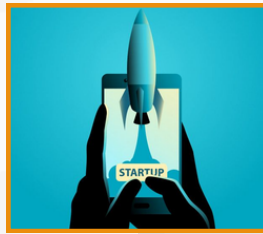


# NEWSLETTER

ISSUE  APRIL 2025



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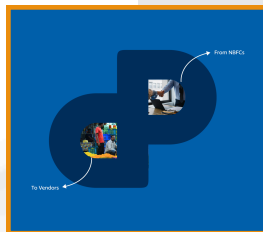
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## Y COMBINATOR STARTUPS: WHERE DREAMS TURN INTO DISRUPTION

Imagine being in a room full of dreamers—people brimming with ideas, passion, and the grit to make it big. That's pretty much what it feels like when you look at a batch of Y Combinator (YC) startups. YC isn't just an accelerator; it's a launchpad where ideas collide with reality, and the most resilient ones come out ready to change the world.

Think about it—companies like **Airbnb**, **Stripe**, and **Reddit** weren't always the giants they are today. They started off just like any other ambitious idea—rough around the edges, driven by passion, but far from perfect. What made them different was YC's unique approach to nurturing potential. They didn't just get funding; they got guidance, mentorship, and access to an incredible network that helped them find their way.

YC has built a reputation for backing **bold ideas and fearless founders**. It's not just about who has the flashiest pitch or the most polished prototype—it's about those who dare to push boundaries and take risks. And it shows. Over the years, YC has churned out some of the most disruptive and scalable businesses of our time.

But here's the thing: it's not just about spotting the next unicorn. As investors, it's about understanding the trends that are shaping the startup ecosystem and knowing why certain ideas gain traction while others fizzle out. Lately, YC has been betting big on sectors like **artificial intelligence**, **climate tech**, **fintech**, and **health tech**—fields that are not only hot right now but also vital for the future.



**CA MAYANK DESAI**

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

So, what does this mean for investors like you? It means staying curious, keeping an eye on the underdogs, and being open to new possibilities. With each batch, YC brings fresh perspectives and solutions to some of the world's most pressing problems. It's not just about investing money—it's about investing in ideas that have the potential to make a difference.

In this newsletter, we've put together insights on the latest YC startups that are making waves. Whether you're looking for your next investment or just curious about the future of innovation, we've got you covered.

So, take a moment, dive in, and who knows—you might just find your next big opportunity.

**Happy reading!**

**Best Regards**  
**CA Mayank Desai**





## SCALING INNOVATION: HOW ACCELERATORS AND VENTURE STUDIOS ELEVATE INDIA'S STARTUP ECOSYSTEM

The Indian startup ecosystem is on fire—an unstoppable force of creativity, resilience, and ambition. Every day, founders armed with little more than an idea and a dream, plunge headfirst into the chaotic world of innovation, daring to build the future. But here's the secret: the road to success is never a solo journey. It's a collaborative dance where visionaries, mentors, investors, corporations, and enablers play their parts to turn sparks of inspiration into blazing enterprises.

In this thriving ecosystem, two powerful engines are quietly but relentlessly reshaping the landscape: **Accelerators and Venture Studios**. Both have one clear goal—turning disruptive ideas into scalable businesses. Yet, they approach this mission with dramatically different philosophies.

### ACCELERATORS: THE TURBOCHARGERS OF GROWTH

Imagine being dropped into a high-pressure, no-nonsense boot camp designed to turn you from a scrappy founder into a polished entrepreneur in just a few months. **Accelerators are the adrenaline shots of the startup world**. They take promising startups, immerse them in hyper-focused mentorship, shower them with resources, and compress months of growth into a short, intense timeframe. Programs typically last three to six months and end with a dramatic "Demo Day," where startups pitch to a room full of investors, hoping to turn heads and wallets.



*Written by,*

**MR. KASHYAP PANDYA**

Co-Founder, Unisync Angels  
Director, Syncoro Ventures

The whole process feels like a startup Olympics - where success isn't just encouraged, it's expected. But this whirlwind journey isn't without its challenges. Moving at breakneck speed leaves little room for pivots or experimentation. And yet, those who thrive under pressure often emerge stronger, sharper, and ready to take on the world.

**"An accelerator's value isn't just in the capital it offers but in the wisdom it provides. The mentors have been through the wringer and know what works and what doesn't."** - Y Combinator Alumnus.

### VENTURE STUDIOS: HERE COMPANIES ARE BUILT, NOT JUST BACKED

While accelerators supercharge existing startups, **Venture Studios operate like innovation factories**. They don't just polish existing ideas; they create new ones. Think of them as creative powerhouses where market gaps are identified, concepts are brainstormed, and teams are assembled to build companies from the ground up.



From ideation to execution, the venture studios provide the technology, marketing, and operational expertise needed to turn a concept into a market-ready product. It's a hands-on, high-touch approach that prioritizes building businesses over simply funding them. Unlike accelerators, venture studios work at a more deliberate pace, meticulously testing and refining concepts before hitting the market. The payoff? Lower risks, higher success rates, and a stronger foundation for growth.

**"Great companies aren't born from capital alone. They're crafted through a relentless commitment to building something extraordinary."** - Bill Gross, Founder of Idealab.

### THE INDIAN LANDSCAPE: ACCELERATORS LEADING, VENTURE STUDIOS RISING

India's startup ecosystem is marching forward with ferocity. Government initiatives like **Startup India**, a growing pool of angel investors, and a tech-savvy market have made India a breeding ground for innovation.

Cities like Bengaluru, Mumbai, and Hyderabad are bustling with accelerator programs that have become go-to launchpads for ambitious founders. But while accelerators have made their mark, the venture studio model is still in its infancy in India. However, as Indian founders become bolder and investors more patient, the venture studio model is steadily gaining traction.

### THE WINNING FORMULA: WHY ACCELERATORS AND VENTURE STUDIOS MATTER

As India steps into its **Amrut Kaal** - an era brimming with potential - accelerators and venture studios offer a critical advantage over traditional investing. Pure-play investors often provide money and walk away. But these platforms provide structured support, operational muscle, and the kind of mentorship that shapes startups from within. Accelerators are the sprint; Venture Studios are the marathon. Both are crucial. By nurturing raw talent and transforming innovative concepts into scalable businesses, these two models are not just financing startups—they are **building India's future**.

### TERMINOLOGIES: TYPES OF INVESTORS

**1 Angel Investor:**  
A high-net-worth individual who invests personal funds in early-stage startups in exchange for equity.

**Venture Capitalist (VC):**  
A professional investor managing a VC fund that invests in high-growth startups.

**3 Family Office Investor:**  
A private entity managing wealth for ultra-high-net-worth individuals, often investing in startups.

**2**



## INTRODUCTION TO Y COMBINATOR



### What makes a startup idea transform into a billion-dollar empire?

The answer lies at the heart of Silicon Valley—Y Combinator (YC).

Since its inception in 2005, YC has redefined the startup ecosystem, becoming the world's most prestigious and influential startup accelerator. It's not just a platform; it's a launchpad where visionaries meet mentors, ideas meet investors, and dreams meet reality. YC is where small ideas evolve into global movements, shaping industries and transforming the way we live and work.

Over the years, YC has gained a reputation for nurturing some of the most iconic companies we know today—Airbnb, Stripe, Reddit, Dropbox, Coinbase, DoorDash, and more. These aren't just companies—they're revolutions that changed how we travel, transact, connect, store, and order food. YC's influence spans across diverse sectors like fintech, e-commerce, social networking, healthcare, and SaaS, making it the go-to accelerator for ambitious founders.

But what makes YC truly remarkable is its focus on founder-first principles. Instead of simply offering funding, it creates a strong support system for entrepreneurs to thrive. YC's intensive three-month program equips founders with practical knowledge, real-world guidance, and direct connections to top investors. During the program, startups undergo rigorous mentoring sessions, fine-tune their business models, and craft compelling pitches that resonate with investors.

The journey culminates on Demo Day, where these founders get the golden opportunity to showcase their vision to a room full of top-tier investors, venture capitalists, and industry experts. This single day can transform a struggling idea into a multi-million-dollar opportunity. But YC doesn't just stop at Demo Day.

Its network of alumni and mentors continues to support founders, helping them navigate challenges even after securing funding.



### The YC Formula: What Makes YC Startups Successful

**Ever wondered why YC startups dominate the success charts?** It's not just about the funding—it's about the **secret sauce of mentorship, community, and investor connections** that makes them unstoppable. Let's break down the YC formula and see what makes it work.

**1. Mentorship That Makes a Difference:** One of YC's core strengths is its focus on hands-on mentorship. Startups are guided by **seasoned mentors who have been through the entrepreneurial grind themselves**. These are not just theoretical advisors—they are industry leaders, experienced founders, and experts who know the startup ecosystem inside out.

Mentors help founders fine-tune their ideas, build robust business models, and strategize for long-term growth. From crafting an impactful pitch to tackling operational hurdles, YC mentors are deeply involved at every stage. Their goal is to **equip founders with practical knowledge and insights that translate to real-world success**.

**2. Community That Sparks Innovation:** Success doesn't happen in isolation—especially not at YC. The accelerator builds a dynamic community where collaboration and mutual growth are fundamental principles. Founders don't just work on their own ideas, they exchange insights, discuss challenges, and learn from each other's experiences.

Imagine being surrounded by a network of brilliant minds working toward diverse yet equally ambitious goals. The synergy of this community often leads to breakthroughs, creative problem-solving, and invaluable peer support. It's like being part of a startup think tank, where knowledge flows freely, and everyone learns from one another's journey.

**3. Unmatched Investor Connections:** One of the biggest draws of Y Combinator is its unparalleled access to investors. YC's Demo Day is legendary—an event where founders present their startup's vision and progress to a room filled with top-tier investors, venture capitalists, and influential entrepreneurs. This exposure is priceless, giving startups the chance to secure substantial funding and strategic partnerships.

But YC's support doesn't end after Demo Day. It continues to assist startups in maintaining investor relationships and securing follow-on funding. The alumni network remains actively engaged, offering continuous guidance and sharing insights on scaling, hiring, and operational efficiency.



### Why Does This Formula Work?

The true magic lies in how these three elements—mentorship, community, and investor access—intertwine seamlessly. It's not just about getting funding or advice; it's about building **lasting relationships and gaining practical skills** that help startups stay resilient in a rapidly changing market.

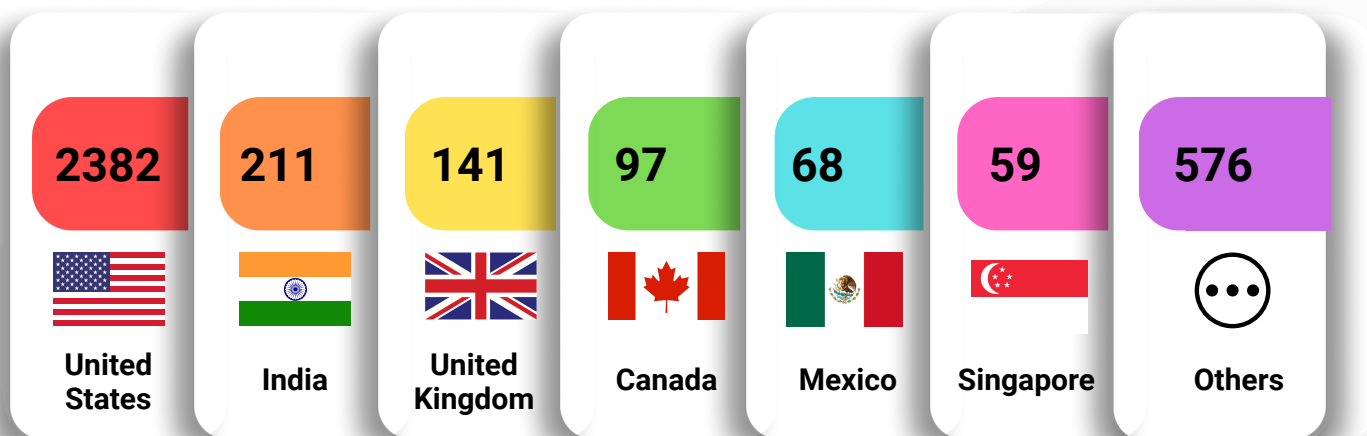
YC's ecosystem has proven its worth by consistently producing **multi-billion-dollar companies** that dominate industries and set trends. The **YC formula works because it's built on the principles of collaboration, perseverance, and constant innovation.**

## GEOGRAPHICAL INVESTMENTS

### A Global Presence with Local Impact

The United States remains the epicenter of YC's activities, hosting **2,382** investments, followed by **India** with **211** and the **United Kingdom** with **141**. This global outreach underscores YC's commitment to nurturing innovative ideas across borders. Additionally, countries like **Canada** (97), **Mexico** (68), and **Singapore** (59) represent emerging hubs that YC is increasingly tapping into.

### Locations of Investment



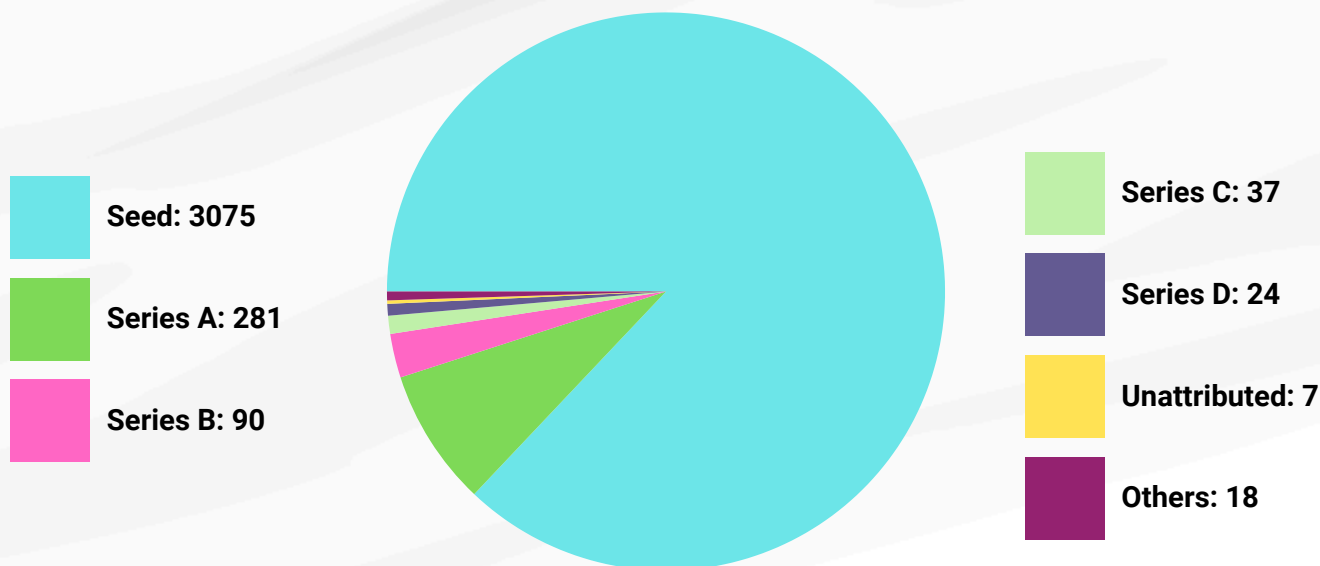
*Note: Figures mentioned are Number of Investments.*

## STAGE-WISE INVESTMENTS

### Building from the Ground Up

With a staggering **3,075 seed-stage investments**, Y Combinator's primary focus clearly lies in identifying potential at the earliest stages. This approach aligns with their mission to back ambitious founders from the get-go, providing not just capital but also mentorship and community support. Following seed rounds, **Series A** receives a significant share with **281 investments**, demonstrating YC's confidence in helping startups scale after proving their initial viability. Investments decrease progressively in later rounds, with **Series B** (90), **Series C** (37), and **Series D** (24) reflecting a strategic shift towards nurturing new ventures rather than reinforcing already established ones.





Note: Figures mentioned are Number of Investments.

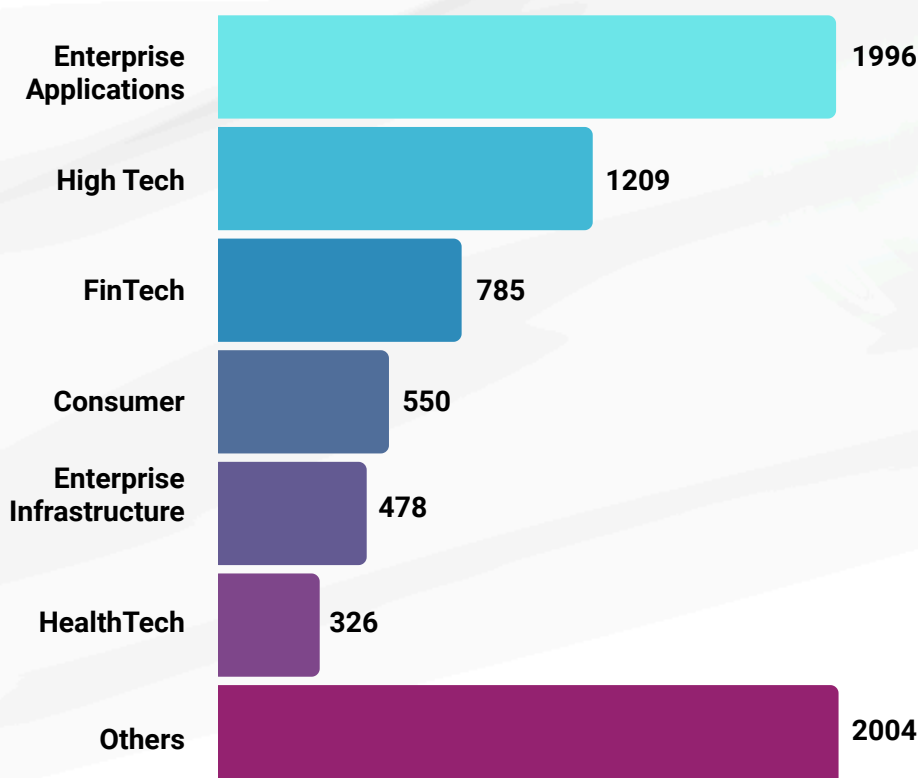
## SECTOR-WISE INVESTMENTS

### Betting on the Future

YC's funding strategy clearly reflects an acute understanding of market potential and technological advancements. Topping the list are **Enterprise Applications** with **1,996 investments**, emphasizing the accelerator's focus on building tools that empower businesses.

The **High Tech** sector follows closely with **1,209 investments**, showcasing a dedication to pioneering technologies and innovative solutions. **FinTech** and **Consumer** sectors receive notable attention as well, with **785** and **550** investments respectively, as YC recognizes the growing demand for financial services and consumer-centric solutions.

Interestingly, **HealthTech** and **Enterprise Infrastructure** are emerging focal points, attracting **326** and **478** investments, respectively, indicating a forward-thinking approach toward healthcare innovation and business efficiency.



Note: Figures mentioned are Number of Investments.

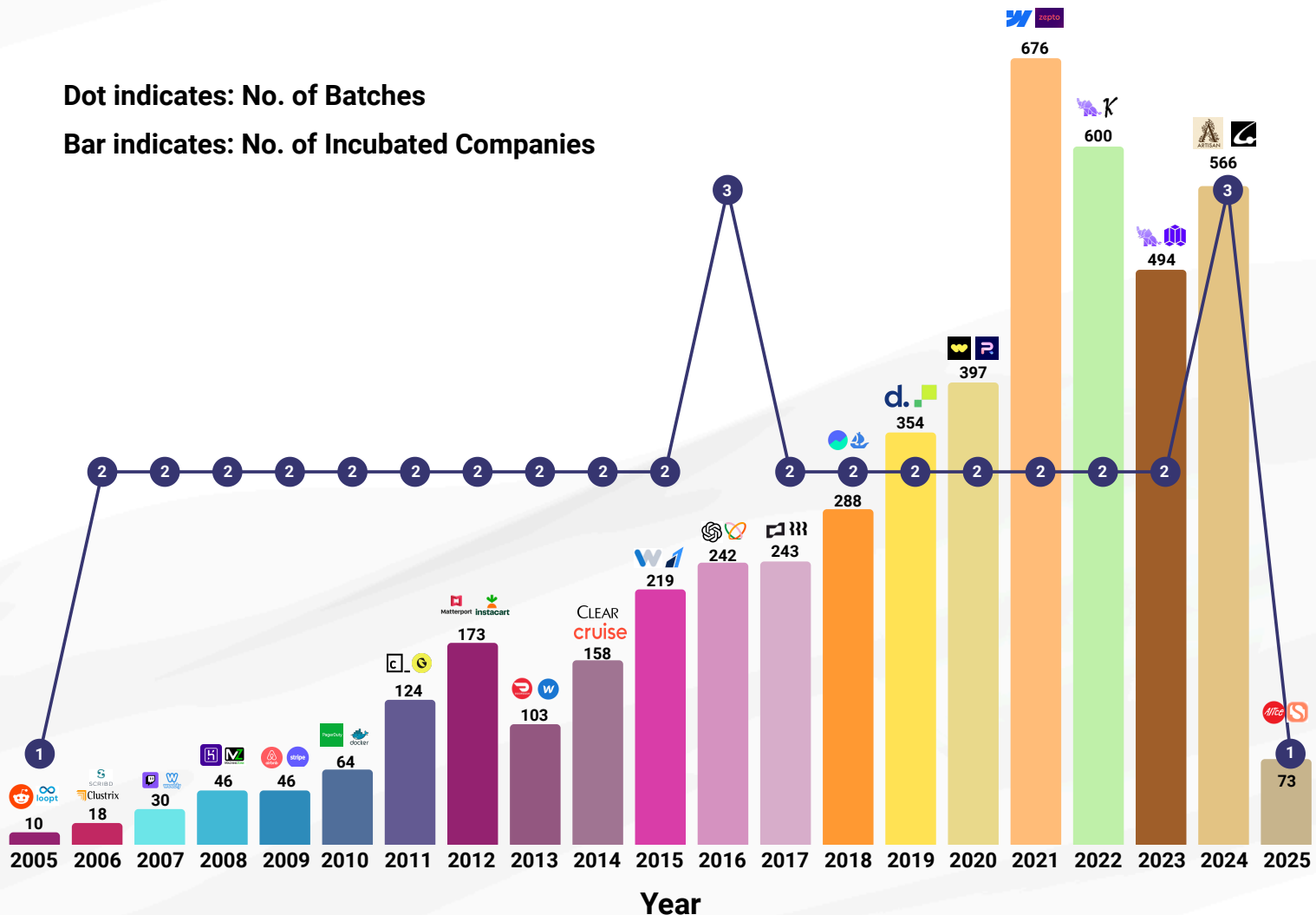
## INCUBATOR PROGRAM: A LAUNCHPAD FOR GLOBAL SUCCESS

Y Combinator's Incubator Program has been a trailblazer in nurturing startups since 2005. With 21 programs and 43 batches, it has incubated 4,895 companies, of which 4,889 have received funding. Notable alumni include giants like OpenAI, DoorDash, Reddit, and Airbnb. From ideation to scaling, YC's model empowers entrepreneurs to build game-changing businesses.

No. of Programs	No. of Batches	No. of Incubated Cos.	No. of Funded Cos.	Notable Companies
21	43	4895	4889	OpenAI, DoorDash

Dot indicates: No. of Batches

Bar indicates: No. of Incubated Companies



## INVESTMENT STAGES






### 1 Seed Funding:

The first round of investment to help a startup develop its product and gain initial traction.

### 2 Bridge Financing:

Short-term funding used to cover operational costs before the next funding round or IPO

## RECENT DEALS: (TOP 5)

Date	Company	Location	Sector	Round Details	Round Amount	Co-Investors
March 18, 2025	 Mito Health	Singapore	HealthTech	Seed	\$2.2M	Forge Ventures
March 13, 2025	 Onyx	United States	Enterprise Applications	Seed	\$10M	Khosla Ventures
March 13, 2025	 Flock Safety	United States	Enterprise Applications	Series F	\$275M	Bedrock
March 13, 2025	 PHOENIX Phoenix	Canada	HealthTech	Series A	\$34.7M	Valspring Capital
March 13, 2025	 nunu.ai Nunu.ai	United States	Gaming	Seed	\$6M	TIRTA

The latest investment trends highlight a robust deal flow, with 6,199 recent transactions. Key deals include Mito Health (Singapore) securing \$2.2M in a Seed follow-on round and Onyx (US) raising \$10M in a Seed first round. Notably, Flock Safety closed a massive \$275M in a Series F round. HealthTech and Enterprise Applications dominate, showcasing strong investor confidence and sustained innovation

## FROM IDEA TO UNICORN: HOW Y COMBINATOR TRANSFORMED 5 GLOBAL STARTUPS

Y Combinator (YC), the iconic startup accelerator, has been a game-changer in the tech world since its inception in 2005. With a mission to empower early-stage startups, YC has played a pivotal role in nurturing some of the world's most successful companies. From providing seed funding to offering invaluable mentorship, YC has been the launchpad for businesses that have now become household names.

Let's dive into five success stories that exemplify YC's transformative impact:

### Airbnb: Turning Air Mattresses into Billions



- Year Founded: **2008**
- YC Batch: **Winter 2009**
- Founders: **Brian Chesky, Joe Gebbia, Nathan Blecharczyk**

- **The Problem:** Struggling to pay rent in San Francisco, the founders came up with an unconventional idea—renting out air mattresses in their apartment to conference attendees. Investors were skeptical. Why would anyone let strangers stay in their homes?
- **YC's Game-Changing Advice:** YC encouraged the founders to think beyond mere accommodation. They advised building a community-driven platform that emphasized belonging and unique experiences.
- **Early Challenges:** They struggled with funding, faced criticism about safety, and lacked customer trust. To stay afloat, they sold themed cereal boxes during the 2008 U.S. elections—raising \$30,000.
- **Breakthrough:** YC's mentorship led them to revamp their website, improve customer interactions, and connect directly with hosts and guests. After securing \$600,000 from Sequoia Capital, Airbnb's user base skyrocketed.
- **Today:** Valued at over \$80 billion, Airbnb operates in 220+ countries with millions of listings. It revolutionized travel by making unique accommodations more accessible than ever.



## DoorDash: Revolutionizing Food Delivery



- Year Founded: **2013**
- YC Batch: **Summer 2013**
- Founders: **Tony Xu, Andy Fang, Stanley Tang, Evan Moore**

- **The Problem:** Food delivery was inconsistent, expensive, and lacked coverage in suburban areas.
- **YC's Game-Changing Advice:** YC guided the founders to focus on local restaurants and efficient logistics. They emphasized building partnerships and creating an intuitive app.
- **Strategic Move:** DoorDash built a robust delivery network that worked even during peak hours, giving it a competitive edge over rivals like Uber Eats and Grubhub.
- **Funding and Expansion:** Raised over \$2.5 billion pre-IPO. Went public in December 2020 with a valuation of \$72 billion.
- **Expansion:** Grew beyond food delivery to include groceries and convenience items.
- **Secret Sauce:** Local engagement, efficient logistics, and a community-driven approach.

## Dropbox: Syncing the World's Files Seamlessly



- Year Founded: **2007**
- YC Batch: **Summer 2007**
- Founders: **Drew Houston, Arash Ferdowsi**

- **The Problem:** Moving files between devices was tedious and prone to errors. The founders aimed to eliminate the hassle of USB drives and email attachments.
- **Viral Growth:** The demo video went viral on Hacker News, garnering hundreds of thousands of sign-ups overnight.
- **Funding and Support:** Drew Houston's relentless focus on user experience impressed investors, leading to substantial funding rounds.
- **Achievement:** IPO in 2018 raised \$756 million. Today, Dropbox serves 700 million+ users, with revenues exceeding \$2 billion annually.
- **Success Formula:** Simplicity, seamless integration, and a strong focus on customer needs.

## Reddit: The Front Page of the Internet



- Year Founded: **2005**
- YC Batch: **Summer 2005**
- Founders: **Steve Huffman, Alexis Ohanian**

- **The Problem:** There was no central hub for people to discuss a wide range of topics and share links.
- **YC's Game-Changing Advice:** Seed content themselves to make it appear that the community was bustling with activity. This fake-it-till-you-make-it strategy worked wonders.
- **Growth Hack:** Creating multiple fake users to simulate an active community. This clever approach attracted real users, and soon, the site's popularity exploded.
- **Acquisition:** Just a year after launch, Reddit was acquired by Condé Nast in 2006.
- **Community Impact:** Now one of the most visited sites globally, with over 430 million active users as of 2024.
- **Why It Worked:** Fostering niche communities while maintaining an open platform for diverse content.

## Stripe: Powering the Internet Economy



- Year Founded: **2010**
- YC Batch: **Summer 2010**
- Founders: **Patrick and John Collison**

- **The Problem:** Online payments were fragmented, complex, and lacked developer-friendly solutions.
- **YC's Game-Changing Advice:** YC urged the Collison brothers to focus on making payments easier for developers by offering flexible APIs and a simple integration process.
- **Overcoming Challenges:** The payment processing industry was crowded, but Stripe's simplicity made it stand out.
- **Key Feature:** One-line code integration revolutionized how businesses accepted payments.
- **Growth:** Stripe rapidly became the go-to platform for online payments, attracting companies like Shopify, Amazon, and Lyft.
- **Valuation:** As of 2024, valued at over \$50 billion.
- **Fun Fact:** Stripe initially started as a side project while the founders were in college.

## TOP 10 INDIAN STARTUPS THAT GRADUATED FROM Y COMBINATOR

Y Combinator (YC) has been a powerful catalyst for Indian startups, providing not only seed funding but also invaluable mentorship and global exposure. Several Indian startups that graduated from YC have grown into thriving businesses, disrupting various industries and setting new benchmarks.

Here's a look at 10 successful Indian startups that have been a part of YC's accelerator program:



**Harshil Mathur**



**Shashank Kumar**

- **YC Batch:** Winter 2015
- **Total Funding:** \$742 million
- **Current Valuation:** \$7.5 billion (Unicorn)
- **What It Does:** Provides a comprehensive payment gateway solution for online businesses to accept, process, and disburse payments.
- **Current Status:** One of India's leading fintech companies, powering payments for thousands of businesses, including small enterprises and large corporations.



**Vidit Aatrey**



**Sanjeev Barnwal**

- **YC Batch:** Winter 2016
- **Total Funding:** \$1.36 billion
- **Current Valuation:** \$3.9 billion (Unicorn)
- **What It Does:** A social commerce platform enabling small businesses and individuals to sell products through social media channels.
- **Current Status:** One of the fastest-growing e-commerce companies in India, with a strong focus on tier-2 and tier-3 cities.





## Khatabook



Ravish Naresh



Dhanesh Kumar



Ashish Sonone

- **YC Batch:** Summer 2019
- **Total Funding:** \$187 million
- **Current Valuation:** \$600 million
- **What It Does:** A digital ledger app for small businesses to manage accounts and track transactions.
- **Current Status:** Widely used across India, helping over 20 million merchants with bookkeeping and payments.



## ClearTax



Archit Gupta



Ankit Solanki



Srivatsan Chari

- **YC Batch:** Summer 2014
- **Total Funding:** \$140 million
- **Current Valuation:** \$850 million
- **What It Does:** A tax filing and financial platform that helps individuals and businesses file taxes and manage their finances.
- **Current Status:** A leader in the fintech space, offering GST filing, investment, and compliance solutions.



## Groww



Lalit Keshre



Harsh Jain



Neeraj Singh



Ishan Bansal

- **YC Batch:** Winter 2018
- **Total Funding:** \$393 million
- **Current Valuation:** \$3 billion (Unicorn)
- **What It Does:** An investment platform for stocks, mutual funds, and other financial products.
- **Current Status:** One of the most popular investment apps among Indian millennials.



## Cure.fit (Cult.fit)



Mukesh Bansal



Ankit Nagori

- **YC Batch:** Winter 2017
- **Total Funding:** \$665 million
- **Current Valuation:** \$1.5 billion (Unicorn)
- **What It Does:** A holistic fitness and wellness platform offering workouts, mental wellness sessions, and healthy food.
- **Current Status:** Expanded its online and offline presence, including Cult.fit fitness centers.



### Preferred Shares vs. Common Shares:

Preferred shares give investors certain advantages like priority in dividends and liquidation over common shareholders.





## OkCredit



Gaurav Kumar



Harsh Pokharna



Aditya Prasad

- **YC Batch:** Summer 2018
- **Total Funding:** \$84 million
- **Current Valuation:** \$40-\$50 million
- **What It Does:** A digital ledger app for small businesses to record credit and payment transactions.
- **Current Status:** Used by over 10 million merchants across India for credit management.



## Leap Finance



Arnav Kumar



Vaibhav Singh

- **YC Batch:** Winter 2020
- **Total Funding:** \$80+ million
- **Current Valuation:** \$400 million
- **What It Does:** Provides financial services and education loans to students planning to study abroad.
- **Current Status:** Empowering thousands of Indian students to pursue international education.



## TaxiForSure



Aprameya Radhakrishna



Raghunandan G

- **YC Batch:** Winter 2014
- **Total Funding:** \$47 million
- **Acquisition:** Acquired by Ola for \$200 million in 2015
- **What It Did:** Provided taxi aggregation services across major Indian cities.
- **Current Status:** Merged with Ola, no longer operating independently.



## Zepto



Aadit Palicha



Kaivalya Vohra

- **YC Batch:** Summer 2021
- **Total Funding:** \$1.95 billion
- **Current Valuation:** \$5 billion (Unicorn)
- **What It Does:** A quick-commerce startup delivering groceries and essentials in under 10 minutes.
- **Current Status:** Rapidly expanding in metropolitan cities, competing with Swiggy Instamart and Blinkit.

## FINANCIAL METRICS & VALUATION

1

### Pre-Money Valuation:

The valuation of a startup before it raises a new investment round.

### Post-Money Valuation:

The valuation of a startup after receiving a new investment, including the newly raised funds.

2



Catalysts for Surat's Startup Ecosystem

## SURAT STARTUP SUMMIT 2025: WHERE IDEAS MEET OPPORTUNITY

The **Surat Startup Summit 2025** is set to take the entrepreneurial ecosystem by storm, bringing together visionary founders, ambitious startups, seasoned investors, and influential industry leaders. Organized by **The Southern Gujarat Chamber of Commerce & Industry (SGCCI)** in collaboration with **The Southern Gujarat Chamber Trade & Industries Development Centre**, this summit is designed to foster innovation and build strong networks within the startup community.

### A Legacy of Empowering Entrepreneurs

SGCCI, a distinguished body with over **84 years** of experience in promoting trade and industry, has been instrumental in transforming Surat into a global business hub. Known as the **world's diamond-cutting center** and home to **India's largest man-made textile industry**, Surat is now poised to become a thriving startup destination.

With a commitment to nurturing business innovation, SGCCI has been at the forefront of organizing trade fairs, business networking events, and training programs. The Surat Startup Summit is yet another ambitious initiative to drive the city's entrepreneurial growth.

### WHAT MAKES THE SUMMIT SPECIAL?

The **Surat Startup Summit 2025** is not just another startup event. It's an **opportunity to witness ideas come alive**, where startups showcase their innovative solutions, connect with investors, and gain validation from industry experts. The summit's theme, "Where Ideas Meet Opportunity", perfectly encapsulates its goal of bridging the gap between innovation and success.

### KEY FEATURES AND HIGHLIGHTS:

-  **Venue:** Surat International Exhibition & Convention Centre, Sarsana, Surat
-  **Dates:** April 11-12-13, 2025
- Expected Footfall:**
  - 25,000+ Visitors
  - 200+ Investors
  - 50+ Venture Capitalists & Angels
  - 25+ Speakers
  - 25+ Sessions

### WHO SHOULD ATTEND?

The summit is an ideal platform for:

- **Startups:** Pitch your ideas and gain validation from investors and experts.
- **Investors:** Discover promising ventures and network with other industry leaders.
- **Entrepreneurs:** Learn from successful founders and gain insights into the latest industry trends.
- **Professionals:** Stay ahead of innovation and explore collaboration opportunities

### EXPERIENCE LAST YEAR'S SUCCESS

The **Surat Startup Summit 2023** was an overwhelming success, drawing over 16,000 attendees and showcasing **100+ startups**. The event featured **50+ investors**. Entrepreneurs had the opportunity to pitch their ideas during live pitching sessions, while interactive panel discussions sparked conversations around the latest industry innovations.

One of the highlights was the **Speed Investor Dating segment**, where founders had a chance to engage directly with potential investors. The **B2B Networking Sessions** enabled entrepreneurs and professionals to form strategic alliances and explore growth avenues.

### WHAT TO LOOK FORWARD TO THIS YEAR

The Surat Startup Summit 2025 promises even more excitement with:

- **Live Startup Pitching Competitions:** Watch founders battle it out with their innovative ideas.
- **Speed Investor Dating:** One-on-one meetings with top investors.
- **B2B Networking Zones:** Foster connections with like-minded professionals and potential partners.
- **Brand Visibility Opportunities:** Showcase your brand to a massive audience of entrepreneurs and business leaders.

### THEMES AND SECTORS REPRESENTED:

The summit will cover a wide range of cutting-edge sectors and technologies, including:

- **Tech & Innovation:** AI, Blockchain, SaaS, AR/VR
- **Fintech & Financial Services:** Neo-banking, Digital Payments, WealthTech
- **HealthTech & Wellness:** Telemedicine, Wearable Tech, Mental Health Platforms

- **E-Commerce & Retail:** D2C Brands, Supply Chain Innovations
- **Sustainability & Green Tech:** Renewable Energy, Waste Management, Electric Vehicles
- **Media & Entertainment:** Digital Marketing, Content Creation, Gaming

### WHY SURAT?

Surat is not just a city; it's a **thriving business hub** with immense potential for startup growth. Ranked as the **4th fastest-growing city in the world**, it boasts a GDP growth rate of **11.5%** and is the **8th largest city in India**. As home to the world's largest diamond trading hub (Diamond Bourse) and **PM MITRA Park**, Surat is primed for exponential growth in both traditional and modern industries.

### THE FUTURE AWAITS

Whether you're a startup founder, an investor looking for the next big thing, or an entrepreneur eager to learn from the best, **The Surat Startup Summit 2025** is where you need to be. Get inspired, build connections, and discover groundbreaking ideas that could shape the future.

Don't miss this golden opportunity to be part of Surat's entrepreneurial revolution!

### FINANCIAL METRICS & VALUATION

1

**ROI (Return on Investment):**  
A measure of the profit investors make from their investment in a startup.

**Burn Rate:**  
The rate at which a startup spends money before becoming profitable.

2

3

**Runway:**  
The time a startup can sustain operations before running out of cash, calculated based on burn rate and cash reserves.





# DailyPe

## STARTUP SPOTLIGHT: DAILYPE A SMARTER WAY TO REPAY LOANS

**Founded by** IIT Kharagpur alumni **Saurabh** and **Shashwat**, DailyPe helps small business owners **repay loans through daily installments** instead of large monthly EMIs. This model matches their daily income cycles and ensures better cash flow, fewer defaults, and stronger credit history

### THE PROBLEM

Monthly EMIs are tough for daily earners. They struggle to:

- **Save consistently for big monthly payments**
- **Maintain working capital during repayment time**

### THE SOLUTION: PAY DAILY, NOT MONTHLY

Benefit	For Borrowers	For Lenders
Payment Style	Small daily auto-debits	Real-time tracking
Cash Flow Management	No monthly burden	Better performance monitoring
Risk & Recovery	Fewer defaults, better credit score	Early defaulter detection, lower NPAs

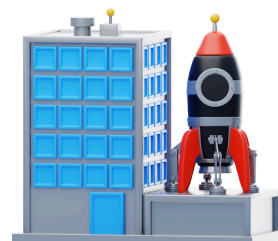
### WHY IT MATTERS

The founders grew up watching their own families juggle finances for monthly loan payments. With backgrounds at FinBox and ICICI Bank, they've created a smarter way to repay—one that's more aligned with how small businesses actually function.

**Fun Fact:** Inspired by "Khandi Udhar"—India's informal daily loan system—DailyPe brings that model into the digital age.

### DAILYPE IS LOOKING FOR:

- Lending Partners: Banks, NBFCs, or credit providers open to innovation
- Experts: In underwriting, risk tech, and credit modeling



# STARTUP UPDATES & FUNDINGS:



## **Entvin AI raises \$500K from Y Combinator:**

Entvin AI has launched out of beta, raising \$500K from Y Combinator. Founded in 2022, it aims to streamline the FDA drug approval process with its AI platform, which automates regulatory tasks. Early users report significant efficiency gains, saving hundreds of hours and improving compliance accuracy.



## **Expertia AI secures pre-Series A funding led by Rockstud Capital:**

Expertia, a recruiter platform, raised Rs 20 crore in a pre-Series A round led by Rockstud Capital, with participation from Flipkart and other investors. Founded in 2021, it automates talent sourcing across 35 job platforms, using AI for efficient candidate matching. The company aims for 3x revenue growth in FY25 and has processed over 25 million applications for clients like Reliance Retail and Jio.



## **Yenmo raises Rs 9.2 Cr led by Y Combinator:**

Yenmo, a Bengaluru-based startup offering instant loans against mutual funds, raised Rs. 9.2 crore from Y Combinator and others. Founded in 2022, it aims to provide accessible credit in India with loans starting at 10.5% interest. Yenmo plans to expand into secured loans and improve its app for a seamless user experience.



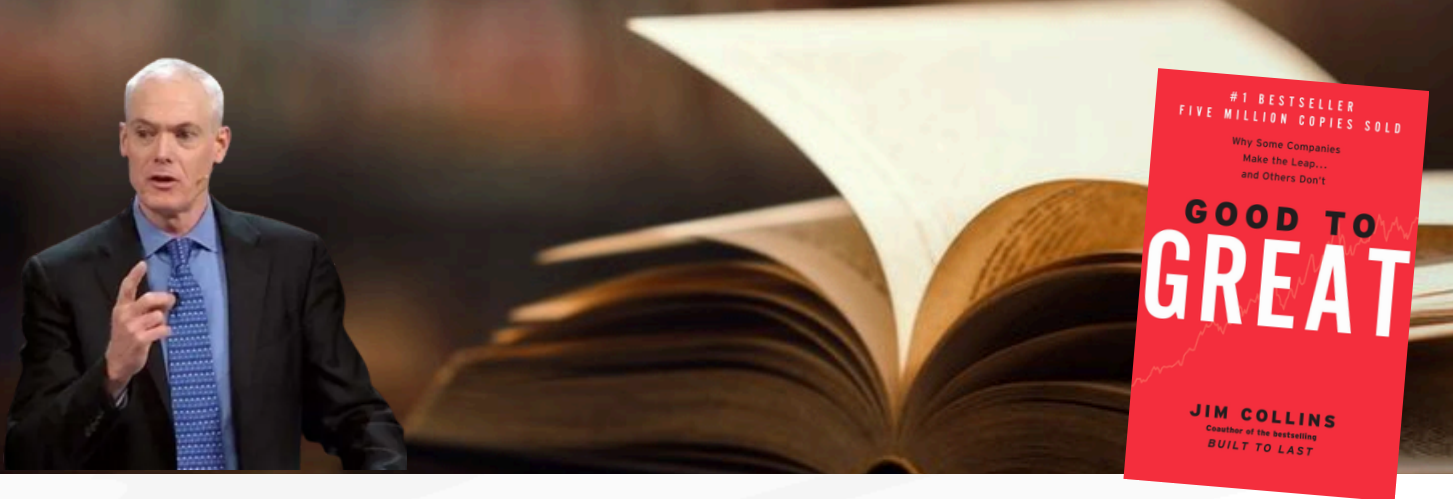
## **2am VC launches Fund II to invest in 30 Indian startups:**

2am VC has launched Fund II, focused on investing in up to 30 Indian startups in sectors like consumer tech, fintech, and AI. The fund will allocate 60% for initial investments and 40% for follow-ons. Established in 2021 by Hershel Mehta and Brendan Rogers, 2am VC connects global investors with Indian founders and has invested in 47 companies, including NEWME and Apna Mart.



**Jumbotail to acquire SC Ventures incubated Solv India:** SC Ventures has sold Solv India to Jumbotail, enhancing its B2B platform for small retailers in India. The merger strengthens Jumbotail's food and grocery capabilities, with Co-Founders S. Karthik Venkateswaran and Ashish Jhina leading the combined entity. Jumbotail supports small kirana stores with tech-driven solutions.





## GOOD TO GREAT: HOW COMPANIES MAKE THE LEAP AND SUSTAIN EXCELLENCE

Jim Collins' *Good to Great* explores why some companies achieve long-term greatness while others remain merely good. Through an extensive five-year research project analyzing 1,435 companies over 40 years, Collins and his team identified 11 companies that made the leap from good to great and sustained success for at least 15 years. The book uncovers key principles that any organization can implement to achieve lasting excellence.

### KEY TAKEAWAYS:

1. **Level 5 Leadership:** Great companies are led by Level 5 Leaders—individuals who combine personal humility with fierce professional will. These leaders prioritize their company's long-term success over personal fame. Unlike ego-driven executives, they focus on building strong organizations, give credit to their teams for successes, and take responsibility for failures.
2. **First Who, Then What:** Before setting a vision or strategy, great companies focus on getting the right people on board and removing those who don't fit. This approach ensures that the company can adapt to changes instead of being restricted by rigid plans. Collins emphasizes that a strong team is more critical than having the perfect strategy at the outset.
3. **Confront the Brutal Facts:** Successful companies embrace the Stockdale Paradox: they acknowledge harsh realities while maintaining unwavering faith in their ultimate success. They do not shy away from difficult truths but instead use them to make informed decisions. Avoiding denial enables companies to navigate challenges effectively and build resilience.
4. **The Hedgehog Concept:** Inspired by a Greek fable, Collins explains that great companies focus on one big thing rather than trying to do too much. The Hedgehog Concept revolves around three key questions:

- What can we be the best at?
- What drives our economic engine?
- What are we deeply passionate about?

Companies that identify and focus on their core strengths achieve sustainable success

5. **Culture of Discipline:** A strong culture of discipline ensures that great companies stay focused on their long-term goals. Unlike bureaucratic organizations, which rely on excessive rules, great companies hire self-disciplined people who take responsibility for their actions. This disciplined approach prevents distractions and ensures steady progress.
6. **Technology Accelerators:** While technology is not the primary driver of greatness, it can serve as an accelerator when applied strategically. Great companies do not adopt technology for the sake of innovation but use it to enhance their core business and align with their Hedgehog Concept.
7. **The Flywheel Effect vs. The Doom Loop:** Success is not achieved overnight—it is the result of consistent effort over time. Collins compares this to pushing a heavy flywheel. Each disciplined action builds momentum until a breakthrough occurs. Companies that persistently execute their strategies eventually experience exponential growth. In contrast, companies stuck in the Doom Loop frequently change direction, chase short-term trends, and fail to gain momentum.

### WHY YOU SHOULD READ IT:

*Good to Great* is a must-read for entrepreneurs, executives, and anyone striving for excellence. The book's research-backed principles offer practical insights that can help any organization achieve long-term success. This book is more than just a business guide—it's a blueprint for leadership, discipline, and sustained greatness. If you're looking for timeless strategies to build a high-performance organization, *Good to Great* is essential reading.

Fuel your  
**Startup Journey,**  
Turn your vision  
into **Reality!**



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