



## Are there services at t-hub to estimate valuation for deep-tech startup companies that are in pre-revenue stage

Yes, T-Hub offers services and tailored programs that support deep-tech startup companies at various stages, including the pre-revenue stage. While T-Hub does not explicitly advertise a standardized valuation service for pre-revenue deep-tech startups, it provides access to mentorship, investment connections, pitch sessions, market access programs, and specialized initiatives like the DeepTech Arcade and Lab32, which involve working with experts, investors, and corporates who can help founders develop credible valuation frameworks suited for the unique nature of deep-tech ventures. <sup>[1]</sup> <sup>[2]</sup> <sup>[3]</sup> <sup>[4]</sup>

### Key Services Relevant to Pre-Revenue Deep-Tech Valuation

- T-Hub facilitates investor and corporate networking events, demo days, and pitch sessions where startups receive feedback, market exposure, and informal valuation benchmarking, especially during processes like fundraising, grant applications, or partnership development. <sup>[2]</sup> <sup>[3]</sup> <sup>[5]</sup>
- T-Hub's mentoring network includes industry veterans, technology experts, and venture capitalists who guide founders on building a strong valuation story, identifying key milestones, and understanding risk-based valuation frameworks suited for deep-tech's long R&D cycles and absence of revenue comparables. <sup>[4]</sup> <sup>[1]</sup> <sup>[2]</sup>
- Programs such as DeepTech Arcade and Lab32 help startups define and communicate their technical maturity, commercialization roadmap, and market potential, which are critical inputs for scenario-based and qualitative valuation models often used for pre-revenue deep-tech startups. <sup>[3]</sup> <sup>[2]</sup>

### Deep-Tech Startup Valuation Methods

While T-Hub itself may not act as a valuation agency, its services connect startups with mentors and investors who rely on structured qualitative frameworks rather than traditional financial metrics. These may include:

- Milestone-based scenario analysis
- Team and technology scoring
- Market potential benchmarking
- Risk-profile adjustment

Such models are systematically discussed with mentors and investors, providing startups

the references needed to establish a credible, defensible pre-revenue valuation.<sup>[6]</sup> <sup>[7]</sup>

## How to Access These Services

- Join T-Hub's programs like DeepTech Arcade, Lab32, or semiconductor-specific cohorts (e.g., ChipIn) for tailored guidance on preparing investor pitches and engaging with experts on valuation strategy.<sup>[2]</sup> <sup>[3]</sup> <sup>[4]</sup>
- Participate in T-Hub's demo days, pitch sessions, and investor networking events, where feedback and introductions often include discussions about realistic valuation expectations for deep-tech startups in very early stages.<sup>[5]</sup> <sup>[3]</sup>
- Use mentorship connections to develop customized valuation models and review examples of how similar companies in deep tech and industrial sectors mapped their valuation to milestones and potential scalability.<sup>[1]</sup> <sup>[4]</sup> <sup>[6]</sup>

T-Hub does not offer a direct "valuation service" with set price tags but is a leading facilitator and ecosystem connector for startup valuation discussions in India's deep-tech sector, especially for those in the pre-revenue stage.<sup>[3]</sup> <sup>[4]</sup> <sup>[1]</sup> <sup>[2]</sup>



1. <https://t-hub.co/startups/>
2. <https://t-hub.co/programs/deeptech-arcade/>
3. <https://invest.telangana.gov.in/t-hub/>
4. <https://in.linkedin.com/company/thubhyd>
5. <https://t-hub.co/investors/>
6. <https://www.thescenarionist.com/p/pre-revenue-valuation-in-deep-tech>
7. <https://www.3one4capital.com/blogs/indias-deep-tech-surge-5-trends-shaping-the-future>
8. <https://t-hub.co>
9. <https://seedfund.startupindia.gov.in/portfolio>
10. <https://www.mat-hub.ai/startups-marketplace/>
11. <https://startupgenome.com>
12. <https://www.ynos.in/startups-supported-by-t-hub-hyderabad>
13. <https://t-hub.co/indias-ambitious-plans-for-deep-tech-investment/>
14. <https://foundersshield.com/blog/guide-to-startup-valuation/>
15. <https://aict-hub.co>