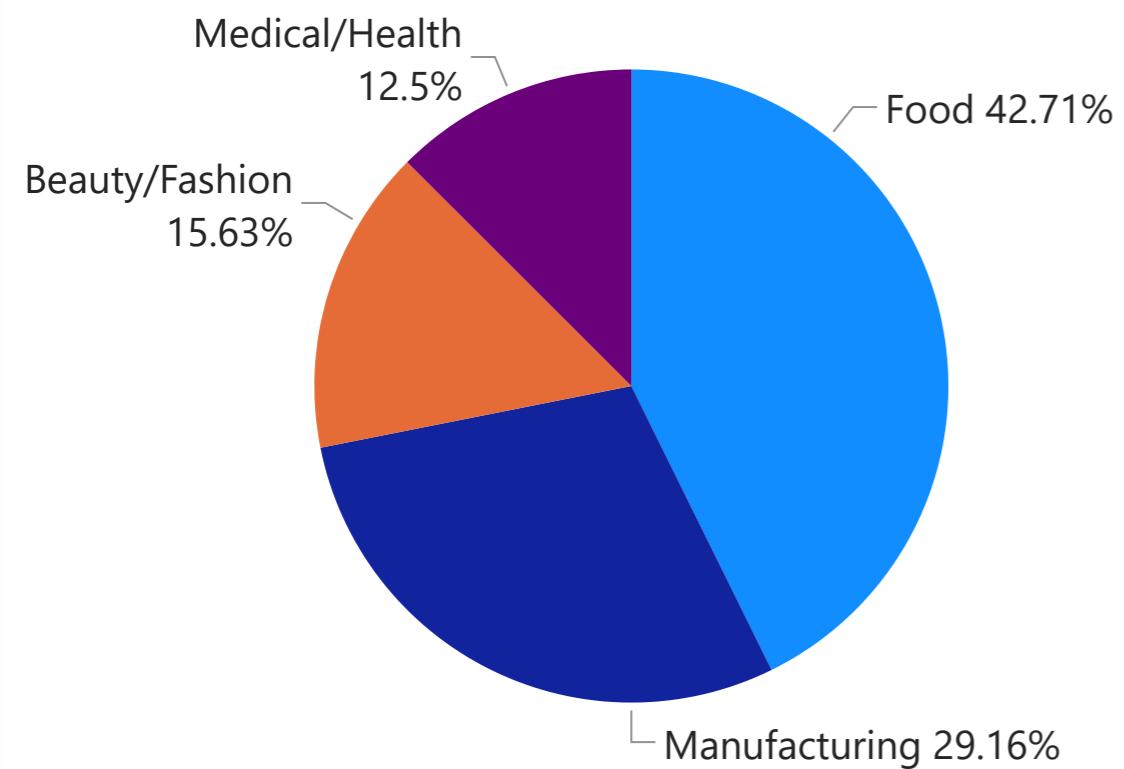
No. of companies invested

8

Total Investment

16.00M

Total Investment (in millions) By Industry



| Startup Name | Sum of Ghazal total investment | Sum of Ghazal_equity |
|--------------------|--------------------------------|----------------------|
| GoldSafeSolutions | 16,66,000.00 | 10.00 |
| HumpyA2 | 33,33,000.00 | 5.00 |
| NomadFoodProject | 10,00,000.00 | 5.00 |
| SunfoxTechnologies | 20,00,000.00 | 1.20 |
| TheSassBar | 25,00,000.00 | 17.50 |
| WakaoFoods | 25,00,000.00 | 7.00 |
| WattTechnovations | 25.25 | 1.00 |
| WitBlox | 30,00,000.00 | 5.00 |

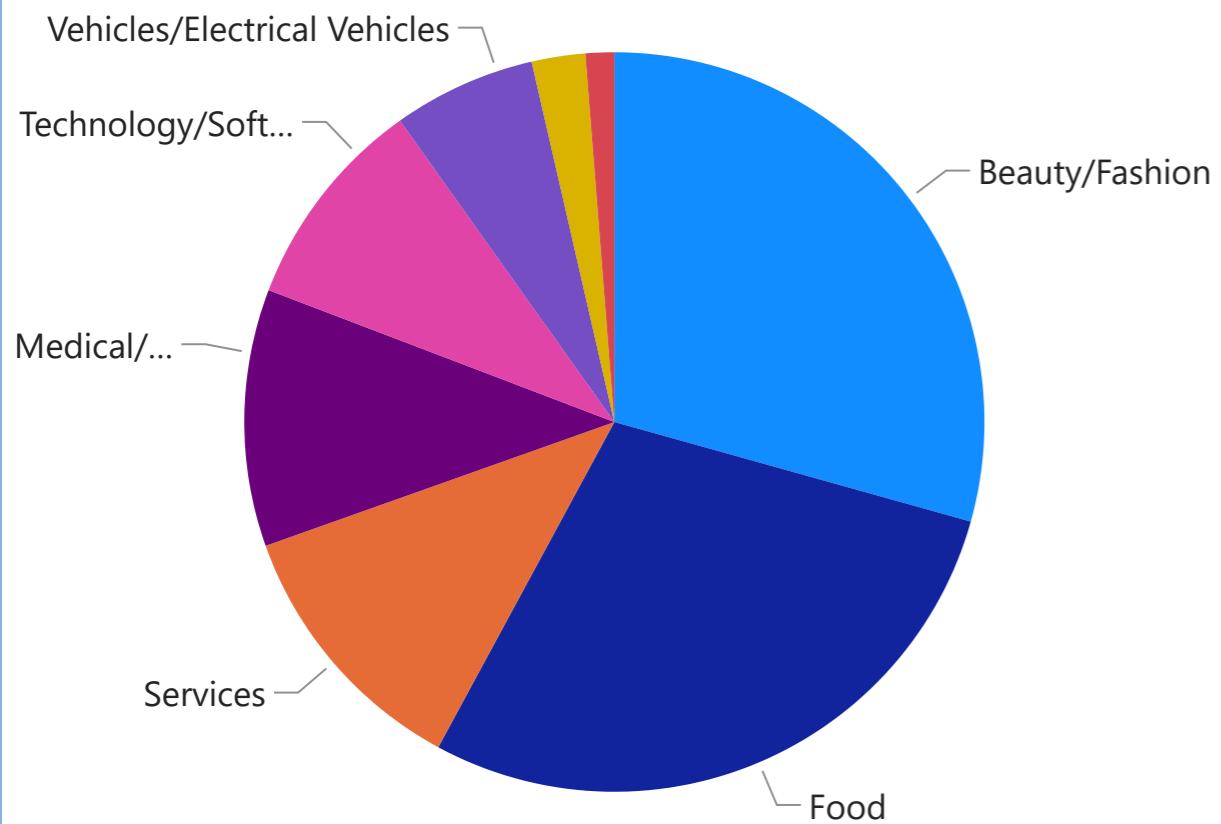
AMIT JAIN

CEO and Co-Founder of CarDekho



Amit Jain was born in Jaipur, Rajasthan. In 1998, after completing his engineering, he started working as a software engineer at Tata Consultancy Services. In 2000, he started working in the software development company Trilogy, where he worked on the website www.YourBillBuddy.com. In 2008, after attending the Auto Expo in New Delhi, they decided to start the CarDekho portal, on which they provided users with reliable information and reviews on used and new cars. After their portal **CarDekho** flourished, they launched various other ventures like InsuranceDekho, BikeDekho, and CollegeDekho. Under his leadership, CarDekho underwent many key acquisitions.

Total Investment (in millions) By Industry



| No. of companies invested | Total Investment |
|---------------------------|------------------|
| 21 | 80.09M |

Startup Name Sum of Amit total investment Sum of Amit_equity

| Startup Name | Sum of Amit total investment | Sum of Amit_equity |
|---------------|------------------------------|--------------------|
| Aadvik | 15,00,000.00 | 1.50 |
| Angrakhaa | 40,00,000.00 | 20.00 |
| Cakelicious | 25,00,000.00 | 20.00 |
| Dobiee | 72,00,000.00 | 6.50 |
| ekatra | 10,00,000.00 | 10.00 |
| ForeverModest | 5,00,000.00 | 5.00 |
| funngro | 25,00,000.00 | 2.08 |
| GladFul | 16,66,000.00 | 1.17 |
| Hornback | 50,00,000.00 | 2.50 |
| InsideFPV | 18,75,000.00 | 3.75 |
| licksters | 25,00,000.00 | 5.00 |
| maisha | 10,00,000.00 | 1.00 |
| MoppFoods | 75,00,000.00 | 5.00 |
| nawgati | 33,50,000.00 | 1.50 |
| NishHair | 1,00,00,000.00 | 2.00 |
| Pflow | 30,00,000.00 | 3.00 |
| Pharmallama | 40,00,000.00 | 1.00 |
| Sahayatha | 20,00,000.00 | 2.00 |
| ScrapUncle | 60,00,000.00 | 5.00 |



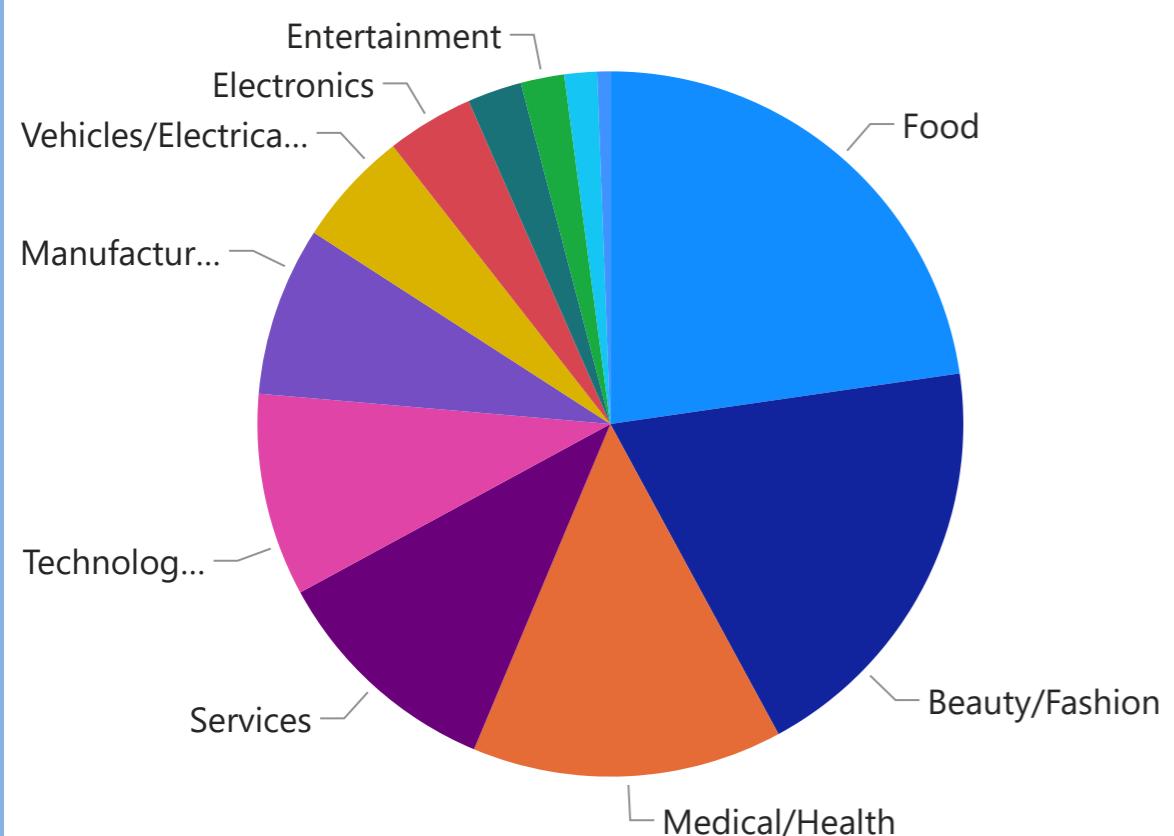
AMAN GUPTA

Co Founder and Chief Marketing Officer at [bOAt](#)

Aman Gupta is an Indian businessman who is the Co Founder & CMO at [boAt](#), an audio & wearables brand in India which has gained a whopping 27.3% market share. He pursued Chartered Accountant, Accounting and Finance at the Institute of Chartered Accountants of India from 1999 to 2002. He took admission to the Indian School of Business to study M.B.A. in Finance and Strategy from 2010 to 2011. Later, he studied M.B.A. in General Management and Marketing under the student exchange program at Northwestern University – Kellogg School of Management in 2011. Aman started his career in Citibank as an assistant manager in 2003. In 2005, he founded the company Advanced Telemedia Pvt Ltd. along with his father followed by

| No. of companies invested | Total Investment |
|---------------------------|------------------|
| 73 | 251.00M |

Total Investment (in millions) By Industry



| Startup Name | Sum of Aman total investment | Sum of Aman_equity |
|-------------------|------------------------------|--------------------|
| Altor | 25,00,000.00 | 3.50 |
| Ariro | 25,00,000.00 | 5.00 |
| AtypicalAdvantage | 15,00,000.00 | 1.50 |
| AyuRhythm | 75,00,000.00 | 2.68 |
| BeyondSnack | 25,00,000.00 | 1.25 |
| BeyondWater | 37,50,000.00 | 7.50 |
| BluePineFoods | 25,00,000.00 | 5.33 |
| BlueTea | 50,00,000.00 | 3.00 |
| Broomees | 33,33,000.00 | 1.00 |
| Bullspree | 37,50,000.00 | 1.43 |
| Bummer | 37,50,000.00 | 3.75 |
| Cocofit | 1.60 | 1.67 |
| Dabble | 15,00,000.00 | 10.00 |
| Daryaganj | 90,00,000.00 | 1.00 |
| DhruvVid�ut | 0.00 | 0.17 |
| EventBeep | 10,00,000.00 | 1.00 |
| Farda | 15,00,000.00 | 10.00 |
| FastBeetle | 45,00,000.00 | 3.75 |

ASHNEER GROVER

Co Founder and Managing Director Of [BharatPe](#)



He is a popular Indian businessman who is the CEO and founder of India's one of the popular online money transaction platforms, [BharatPe](#). He grew up in Delhi and did B.Tech in civil engineering at IIT Delhi. In 2004, Ashneer got himself enrolled in an MBA in Finance program at the Indian Institute of Management, Ahmedabad. In 2006, campus placement by IIM Ahmedabad landed Ashneer to Kotak Investment Banking, Mumbai as vice president. After all this experience, he wanted to do something different, he met various investors and started making networks, and then he joined PC Jewelers as business head, and he helped them in their business development and payment options. When he was

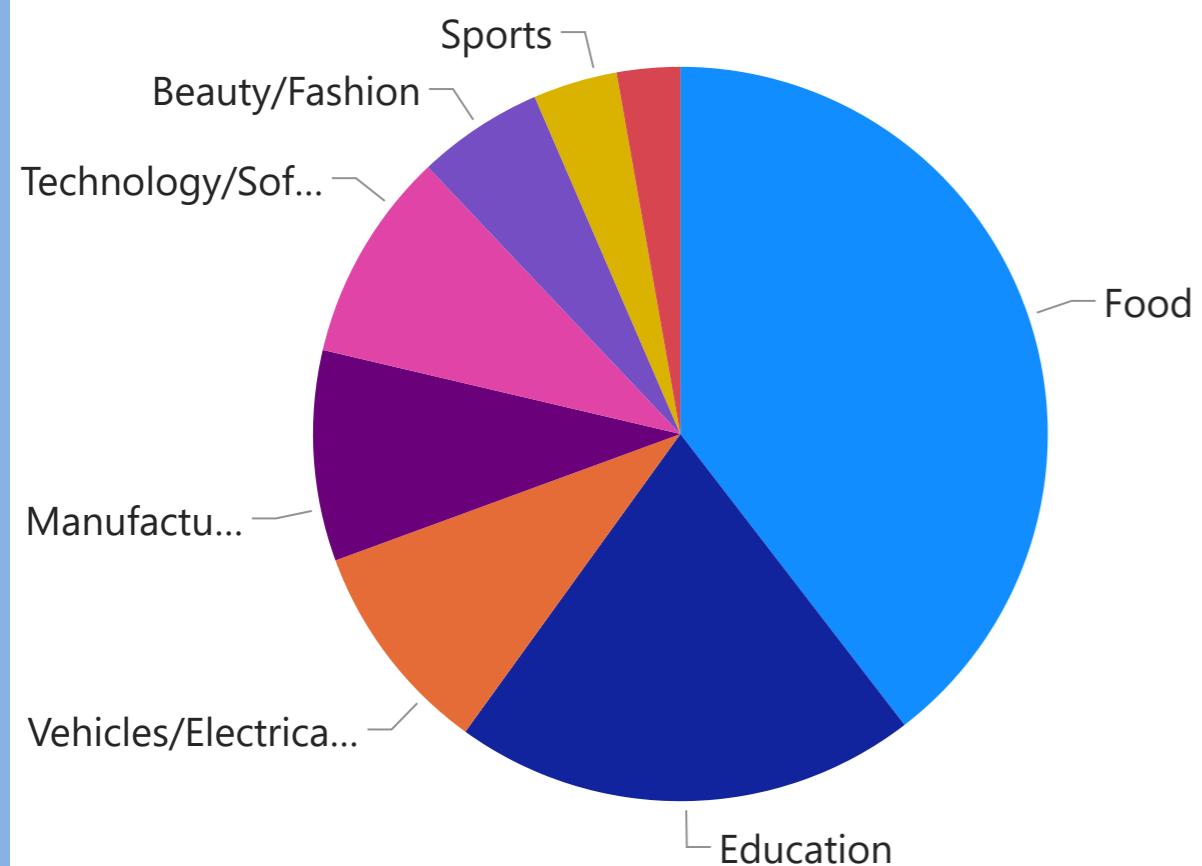
No. of companies invested

21

Total Investment

53.93M

Total Investment (in millions) By Industry



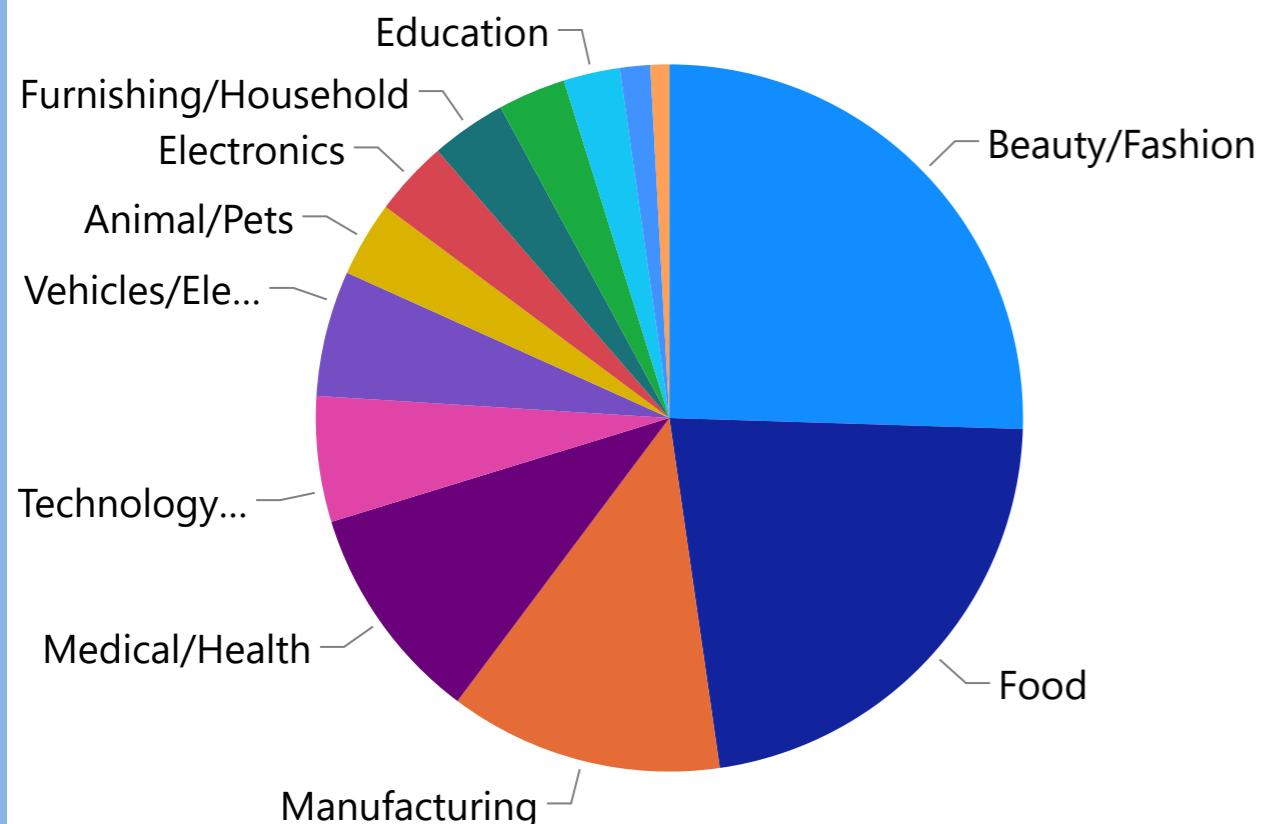
| Startup Name | Sum of Ashneer Total Investment | Sum of Ashneer_equity |
|--------------------|---------------------------------|-----------------------|
| AasVidyalaya | 50,00,000.00 | 5.00 |
| BambooIndia | 25,00,000.00 | 1.75 |
| BeyondSnack | 25,00,000.00 | 1.25 |
| BluePineFoods | 25,00,000.00 | 5.33 |
| BoozScooters | 20,00,000.00 | 25.00 |
| EventBeep | 10,00,000.00 | 1.00 |
| FindYourKicksIndia | 10,00,000.00 | 5.00 |
| Get-A-Whey | 33,33,000.00 | 5.00 |
| HairOriginals | 20,00,000.00 | 1.33 |
| INACAN | 20,00,000.00 | 2.00 |
| JainShikanji | 10,00,000.00 | 7.50 |
| MotionBreeze | 30,00,000.00 | 6.00 |
| NomadFoodProject | 10,00,000.00 | 5.00 |
| Otua | 1,00,000.00 | 1.00 |
| Proxgy | 50,00,000.00 | 5.00 |
| RaisingSuperstars | 50,00,000.00 | 2.00 |
| SkippilcePops | 20,00,000.00 | 3.00 |
| Total | 70,00,000.00 | 275 |



ANUPAM MITTAL Founder of [Shaadi.com](#)

He is an Indian entrepreneur, business executive and an angel investor. He is the founder and CEO of People Group. He is the founder of [Shaadi.com](#). He is a judge in Shark Tank India. He is the recipient of the Karmaveer Chakra Award. Mittal did his schooling in Delhi. He did his graduation from Boston College, Massachusetts. He did his MBA in Operations and Strategic Management. Mittal started his career by working as a product manager at MicroStrategy. In 1997, he founded Sagayi.com which is now known as [Shaadi.com](#) and one of the leading matrimonial websites in India. He has served as the Chairperson of Internet And Mobile Association Of India (IAMAI) from 2006-2007 & 2007-2008.

Total Investment (in millions) By Industry



| No. of companies invested | Total Investment |
|---------------------------|------------------|
| 320 | 145.12M |

| Startup Name | Sum of Anupam total inv | Sum of Anupam_equity |
|------------------------|-------------------------|----------------------|
| Amore | 75,00,000.00 | 7.5 |
| Annie | 35,00,000.00 | 1.0 |
| ARRCOATSurfaceTextures | 50,00,000.00 | 15.0 |
| BambooIndia | 25,00,000.00 | 1.7 |
| Carragreen | 25,00,000.00 | 10.0 |
| CloudWorx | 20,00,000.00 | 1.6 |
| Cocofit | 1.60 | 1.6 |
| CosIQ | 25,00,000.00 | 12.5 |
| DhruvVidhyut | 0.00 | 0.1 |
| Dorji | 10,00,000.00 | 5.0 |
| FindYourKicksIndia | 10,00,000.00 | 5.0 |
| ForeverModest | 5,00,000.00 | 5.0 |
| Geeani | 33,33,000.00 | 3.3 |
| HairOriginals | 20,00,000.00 | 1.3 |
| HeartUpMySleeves | 12,50,000.00 | 15.0 |
| Homestrap | 50,00,000.00 | 7.0 |
| HoneyVeda | 25,00,000.00 | 10.0 |
| INACAN | 20,00,000.00 | 2.0 |
| JainShikanji | 10,00,000.00 | 7.5 |
| Kavach | 2,50,000.00 | 5.0 |