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12th February 2025

Foreword

India continues to witness rapid growth in its private investments' ecosystem. This expansion is driven by a diverse range of investors, including domestic and international venture and private investment funds. Despite global challenges, 2024 has proven to be a pivotal year, with ~US\$ 11B raised by private investment funds and ~US\$ 60B invested across 1,595 deals. Growth investments have seen a decline from ~US\$ 15B in 2023 to ~US\$ 10B in 2024, although number of growth deals increased from 234 to 388 as deal sizes reduced with increasing number of smaller growth deals. Furthermore, US\$ 3.2B was raised by India focused growth funds in 2024 giving them enough dry powder to increase deal activity and investments over the next few years.

Exits landscape continues to be robust via US\$ 28B across 263 exits. Exits from growth stage deals flourished, soaring to US\$ 4B in 2024 vs US\$ 3B in 2023 with ~60% being via public market exits. Investors expect exits momentum to continue with increasing acceptance and appetite for new-age Indian companies on public bourses.

India requires ~US\$ 600B worth of growth stage investments making it a very attractive investment destination for domestic and international investors. India's macro story further supports investments as we continue to grow and perform better compared to other developed and developing nations.

As far as outlook for 2025 growth investments is concerned, investors are bullish on Consumer app & platforms, SaaS/AI, Ecommerce & listing platforms, and BFSI.

This report provides industry stakeholders, including private investment funds, business leaders, entrepreneurs, government institutions, and policymakers, with a comprehensive perspective on India's private investments landscape in 2024. Supported by insights from 50+ leading investors, this study examines the evolution of India's private investments ecosystem with detailed analysis of sectoral trends, deal sizes, and investor preferences. Data is drawn from the 1LatticeTM DealPulse, ensuring robust and reliable insights.

We are enthusiastic about the continued evolution of the funding ecosystem. This report reflects our perspectives as of 10th February 2025.

At Praxis Global Alliance, we remain committed to engaging with industry participants and exchanging insights to fuel the growth investing landscape in India.

My

Madhur Singhal Managing Partner, Private Capital, Praxis Global Alliance



Rajat Tandon President, IVCA

Overview of Private Capital practice at Praxis Global Alliance

How we work with financial sponsors

Fund strategy

Commercial Due Diligence (CDD)

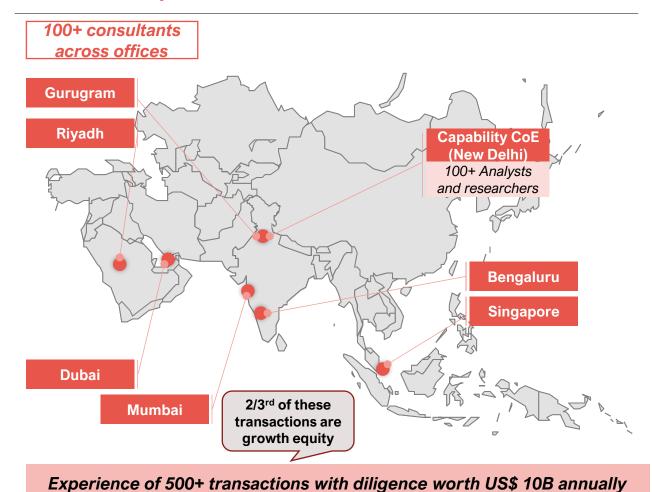
- Market growth sustainability
- Competitive defensibility
- Business model evaluation
- Voice of stakeholders
- Unit economics and sustainability in cash flows
- Potential value creation & exit scenarios
- Management team quality check

Post acquisition value creation

- 100-day plan
- Revenue acceleration
- Margin expansion
- Inorganic growth

Vendor Due Diligence (VDD)

Our presence across Asia and Middle East



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Methodology and sources of input

We include Indian private investments into companies from financial sponsors. This can include investment from PE funds, VC funds, sovereign wealth funds, private credit funds, and other institutional private investment vehicles. Investee companies headquartered in India or having majority of workforce in India have been considered. This study is backed by rich insights from 15+ LP conversations and 35+ fund conversations on the evolution of the private investment ecosystem, changes across deal-making, fundraising, exits as well as their overall outlook for 2025.

What is excluded:

- No business development / R&D arrangements, whether transferable into equity now, later, or never are not included
- Grants or loans by the central government, state agencies, or public-private partnerships to companies are not included
- Investments from angel investors, accelerators, incubators, business-plan competitions, etc. have been excluded
- Project finance through FDI route has been excluded
- Exits to strategic buyers have been included and the same that happen through cash inflows or dividends are not counted

Deal Pulse

- Deals: 20,000+ deals worth US\$ 500B+ since 2000
- Exits: ~4,200
 deals worth
 ~US\$ 220B since
 2005
- Fundraising:2,000+ funds

Definitions: Private investments across different stages have been considered

Stores			Equity			Debt
Stages	Early	Growth	Late	Buyout	PIPE	Private credit
Investment description	Funding for companies that do not have a strong foothold. Often high-risk investments due to unestablished business model	Funding for revenue-generating companies with proven business models looking to scale their operations	Funding for mature companies that have demonstrated market traction and generated substantial revenue or user growth	Acquiring a controlling stake in an established company with usually stable cash flows but untapped potential	Buying of shares of a publicly traded company by a private investor outside of public markets	Private credit refers to privately negotiated loans between a borrower and an investor (non-bank lender)
Types of deals	Pre-seedSeedSeries A	Usually series B-E or beyond depending upon the condition of the investee	Includes Pre IPO rounds	Predominantly acquisition deals, can be of any deal size depending upon the company valuation	Typically, PIPE transactions are for minority stake	Performing credit: Venture Debt Mezzanine Senior Debt Real Estate Infrastructure High yield: Special Situations Distressed Debt
Illustrative funds participating in these stages	WATERBRIDGE NTLER ORIOS PEAKXV PARTNERS Accel British International Investment	responsAbility ALPHA WAVE PREMJI INVEST M GENERAL ATLANTIC TRIDENT GROWTH PARTNERS	TA ASSOCIATES	TPG KHAZANAH NASIONAL	CARLYLE Blackstone	TRIFECTA CAPITAL A POLLO Avendus^ truenorth

Key takeaways

- India's private investments' deal activity scaled to new heights: ~US\$ 60B invested across 1,595 deals in 2024 Growth stage investments captured a 17% share of total deal activity, sharp drop from 26% share in 2023
- Sustained growth stage investments at US\$ 10B across 388 deals in 2024 vs US\$ 15B across 235 deals in 2023 Reduced average deal size of ~US\$ 30M in 2024 (by ~50%) from 2023 as investors exercise more control over usage of funds
- Large headroom for increase as US\$ 600B in growth stage funding is required by Indian companies

 Vast potential for private investments as only ~10% of active companies have been able to garner investor support
- Growth deals are fiercely competed with increasing investors per completed deal in India
 Competitive intensity has reduced with increasing number of deals, but growth stage continues to be most competed for across stages
- Consumer app & platforms and SaaS/Al sectors were the preferred avenues for growth investment with ~US\$ 3.5B

 Other preferred sectors showing strong growth deal activity are Ecommerce & listing platforms, BFSI, and Healthcare & lifesciences
- Exits from growth stage investments reach ~US\$ 4B in 2024, 33% jump from ~US\$ 3B in 2023

 Public market exits (~60%) stand out as the top choice for investors, with secondary sales (~35%) trailing as the next preferred route
- Funds are increasingly focusing on value creation with increased participation with portfolio companies Increasing number of funds are setting up operating teams; Continuation funds are being set up to realize maximum value
- Fundraising activity by growth funds remains stable at US\$ 3.2B with 5-year high share of 29% in total fundraising in 2024 70+ dedicated growth funds have raised capital between 2020 and 2024, accounting for an average 25% of total fundraising activity
- Promising outlook for growth investments 2025: Exits to sustain momentum while deal activity & fundraising are poised to grow Investors expect robust activity in Consumer app & platforms, SaaS/AI, Ecommerce & listing platforms, BFSI

Glossary of terms used

Term		Definition		
ory	BFSI	Banking, Financial Services, and Insurance		
gulato	FMCG	Fast Moving Consumer Goods		
rms & re bodies	IT	Information Technology		
Industry terms & regulatory bodies	RBI	Reserve Bank of India		
lustry	SEBI	Securities and Exchange Board of India		
lnc	IMF	International Monetary Fund		
rms	AIF	Alternative Investment Fund (as defined by SEBI in India)		
ent te	AUM	Assets Under Management		
estmo	CAGR	Compound Annual Growth Rate		
& inv	ЕСВ	External Commercial Borrowing		
Financial & investment terms	Dry powder	Amount of capital that a firm holds in reserve which is not yet invested and is ready to be deployed		
Fir	FDI	Foreign Direct Investment		

	Term	Definition
	FPI	Foreign Portfolio Investment
	FY	Financial Year (India): 1 Apr to 31 Mar of the subsequent year
	GDP	Gross Domestic Product
rms	GP	General Partner
Financial & investment terms	IPO	Initial Public Offering
restm	IRR	Internal Rate of Return
I & in√	LP	Limited Partner
ancia	NPA	Non Performing Assets
Fi	OFS	Offer for sale
	PE	Private Equity
	PIPE	Private Investment in Public Equity
	vc	Venture Capital

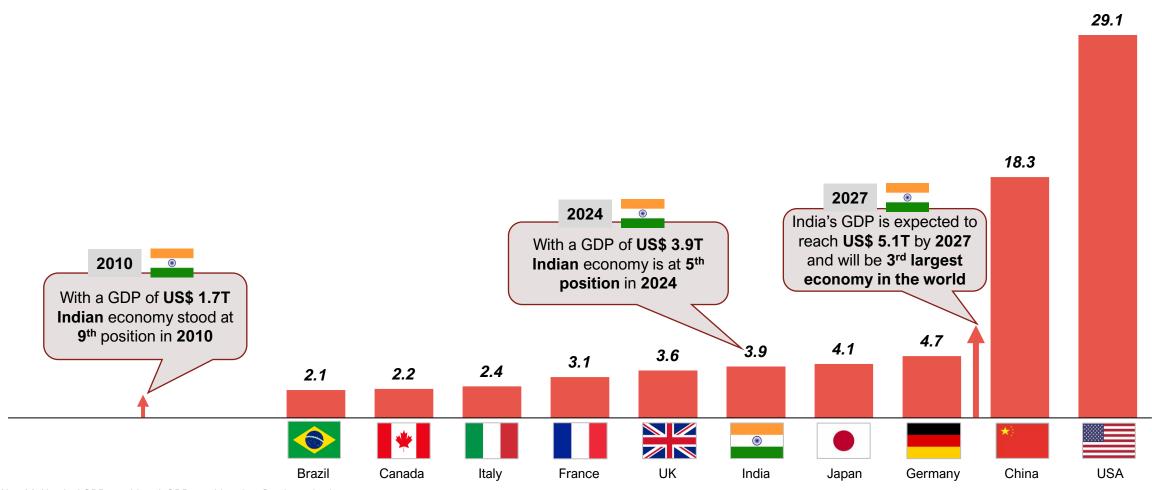
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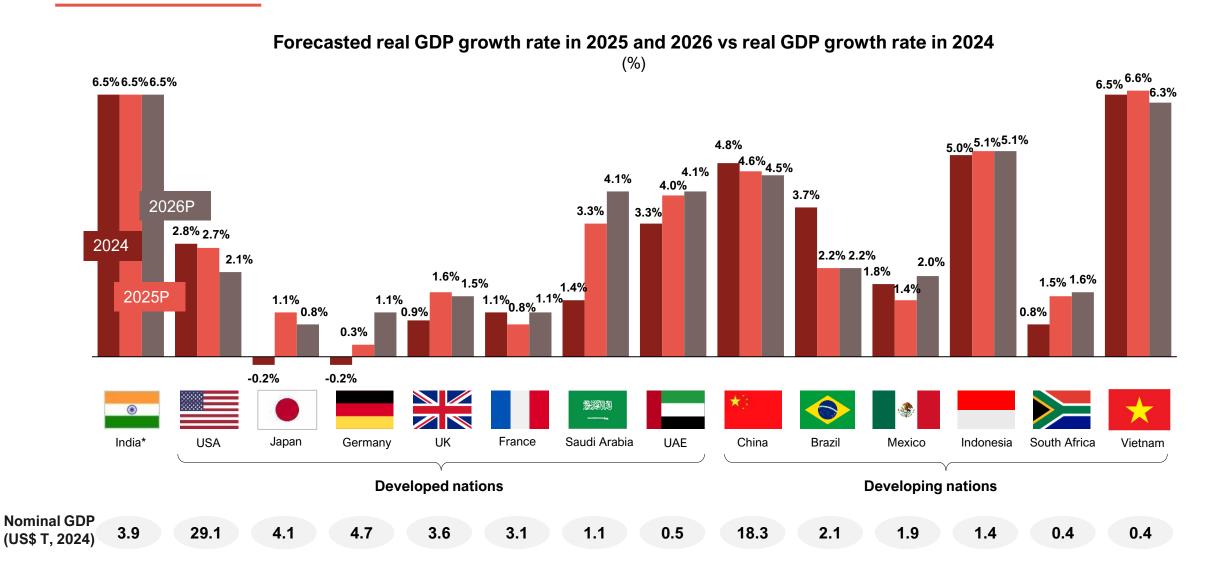
Preamble: India is gaining power in the world stage and is set to become the third largest economy by 2027

Evolution of India's GDP from 2010-27 and top 10 countries by GDP in 2024

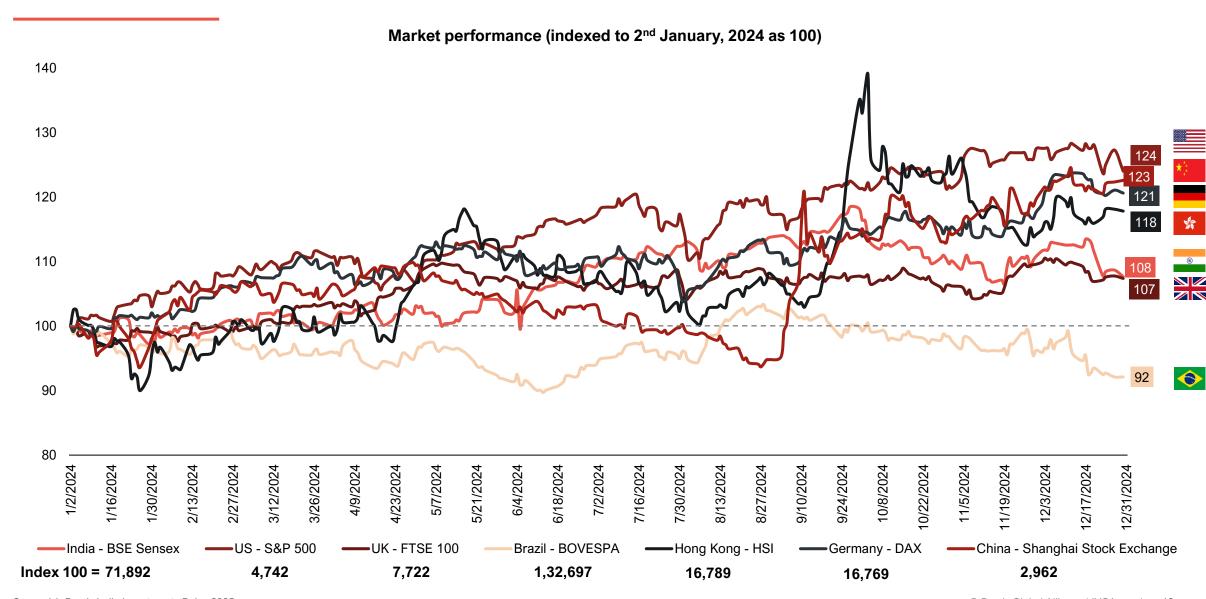
(Current prices, US\$ T)



Outlook for India remains strong: Continues to show high and consistent real GDP growth with forecast of 6.5% for 2025 and 2026



Indian public market returns moderated in 2024 making valuations less inflated

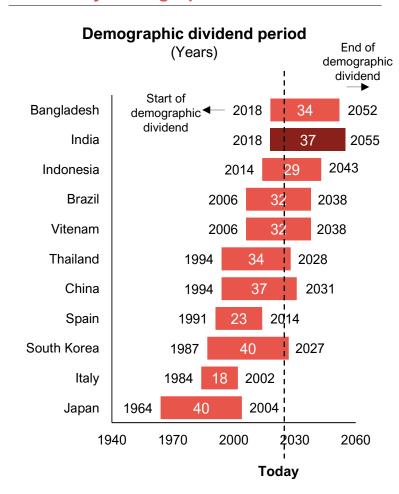


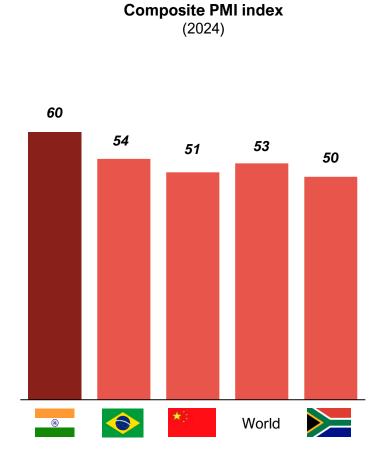
Growth outlook for India is positively driven by several growth tailwinds

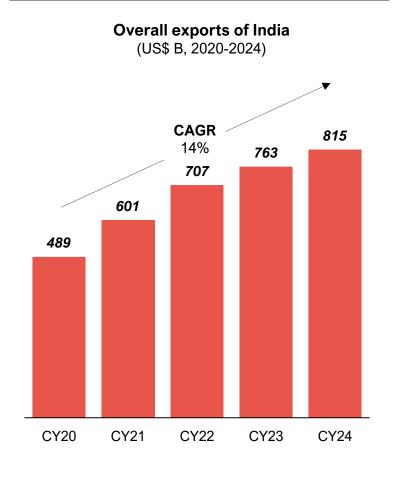
Economy primed to grow in India driven by demographic dividend

India's composite PMI is higher than the world avg. and other developing nations

Continued growth in exports since 2020







Source(s): Praxis India Investments Pulse 2025

Large headroom for private investments as only 10% active companies have taken private investments to date



~9K

Total funded companies to date



~90K

Investible universe (active businesses only)



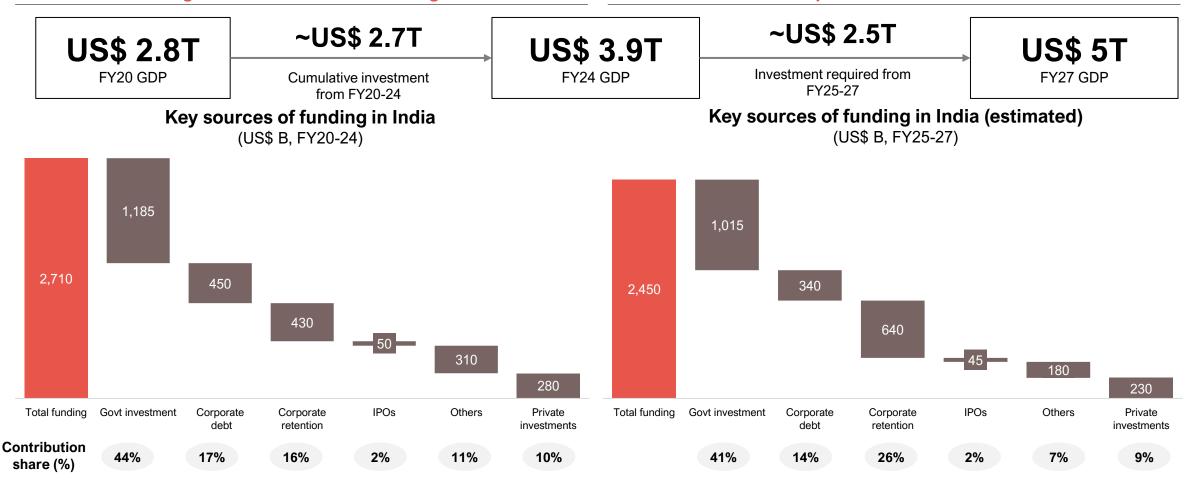
~10%

Penetration of private investments today

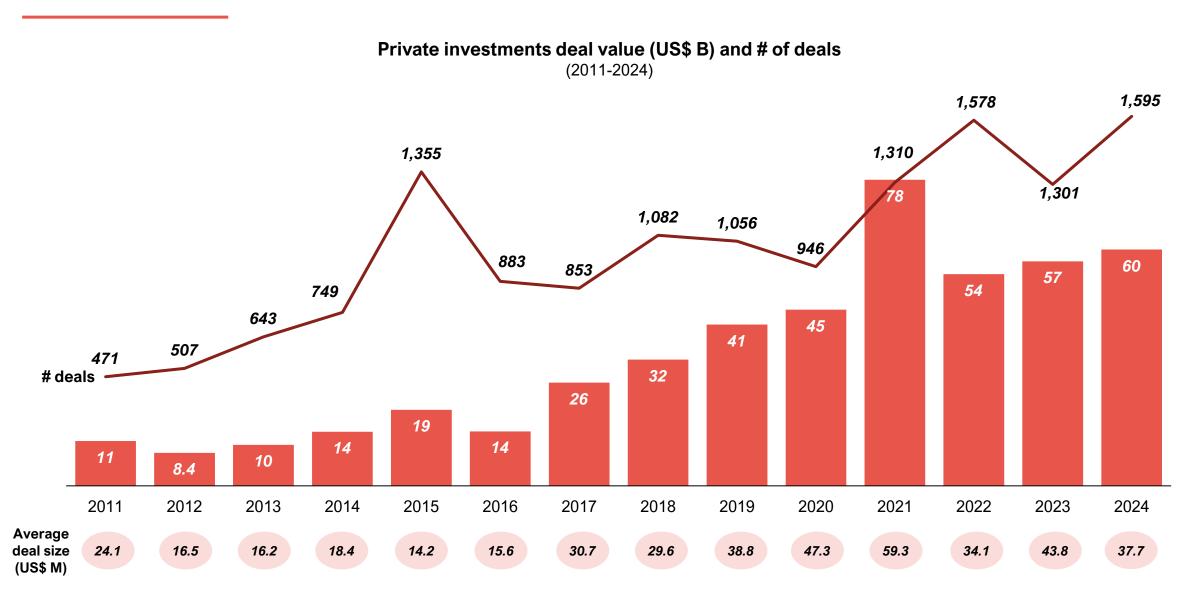
Future outlook: Private investments of US\$ 230B+ in primary capital needed over three years

US\$ 280B worth of private investments in the last 5 years contributing to ~10% of the total funding received

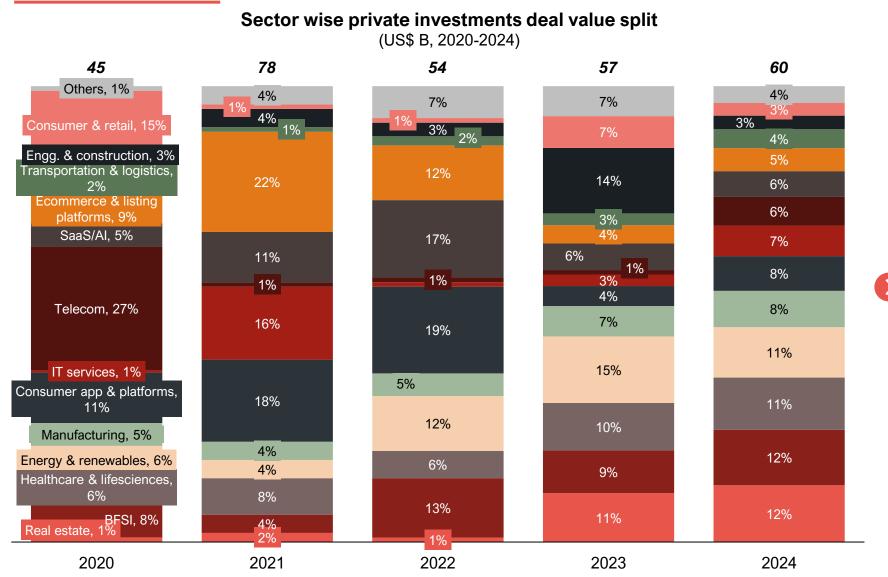
Corporate retention is expected to become 26% of the total expected investments



Private investments in India are growing: 2024 was the second best year ever



2024 saw deals across sectors, with Real estate, BFSI, Healthcare & lifesciences and Energy/Renewables being most funded



Key insights

- Real estate was the largest sector: US\$ 6B 2023 to US\$ 7.5B in 2024
- BFSI and Healthcare & lifesciences continued to sustain momentum driven by organized players gaining share
- Increased investor
 preference towards ESG
 and impact sectors
 evident from rising share
 of Energy & renewables
 sector from 2020 to 2024
- Overall, 2024 was a balanced year with no sectoral spikes

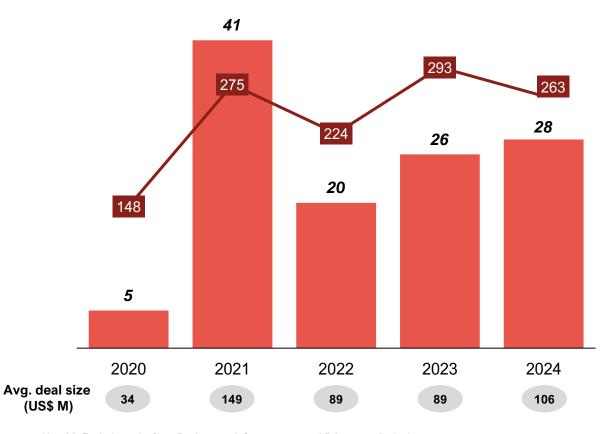
Source(s): Praxis India Investments Pulse 2025

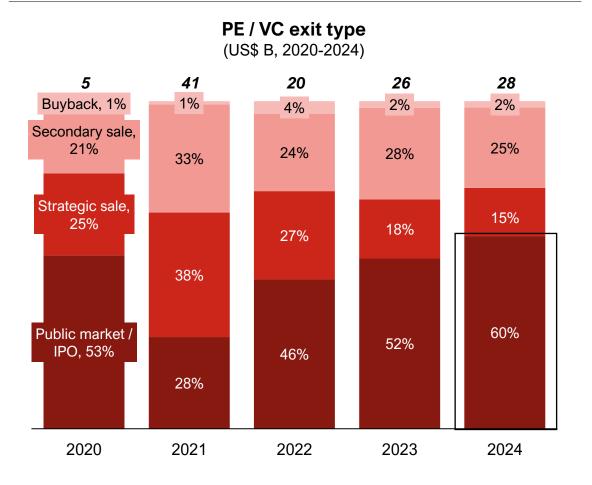
Bumper year for exits driven by record breaking liquidity through public markets

Steady growth in exit deals activity with increasing average deal sizes

Public market exits continued to be the most favored exit route, representing ~60% of the total exit value







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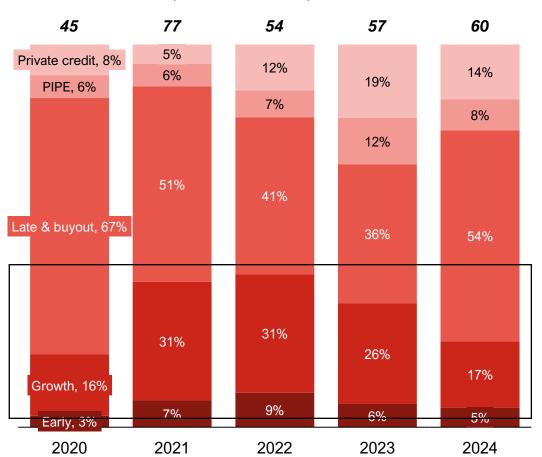
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Growth investing in India attracted ~US\$ 10B in 2024: Saw 65% higher deal volume but 33% lesser fund inflow against 2023

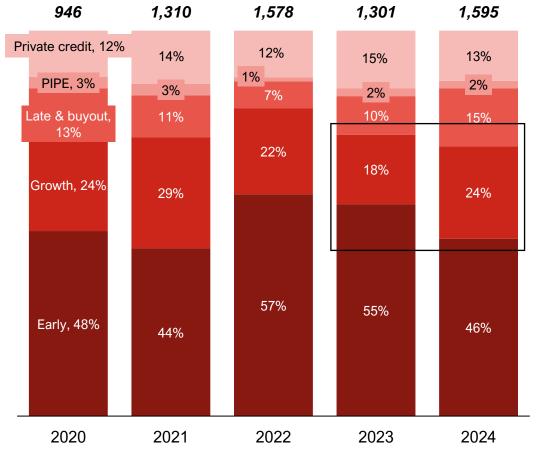
17% of the private investments were infused in Growth equity in 2024, amounting to ~US\$ 10B

Growth equity accounted for one in every four private investment deals in 2024, with a total of 388 transactions

Split of private investments deal value by stage (US\$ B, 2020-2024)

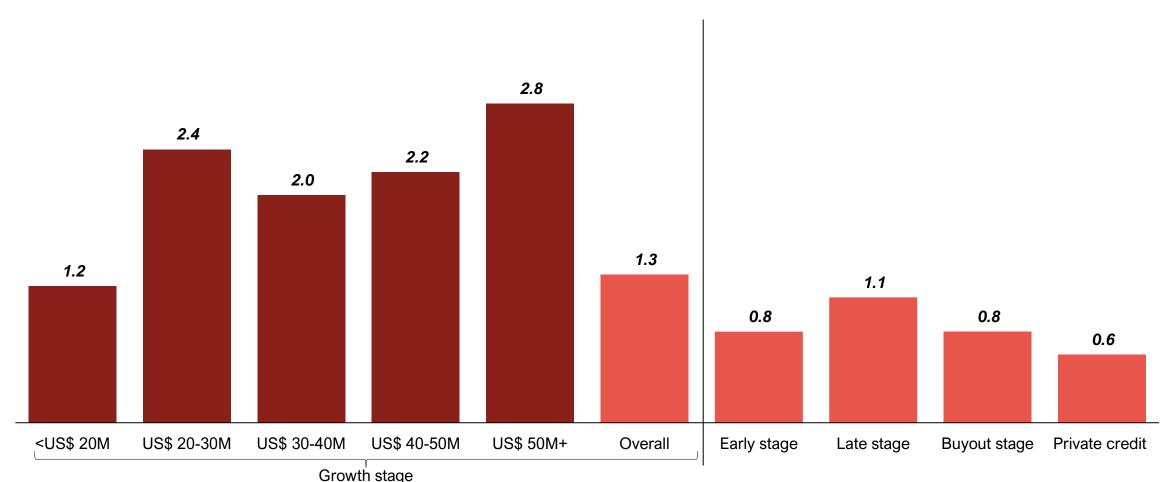


Split of private investments deal volume by stage (#, 2020-2024)



Growth equity continues to be competitive deals, especially US\$ 50M+, are most competitive

Competitive intensity in deal activity (no. of active funds per deal) (#, 2024)

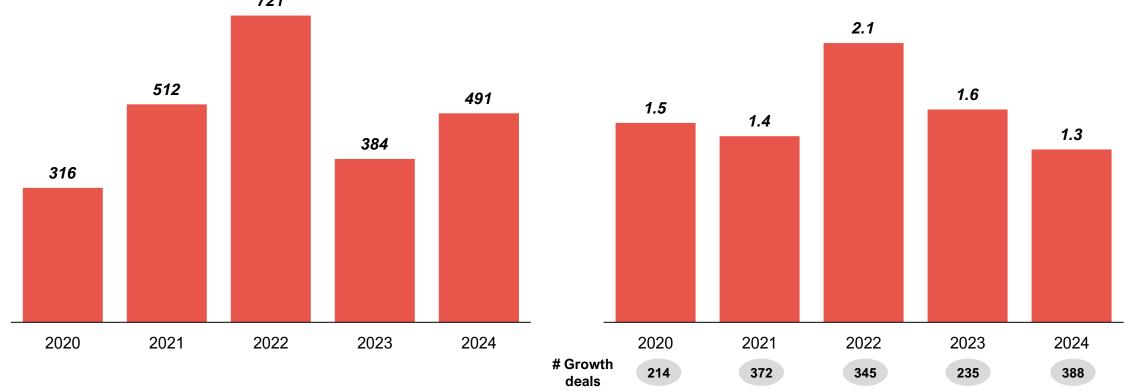


Competitive intensity in growth equity has reduced since the internet investing induced peak in 2022

491 funds participated in growth equity deals in 2024 (~45% lower than the 2022 peak)

Competitive intensity seems to be at an all time low





Continuation funds are growing in private investments landscape, offering liquidity and extended time for value creation

Advantages of continuation funds		D	isadvantage	es of continuation funds	Examples of continuation funds		
	Maximized value	Extends holding periods for high-performing assets to unlock full growth potential	→ ←	Potential conflict	Challenges in fair asset valuation can create trust issues	Investors	Fund size (US\$ M)
	Exit options	Offers exits for existing LPs and entry for new investors	® ∧ ® Û\$Û	High costs	Involves significant legal, regulatory, and financial structuring, increasing transaction costs	Warburg Pincus *	2,200
	Market timing	Avoids forced exits during unfavorable market conditions	7 ₩	Low liquidity	New LPs might face long holding periods, reducing flexibility	GENERAL CATALYST	1,000
	Growth capital	Injects funds for scaling operations and M&A		Reputation risk	Perceived as delaying exits for underperforming assets	CHRYSCAPITAL	300-400
8 <u>-</u> 8 (6)) 8-8	Interest alignment	Aligns goals between GPs, existing LPs, and new investors		Resource strain	GPs may allocate disproportionate resources to continuation fund assets	CARPEDIEM CAPITAL	50

Select list of funds that closed growth equity deals in 2024

NON-EXHAUSTIVE





Increasing participation in growth stage investments from early and late stage investors

ILLUSTRATIVE

Early stage investors













TIGERGLOBAL

Growth stage

Funds across varied strategies are exploring growth stage investments because:

- Relatively lower risks involved with proven business model
- Stronger portfolio support and follow-on investments
- Increasing value creation and realization potential
- Relatively lower deal sizes reducing risk
- Increased activity in developing markets with small deal sizes
- Flexibility in participating in upcoming / new themes



Source(s): Praxis analysis © Praxis Global Alliance | IVCA

Increased number of funds are playing across strategies with Growth investing being the most popular

Illustrative: in alphabetical order

				Investme	nt stages			
Funds	Early	Growth	Late and Pre- IPO	Buyout	PIPE	Public market fund (Cat III)	Private credit	Other financial solutions
Accel	\checkmark	✓	×	×	×	×	×	×
AMARA PARTNERS	×	✓	×	×	✓	×	×	×
Avendus [^]	✓	✓	*	×	✓	✓	✓	✓
Z BainCapital	×	✓	✓	✓	×	×	✓	×
British international investment	✓	✓	×	×	×	×	✓	×
CHRYSCAPITAL	×	✓	✓	✓	✓	✓	×	×
GENERAL ATLANTIC	×	✓	✓	✓	✓	×	✓	×
KFDAARA	×	✓	×	×	×	×	×	×
peak xv	✓	✓	×	×	×	×	×	×
PREMJI INVEST 🌇	✓	✓	×	×	✓	×	×	×
responsAbility	×	✓	×	×	×	×	✓	×
Singularity AMC	×	✓	✓	×	×	×	×	×
TA	×	✓	✓	✓	×	×	×	×
TRIFECTA CAPITAL	×	✓	×	×	×	×	✓	✓
truenorth	×	✓	✓	✓	×	×	✓	×
TVS CAPITAL FUNDS (P) LIMITED	×	✓	×	×	×	×	×	×

Increasingly new funds are being set up by seasoned managers with track record

	TRIDENT GROWTH PARTNERS	AMARA PARTNERS	Avendus^	Kenro Capital
Fund	(Growth Fund I)	(Growth Fund I)	(Future Leaders Fund)	(Growth Secondaries Fund)
Fund size	~US\$ 250M	~US\$ 50M*	~US\$ 100M*	Undisclosed
Focus sector	 Consumer Financial services Manufacturing Enterprise tech Cleantech Healthcare 	Sector agnostic	Digital technologiesConsumptionFinancial services	Sector agnostic
Fund thesis	Lead / co-lead US\$ 15–20M Series B+ investments with target valuations of US\$ 100- 400M for 5% - 15% ownership with Board/Observer seats	 Growth investments in mid-market private equity to series A/B in venture capital 	 Invest in Late-stage private companies with investment size of US\$ 10-30M per transaction, holding a minority stake in the company 	Backing companies in India and Southeast Asia focusing on mix of primary and secondary investments
Current investments by the fund	2 undisclosed deals	LUMAX AUTO TECHNOLOGIES LIMITED	L <u>a Renon</u>	KI
Fund Manager(s)	Atul Gupta, Rajesh Ramiah, and Pravan Malhotra	Parag Shah	Ritesh Chandra, Chirag Shah, and Ravindra Bahl	Piyush Gupta, Norbert Fernandes
Fund Manager's track record	~US\$ 1.2B invested across 37 companies with 11 unicorns and 0.7% loss ratio	Built and grown 30+ business with 4 of them being IPOs / unicorns	 25+ years of experience, delivering 100%+ returns in Fund I and backing top firms 	7+ years of experience with Peak XV Partners and TR Capital, leading investments across India and Southeas Asia
Past marquee investments by the Manager	© lenskart purplle **Gamma	PORTER° Mahindra LOGISTICS	firstory (700 lenskart	bigbasket pine labs

Growth is cornering the bulk of LP allocations for India-specific funds

Growth funds have raised a corpus of US\$ 3B in 2024

Growth funds fundraising (US\$ B, 2020-2024) 5 4 3 2020 2021 2022 2023 2024 Share in total fundraise 20% 15% 26% 24% 29% (%)

Leading growth funds raised in India in 2024

	Fund	Fund value (US\$ M)
KEDAARA	Kedaara Fund IV	1,800
☐ FILTER CAPITAL	Filter Capital India Fund I	194
omnivore	Omnivore Fund III	175
AMICUS CAPITAL PARTNERS	Amicus Capital Partners India Fund II	171
SIGULER © GUFF	Siguler Guff Growth Opportunities GEMCO Fund II	110
	Total	2,450

LPs continue to find growth investing in India to be lucrative (commensurate to risk undertaken) but are allocating cautiously

Potential for high returns

 Source of returns for growth investments is the company's ability to scale its operations, which results in significant revenue and profitability growth





Companies targeted in growth stage deals typically operate in well-established markets and offer commercially viable products owing to less risk than early-growth investments

Key motives driving funds towards growth stage deals

Portfolio diversification

 Investing in low value deals provides more space to diversify fund portfolios by adding exposure to established, highgrowth companies across various sectors





Favorable exit oppurtunities

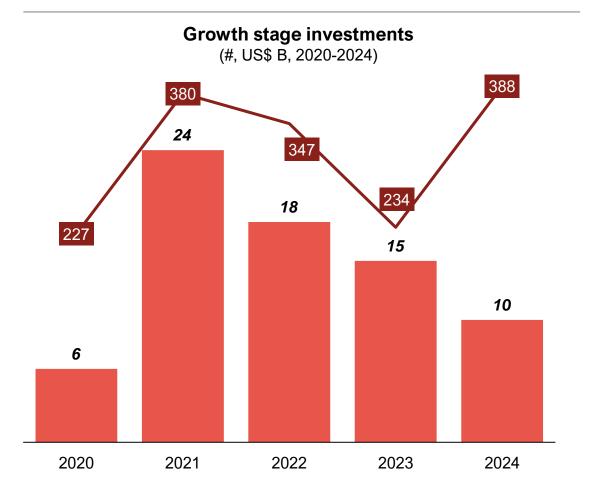
 Increased likelihood of favorable exits through IPOs or acquisitions, attracting buyers seeking growth and market advantages

Source(s): Praxis analysis © Praxis Global Alliance | IVCA

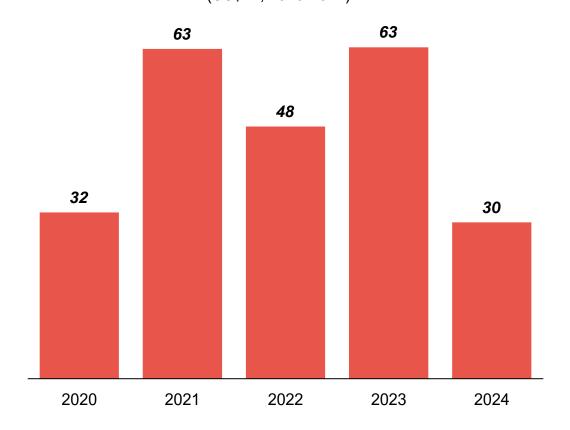
Growth equity deal flow has sustained momentum with record-high 388 deals (amounting to ~US\$ 10B in 2024)

Record 388 growth stage deals recorded in 2024

Average deal size of growth stage investments has halved and is back to 2020 levels signaling tempering valuations



Average deal size of growth stage investments (US\$ M, 2020-2024)

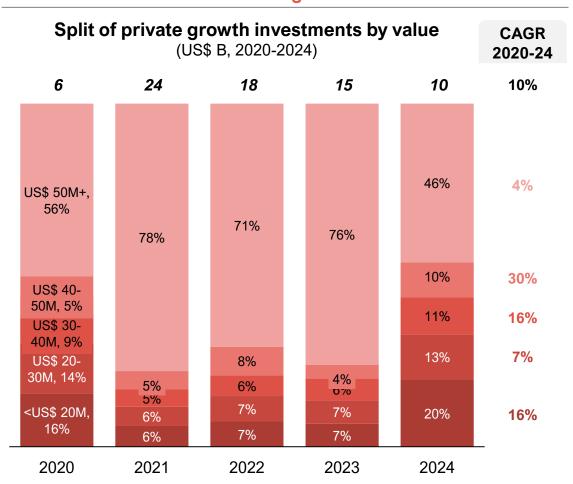


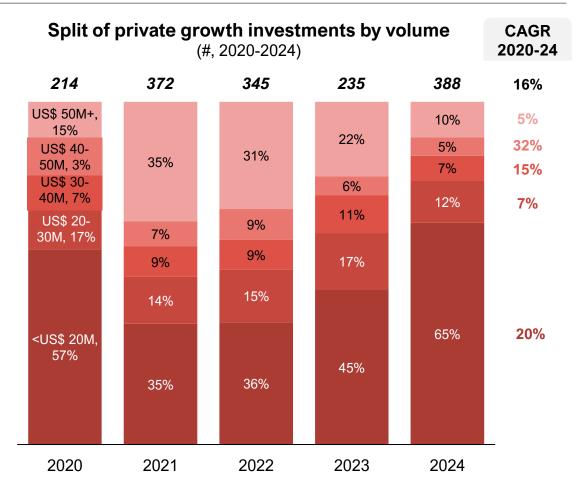
Source(s): 1Lattice DealPulse, Praxis analysis

2024 marked a shift towards smaller deals with increasing domestic growth funds participation

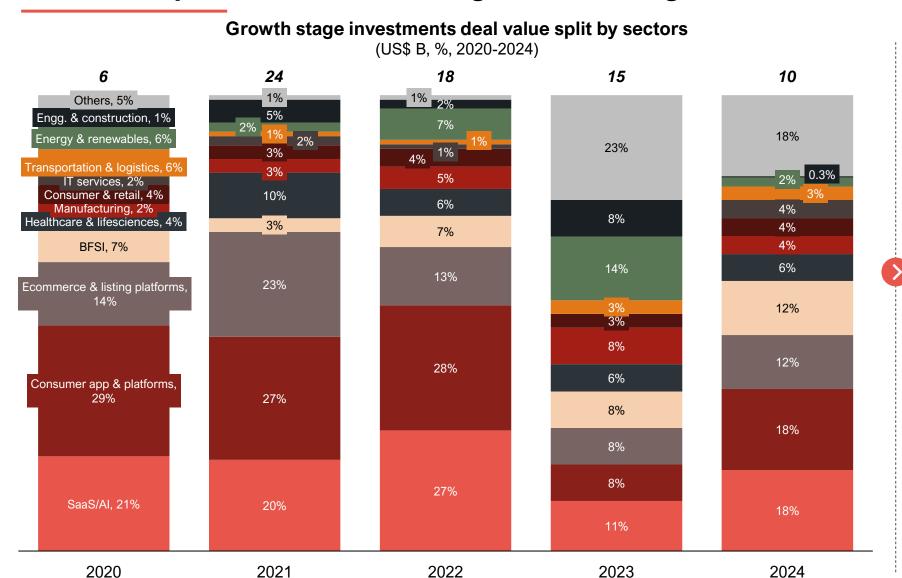
Large check size deals still drive value, but their share shrank as smaller deals gained traction







SaaS/AI, Consumer app & platforms, and Ecommerce & listing platforms continue to be most preferred sectors for growth funding



Key insights

- Consumer apps & platforms and SaaS/AI sectors have consistently led growth stage investments over the years
- Share of BFSI deals has risen notably from 7% in 2020 to 11% in 2024
- platforms share remained same at 14% from 2020 to 2024

"Growth investments are bound to increase, with more expected activity in Consumer brands and BFSI"

- GP, Growth Fund

Source(s): 1Lattice DealPulse, Praxis analysis © Praxis Global Alliance | IVCA

Top ten growth stage investments of 2024

#	Company	Founded	Sector	Funding (US\$ M)	Investors
1	zepto	2020	Ecommerce & listing platforms	665	Avenir Growth, Lightspeed Venture Partners, Glade Brook Capital, Nexus Venture Partners, etc.
2	zepto	2020	Ecommerce & listing platforms	340	General Catalyst Partners, Dragon Capital, Epiq Capital, etc.
3		2016	Consumer app & platforms	210	Lightspeed Venture Partners, Hornbill Capital
4	rapido	2015	Consumer app & platforms	200	WestBridge Capital, Nexus Venture Partners, Think Investments, Invus Financial Advisors
5	Engrail	2019	Healthcare & lifesciences	157	F-Prime Capital, Forbion, Norwest Venture Partners, RiverVest Venture Partners, Red Tree Venture Capital, etc.
6	kore. 💷	2014	SaaS/AI	150	FTV Capital, Vistara Growth, Sweetwater PE, NextEquity, Nicola Wealth, Beedie
7	EvenUp	2019	SaaS/AI	135	Lightspeed Ventures, Bessemer, Premjilnvest, Bain Capital Ventures, B Capital Group, etc.
8	FINOVA CAPITAL	2015	BFSI	135	Norwest Venture Partners, Sofina, Madison India, Avataar Ventures
9	INFINX	2010	Saas/Al	125	KKR, Norwest Venture Partners
10	rapido	2015	Consumer app & platforms	120	WestBridge Capital
		Total		2,237	

Source(s): 1Lattice DealPulse, Praxis analysis

Different investment theses in growth stage investments in India (illustrative)

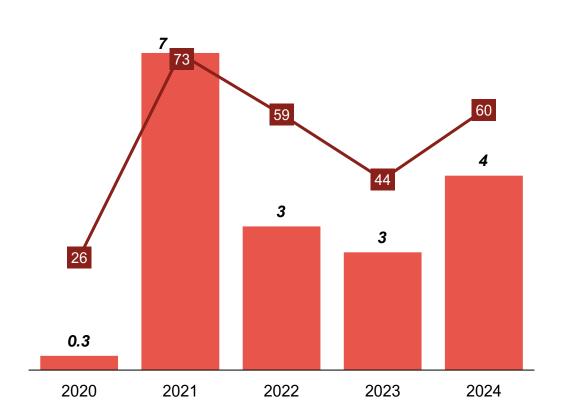
Only growth investors are considered Increasing market Use cases Capacity ramp up Geographical expansion New product development **Inorganic expansion** penetration GEF CAPITAL PARTNERS Major Verlinvest KEDAARA KKR investors venturi responsAbility peakxv premji invest participated **TEMASEK** in growth **≱**BLUME stage Norwest Venture Partners purplle INFINX asc asg eye hospitals Company · Online beauty and Online dairy and fresh food A leading chain of 160+ Platform provider of revenue India's largest integrated fruits and personal care platform delivery platform dairy & super specialty eye hospitals cycle management for the offering a wide range of essentials directly to across 83 cities all over vegetables value chain healthcare providers and **About** cosmetics, skincare, consumers' India, offering also offers coding and billing company haircare, and fragrance comprehensive eye care services products from various services brands **Founding** 2011 2013 2005 2011 2010 year **Ecommerce & listing** Consumer & retail SaaS/AI Sector Food & agriculture Healthcare & lifesciences platforms To expand its brand To enhance brand marketing To establish wider network • To accelerate expansion · To accelerate growth, offerings, create womenefforts, and increase its of eye hospitals across across new patented agriexpand network, and capacity to deliver fresh centric content, enhance India, and acquire other eye products and produce and support bolt-on Rationale its personalized shopping dairy products directly to care facilities process premium fruits & acquisitions experience through Alvegetables consumers powered recommendations

Exits from growth stage deals have increased 1.3x over 2023 due to robust public markets and secondary activity

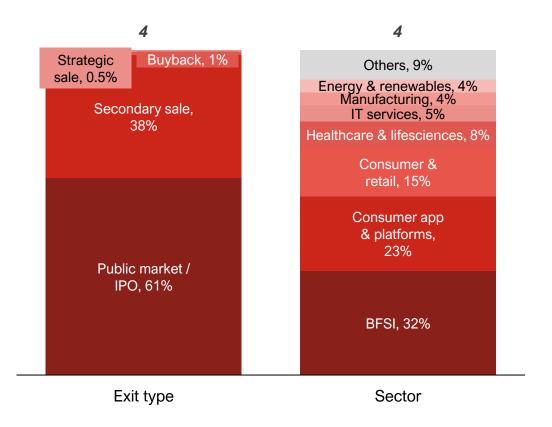
Sustained exits activity at US\$ 4B after peak of US\$ 7B in 2021

BFSI and consumer sectors outshined with a cumulative share of ~70%

Growth stage deals exits value and volume (US\$ B, 2020-2024)



Split of growth stage deals exits value (%, 2024)



Source(s): 1Lattice DealPulse, Praxis analysis

Top 10 growth stage deals exits of 2024

#	Company	Sector	Amount (US\$ M)	Exiting investors
1	FIVE STAR Business Finance Limited	BFSI	408	TPG, Peak XV Partners, Norwest Venture Partners
2	digit	BFSI	314	Peak XV Partners, TVS Capital, Faering Capital, IIFL AMC, Fairfax Holdings, Wellington Management, A91 Partners
3	STAR Health Fersonal & Caring Insurance The Health Insurance Specialist	BFSI	265	Madison India, Apis Partners, ROC Partners
4	firstory	Consumer app & platforms	227	Premji Invest, SoftBank Corp, TPG NewQuest, etc.
5	P DREAM11	Consumer app & platforms	150	Tencent
6	DATA PATTERNS	Manufacturing	133	Florintree
7	<u>APTUS</u> ®	BFSI	124	WestBridge Capital
8	Akums	Healthcare & lifesciences	116	Quadria Capital
9	travelboutiqueonline®	IT services	110	Affirma Capital
10	inventia	Healthcare & lifesciences	109	NYLIM Jacob Ballas Funds, InvAscent
	Total		1,956	

Source(s): 1Lattice DealPulse, Praxis analysis

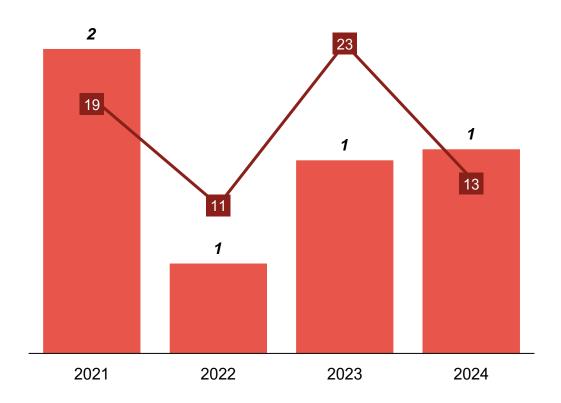
Top 10 public market exits of growth deals in 2024

#	Company	Sector	Amount (US\$ M)	Exiting investors
1	digit	BFSI	314	Peak XV Partners, TVS Capital, Faering Capital, IIFL AMC, Fairfax Holdings, Wellington Management, A91 Partners
2	The Health Insurance The Health Insurance Specialist	BFSI	265	Madison India, Apis Partners, ROC Partners
3	firstcry	Consumer app & platforms	227	Premji Invest, SoftBank Corp, TPG NewQuest, etc.
4	DATA PATTERNS	Manufacturing	133	Florintree
5	<u>APTUS</u> ®	BFSI	124	WestBridge Capital
6	Akums	Healthcare & lifesciences	116	Quadria India
7	tbo.com	IT services	110	Affirma Capital, General Atlantic
8	awfis	Others	72	ChrysCapital, Peak XV Partners
9	HOSPITALS	Healthcare & lifesciences	58	BanyanTree Growth Capital
10	Suraksha Clinic & Diagnostics	Healthcare & lifesciences	56	OrbiMed
	Total		1,475	

Exits via secondary deals continue to be nascent due to ease and valuation richness of public market exits

Both volume and value of secondary growth exit deals have decreased between 2021-2024

Secondary growth stage deals exits (#, US\$ B, 2021-2024)



Select secondary growth stage deals exits in 2024					
#	Company	Sector	Amount (US\$ M)	Buying investors	Exiting investors
1	FIVE STAR Business Finance Limited	BFSI	408	Nomura India Investment Fund	TPG, Peak XV and Norwest
2	P DRERM11	Consumer app & platforms	150	TIGA Investments	Tencent
3	inventia	Healthcare & lifesciences	109	Platinum Equity	NYLIM Jacob Ballas Funds, InvAscent
4	MOONSHINE TECHNOLOGIES	Consumer apps & platforms	100	Nazara Technologies	Bellerive Capital
5	of business	BFSI	100	HNIs	Zodius Capital
6	SEDEMAC	Energy & renewables	91	Xponentia Capital, A91 Partners, 360 One	Nexus Venture Partners, TR Capital
7	purplle	E-Commerce & listing platforms	84	ADIA	Goldman Sachs, Verlinvest, Blume Ventures, IvyCap Ventures
8	DEZERV	BFSI	38	Premji Invest	Whiteboard Capital
9	OMAXE Turning dreams into reality	Real Estate	35	Kotak Mahindra Bank	Varde Partners
10	PUSHP	Consumer & retail	12	Sixth Sense Ventures	A91 Partners
	Total		1,127		

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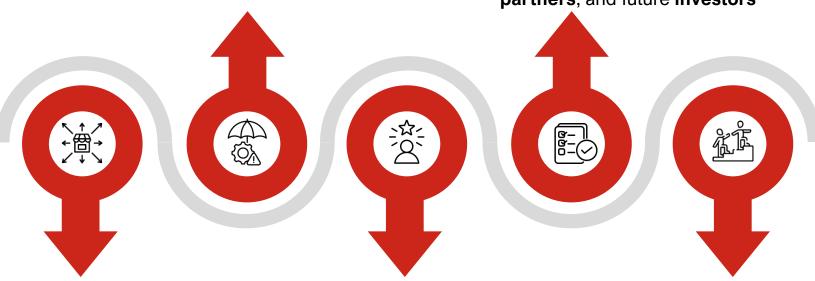
Companies require growth stage investments to expand their business capabilities, gain market validation and mitigate critical risks through experienced mentorship

Mitigating risks

Funding at this stage provides **financial cushion for pivots** and challenges. **Increases** survival and **long-term success chances**

Increase market validation

To get **market recognition** because funding from marquee investors boosts business credibility. Also **attracts more** customers, **partners**, and future **investors**



Enhance capabilities & resources

Supports scaling to meet growing demand and expand into new markets with a broader product portfolio. Additionally, leverage advanced technology to enhance process efficiency and streamline internal operations

Attracting skilled talent

Funding allows you to increase your talent pool at competitive salaries and benefits. Enables to retain skilled professionals driving innovation

Experienced mentorship

To get experienced opinions and further get mentorship and operational support in making business decisions

Growth investors adding value to portfolio companies in six ways

Capital infusion for scaling:

 Provide funds to expand operations, production, and workforce

Support investments in technology & infrastructure

2 Strategic guidance & mentorship:

- Offer expertise to refine business models and growth strategies
- Advise on navigating challenges and seizing new opportunities

3 Professionalizing management & governance:

- Assist in building experienced leadership & governance structures
- Encourage hiring of C-level executives and key talent

4 Access to networks & partnerships:

- Connect companies with key industry players, clients, and partners
- Open opportunities for mergers, acquisitions, or strategic alliances

5 Risk management:

- Help spot potential risks early, including market and operational challenges
- Provide support during crises, offering guidance and resources to navigate through difficult situations

6 Credibility & market confidence:

- Boost reputation through association with reputable investors
- Signal financial stability and growth potential to the market



Key risks for investors investing in growth stage deals

- Overvaluation due to optimistic projections impacts returns
- Challenges in achieving timely IPOs or acquisitions prolong liquidity



- Inefficiencies and operational efficiency issues during rapid growth
- Difficulty maintaining customer satisfaction at scale





- Disruptive competition from startups and established players
- Vulnerability to market changes and evolving consumer preferences







- Limited experience in managing large-scale operations
- Struggles transitioning from a startup to a structured corporate model



Financial sustainability & burn rate

- High burn rates necessitate frequent fundraising
- Risk of reduced valuations in subsequent funding rounds



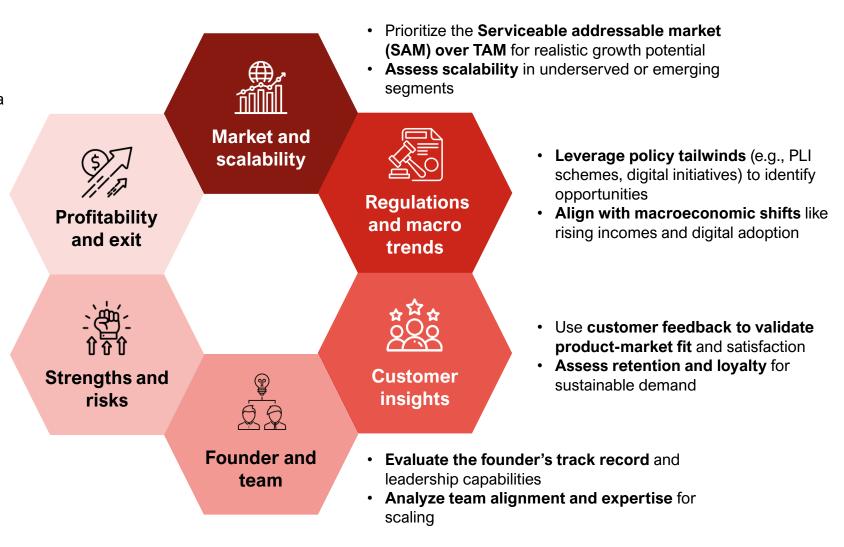
Lack of transparency

- Limited access to accurate and up-to-date financial information
- Lack of transparency can obscure potential risks, creating unforeseen challenges

Source(s): Industry reports, Praxis analysis © Praxis Global Alliance | IVCA

Implications for GPs in selecting high quality assets

- Ensure strong unit economics and a clear profitability roadmap
- Evaluate exit opportunities, including IPOs, secondary sale, and strategic acquisitions
- Examine competitive positioning & the ability to build long-term defensibility
- Identify operational strengths driving competitive advantage
- Conduct thorough risk assessments with clear mitigation strategies
- Align with emerging trends like Al, sustainability and digital transformation



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Growth equity is a large US\$ 600B opportunity





~US\$ 30M

Average growth stage investment requirement considered for each company





US\$ 600B

Total requirement for growth stage investments in India

Companies with >US\$ 10M revenue addressable* for growth investments

~20K

Companies across businesses, offerings and vintage require growth funding

ILLUSTRATIVE



Less than 2 years







Between 2-5 years







Between 5-10 years





axio





Greater than 10 years









By offerings

Product based

















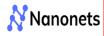




Service based

























By businesses

Tech

















Non-tech













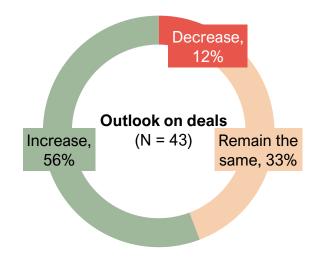




Outlook for 2025: Investors expect growth focused fundraising and deal activity to increase with exits expected to maintain their current momentum

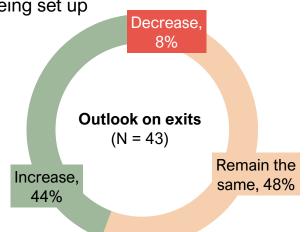
Deals landscape

- Consumer apps and platforms,
 Ecommerce & listing platforms,
 SaaS/AI, and BFSI expected to attract
 major share of investments in 2025
- Overall growth deal activity is poised to grow with tech investing expected to bounce back because of correction in valuations



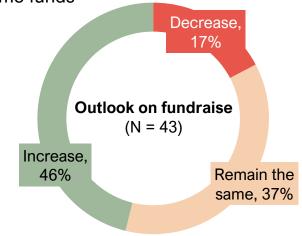
Exits landscape

- Increasing growth deal exits
 anticipated as many first-time growth funds approach the end of their life cycles
- Although investors expect public market domination, growth secondary deals are also expected to increase with increasing growth secondary funds and family offices being set up



Fundraise landscape

- Anticipated increase in capital raised by GP-led growth and secondary funds combined with debt funds opting for growth strategies
- Increasing participation from domestic LPs as INR depreciates
- Funds with a proven track record raise capital more easily than firsttime funds



Outlook for 2025: Consumer app & platforms, SaaS/AI, BFSI, and Ecommerce & listing platforms expected to be preferred avenues for growth deals in 2025

Preferred sectors for growth investments (N=43)



Consumer & retail, 7%

Healthcare & lifesciences, 9%

BFSI, 12%

Ecommerce & listing platforms, 16%

SaaS/AI, 21%

Consumer app & platforms, 23%



Consumer app & platforms

- Growing increasing disposable income driven by income tax rate cuts
- Increasing D2C businesses requiring growth capital to scale operations, grow in value chain, and sustain their market share



SaaS/AI

- Soaring government attention given recent launch of INR 10,000Cr fund of funds (FFS) focusing on manufacturing and high-tech sectors
- Increasing trend towards digital first services coupled with quicker adoption



Ecommerce & listing platforms

- Rising category specific quick commerce platforms addressing specific markets
- Increasing consumer shift towards service convenience and quicker delivery times



BFSI

- Increasing financial awareness is driving demand for investment, lending, and insurance solutions, attracting more fueling setting up of more businesses
- Fintechs are becoming increasingly appealing for investors as they achieve profitability

Sectors

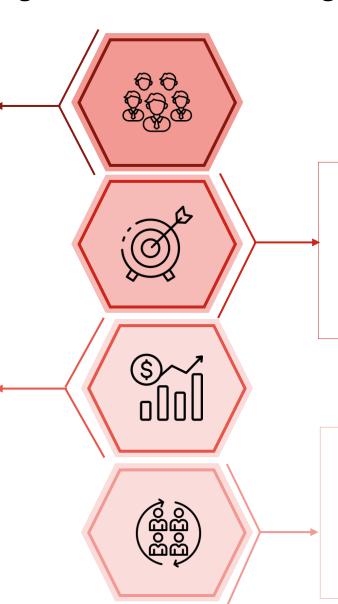
Funds operating in India driving value creation through four levers

Developing human capital

- Expanding operating teams & sector experts: Deploy hands-on value creation teams
- Increasing board involvement: Participating in company boards for strategic guidance
- Developing leadership: Providing executive coaching & mentorship for C-suite executives

Increased involvement in operations

- Focusing on profitability and capital efficiency while tempering growth: Optimize costs, pricing, and working capital
- Managing leverage: Focus on efficient utilization of debt to increase return on capital
- Upgrade the CFO: Implementing capex & working capital improvements; Building readiness for exits



Nuanced liquidation strategies

- Introducing continuation funds: Extend holding periods for high-value assets
- Exploring secondary market solutions: Use secondary transactions and hybrid exits by identifying potential investors
- Structured deals and performance-linked rewards

Network & ecosystem building

- **Sharing resources:** Providing access to the fund's legal, financial and operating advisor expertise
- Partnering with network: Utilizing fund's network to create strategic partnerships and global access
- Sharing knowledge: Peer learning among portfolio companies through forums, workshops and events

Funds are actively driving value creation in portfolio companies through operating teams

Funds	Operating strategies ILLUSTRATIVE AND ALPHABETICAL ORDER
CARPEDIEM CAPITAL	 Investment team combines investing and operational expertise with deep sector knowledge, providing expert support as businesses mature
CHRYSCAPITAL	 Dedicated operational value creation team called 'Enhancin'. Team serves as a robust professional advisor to the portfolio companies
CX partners	 Partners with portfolio companies to push the envelope on value creation and add value for all the stakeholders involved
KEDAARA	 Partners with industry leaders to drive value creation for portfolio companies, streamline integration, and maximize stakeholder value
KKR	 KKR's Capstone is a dedicated value creation strategic initiative which allows the firm to work side-by-side with portfolio founders
Lightspeed	Dedicated value creation team which works with portfolio founders to refine operating and execution plans
peak xv	 Resolute operations team for portfolio companies, further helping them drive strategies and expansion as their business grow
TPG	 Focussed value creation team which helps actively devise value creation plans since the very first day of investment

Source(s): Praxis analysis © Praxis Global Alliance | IVCA

Government is supporting the ecosystem actively: Key highlights for private investments from Union Budget FY26

FDI in insurance sector

 The FDI limit in the insurance sector will be increased from 74% to 100% for companies that invest all of their premiums in India

 This move is expected to attract more capital into this capital-intensive industry

2 Amendments to definition of "Capital Assets" and taxation

- Securities held by Category I & II AIFs will now be classified as capital assets under Section 2(14)
- This amendment will ensure that all gains from security sales are treated as "Capital gains" and not "Business income", and thus attract lesser tax
- Reduction in withholding tax rate from 25-30% to 10% on payments made by Securitization
- AIFs and funds will no longer be subject to Tax Collected at Source (TCS) collections



- New INR 10,000 crore FFS has been announced to give a boost entrepreneurship & rupee capital participation; along with a dedicated Deep Tech FFS to give a boost to next generation of startups
- Amendments to **Atomic Energy Ac**t will allow greater private secrtor participation in nuclear energy



Expanding fast-track merger
 processes will make mergers quicker &
 smoother especially for companies
 looking to flip their structures back to
 India; amendments to Bilateral
 Investment Treaties (BIT) will make
 environment more investor friendly

Exemptions for Non-residents (IFSC)

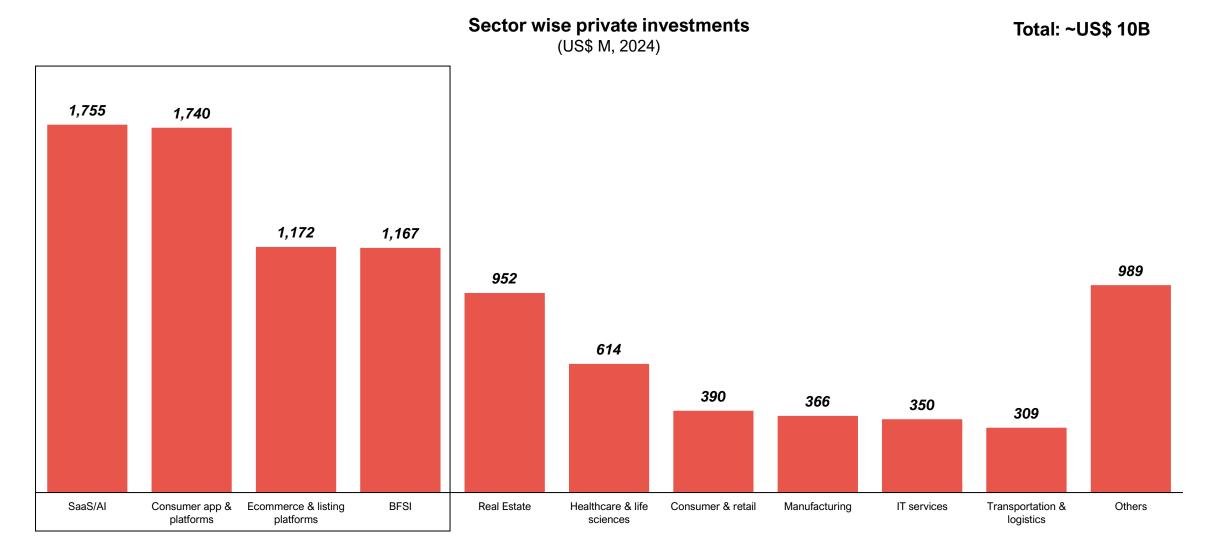
Tax exemptions on income of non-residents who enter into **OTC derivatives** and **ODI** with Foreign Portfolio Investors being unitsin **IFSC**, thus making IFSC a more attractive location for International financial institutions and market participants



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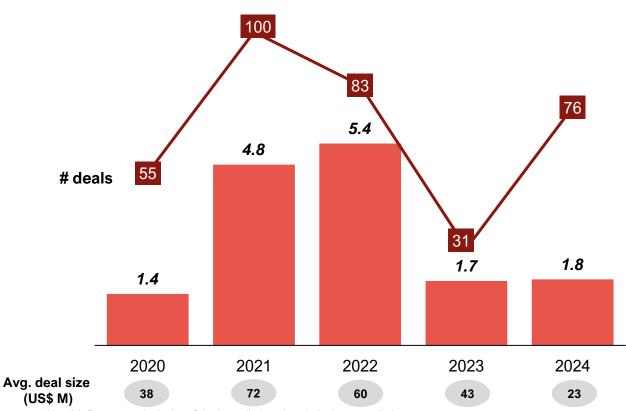
SaaS/AI, Consumer app & platforms, Ecommerce & listing platforms, and BFSI were the top funded sectors contributing ~60% of the total investment value in 2024



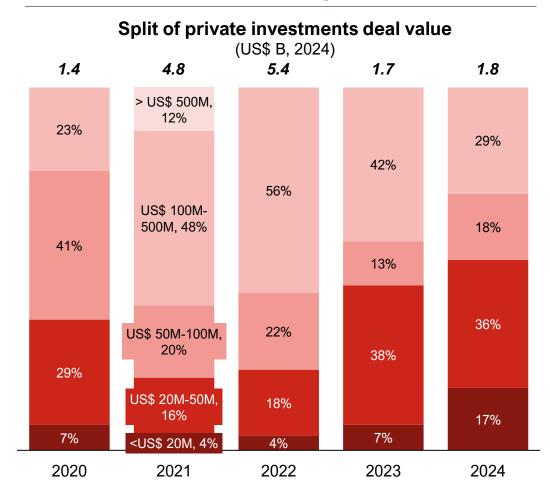
SaaS/AI: Growth stage investments in SaaS/AI amounted to US\$ 1.8B in 2024 with majority share of small deal sizes in total deal activity

Investments in SaaS/AI has significantly increased from US\$ 1.4B in 2020 to US\$ 1.8B in 2024

Private investments deal value and volume (US\$ B, 2020-2024)



Deals of small deal sizes takes majority share in total deal activity



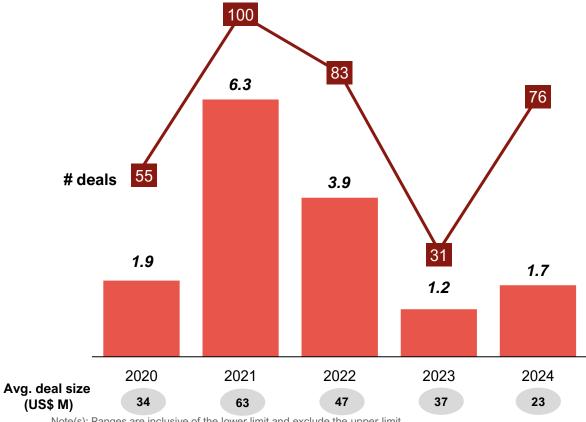
Top 10 growth deals of SaaS/AI in 2024

#	Company	Founded	Funding (US\$ M)	Investors
1	kore.	2014	150	FTV Capital, Vistara Growth, Sweetwater PE, NextEquity, Nicola Wealth, Beedie
2	EvenUp	2019	135	Lightspeed Ventures, Bessemer, Premji Invest, Bain Capital Ventures, B Capital Group, etc.
3	INFINX	2010	125	KKR
4	atlan	2018	105	GIC, Meritech Capital Partners, Salesforce Ventures, Peak XV Partners, Insight Partners, Waterbridge Ventures
5	W hatfix	2013	100	Warburg Pincus, SoftBank Group
6	🔀 SilVlaai.	2018	70	Maverick Ventures, Point72 Ventures, Jericho, Amplify Partners, Dell Technologies Capital, etc.
7	qure.ai	2016	65	Lightspeed Venture Partners, 360 ONE, Novo Holdings, Kae Capital, HealthQuad, TEAMFund
8	AIDA5H	2019	50	Lightrock, SE Ventures, G2 Venture Partners, Shell Ventures, National Grid Partners
9	Neuron7.ai	2020	44	Smith Point Capital, Nexus Venture Partners, Battery Ventures
10	IMPACT ANALYTICS	2015	40	Sageview Capital, Vistara Growth
	Total		884	

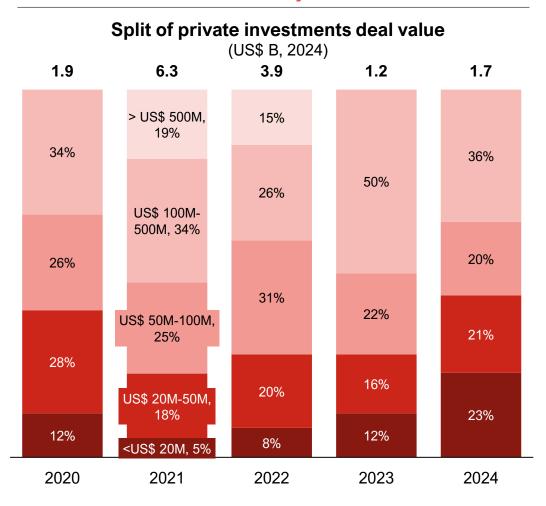
Consumer app & platforms: Growth stage investments in Consumer app & platforms amounted to US\$ 1.7B in 2024 with majority share of large size deals

Growth investments in consumer app & platforms have increased from US\$ 1.2B in 2023 to US\$ 1.7B in 2024

Private investments deal value and volume (US\$ B, 2020-2024)



Deals of large sizes takes majority share in total deal activity



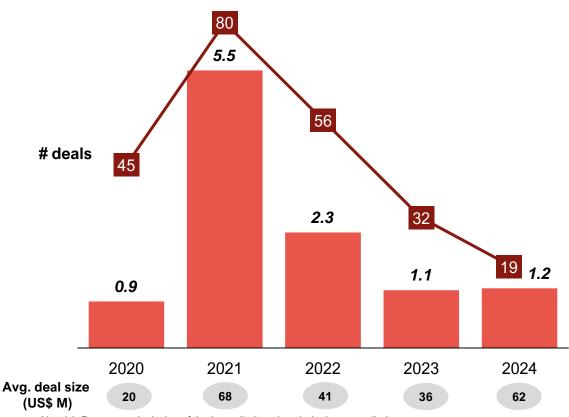
Top 10 growth deals of Consumer app & platforms in 2024

#	Company	Founded	Funding (US\$ M)	Investors
1	(R)	2016	210	Lightspeed, Hornbill Capital
2	rapido	2015	200	WestBridge Capital, Nexus Venture Partners, Think Investments, Invus Financial Advisors
3	rapido	2015	120	WestBridge Capital
4	Pocket FM	2018	103	Lightspeed Venture Partners, Stepstone Group
5	∜≤weaver	1950	94	Lok Capital, Gaja Capital
6	ZETWERK MAXIMIZE MANUFACTURING	2017	67	Khosla Ventures, Baillie Gifford, etc.
7	BatterySmart kabhi rukna nahi	2019	65	Tiger Global, British International Investment, Blume Ventures, LeapFrog, MUFG Innovation Partners, Panasonic, etc.
8	UC Urban Company	2014	63	Dharana Capital
9	BatterySmart kabhi rukna nahi	2019	45	Blume Ventures, The Ecosystem Integrity Fund
10	DEZERV	2021	32	Premji Invest, Elevation Capital, Matrix Partners India, Accel
	Total		999	

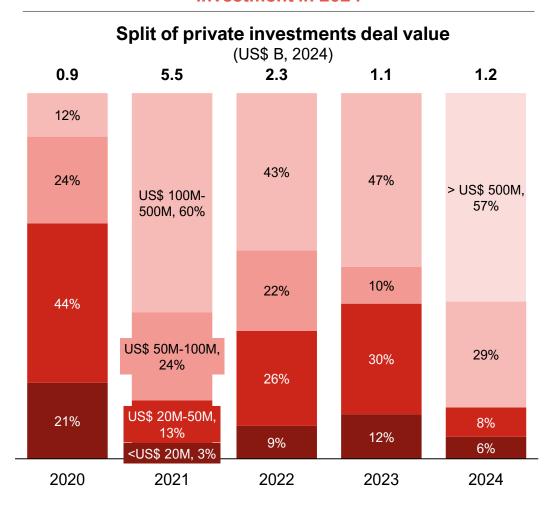
Ecommerce & listing platforms: Growth stage investments in ecommerce & listing platforms amounted to US\$ 1.2B in 2024 with 87% deals being more than US\$ 100M

Growth investments in Ecommerce & listing platforms sector has increased from US\$ 0.9B in 2020 to US\$ 1.2B in 2024

Private investments deal value and volume (US\$ B, 2020-2024)



>US\$ 100M deals contributed ~87% of the total investment in 2024



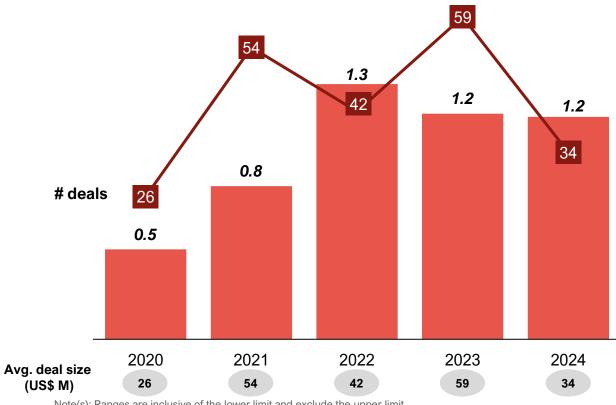
Top 10 growth deals of Ecommerce & listing platforms in 2024

#	Company	Founded	Funding (US\$ M)	Investors
1	zepto	2020	665	Avenir Growth, Lightspeed Venture Partners, Glade Brook Capital, etc.
2	zepto	2020	340	General Catalyst Partners, Dragon Capital, Epiq Capital, etc.
3	Wooden Street Furniturebonded with love	2015	43	Premji Invest
4	GIVA.	2019	30	Premji Invest, Epiq Capital, Edelweiss Group
5	CUREFOODS	2020	25	RB Investments, Three State Ventures, etc.
6	GIVA.	2019	12	Premji Invest
7	arzooo'	2016	10	SBI Ven Capital, Trifecta Capital, 3Lines Venture Capital, etc.
8	BIZ • N • O	2015	10	Madison India
9	ShopDeck	2018	8	Elevation Capital, Chiratae Ventures, Bessemer, VH Capital
10	Z appfresh [™]	2015	4	Heifer Impact Capital
	Total		1,147	

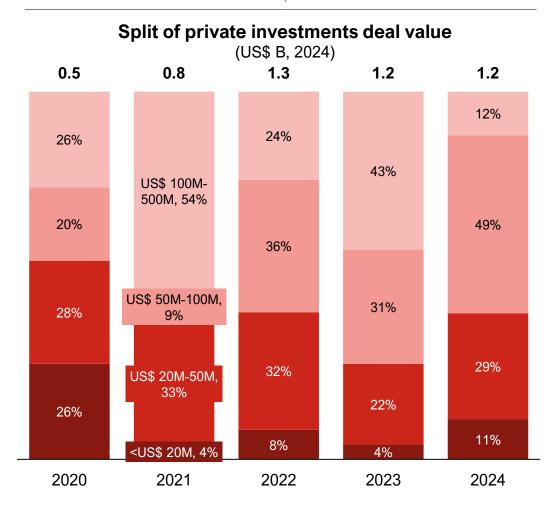
BFSI: Growth stage investments in BFSI amounted to US\$ 1.2B with 34 deals in 2024; 62% deals having ticket size more than US\$ 50M

Growth investments in BFSI has increased from US\$ 50.5B in 2018 to US\$ 1.2B in 2024

Private investments deal value and volume (US\$ B, 2020-2024)



~62% of the total growth investment was of ticket size more than US\$ 50M in 2024



Top 10 growth deals of BFSI in 2024

#	Company	Founded	Funding (US\$ M)	Investors
1	FINOVA CAPITAL	2015	135	Norwest Venture Partners, Sofina, Madison India, Avataar Ventures
2	Mintifi	2017	100	Prosus Ventures
3	UMMEED BOUSING FINANCE	2016	96	A91 Partners, Mirae Asset Venture Investments, Anicut Capital
4	fibe	2015	90	Eight Roads Ventures, Trifecta Capital, Amara VC, Norwest Venture Partners, TR Capital, Chiratae Ventures
5	Sitara® A SEWA INITIATIVE	2011	81	Arpwood Partners
6	neo ASSET MANAGEMENT	2021	75	Peak XV Partners, CLSA Capital, MUFG Innovation Partners, etc.
7	Sarvagram aspire. grow. prosper.	2018	67	Peak XV Partners, Elevar Equity, Elevation Capital, Temasek, TVS Capital
8	PARTIOR	2021	60	Jump Trading, Valar Capital, Peak XV
9	М2Р	2014	50	Taj Investment Holdings
10	VRIDHI HOME FINANCE	2022	37	Norwest Venture Partners, Elevation Capital
	Total		791	

About Praxis Global Alliance: We are the consulting firm of the FUTURE

Who we are and what we do





























Where our teams come from















McKinsey

& Company

Alma mater of our teams



















How we do it better: 'Praxis Stack'

Superior outcomes

- Full stack offering
- Proprietary databases + robust frameworks
- Digital tech first mindset

Practical approach

- Practitioner experience
- Bottom-up on-ground insights



High quality team

- Members from Top-tier institutes
- Operating experience
 - + consulting toolkit

Our work with financial sponsors: We are partners of choice for financial sponsors and strategic acquirers: participated in 300+ deals in the last three years

Classification of deals / fund strategy Praxis has worked on (%)

305	305
Others, 4% Next Gen Industrials, 2% Food and Agriculture, 3% Mobility, Energy and Transportation, 5%	Fund strategy / market scan, 15%
Education and Employability (E&E), 6% Technology, 8%	> \$75M, 18%
Healthcare and Lifesciences, 13%	
Financial Services, 23%	\$25-75M, 35%
Consumer and Internet, 36%	\$10-25M, 16%
morney 5575	< \$10M, 16%

Practices	Fund type	Target	Deal size
	Growth equity	Online home interior design platform	\$25-75M
	Late stage / buyout	Leading e-commerce for eyewear in India	\$75M+
	Growth equity	Largest cloud kitchen restaurant company	\$25-75M
Consumer and Internet	Growth equity	Online platform proving travel services	\$10-25M
	Late stage / buyout	Largest vernacular content aggregators	\$25-75M
	Growth equity	E-sports and mobile gaming platform	\$25-75M
	Early stage / VC	Online home interior design platform Leading e-commerce for eyewear in India Largest cloud kitchen restaurant company Online platform proving travel services Largest vernacular content aggregators E-sports and mobile gaming platform Leading retail supply chain solution provider Top housing finance companies in India Leading wealth management app Indian banking & financial services company Leading housing finance company Provides solution for entire agri value chain Offers agri-inputs, content, and advice Online B2B platform for doctors & hospitals Leading surgical suture manufacturer	\$10-25M
	Late stage / buyout	Top housing finance companies in India	\$75M+
Financial	Growth equity	Leading wealth management app	\$25-75M
Services	Late stage / buyout	Indian banking & financial services company	\$75M+
	SWF	Leading housing finance company	\$75M+
Food and	SWF	Provides solution for entire agri value chain	\$75M+
Agriculture	Growth equity	Online home interior design platform Leading e-commerce for eyewear in India Largest cloud kitchen restaurant company Online platform proving travel services Largest vernacular content aggregators E-sports and mobile gaming platform Leading retail supply chain solution provider Top housing finance companies in India Leading wealth management app Indian banking & financial services company Provides solution for entire agri value chain Offers agri-inputs, content, and advice Online B2B platform for doctors & hospitals Leading surgical suture manufacturer Transportation, trucking and railroad company Cloud-based hospitality management software company Leading pre school and day-care centre Online learning & coaching company	\$25-75M
Healthcare and	Growth equity	Online B2B platform for doctors & hospitals	\$25-75M
Lifesciences	Growth equity	Leading surgical suture manufacturer	\$25-75M
Mobility, Energy and Transportation	Strategic acquirer	Transportation, trucking and railroad company	\$25-75M
Technology	Strategic acquirer	. , ,	\$25-75M
	Growth equity	Leading pre school and day-care centre	\$25-75M
Education and Employability	Growth equity	Online learning & coaching company	\$75M+
	Growth equity	India's largest Edtech company	\$75M+

Sector

Deal size

About IVCA

 Founded in 1993 the Indian Venture and Alternate Capital Association is a not for profit, apex industry body promoting the alternate capital industry and fostering a vibrant investing environment in India



- IVCA is committed to support the ecosystem by championing of regulatory interventions, facilitating advocacy discussions with the Government of India, policymakers, and regulators, resulting in the rise of entrepreneurial activity, innovation and job creation and contributing towards the development of India as a leading fund management hub
- IVCA members are the most active domestic and global VCs, PEs, Infrastructure Real Estate Funds, Credit funds, Limited Partners, Investment Companies, Family Offices, Corporate VCs, Hedge Funds and Knowledge Partners

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We will be happy to share perspectives

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