

UNISYNOC  
ANGEL INVESTING SIMPLIFIED

# NEWSLETTER

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#DeepTechEdition



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## WE ARE UNISYNC ANGELS

- Unisync: Identifies and curates potential startups
- Provides fundraising support
- Equips startups with growth capital
- Offers quality mentoring
- Provides access to corporate network and members
- Guides startups in funding, resources, working capital
- Assists in company formation and navigating government schemes and policies
- Facilitates registration process and manpower management
- Offers guidance on venture capital and monetary taxation policies
- Assists with human resources and skilled labor regulations



## MESSAGE FROM THE FOUNDER'S DESK:



**CA Mayank Desai**

Co-Founder, Unisync Angels  
Partner, Y.B. Desai & Associates

## DEEPTech: BALANCING INNOVATION WITH RESPONSIBILITY

In the ever-evolving landscape of technology, deep tech startups stand as pioneers, charting new territories and redefining the boundaries of what's possible. These ventures aren't just creating products; they're forging the future, armed with cutting-edge advancements in science and engineering.

Deep tech startups delve into realms such as artificial intelligence, biotechnology, robotics, quantum computing, and nanotechnology. Rooted in rigorous research and development, they hold the promise of addressing some of humanity's most pressing challenges across diverse sectors, from healthcare to sustainability.

Consider the impact in healthcare, where AI-driven diagnostics and personalized medicine are revolutionizing patient care. In agriculture, robotics and precision farming techniques are increasing yields while minimizing environmental impact. And in transportation, innovations in autonomous vehicles and quantum computing are reshaping mobility as we know it.

One of our portfolio companies in deeptech, accio robotic is making waves in the automation and robotics industry with its cutting-edge solutions. Specializing in advanced robotic systems, including autonomous warehouse technology and collaborative robotics, Accio Robotics is revolutionizing various sectors with its commitment to innovation and excellence. Through their tailored solutions and relentless pursuit of technological advancement, they are shaping the future of automation and inspiring new standards of efficiency and productivity.

At **Unisync Angels** we're proud to support Accio Robotics on their journey to redefine the future of automation.

As we commence on this journey, let's embrace the opportunities that deep tech startups offer. Let's celebrate their ingenuity, learn from their experiences, and work together to build a future that is both visionary and inclusive.

Join us as we navigate the frontier of innovation, where every breakthrough brings us closer to a brighter tomorrow.

Warm regards,  
CA Mayank Desai



## DEEPTech INVESTING: WEIGHING THE RISKS AND REWARDS OF TOMORROW'S TECHNOLOGIES

**Mr. Kashyap Pandya**

Co-Founder, Unisync Angels  
Director, Syncoro Ventures

Imagine a spectrum of technological innovation. On one end, you have "shallow tech" startups that use existing technologies to create new business models, like ride-hailing apps. Deeptech startups, on the other hand, are on the opposite end, pushing the boundaries of scientific discovery and engineering to create entirely new solutions. These are the deeptech pioneers, companies leveraging cutting-edge fields like artificial intelligence, robotics, IoT, nanotechnology, quantum computing and biotechnology to tackle complex challenges and disrupt traditional industries.

### The Global Deeptech Startups Landscape

According to Fortune Business Insights, the global deeptech market revenue is expected to reach a staggering \$3.7 trillion by 2032, reflecting a significant rise in investment and innovation. Moreover, the deeptech revolution is not confined to any single region. Here's a glimpse at some of the countries leading the charge:

- **United States:** Silicon Valley remains a hub for deeptech innovation, with companies like Waymo (self-driving cars) and Impossible Foods (plant-based meat alternatives) leading the way.
- **China:** China is rapidly emerging as a deeptech powerhouse, with significant investments in areas like artificial intelligence and quantum computing. Companies like SenseTime (facial recognition) and Tencent (AI healthcare) are making their mark.
- **India:** India's deeptech ecosystem is experiencing explosive growth, with a focus on areas like agriculture, clean energy, and healthcare. Startups like Milagrow (robotics) and String Bio (biodegradable materials) are making significant strides.
- **Europe:** Europe boasts a strong deeptech presence, with a focus on sustainability and energy efficiency. Companies like Insilico Medicine (AI-powered drug discovery) and Solarwatt (solar energy solutions) are at the forefront of innovation.

## Success Stories: Inspiration for the Future

Deeptech ventures are not just theoretical concepts; they are translating into real-world solutions. India has already witnessed a couple of Deeptech Unicorns by now, namely 5ire and Uniphore. Here are a few success stories that showcase the transformative potential of deeptech:

- **Beyond Meat (US):** This leading plant-based meat company has revolutionized the food industry with its use of innovative technology to create meat alternatives that taste and cook just like real meat.
- **Moderna (US):** This pioneering biotechnology company played a pivotal role in the development of a COVID-19 vaccine using mRNA technology, demonstrating the power of deeptech in healthcare.
- **Graphcore (UK):** This AI hardware company has developed specialized processors designed to accelerate machine learning tasks, paving the way for faster and more powerful AI applications.
- **Harvested Robotics (India):** This startup uses AI and robotics to develop laser-weeding robots for tractors, offering a chemical-free solution for farmers and promoting sustainable agriculture.
- **Neer Shakti Systems (India):** This deeptech company leverages nanotechnology to develop water purification solutions for rural communities, addressing clean water scarcity in a cost-effective way.
- **Mobileye (Israel):** This company (acquired by Intel) pioneer in computer vision technology revolutionized driver-assistance systems and autonomous vehicle development.

- **UBQ Materials (Israel):** This company has developed a sustainable alternative to plastic made from household waste, reducing the environmental impact of various industries.

## Investing in Deeptech Startups

Deeptech startups hold immense potential to revolutionize industries and tackle global challenges. However, investing in them comes with a unique set of risks and rewards. Here's a breakdown of both sides of the coin to help you make informed decisions:

### Pros:

- **High Returns:** Deeptech breakthroughs can disrupt entire industries and create entirely new markets. Successful deeptech startups can achieve explosive growth, leading to significant returns on investment.
- **Impact Investing:** Many deeptech ventures are tackling critical global issues like climate change, healthcare access, and resource scarcity. By investing in these companies, you're not just chasing profits, you're also contributing to a positive social and environmental impact.
- **Early-Mover Advantage:** Investing in promising deeptech startups early allows you to get a stake in the ground floor of potentially revolutionary technologies. This can lead to substantial long-term gains as the market matures.
- **Portfolio Diversification:** Deeptech can offer diversification benefits. Unlike traditional tech startups, deeptech ventures are often based on groundbreaking science and engineering, potentially offering a hedge against market fluctuations in other sectors.

## Cons:

- **High Failure Rates:** Deeptech ventures are inherently risky. The long development cycles, high R&D costs, and the potential for technological roadblocks can lead to a high rate of failure compared to traditional startups.
- **Long Investment Horizon:** Turning scientific breakthroughs into commercially viable products can take years, sometimes even a decade or more. Investors need to be patient and have a long-term investment view.
- **Lack of Liquidity:** Deeptech startups are often in the early stages of development and may not be publicly traded. This can make it difficult to exit your investment if needed, leading to a lack of liquidity.
- **Technical Expertise Needed:** Understanding the underlying science and technology behind deeptech ventures is crucial for making informed investment decisions. Investors with a strong grasp of these fields will be better positioned to assess the potential of a startup.

## Additional Considerations:

- **Stage Investing:** Consider investing in deeptech startups at later stages, after they have proven their technology and achieved some traction in the market. This can reduce the risk of early-stage failures.
- **Team Expertise:** The success of a deeptech startup often hinges on the quality of its team. Look for companies with experienced and passionate founders with a strong track record in science, engineering, and business.
- **Diversification:** Don't put all your eggs in one basket. Spread your investments across multiple deeptech startups to mitigate the risk of any single venture failing.

## The Road Ahead

The global deeptech landscape is brimming with possibilities. As technological advancements continue and investor confidence grows, we can expect even more groundbreaking innovations that shape the future. But investing in deeptech startups is a high-risk, high-reward proposition. It requires careful due diligence, a long-term perspective, and a strong understanding of the underlying technologies. Remember, deeptech investing is like running a marathon, not a sprint. For those willing to take the calculated risk, the potential rewards can be significant, both financially and in terms of positive societal impact.

## Conclusion:

Investing in deeptech startups presents both opportunities and challenges. These ventures, leveraging cutting-edge technologies like AI and biotech, hold promise for high returns and positive societal impact. Success stories such as Beyond Meat and Moderna illustrate their transformative potential. However, risks such as high failure rates and long investment horizons exist. Pros include impact investing and portfolio diversification, while cons include lack of liquidity and the need for technical expertise. To navigate, consider stage investing and evaluate team expertise. Overall, while high-risk, deeptech investing can yield substantial rewards for those willing to take the calculated risk.



## FEATURED ARTICLE: “RISE OF DEEPTECH”

### Introduction:

DeepTech refers to advanced technologies like AI, blockchain, and biotech that push the boundaries of innovation and have profound societal impact through their complex capabilities. These technologies often require specialized expertise and substantial resources for development and deployment.

According to a report by NASSCOM, The Indian deep tech startup ecosystem has come of age with over 3,000+ companies that have grown at 53 per cent CAGR over the last 10 years.

The global deep tech market size is anticipated to be worth US\$ 3,857.1 million by 2034. According to the estimates, the market is projected to clock an 18.7% CAGR until 2034. In 2024, the deep tech market size is valued at US\$ 694.6 million.

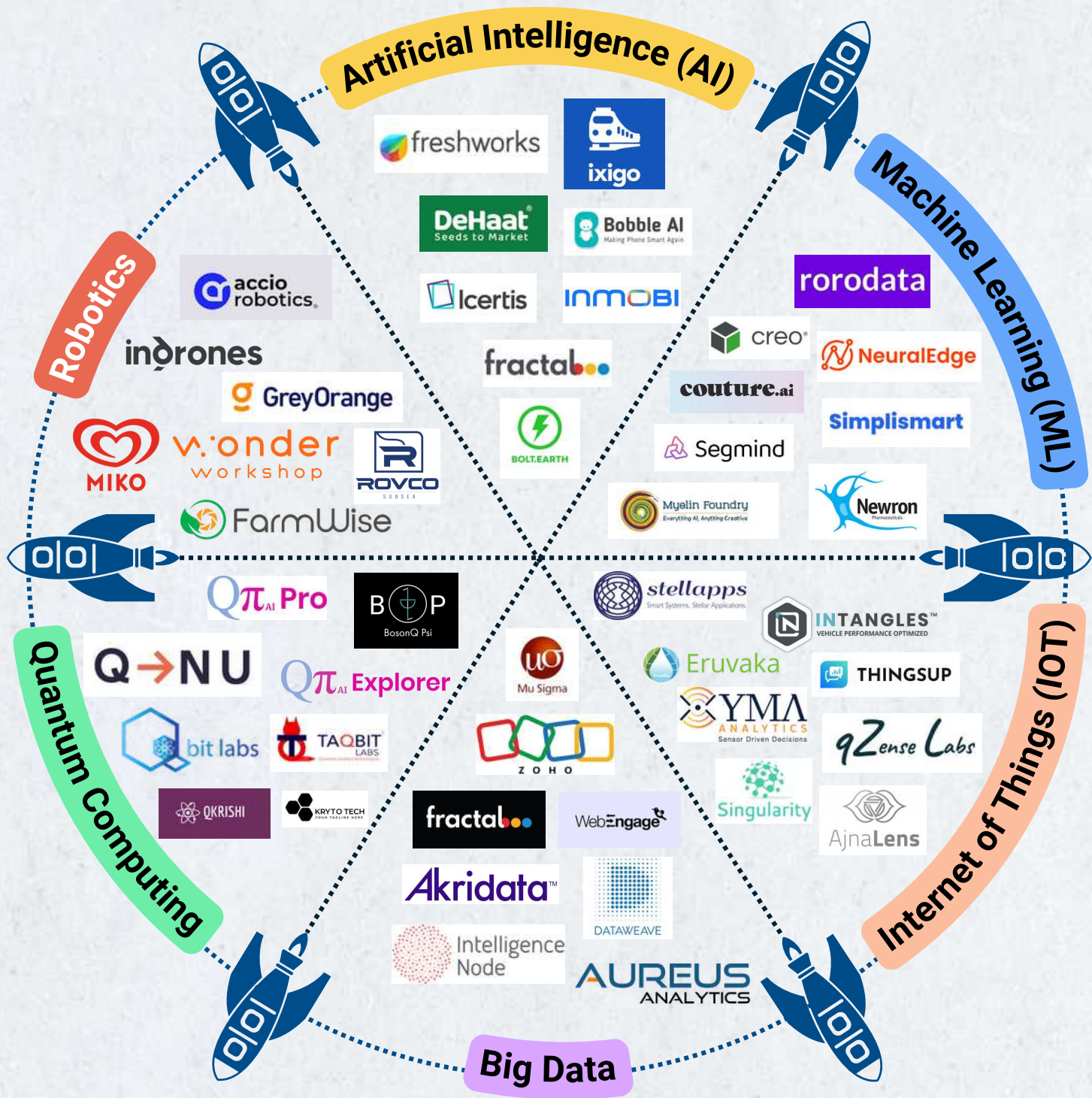
### The Rise of Deep Tech in India:

The Deep Tech Startup base in India has been growing at a rate of over 40% CAGR over the past 4 years. The Number of Startups leveraging deep tech has grown by 3.5X since 2017. This growth has been fuelled by advancement in areas such as:

Companies	4296
Funded Companies	1156
Total Funding	\$6.5 Bn
Aquisitions	67
IPOs	19

Source: Tracxn

# THE RISE OF DEEPTECH



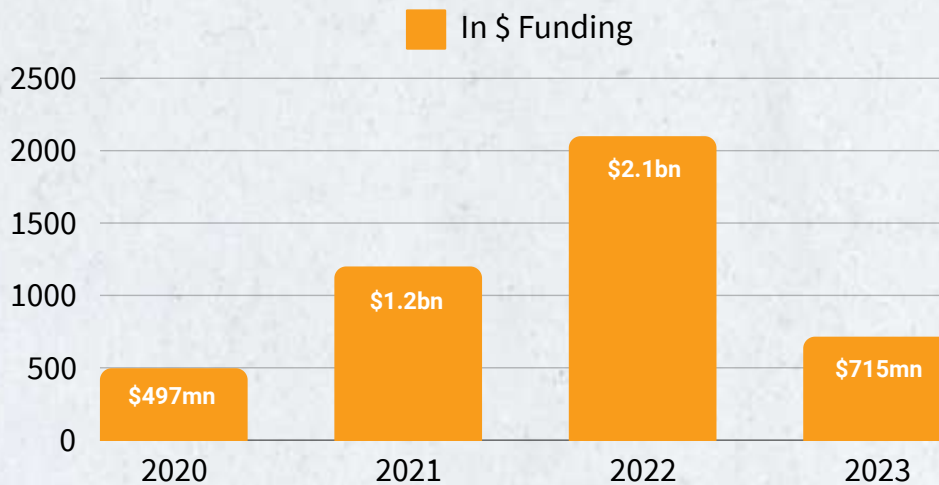
Source: Tracxn

Technology is the ocean; Deeptech is the undiscovered depths waiting to be explored.



## Key Data:

### INVESTMENT TRENDS IN DEEPTECH



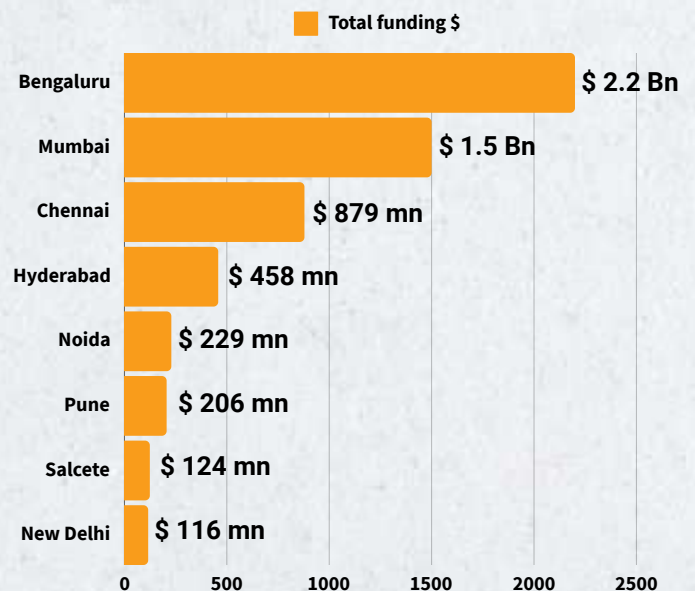
over four years, the funding of Deeptech experienced notable fluctuations. It began in 2020 with \$497 million, then soared to \$1.2 billion in 2021, reaching its peak at \$2.1 billion in 2022, before experiencing a significant drop to \$715 million in 2023.

### TOP FUNDING ROUNDS:

Company	About	Funding Round
Instoried (2017, Bengaluru, India)	Platform offering AI based content optimization tools	\$ 200M – Series B
Gupshup (2004, Mumbai, India)	AI conversational messaging platform for businesses	\$ 100M – Series F
Molbio Diagnostics (2000, Salcete, India)	Provider of molecular diagnostic tests for infectious diseases	\$ 85M – Series C

### FUNDING BY GEOGRAPHY:

Funding distribution across various cities showcased notable discrepancies. Bengaluru led with \$2.2 billion, trailed by Mumbai at \$1.5 billion. Chennai secured \$879 million, Hyderabad and Noida received \$458 million and \$229 million respectively. Pune and Salcete obtained \$206 million and \$124 million, with New Delhi trailing at \$116 million.

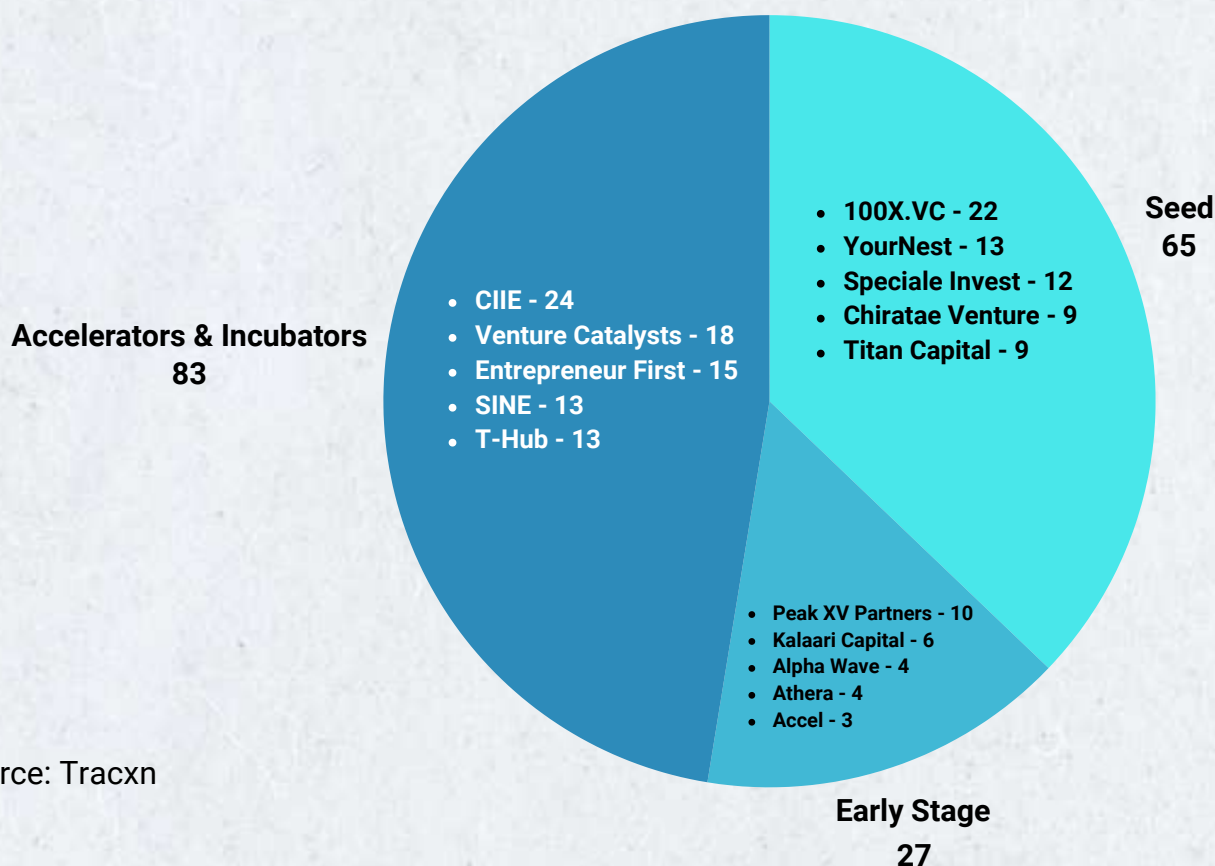


Source: Tracxn

## FUNDING & DISTRIBUTION BY TEAM BACKGROUND: (COMPANY WISE)

Background Company	Total Funding	Funding Round
Microsoft	\$ 135 Mn	Krutrim, SpotDraft, Foyr
Mckinsey	\$ 109 Mn	SUN Mobility, IBC, Igenetic
Intel	\$ 70 Mn	Mad Street Den, Bytebeam, Taqanal Energy
Bain	\$ 53 Mn	SUN Mobility, Electrifi mobility
Google	\$ 48 Mn	SpotDraft, Phyx44, Pipe Candy
Amazon	\$ 34 Mn	Contlo, Niki, Slang Labs
eBay	\$ 32 Mn	PlayShifu, Modfx Labs, Sicheirheit venture
Facebook	\$ 30 Mn	Rephrase.ai, QuestBoo, Gan

## INVESTORS IN DEEPTECH



Source: Tracxn

### (1) Seed:

Investments in deeptech startups showcase diverse contributions from various investors. Notably, 100X.VC leads with an investment of \$22 million, followed by YourNest with \$13 million, and Speciale Invest with \$12 million. Chiratae Venture and Titan Capital have each allocated \$9 million to support deeptech innovation.

## (2) Early:

The landscape of investments in deeptech startups reveals a range of commitments from different investors. Peak XV Partners leads with a \$10 million investment, followed by Kalaari Capital with \$6 million. Alpha Wave and Athera have both contributed \$4 million each, while Accel has invested \$3 million in deeptech ventures.

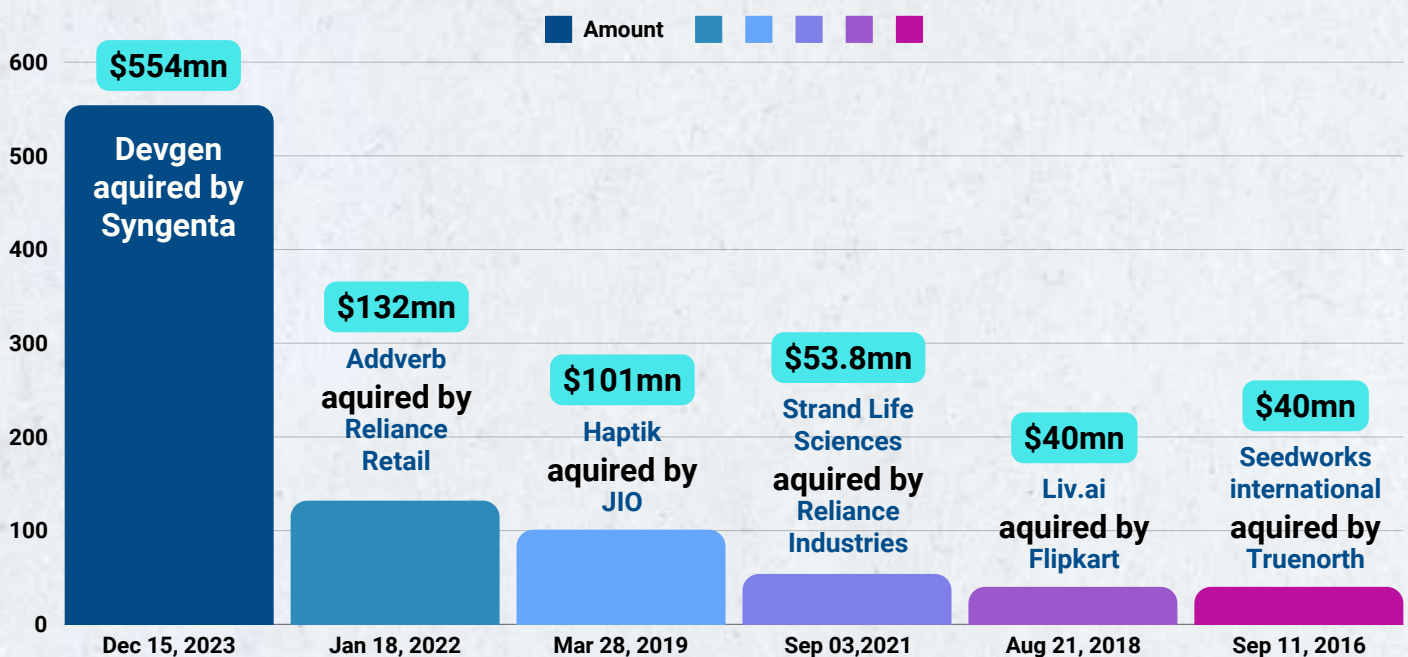
## (3) Accelerator:

In the domain of deep tech startups, CIIE takes the lead with a significant investment of 24, trailed by Venture Catalysts at 18. Entrepreneur First, SINE, and T-Hub follow suit, each contributing 15 and 13 respectively. Together, these investments propel innovation, underscoring a collective faith in technology's power to transform.

## AQUISITION

### • Key stats

Total Aquisitions	67
Average Years from the First Funding to Acquisition	5.3 Years
Avg. Acq. Price	\$ 63.6 Mn



Among the all-time top acquisitions are: Devgen, acquired by Syngenta for \$554 million on December 15, 2013; Addverb, purchased by Reliance Retail for \$132 million on January 18, 2022; Haptik, acquired by Jio for \$101 million on March 28, 2019; Strand Life Sciences, obtained by Reliance Industries for \$53.8 million on September 3, 2021; Liv.ai, bought by Flipkart for \$40.0 million on August 21, 2018; and Seedworks International, acquired by True North for \$40.0 million on September 11, 2016.

Source: Tracxn

In the depths of innovation lies the key to unlocking a better tomorrow.

## BRIDGING THE GAPS: THE ROLE OF GOVERNMENT IN SUPPORTING THE INDIAN TECH STARTUP ECOSYSTEM

Under the comprehensive framework of the Atal Innovation Mission, Niti Aayog, and Startup India, accelerators and incubators are diligently fostering innovation. Noteworthy is the proactive role of institutions like NASSCOM, which are championing deep tech-focused mentorship programs on a significant scale. These endeavours aim to equip industries and individuals with the requisite resources for navigating the rapidly evolving technological terrain with clarity and efficiency, facilitating a seamless transition into this era of ground-breaking innovation.

The Interim Budget 2024 has gained a lot of attention from the industry owing to its emphasis on DeepTech. This strategic budget allocation aligns closely with the government's overarching vision of attaining self-reliance, often termed as "Aatmanirbharta". In the defence sector, the Department of Defence Production, in 2021, had already approved funding of around INR 500 crore for the Innovations for Defence Excellence (iDEX) scheme spread across five years to.

The objective of the scheme is to offer financial support to startups, MSMEs, individual innovators focused on innovation in defence technology while connecting them to incubation facilities. This year the government announced schemes to push the deployment of DeepTech in the defence sector.

The focus of the government is not confined to DeepTech but extends to the broad tech startup ecosystem, which is huge and covers diverse industries. A mega corpus of INR 1 lakh crore was announced by the government in the Interim Budget 2024 to fuel R&D in the sunrise sectors both by startups and enterprises. The government plans on using this corpus to dole out long-term financing or refinancing at nearly nil interest rates. Furthermore, the deadline for Startup LLP/Company incorporation to qualify for Section 80IAC exemption under the Income Tax Act 1961 has been extended by an additional year until 31st March 2025. Now, DPIIT-recognized startups, either a private limited or an LLP, incorporated between 1st April 2016 and 31st March 2025, with a turnover less than INR 100 crores in any previous financial year, will be eligible for 100% tax exemption for three out of their initial ten financial years. This extension presents a unique opportunity for recently formed startups to leverage tax relief, by allowing them to reinvest savings into their business, and boost growth within a specified timeframe. Extension of tax benefits to startups on investments made by sovereign wealth or pension funds till March 2025 reflects the government's focus on providing a much-needed support to the ecosystem.

Furthermore, the government's recent focus on deep tech startups can be seen through the India AI mission, which is a positive step towards creating a conducive investment environment. With an approved outlay of Rs 10,372 crore for five years, the mission aims to accelerate R&D in AI through public-private partnerships (PPPs). Notably, Rs 2,000 crore is earmarked for financing deep tech startups, addressing a significant roadblock for innovation in the sector.

## IIT MADRAS INCUBATION CELL NURTURING INNOVATION:

IIT Madras Incubation Cell, a leading deep-tech startup hub in India. These startups span various sectors like health tech, AI, ML, VR, data sciences, and robotics, with around 125 patents filed.

“Concluding 2023, IITM IC achieved a portfolio of 351 deeptech startups incubated across its network of deeptech incubators. The combined valuation reached INR 45,000 Cr (\$5.4 Bn) based on external investor funding. The survival rate of startups stands at 80%,”

Some startups incubated/mentored at IIT Madras that have created substantial social impact include:



Revolutionizing electric vehicle travel in India, making quality electric vehicles and scooters accessible to people.



Leading player in the Know Your Customer space, with AI models for real-time image and video analysis, and a commitment to plow back profits into philanthropy.



Revolutionizing indoor farming with a mixture of indoor farming and hydroponics, catering to the increasing demand for cold chain solutions in rural India.



Changing the way companies manage their assets in the oil and gas industry, with innovative solutions for pipeline monitoring and industrial inspection.



Translating text to text in any Indian language, used by the Supreme Court of India for translating judgments, with a vision for voice-to-voice translation in 22 Indian languages.



Building the world's first multi-sensor imaging satellite, enabling advanced geospatial analyses and unlocking opportunities for governments and industries.



Providing training and education in data science and AI skills, filling the gap to make engineers employer-ready.

A long bet startup with potential game-changing impact is Agnikul Cosmos, which is building launch vehicles capable of taking micro and nanosatellites to Low Earth Orbit, aiming to make

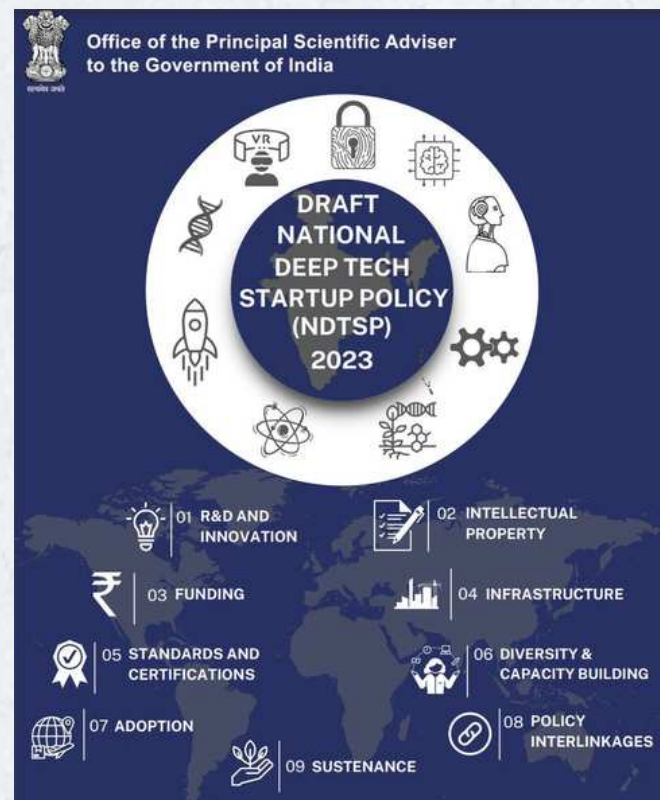
earth-to-space journeys simple, quick, and affordable.

While some startups in the EdgeAI space were ahead of their time and had to be dropped, most of IIT Madras' deep tech B2B startups find their way around and are successful. The ecosystem at IIT Madras, with initiatives like Nirmaan and the Gopalakrishnan-Deshpande Centre for Innovation and Entrepreneurship, has played a significant role in nurturing startups and shaping the innovation ecosystem in India.

## DECODING THE NATIONAL DEEPTECH STARTUP POLICY

The NDTSP draft policy outlines key initiatives to support India's deep tech startup ecosystem:

- **Funding and Innovation:** Proposes financial assistance like grants, loans, and venture capital. Also aims to simplify regulations and encourage academia-industry collaboration.
- **Talent Development:** Advocates for STEM education, training, and attracting international talent to bolster the workforce.
- **Access to Infrastructure and Technology:** Emphasizes providing advanced infrastructure through incubation centers, testing facilities, and partnerships with academic institutions.
- **Public Procurement and Market Opportunities:** Encourages government adoption of deep tech solutions and facilitates international market access for Indian startups.
- **Intellectual Property Protection:** Suggests a uniform IP framework and cybersecurity measures to protect deep tech innovations.



## STARTUP UPDATES



**WeRize's revenue zooms 22X in last two fiscal years:** British-backed fintech platform WeRize has seen significant growth in smaller cities, evident in its 22X increase in operating scale over the past two fiscal years. From Rs 3.2 crore in FY21, it surged to Rs 68.14 crore in FY23.



**Bounce's revenue surges 6X to Rs 91 Cr in FY23:** Electric scooter manufacturer Bounce grew six-fold in the fiscal year ending March 2023 while also reducing losses by 19% at the same time.



**Myntra claims positive EBITDA in the last two quarters:** Myntra, owned by Flipkart, achieved operational profitability in the last two quarters of 2023, with its GMV growing approximately 2X during the same period.



**Eupheus Learning reports Rs 99 Cr revenue in FY23:** Eupheus Learning, a B2B edtech firm, achieved 4X growth in the last two fiscal years, with revenue rising to Rs 99 crore in FY23 from Rs 23 crore in FY21.



**Table Space revenue spikes 2X to Rs 780 Cr in FY23; stays profitable:** Table Space, a co-working space solutions provider, demonstrated strong financial performance in the last fiscal year, with over 97% operating scale growth and close to Rs 680 crore in revenue. The Bengaluru-based firm also remained profitable during FY23.



**Meesho announces its largest ESOP buyback worth Rs 200 Cr:** Meesho has announced the initiation of an employee stock ownership plan (ESOP) buyback program of Rs 200 crore (approximately \$25 million), making it the company's largest ESOP buyback pool to date.

# STARTUP FUNDING



## HCL invests \$20 Mn in edtech firm Educational Initiatives via secondary:

Education software company Educational Initiatives (Ei) has raised approximately \$20 million (Rs 166 crore) in a secondary round from the HCL Group.



## Generative AI startup Ema raises \$25 Mn from Accel, Prosus, others:

Generative AI startup Ema has secured \$25 million in its initial funding round led by Accel, Section 32, and Prosus Ventures.



**Social media startup Hunch raises \$23 Mn in Series A round:** Social media startup Hunch has secured \$23 million in a Series A funding round led by Alpha Wave and South Korea-based Hashed Emergent.



**The Ayurveda Experience raises \$27 Mn in Series C led by Jungle Ventures:** The Ayurveda Experience (TAE) has secured \$27 million in a Series C round led by Jungle Ventures, a Singapore-based VC firm.

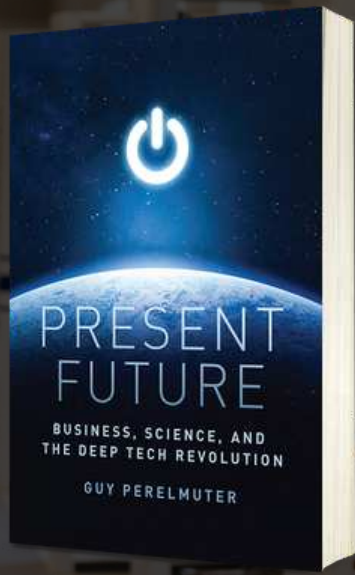


**BlackSoil NBFC raises \$12 Mn equity capital from existing backers:** Alternative credit platform BlackSoil NBFC, the flagship arm of BlackSoil Group, has raised equity of Rs 100 crore (\$12 million) from its existing Indian investors and family offices through a rights issue.



**SydeLabs raises \$2.5 Mn led by RTP Global:** AI security and risk management startup SydeLabs has raised \$2.5 million in its seed round led by RTP Global. The round also saw participation from Picus Capital and marquee angel investors such as Kunal Shah and Sai Srinivas Kiran.





## BOOK REVIEW

### Present Future: Business, Science, and The Deep Tech Revolution

BY GUY PERELMUTER

In today's rapidly evolving technological landscape, "Present Future" by Guy Perelmuter emerges as a guiding beacon, offering profound insights on how businesses can effectively navigate the intricate interplay of science, technology, and innovation to flourish in the 21st century.

#### Review:

"Present Future: Business, Science, and The Deep Tech Revolution" by Guy Perelmuter is a timely and enlightening exploration of the transformative potential of deep tech—a term encompassing cutting-edge technologies like AI, biotech, and quantum computing—and its implications for businesses across all sectors. Perelmuter's narrative unfolds with a blend of foresight and practicality, providing readers with a clear roadmap for understanding and harnessing the power of technological disruption.

Perelmuter's astute analysis sheds light on the profound impact of deep tech on traditional business paradigms, urging readers to embrace innovation as a cornerstone of future success. Through a rich tapestry of case studies and real-world examples, he illustrates how forward-thinking companies leverage technological advancements to drive growth, enhance efficiency, and unlock new opportunities across diverse industries.

From healthcare to finance, "Present Future" vividly portrays the myriad ways in which deep tech is reshaping the economic landscape, offering a tantalizing glimpse into the boundless potential of tomorrow's world.

What sets "Present Future" apart is its balanced approach, seamlessly blending visionary speculation with actionable insights. Perelmuter skilfully navigates the complexities of emerging technologies, distilling intricate concepts into easily digestible nuggets of wisdom accessible to both seasoned professionals and curious enthusiasts alike. Whether you're a seasoned CEO leading a multinational corporation or an aspiring entrepreneur embarking on a startup journey, this book serves as an indispensable guide for navigating the turbulent waters of technological change.

#### Conclusion:

"Present Future" stands as a compelling manifesto for embracing innovation as a catalyst for growth and adaptation in an increasingly dynamic world. With its engaging narrative, insightful analysis, and practical advice, Guy Perelmuter's book is essential reading for anyone seeking to future-proof their business and thrive amidst the deep tech revolution.

# UNISYNC INVESTMENT PROCESS



**Startup Idea Funnel** - to attract promising startups



**Unisync Startup Curation** - to identify investible opportunities



**Company Hygiene Check** - to select investment-ready startups



**Pitching to Investors** - to present curated startups for fundraising



**Investment Commitment from Angel Investors** and/or investment syndicate



**Due Diligence** - a detailed financial & legal due diligence of startups



**Legal Documentation** - to finalise terms & conditions of investment



**Post-investment Review** - to provide regular updates about startups



**Startup Investment Booster** - to prepare startups for next round of funding



**Global angel investment platform,  
empowering startups by providing growth capital and connect.**

## FOR STARTUPS

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