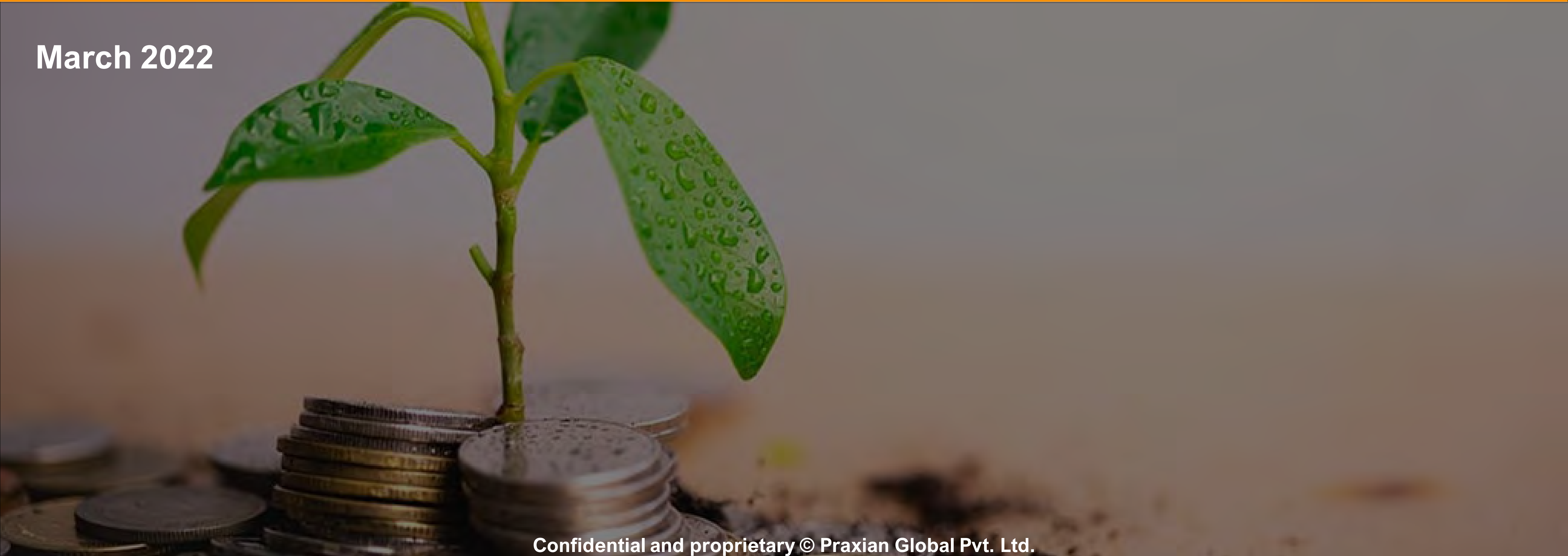
India Investments Pulse 2021

March 2022



Foreword

2021 has been a historical year with the second wave of COVID impacting all geographies and industries. India has shown resilience in the second wave and is one of the most promising markets for investors globally. India is expected to be the third-largest economy by 2030, with a GDP of US$ 7T in 2030. Robust activity has been seen both in public and private markets. This has been a record year for VC/PE with investments of ~US$ 78B across 1,193 deals.

This report is intended to provide industry stakeholders (VC/PE funds, business leaders, entrepreneurs, and policymakers) an overall perspective on Indian private market investments in 2021. In this report, we have touched upon the evolution of the Indian macro-economic outlook. We have conducted an in-depth analysis of the various trends in Indian VC/PE deal making, including sectoral, deal size, and stage distribution.

This study is backed by rich insights from ~70 VC/PE investors on the evolution of the VC/PE ecosystem, changes across deal-making, fundraising, exits as well as their overall outlook for 2022. For tracking deal activity, we have used our proprietary PGA Labs Deals database and PGA Labs Exits database.

2021 has been a record year for Tech and internet investments with ~US$ 40B deal value. Investors remain bullish over the India opportunity. While Tech and internet has grown rapidly, other sectors like IT services, Healthcare, and Manufacturing are doing well too. We believe that SaaS, Consumer, B2B tech, and Healthcare are expected to become more attractive this and the next few years, driving the growth of the overall ecosystem.

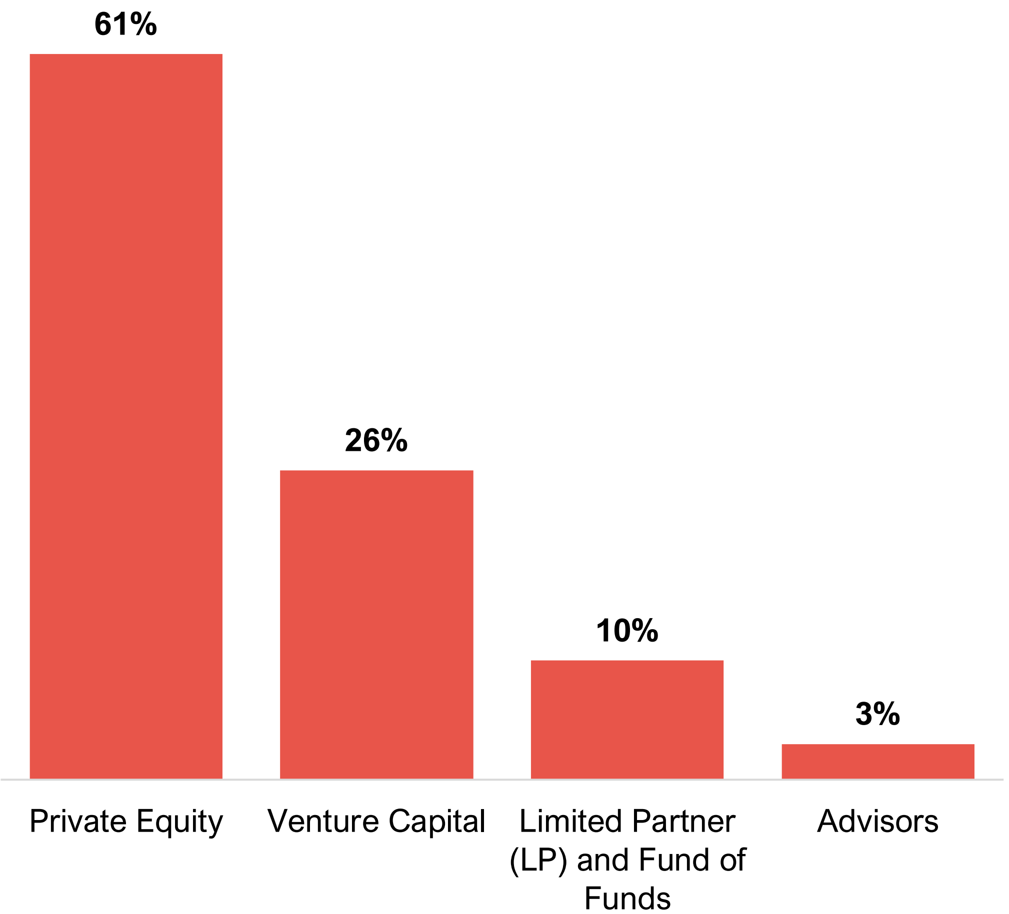
We are excited to see how the VC/PE ecosystem is evolving. This report reflects our assessment of how 2021 went and what we expect from 2022.

At Praxis Global Alliance, we look forward to continuing this discussion and exchanging notes with various industry participants that are fueling the growth of this sector.

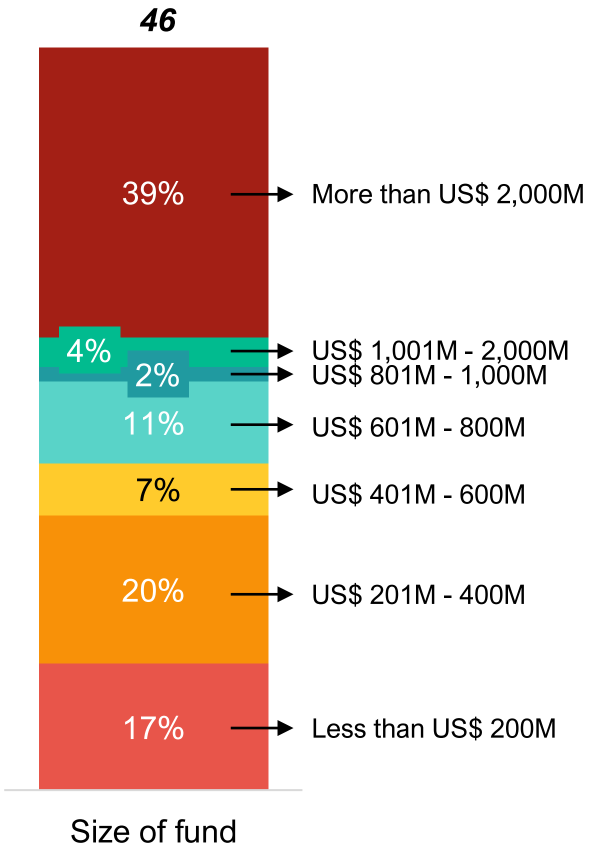
Madhur Singhal
Head of Financial Investors Group
Praxis Global Alliance

Methodology and sources used

Type of fund
(% of survey respondents, N = 48)



Fund size
(% of survey respondents)



Primary discussions

- Primary conversations with 20+ fund managers across VC, PE and SWF

PGA Pulse databases

- PGA Labs Deals database having ~12,300 deals worth ~US$ 287B since 2000
- PGA Labs Exits database having ~3,400 deals worth ~US$ 148B since 2005

Note(s): Private Equity includes Sovereign Wealth Funds and Social Impact Funds; Venture Capital includes Angel Funds
Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Key takeaways

1. **India's growth story continues to be robust**
   Real GDP estimated to grow by 9% in FY22 vs global growth of 4.4% in 2021 (World Bank estimates)
2. **Fastest growing startup ecosystem in the world after the USA**
   VC/PE investments in India have grown 80% by deal value in 2021 | 41 companies achieved unicorn status
3. **Booming stock market drew both retail as well as domestic and global institutional investors**
   Record fundraising through IPOs at ~US$ 18B (3x compared to 2020 figures)
4. **Highest level of deal activity ever: ~US$ 78B invested across 1,193 deals in 2021**
   33% increase in average deal size driven by large deals (165 US$ 100M+ deals vs 85 in 2020)
5. **Breakout year for Tech and internet investments with ~US$ 40B invested across 816 deals**
   Tech and internet investments accounted for 53% of total deal value in 2021 | Tech deals were 73% of total deals in 2021
6. **Ecommerce and Consumer platforms were the top funded sectors**
   Record level of investments of ~US$ 16B (4x 2020 | 5 US$ 500M+ deals) and ~US$ 13B (3x 2020 | 4 US$ 500M+ deals) respectively
7. **Record year for buyouts with deal value reaching ~US$ 18B in 2021**
   IT services recorded buyouts worth ~US$ 10B followed by SaaS with ~US$ 2B
8. **Bumper harvest for LPs: ~US$ 41B returned across 275 exits (~65% higher than the previous high of US$ 25B in 2018)**
   Large strategic deals along with record levels of secondary sales and IPOs
9. **Significant growth in new investors in India underlining belief in India growth story**
   158 new domestic and international investors in India in 2021 (95% increase vs 2020)
10. **Outlook for VC/PE activity in 2022 is mixed**
    Half the Investors are bullish whereas other half feel it will be same or deteriorate

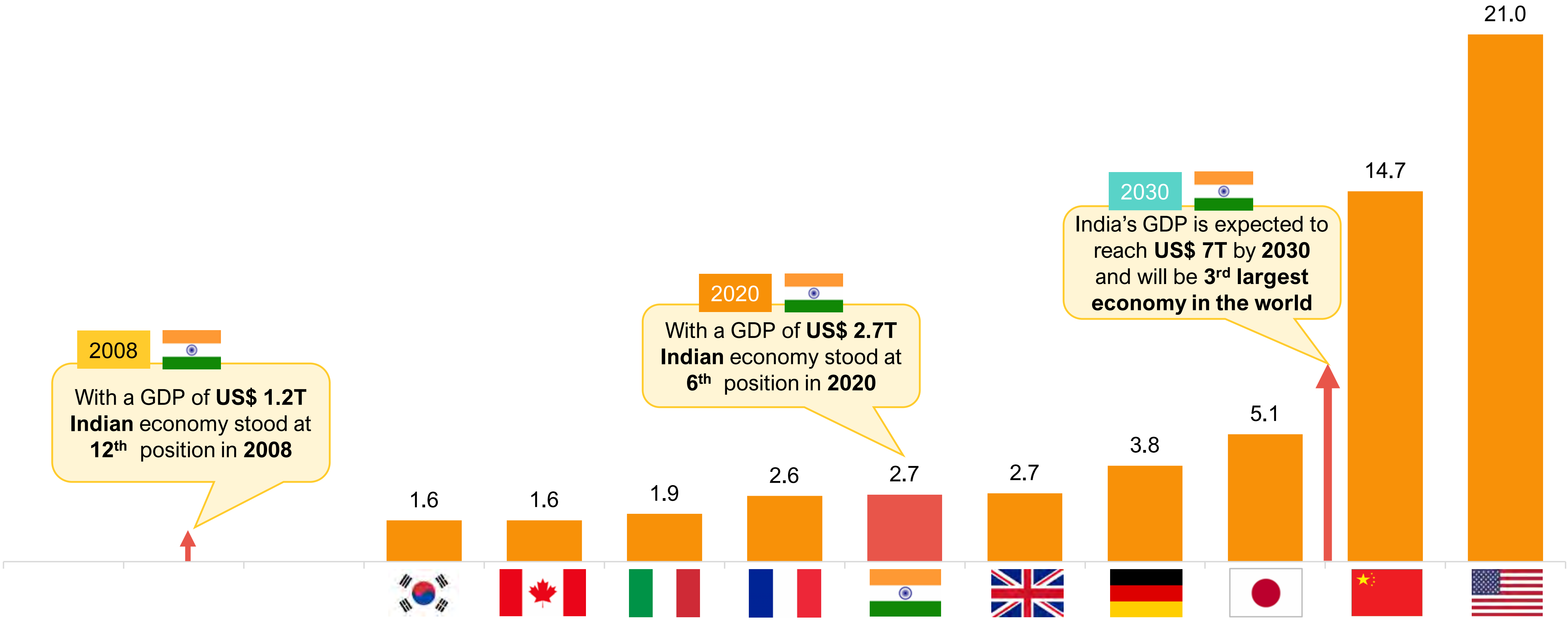
Source(s): World Bank, Praxis analysis

Agenda

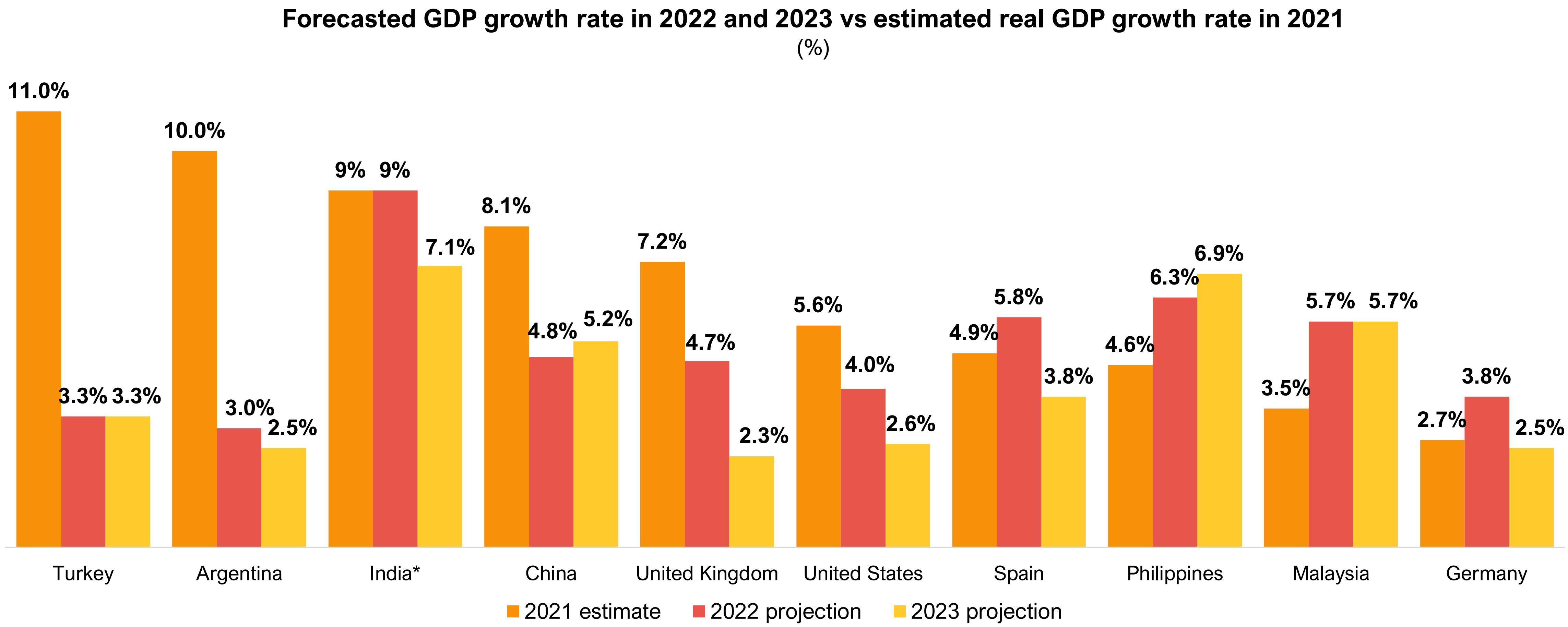
- **Preamble**
- Deals landscape in 2021
- Exits landscape in 2021
- Outlook for 2022
- Appendix: Sector deep dive

Preamble: India will be the third largest economy in the world in 2030

Evolution of India's GDP from 2008-30 and top 10 countries by GDP in 2020
(Current, US$ T)



Outlook for India remains strong: continues to show the sharpest recovery from COVID with highest real GDP growth forecast of 9% for 2022



Real GDP (US$ T, 2020)

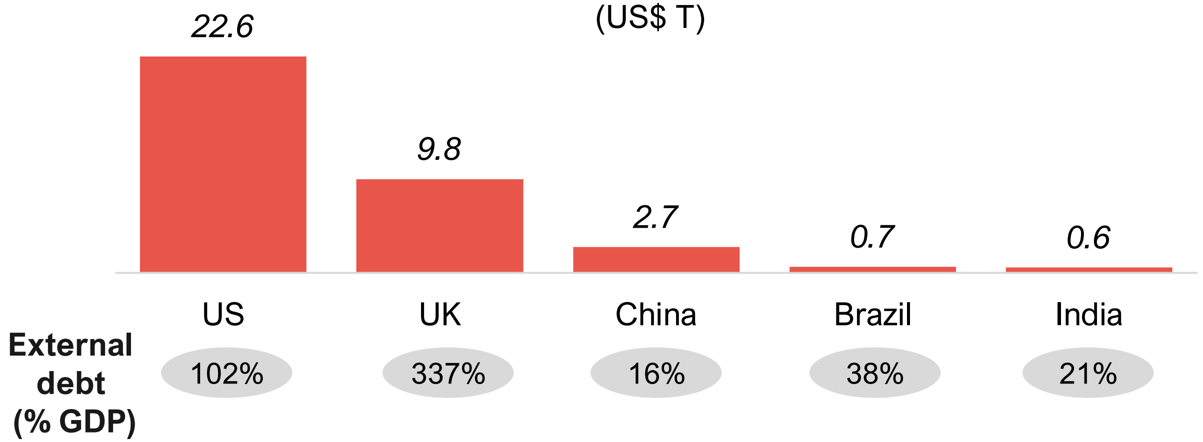
Turkey	Argentina	India*	China	United Kingdom	United States	Spain	Philippines	Malaysia	Germany
1.0	0.5	2.5	14.6	2.8	19.2	1.1	0.3	0.3	3.4

Note(s): *Data and projections are presented on a fiscal year basis
Source(s): IMF World Economic Outlook January 2022, Praxis analysis

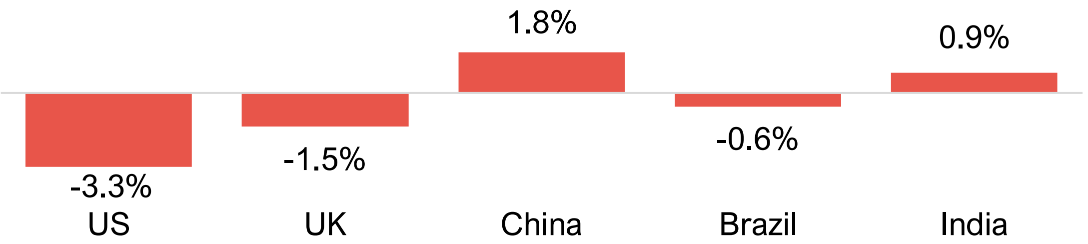
Indian economy has an attractive long term growth story with good fiscal health

India has low external debt to GDP ratio of 21%; China has the highest current account balance as a % of GDP

External debt of various countries in 2021
(US$ T)

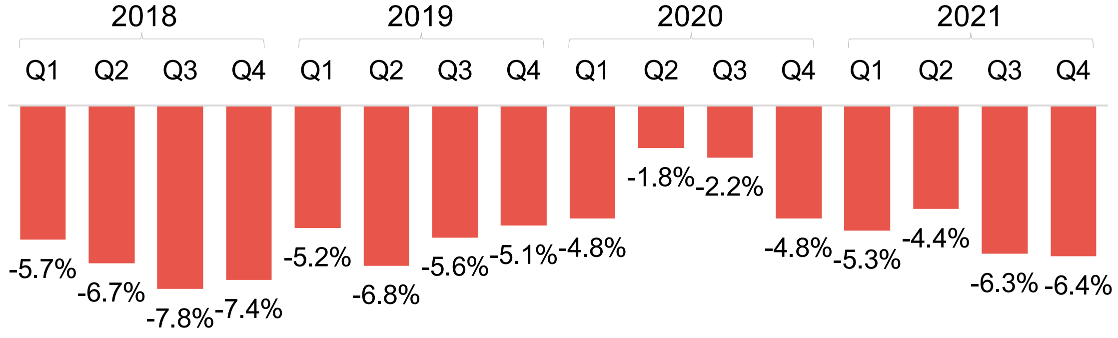


Current account balance in 2021
(% of GDP)

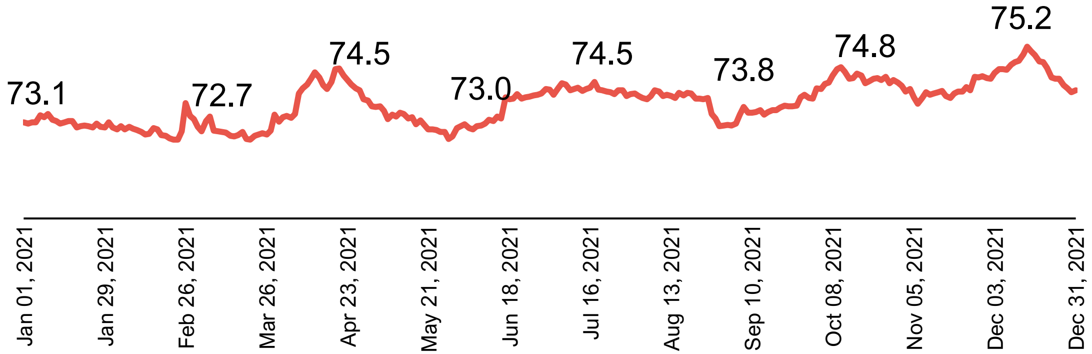


India's trade balance has increased in 2021; INR was stable throughout the year

Trade balance of India
(% of GDP)

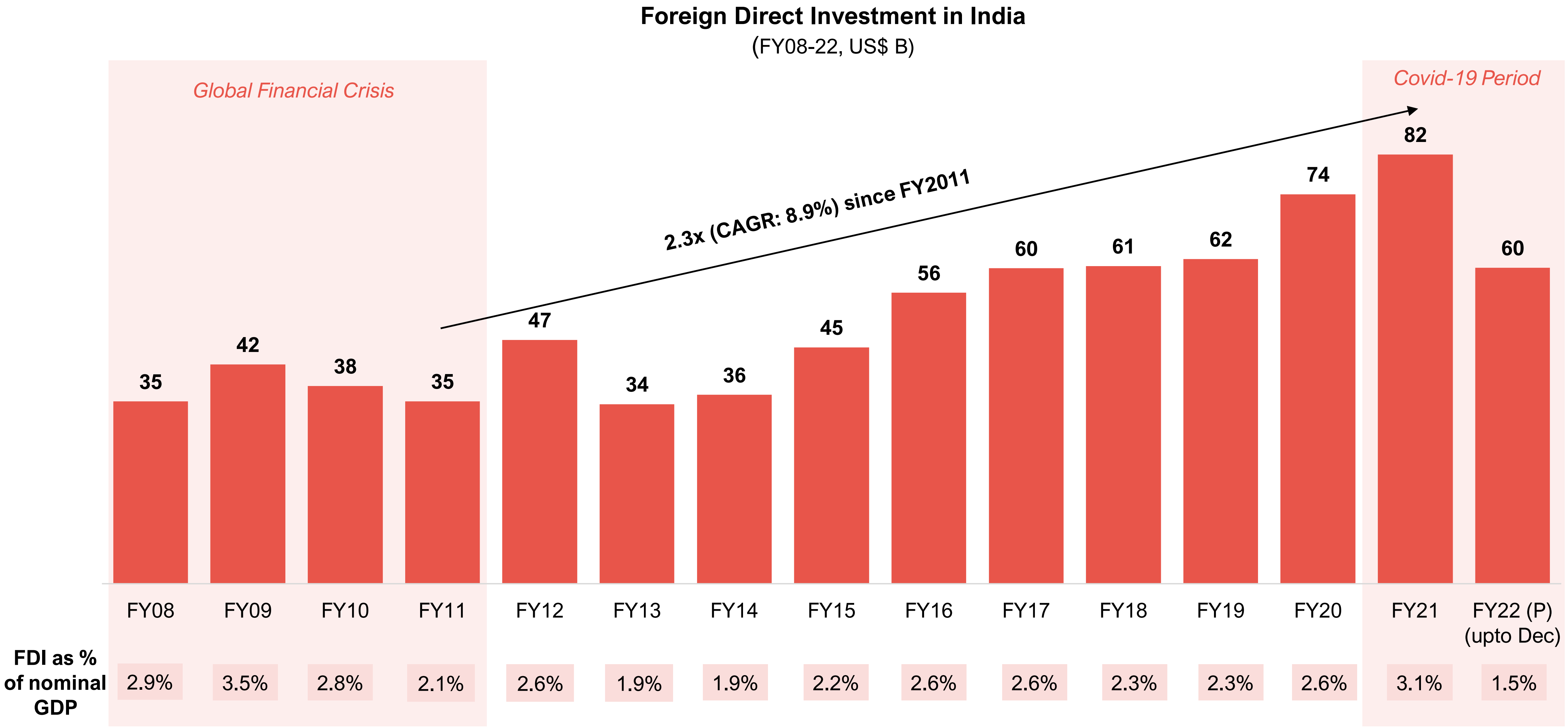


US$ / INR rate in 2021
(INR)



Note(s): External debt is the portion of a country's debt that was borrowed from foreign lenders, including commercial banks, governments, or international financial institutions; Current account balance = (Exports – Imports) + (Net income abroad + Net current transfers)
Source(s): Euromonitor, OECD data, IMF, US Energy Information Administration, Secondary research, Praxis analysis

Foreign investment has been pouring in India: reached all time high of US$ 82B in FY21

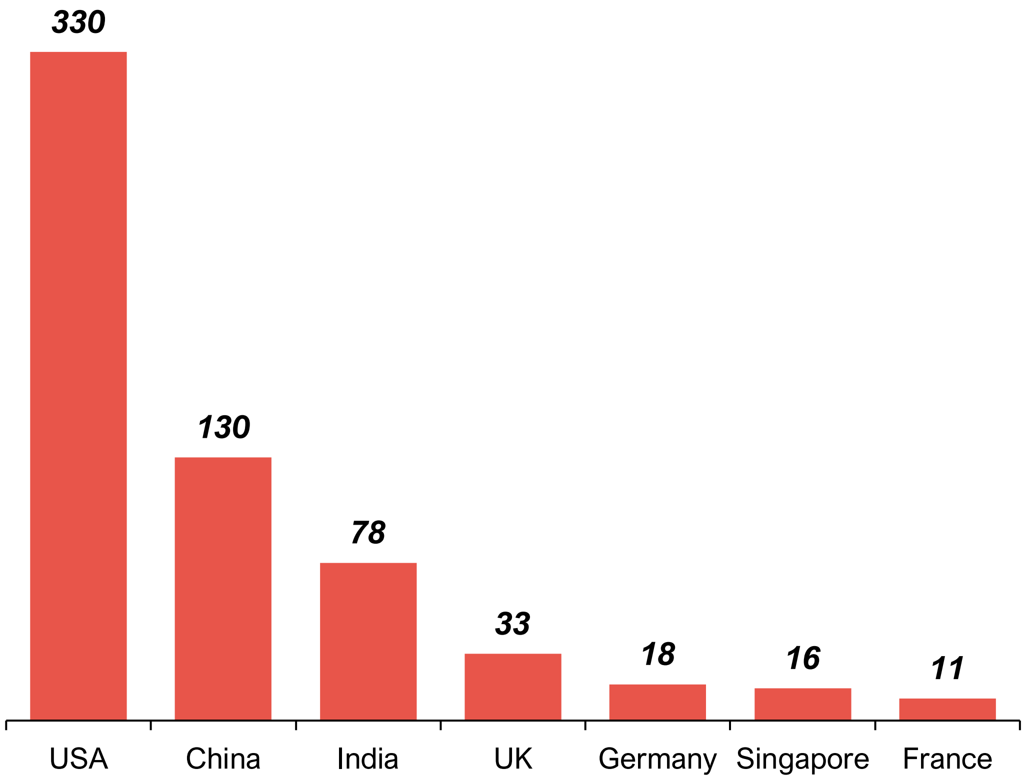


Note(s): (P) stands for provisional figures; FY22 data is from April-December
Source(s): World Bank, Department for Promotion of Industry and Internal Trade, Praxis analysis

USA dominates other countries in VC/PE fund flow and number of unicorns

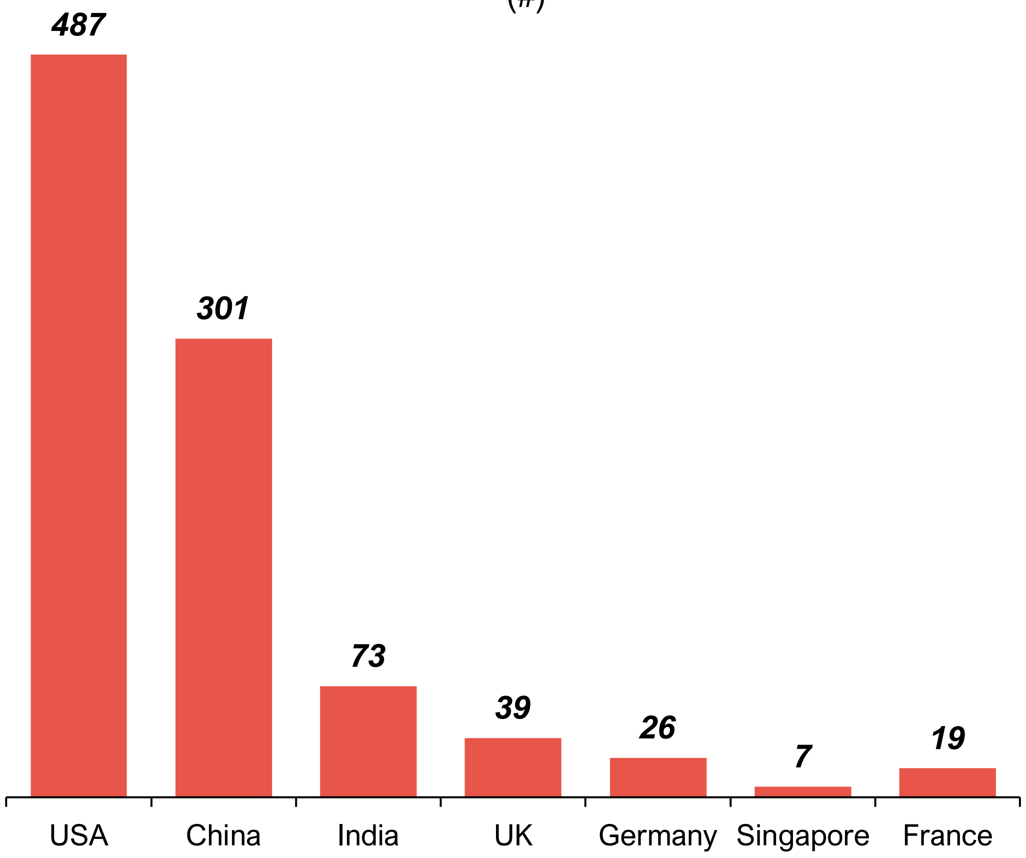
USA companies raised ~50% of global venture capital funding in 2021

VC/PE funding
(US$ B, 2021)



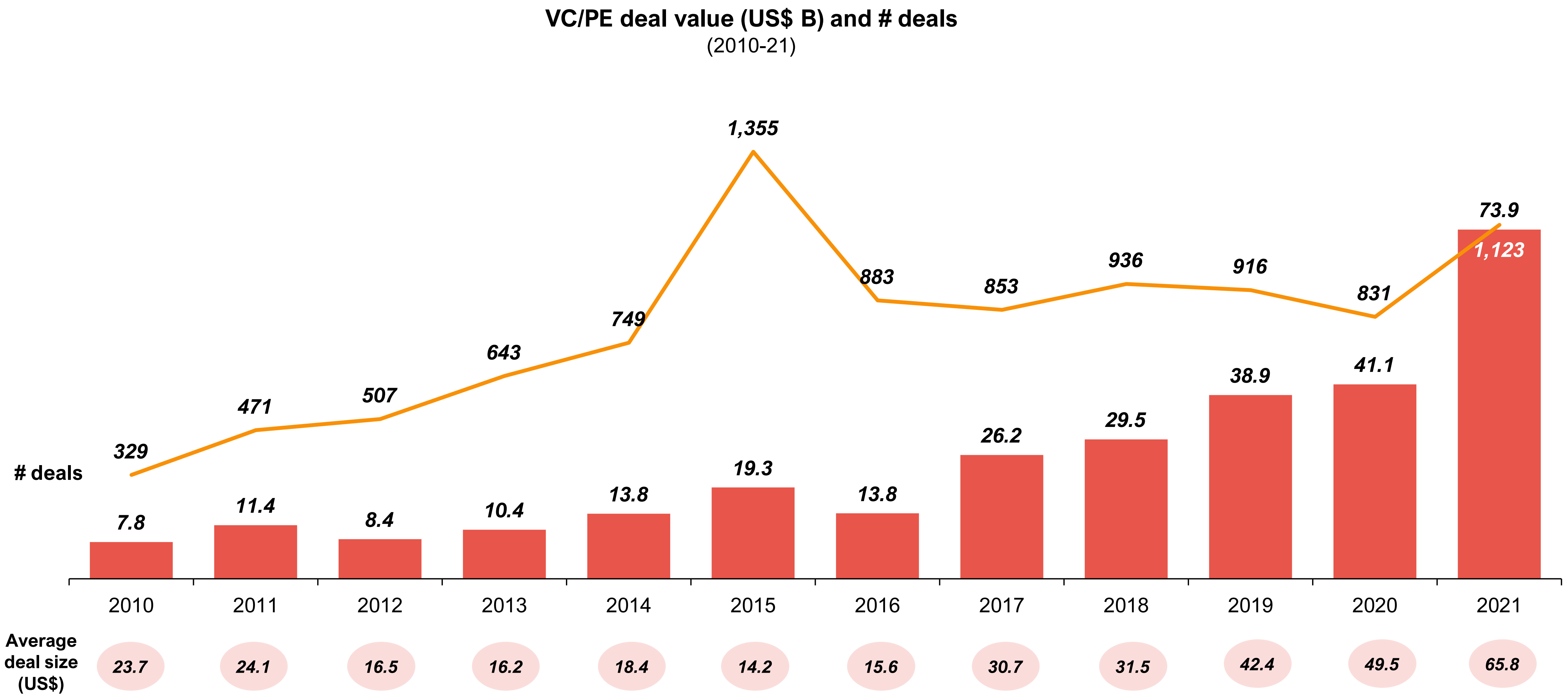
USA has maximum number of unicorns followed by China and India

Total number of unicorns
(#)



Source(s): PGA Labs Deals database, PGA Labs India unicorn list, Research Institute, Secondary research, Praxis analysis

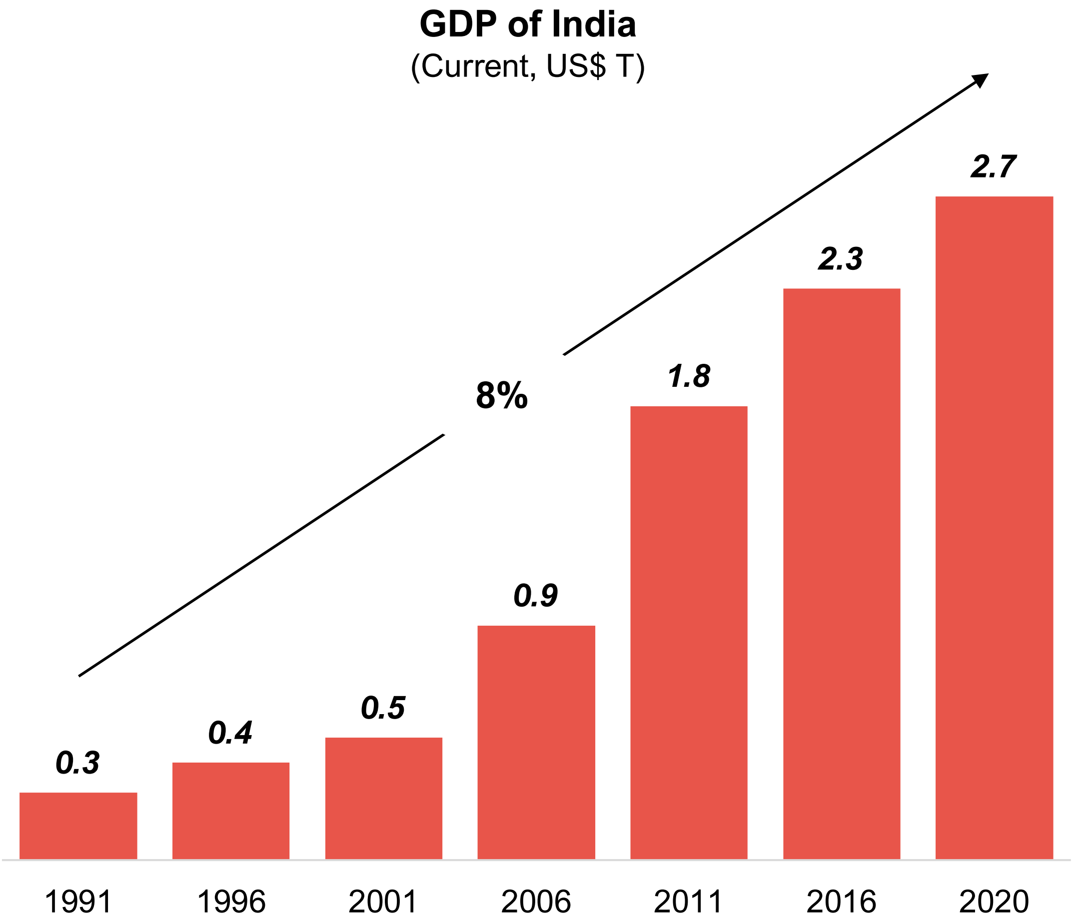
VC/PE funds invested US$ 73.9B in 2021 across 1,123 deals; ~80% increase in amount invested from 2020



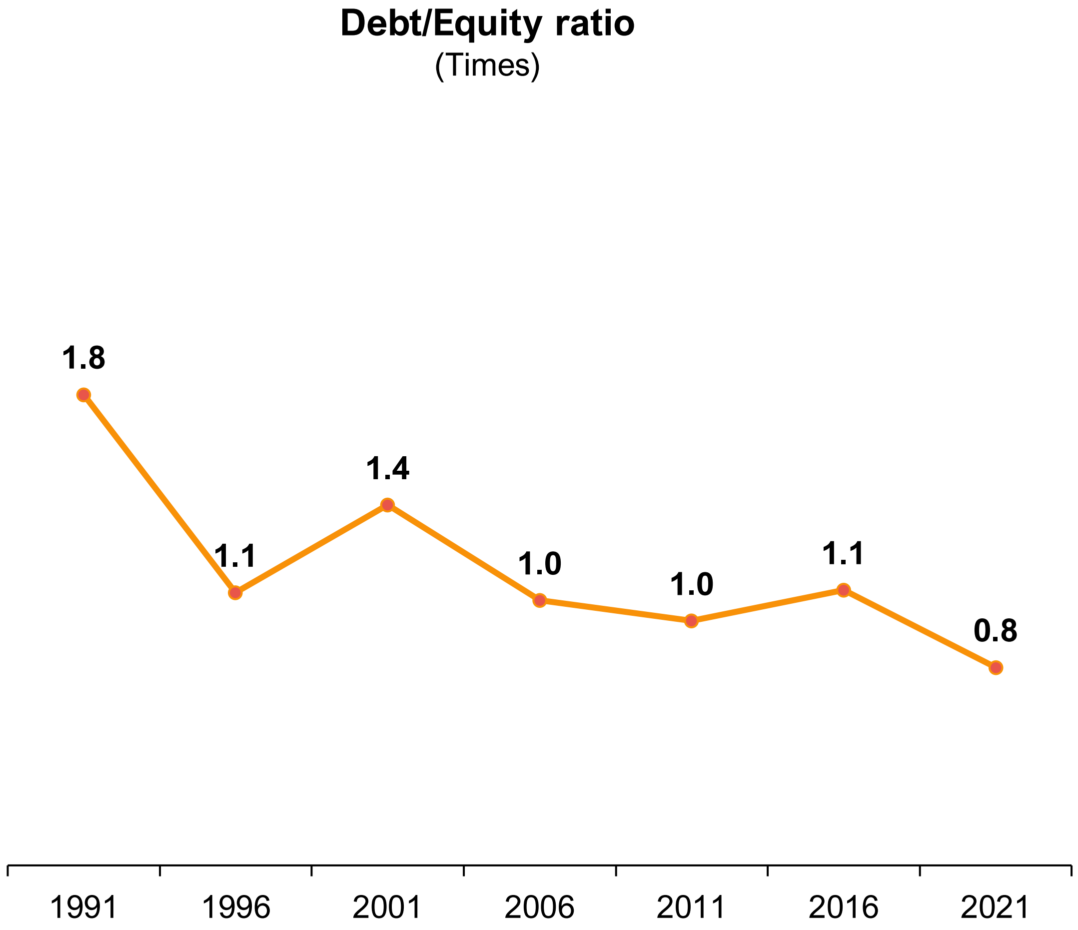
Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

VC/PE funds have played a crucial role in GDP growth by providing capital to Indian companies for fueling growth

India's GDP has been growing at a CAGR of 8% from 1991 to 2020 supported by VC/PE investments



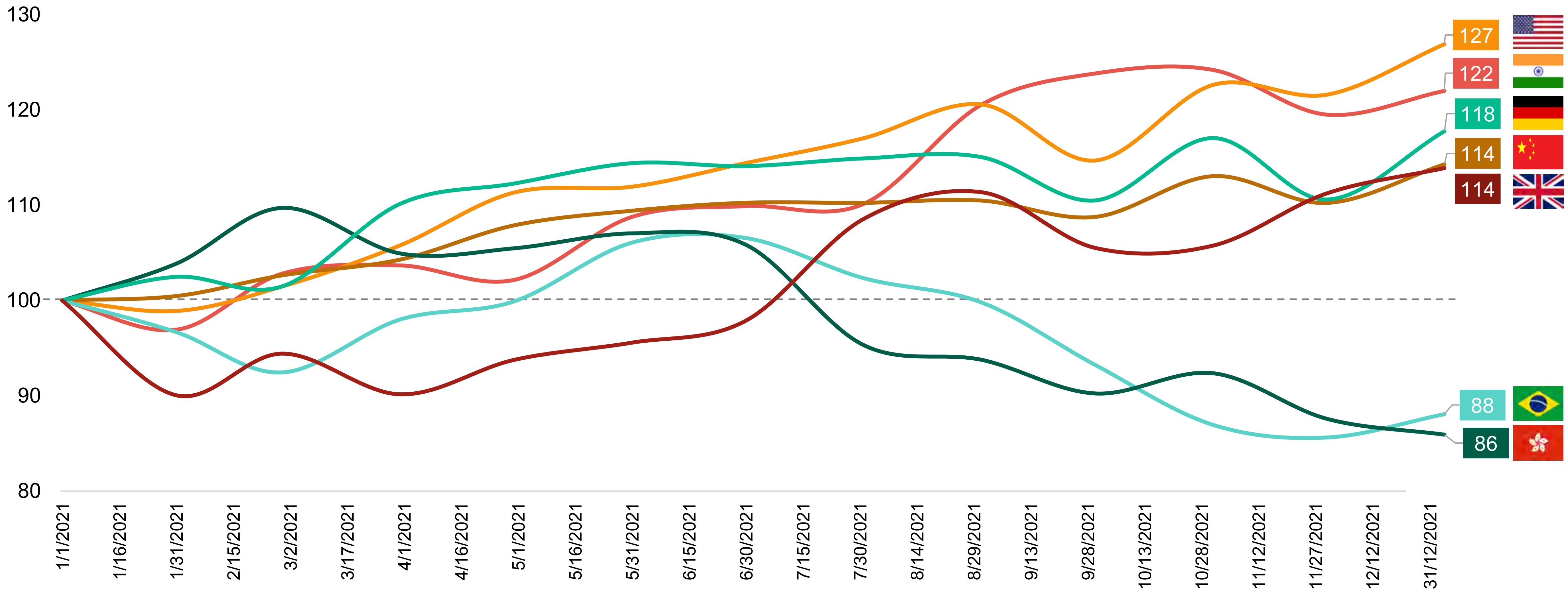
Corporate India is consistently deleveraging balance sheet and requires VC/PE capital investments



Note(s): 20,000+ companies from non-finance sector considered for debt/equity ratio; Non-finance sector excludes banks and NBFCs
Source(s): World Bank, CMIE Economic Outlook, Praxis analysis

Indian public markets have seen strong performance outperformed only by the S&P 500 in 2021

Market performance (indexed to 1st January 2021 as 100)

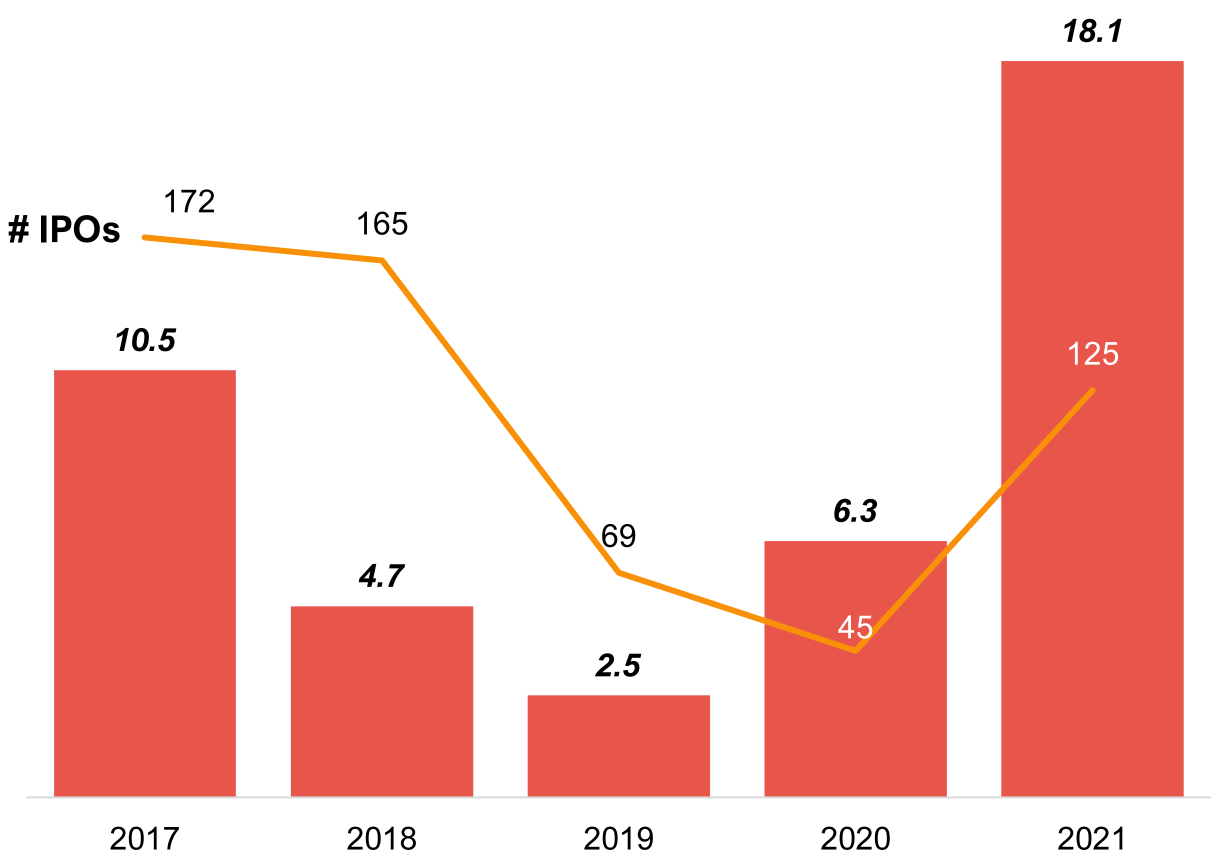


Index 100 =	India - BSE Sensex	US - S&P 500	UK - FTSE 100	Brazil - BOVESPA	Hong Kong - HIS	Germany - GDAXI2	China - Shanghai stock exchange
	47,751	3,556	6,460	119,017	27,231	13,718	3,473

Source(s): Country stock indices, Praxis analysis

125 Indian companies raised US$ 18.1B from public markets in 2021 (~3x versus US$ 6.3B in 2020)

Amount raised through IPOs (US$ B) and # IPOs
(2017-2021)

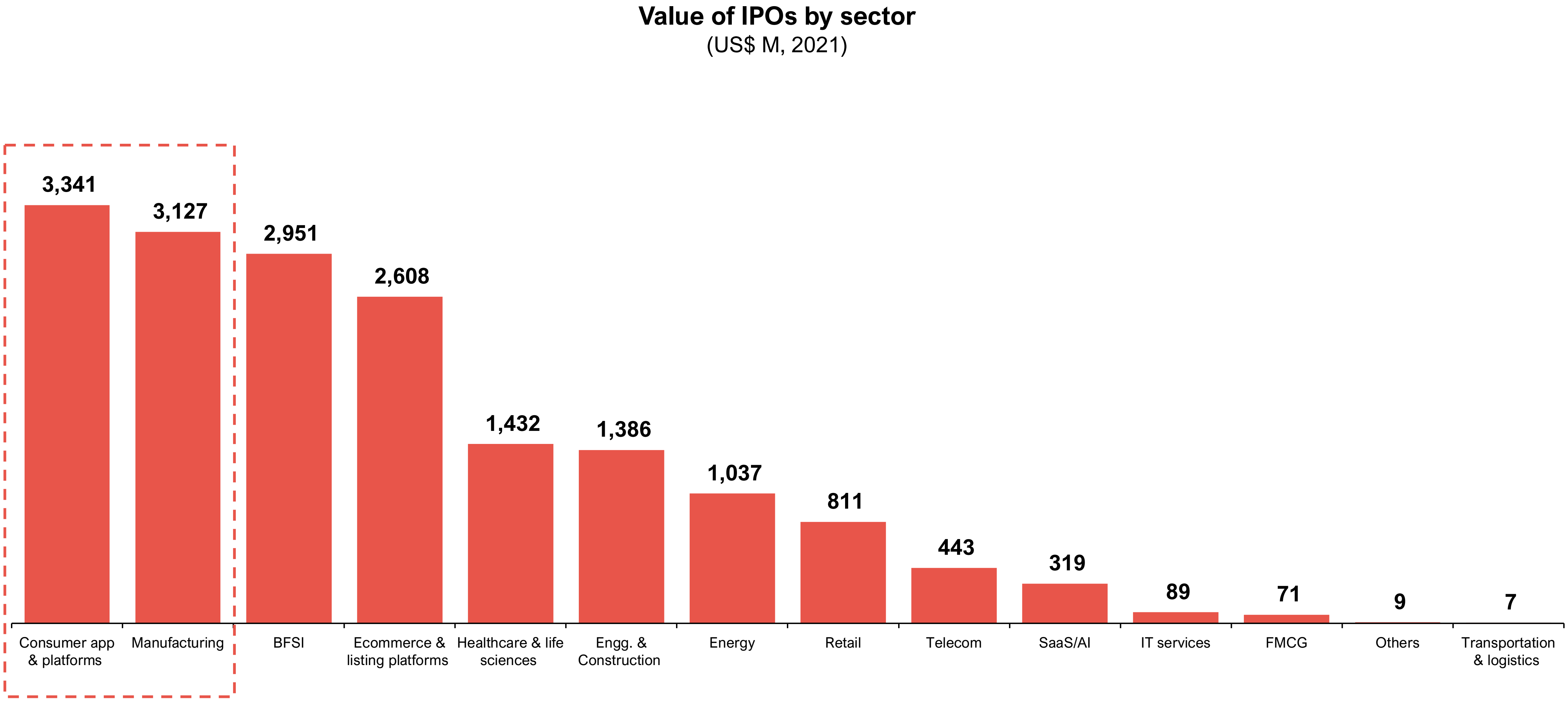


Top 10 Indian IPOs of 2021

Company	Sector	Month of listing	Issue size (US$ M)
Paytm one97	Consumer app & platforms	Nov'21	2,507
zomato	Ecommerce & listing platforms	Jul'21	1,284
पावरग्रिड POWERGRID	Energy	May'21	1,060
STAR Health Insurance	BFSI	Dec'21	877
policybazaar	Ecommerce & listing platforms	Nov'21	782
SONA BLW	Manufacturing	Jun'21	760
NYKAA	Ecommerce & listing platforms	Nov'21	733
NUVOCO	Engg. & construction	Aug'21	685
Indian Railway Finance Corporation	BFSI	Jan'21	635
SANMAR	Manufacturing	Aug'21	527

Note(s): This includes both NSE and BSE mainboard and SME IPOs; US$ 1 = INR 73
Source(s): Secondary research, Praxis analysis

Consumer platforms and Manufacturing sector led IPO fundraise in 2021

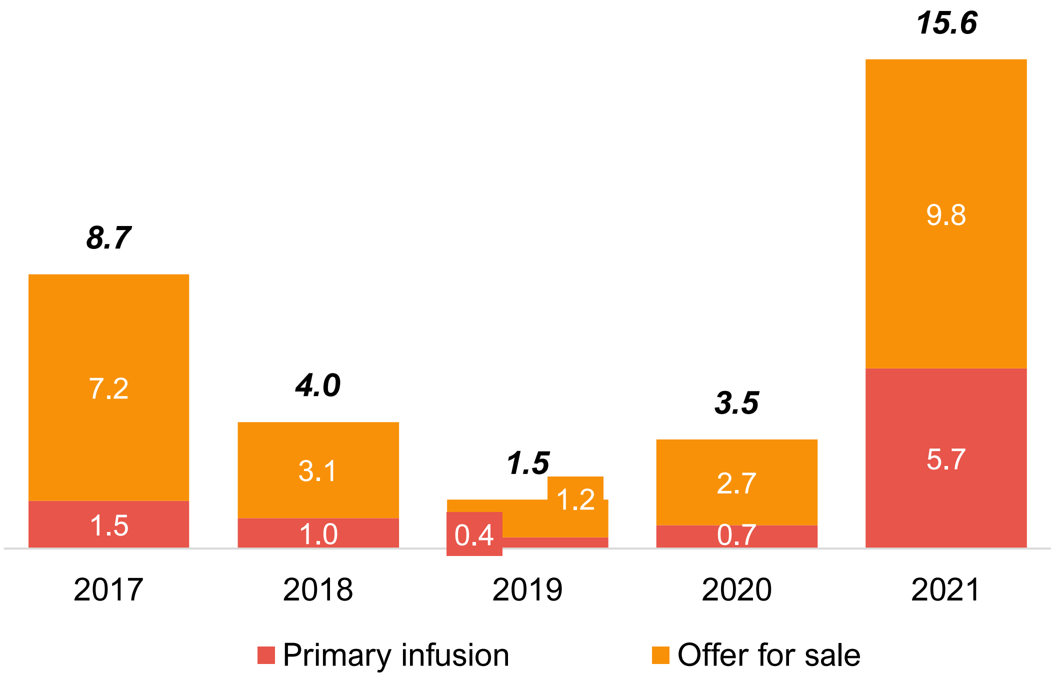


Note(s): Real estate deals have been excluded; This includes both NSE and BSE mainboard and SME IPOs; US$ 1 = INR 73
Source(s): PGA Labs Deals database, Praxis analysis

VC/PE backed companies raised funds worth US$ 12.7B via IPOs

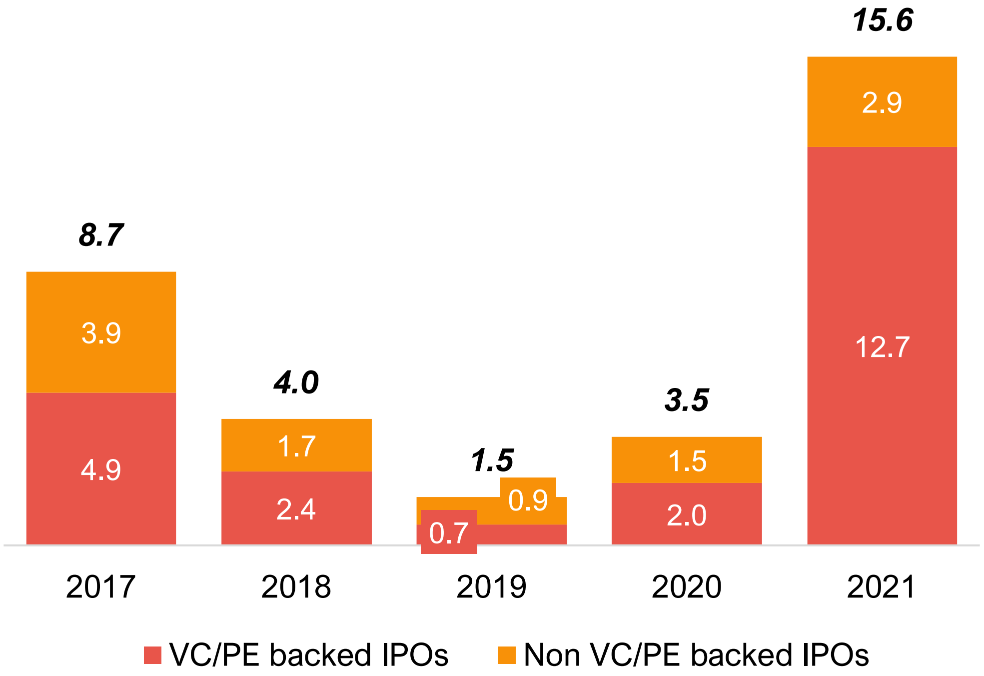
Offer for sale jumped to US$ 9.8B in 2021 indicating higher exit activity from VC/PEs

Primary infusion vs offer for sale
(US$ B, 2017-2021)



Fundraise by VC/PE backed companies via IPOs increased 6.4x from 2020 to 2021

VC/PE backed IPOs vs non VC/PE backed IPOs
(US$ B, 2017-2021)



Note(s): Includes Mainboard IPOs only; US$ 1 = INR 73
Source(s): Secondary research, Praxis analysis

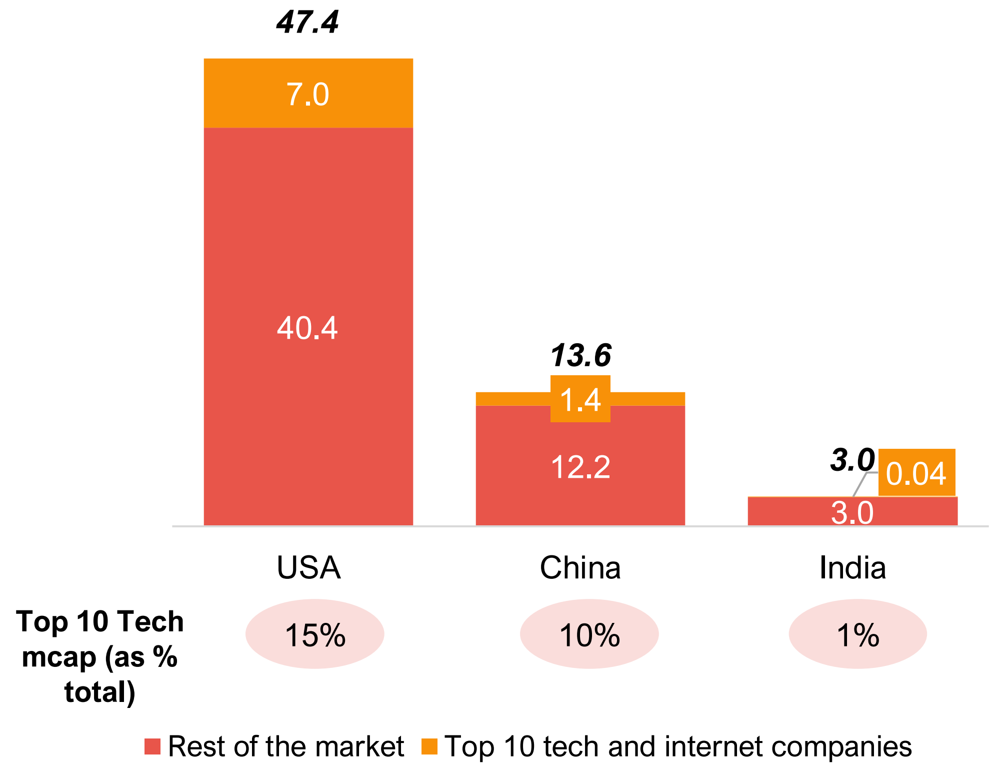
India has large headroom for value creation among Tech and internet companies with low market capitalisation compared to USA and China

Top 10 listed Tech and internet companies by market capitalization

Country	Top public market listed Tech and internet companies
USA	Microsoft, Alphabet, amazon, Meta, Adobe, salesforce, NETFLIX, intuit, servicenow, PayPal
China	Tencent 腾讯, Alibaba.com, 美团 Meituan, JD.COM, 網易 NETEASE, Bai du 百度, 用友 yonyou, KUAISHOU, JDH 京东健康, Trip.com
India	NYKAA, zomato, infoedge, paytm, policybazaar.com, affle, Justdial, indiamart, MapmyIndia, Nazara

Capitalization for top 10 Indian Tech and internet companies is very low at ~1% as compared to 15% in US and 10% in China

Stock market capitalization
(US$ T, Feb 2022)



Note(s): For China, companies listed on Shanghai Stock Exchange and Hong Kong Stock Exchange are considered; Mcap data accessed in Feb 2022; US$ 1 = INR 73
Source(s): Secondary research, Praxis analysis

Indian regulatory framework is becoming more transparent and accountable

Relaxation for International Financial Service Centre (IFSC) based AIFs

- Non-residents and foreign companies have been exempted from the requirement of obtaining a PAN for AIF investments → **operational ease in AIF investments**
- December 2020 regulation by IFSC authorities exempt IFSC domiciled AIFs from investment caps for investing in single entity
- IFSC domiciled AIFs are permitted to make **co-investments** in portfolio companies and **investments in AIFs registered in India**

Qualification of responsibilities of Investment manager and IC

- An amendment in SEBI regulation for AIFs seeks to **hold Investment manager responsible for the investment decisions** of the AIF
- Amendment also mandates that investment manager needs 75% **investor approval for reconstitution of Investment Committee**

> *"Scaling up VC/PE investment requires a holistic examination of regulatory and other frictions. An expert committee will be set up to examine and suggest appropriate measures."*
>
> ***- Finance Minister, India (Budget 2022)***

Standardized Private Placement Memorandum (PPM)

- SEBI introduced a standardised template for Private Placement Memorandum laying out the **minimum information that AIFs need to share with prospective investors**
- SEBI has mandated an **independent audit of AIFs** for compliance with PPM terms
- Before this regulation there was considerable variation in PPM submitted by AIFs and there was a dearth of meaningful information available to investors for making informed decision
- **This regulation brings more transparency and improved governance in AIFs**

AIF performance benchmarks

- SEBI has made the performance benchmarking of AIFs mandatory from October 2020
- This provides an industry benchmark to compare the **performance of AIF industry against other investment avenues**
- Also enables prospective investors to **compare performance of individual fund houses with industry benchmarks**

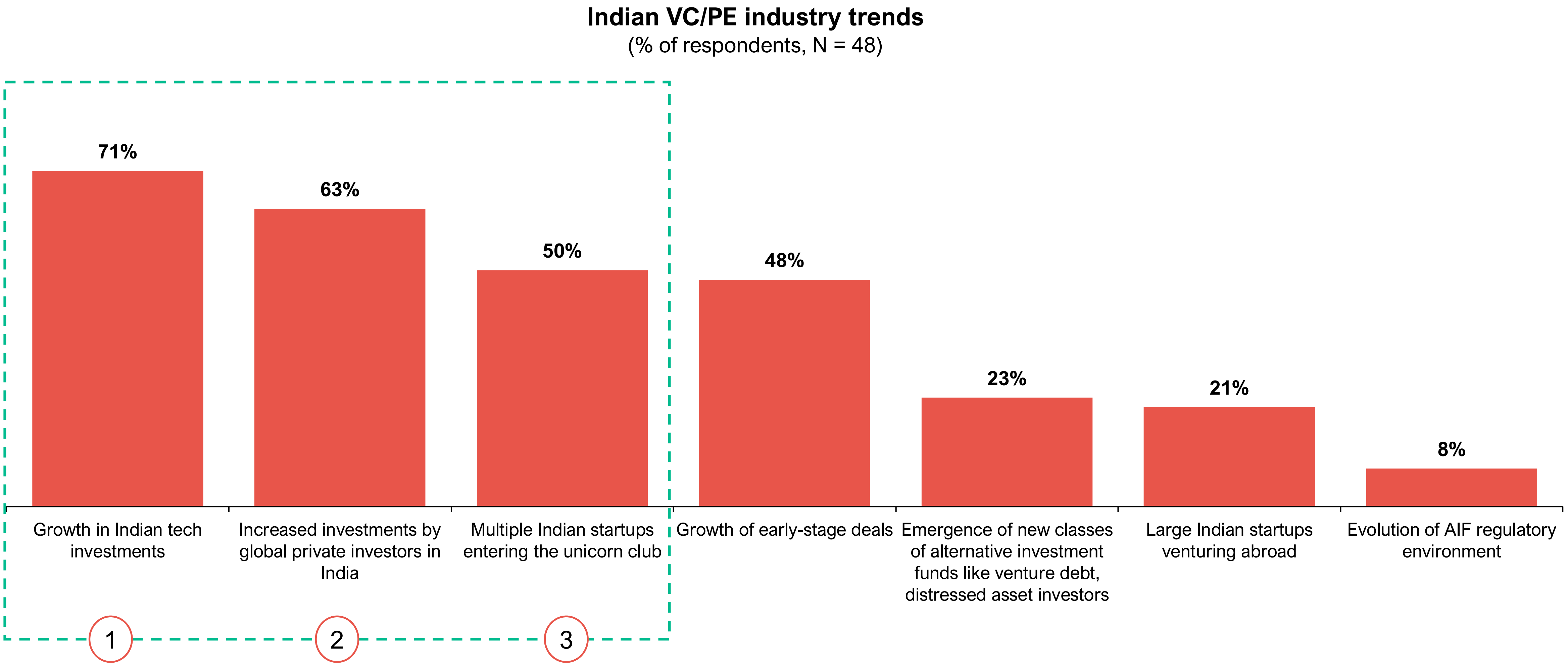
Stewardship code

- Stewardship code already existing for mutual fund industry mandates institutional investors to **formulate policies for handling conflict of interest**
- This code has been **made applicable for AIFs** from July 2020

Note(s): IC = Investment Committee, IFSCs cater to customers outside the jurisdiction of domestic economy and deal with flow of finance. London, New York and Singapore are counted as global IFSCs, IFSCs are located in Dubai and Shanghai as well, AIF = Alternative Investment Fund
Source(s): SEBI website, Northern Arc Investments, Praxis analysis

Rise in tech investments, increased allocation towards India by global investors and startups entering unicorn club are the top trends for Indian VC/PE industry in 2021

Q. According to you, what are the top 3 trends that are altering VC/PE investment landscape in India? (N = 48)

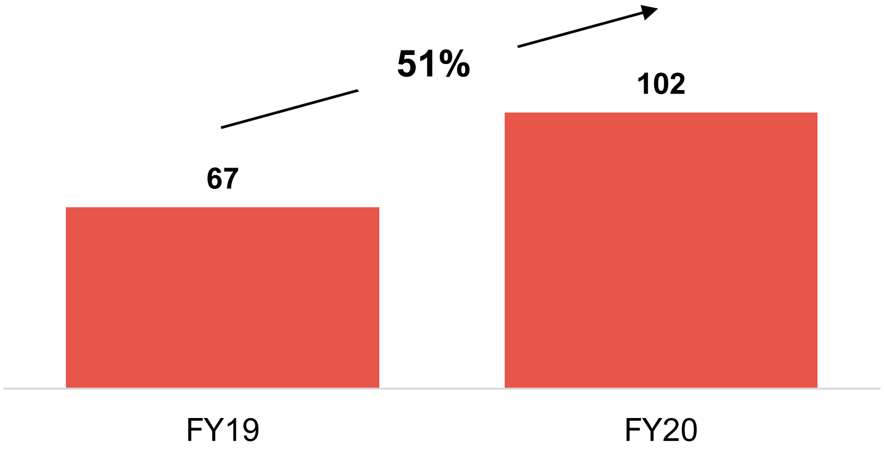


Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Tax paid by VC/PE backed companies has increased by 51% in FY20; Number of jobs created by Indian startups has also increased steadily since 2018

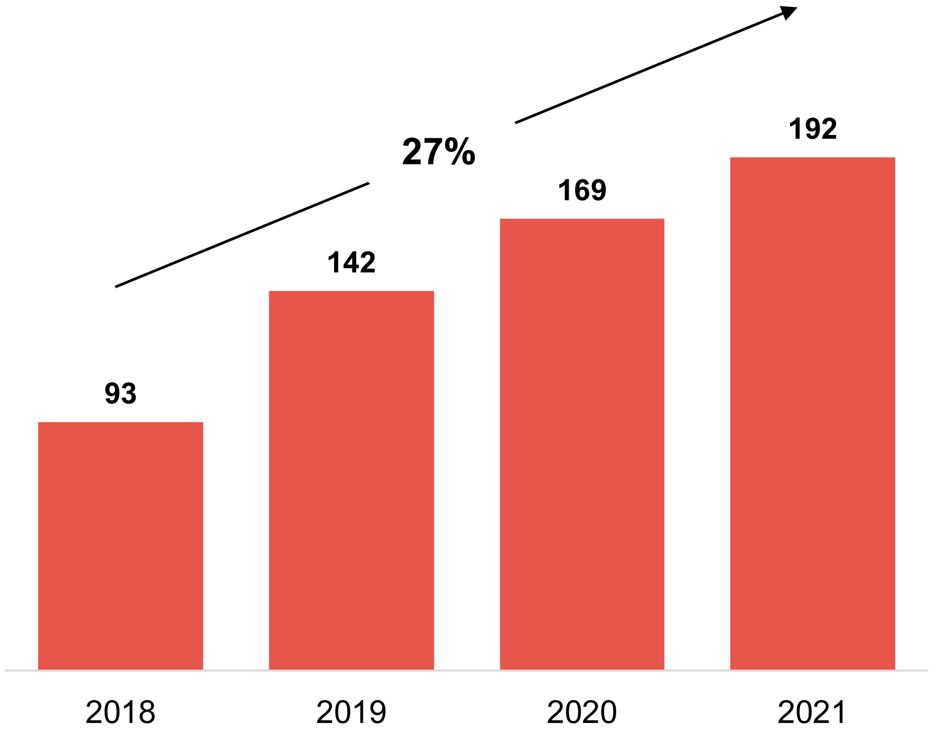
In FY20, there was a 51% jump in tax paid by the companies backed by VC/PE as per the sample

Tax paid by VC/PE backed companies
(US$ M, FY19-20)



The number of jobs created by Indian startups have increased at a CAGR of 27% since 2018

Jobs created by Indian startups
(# 000s, 2018-21)

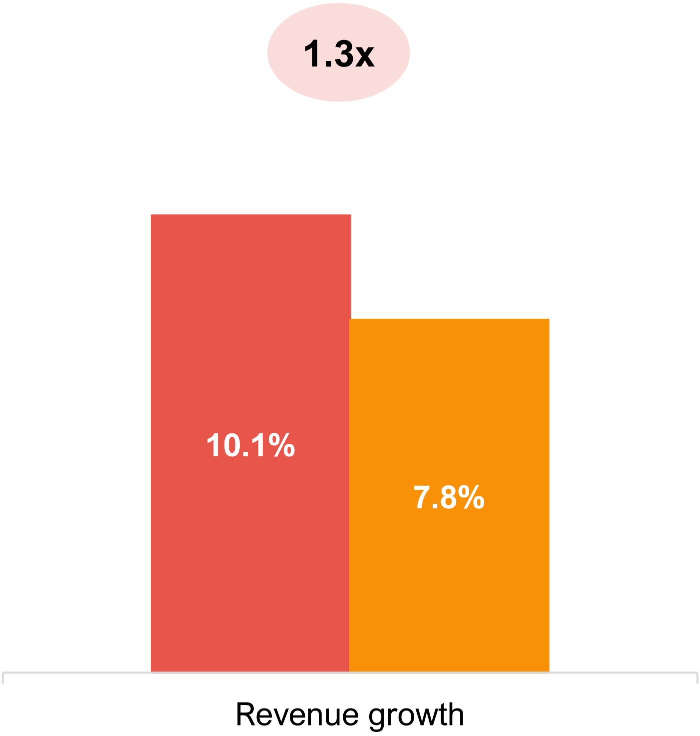


Note(s): Sample of 71 companies across sectors considered; US$ 1 = INR 73
Source(s): DPIIT, Praxis analysis

VC/PE backed companies grew EBITDA and employee base at a much higher growth rate than companies not backed by VC/PE investors

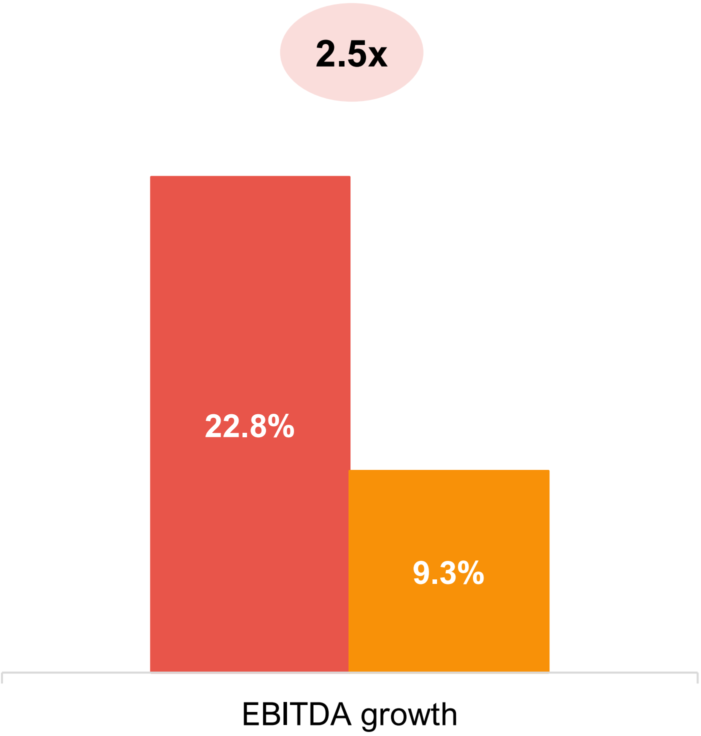
VC/PE backed companies' revenue grew at 1.3x rate

Revenue growth CAGR
(%, FY18-21)



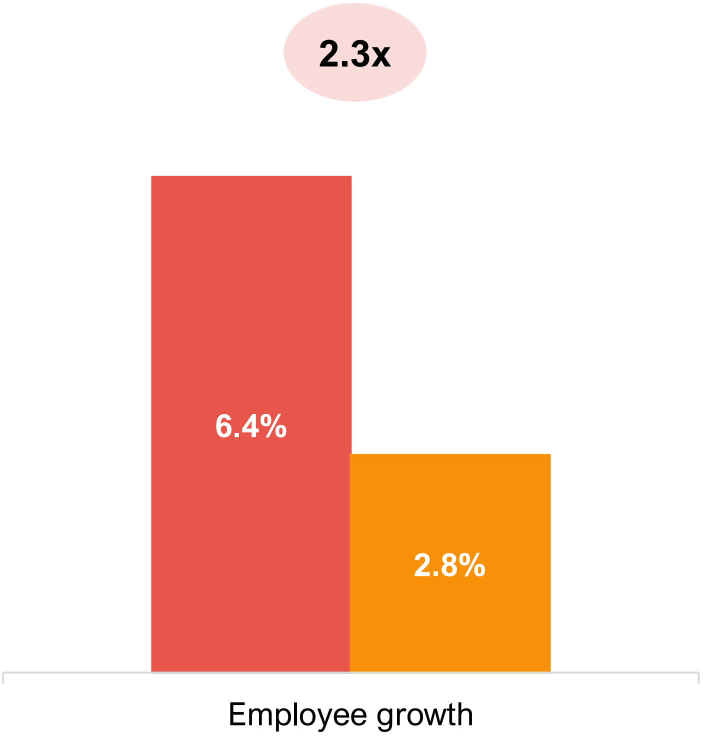
VC/PE backed companies' EBITDA grew at 2.5x rate

EBITDA growth CAGR
(%, FY18-21)



VC/PE backed companies grew employee base at 2.3x rate

Employee growth CAGR
(%, FY18-21)



■ VC/PE backed companies ■ Non VC/PE backed companies

x Comparative between VC/PE backed companies and non VC/PE backed companies

Note(s): Sample of 228 public companies across sectors considered; VC/PE backed companies are those having >10% stake of VC/PE investors; Non VC/PE backed players are companies having <1% stake of VC/PE investors
Source(s): Praxis analysis

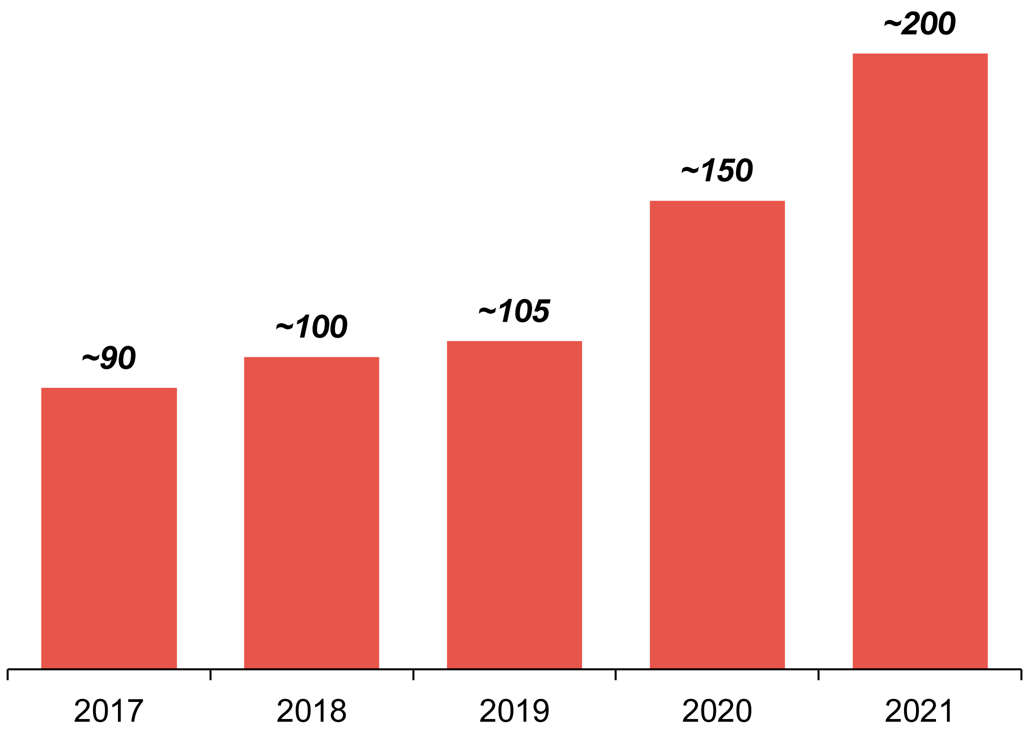
Agenda

- Preamble
- **Deals landscape in 2021**
- Exits landscape in 2021
- Outlook for 2022
- Appendix: Sector deep dive

While the number of active India-based investors showed strong growth over previous year, fundraising activity remained at par with 2020

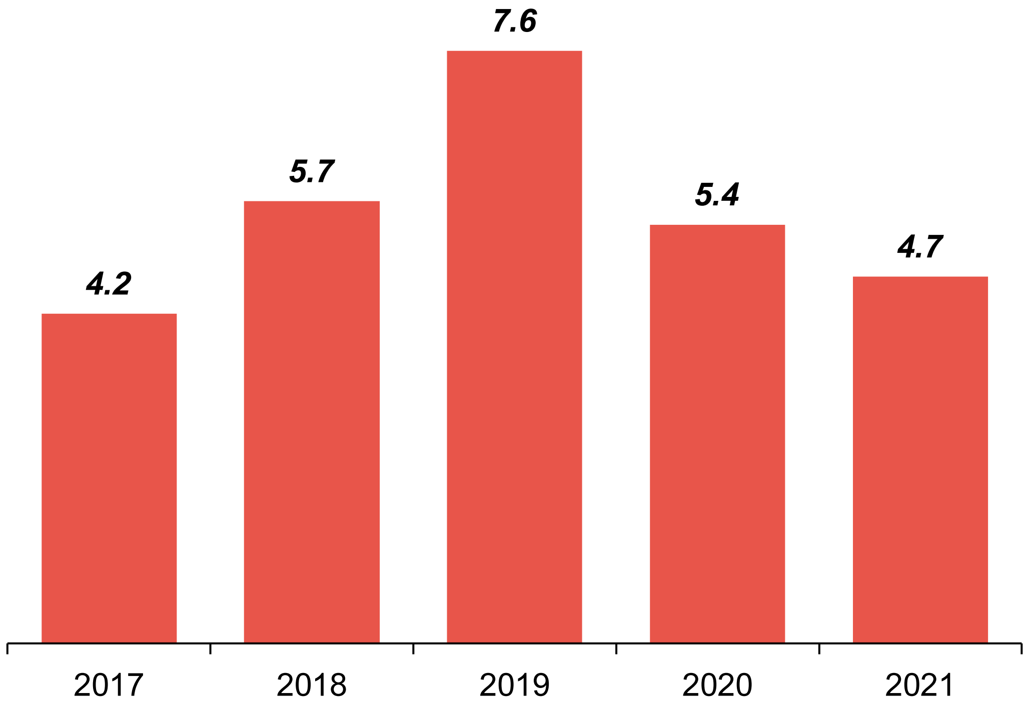
active India-based investors have increased from ~150 in 2020 to ~200 in 2021

Active India-based investors VC/PE investors
(#, 2017-2021)



VC/PE funds have raised US$ 4.7B in 2021

VC/PE fund raising
(US$ B, 2017-2021)

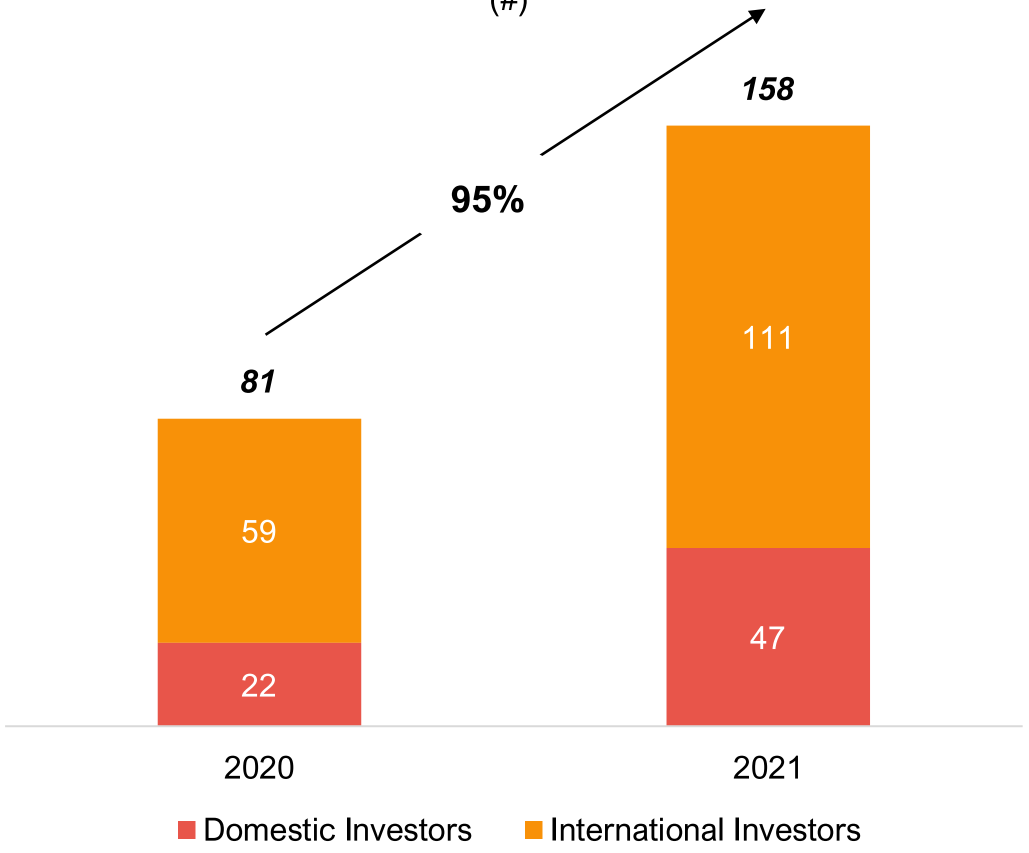


Source(s): IVCA, Preqin, Praxis analysis

New VC/PE investors investing in India have doubled from 81 in 2020 to 158 in 2021

95% increase in new domestic and international investors in 2021

New VC/PE investors in India in 2021
(#)

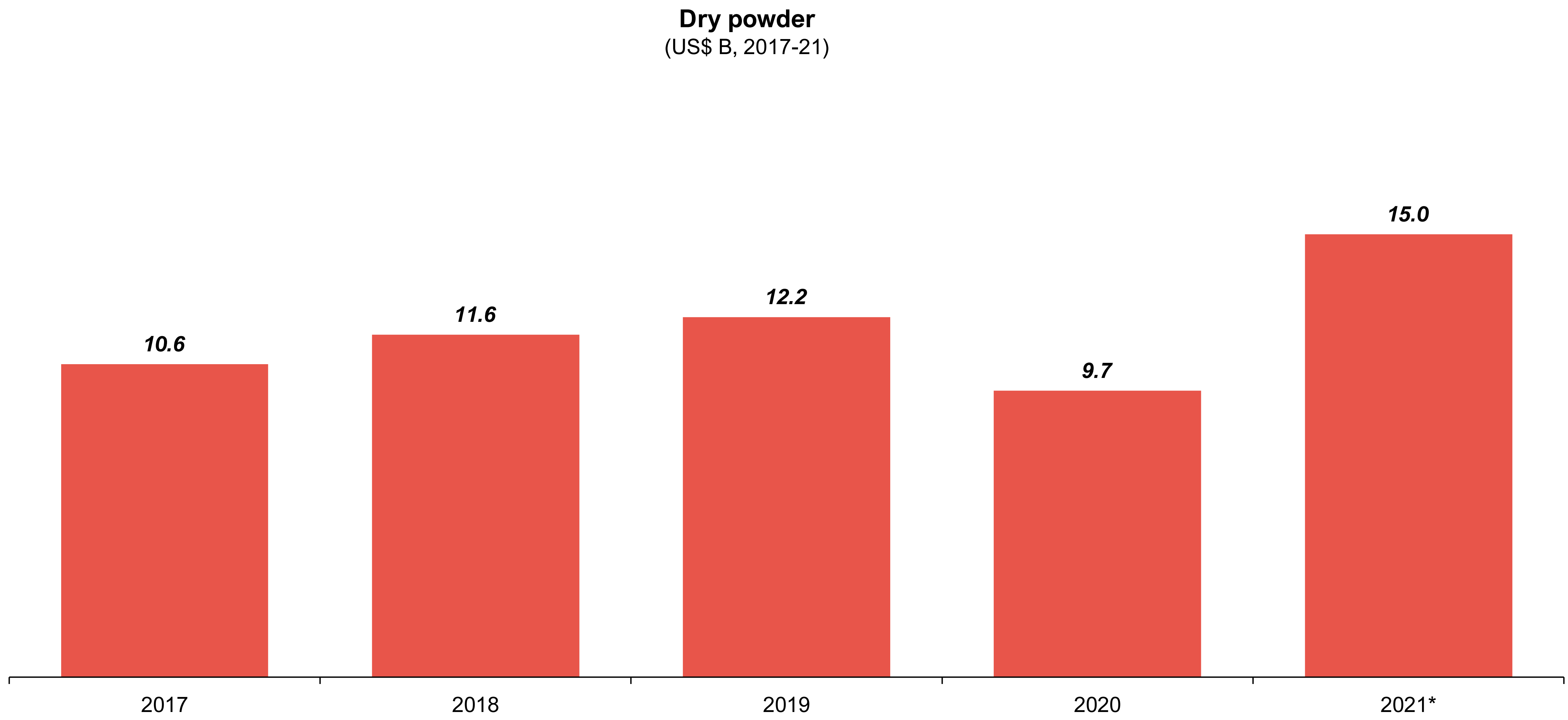


Top 10 new global and Indian investors investing in India by deal volume

International investors	Domestic investors
GOODWATER CAPITAL	SPARROWS CAPITAL
2 am [VC]	ANANTA
Olive Tree Capital	DREAM CAPITAL
JAM FUND	RaSa
PARADIGM SHIFT CAPITAL	ANTLER
Goat capital	Together
MAGIC Fund	Kettleborough VC
aroa VENTURES	FLUID VENTURES
GSV Ventures	WOODSTOCK
SILICON VALLEY	EXIMIUS VENTURES

Note(s): Investors include PEs, VCs, Micro VCs, Family Offices
Source(s): PGA Labs Deals database, Praxis analysis

Record amount of dry powder of around ~US$ 15B available for India-focussed investments

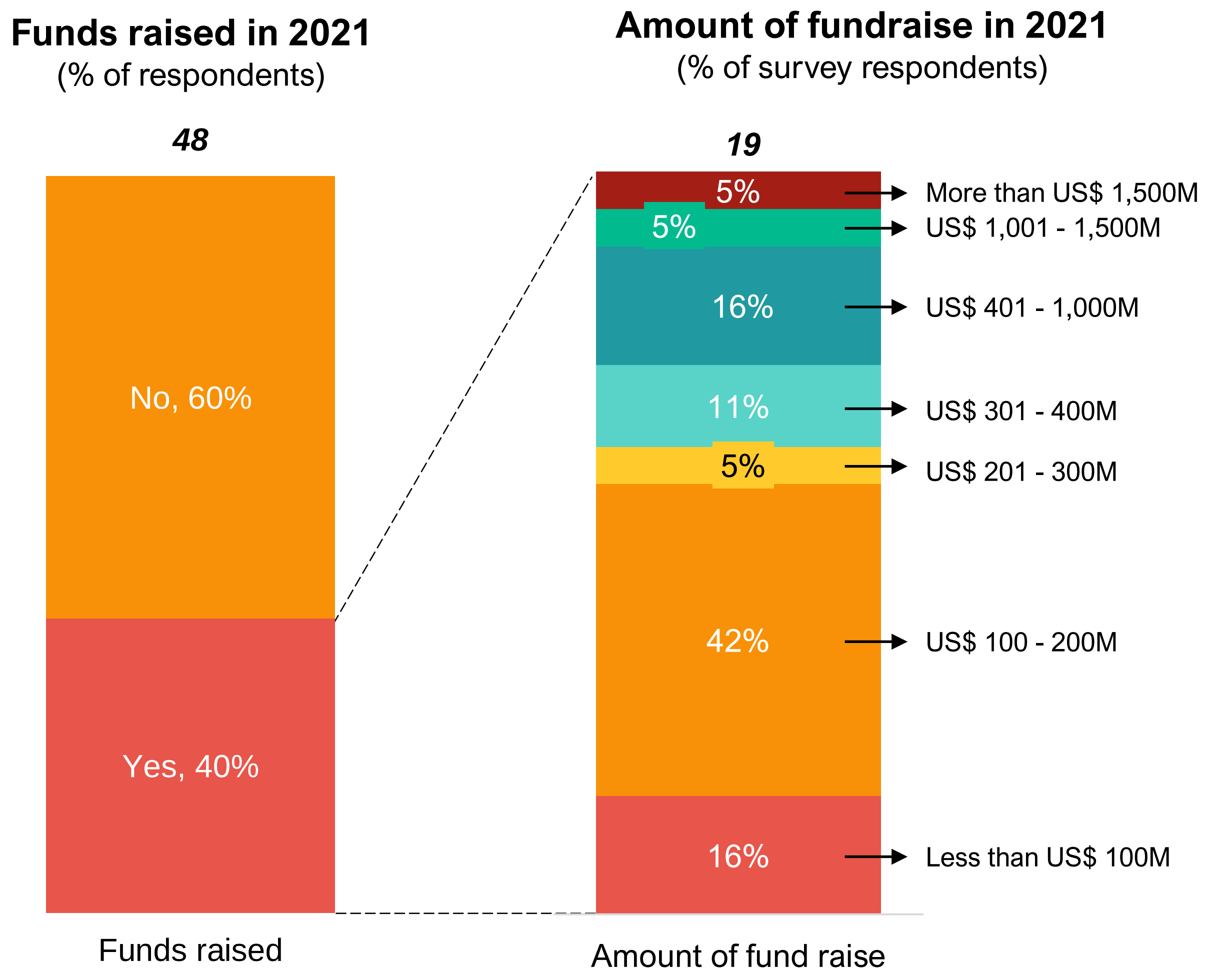


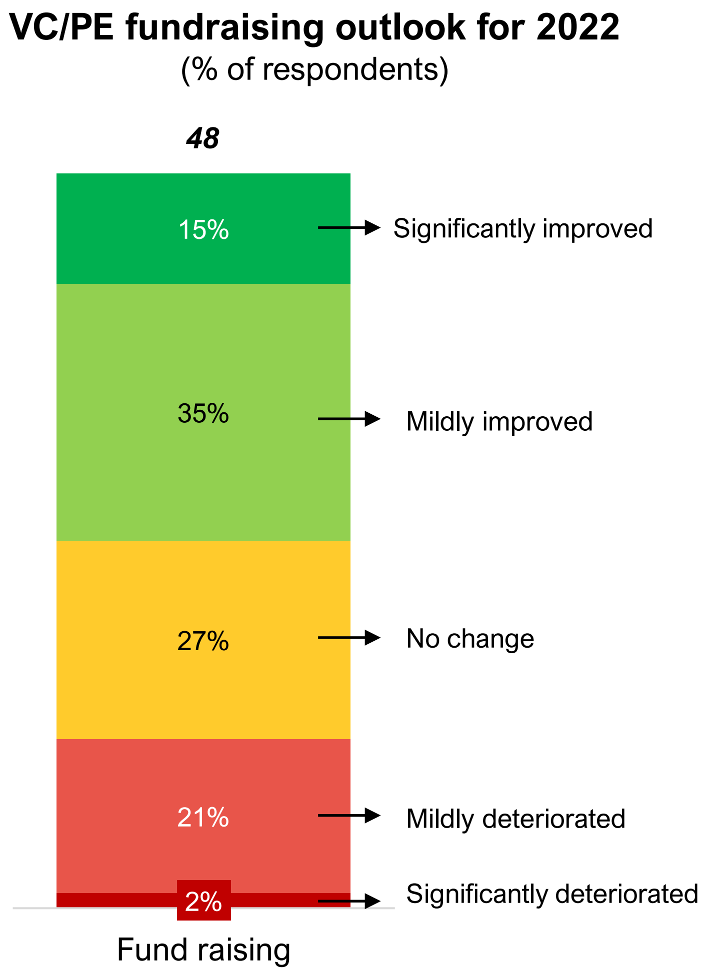
Note(s): Real estate funds, VC/PE debt funds have been excluded from this analysis;* as of Sep 2021
Source(s): Preqin, Praxis analysis

40% of survey respondents have raised new funds this year with 58% raising up to US$ 200M

Q. Have you raised any new funds this year? If yes, how much? (N = 48)

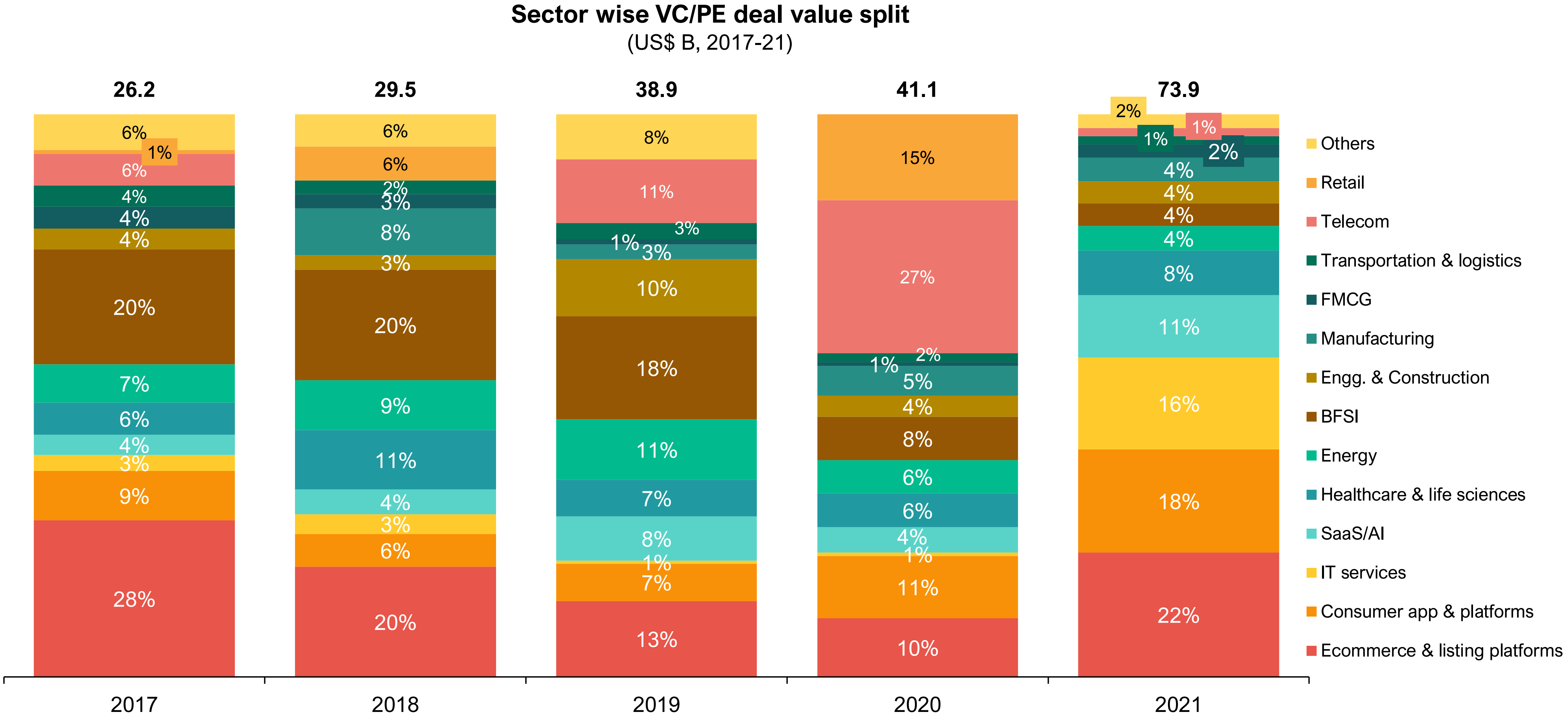
Q. How do you expect VC/PE environment to change? (N = 48)





Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Ecommerce, Consumer platforms and IT services sectors were favorite among investors, recording 56% of total deal value in 2021

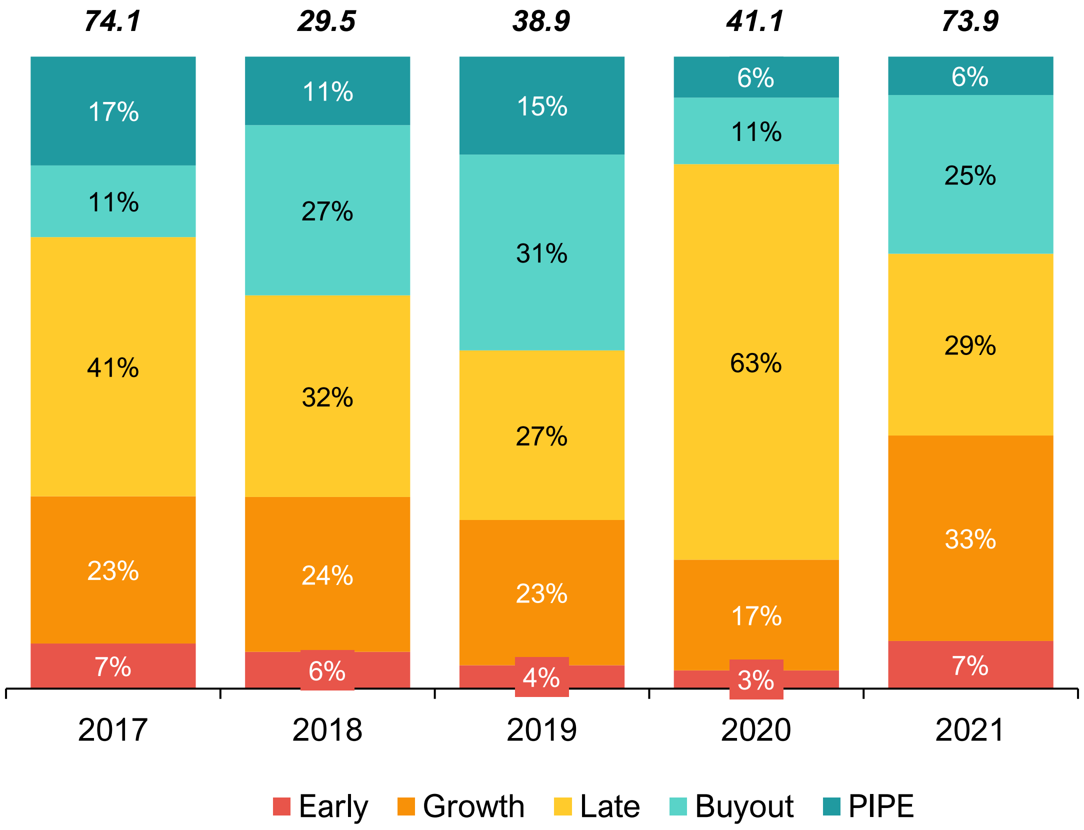


Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Record year for buyouts with deal value reaching ~US$ 18B in 2021

Growth and late stage dominates 2021 investments (61% of total investments)

Split of VC/PE deal value
(US$ B, 2017-2021)



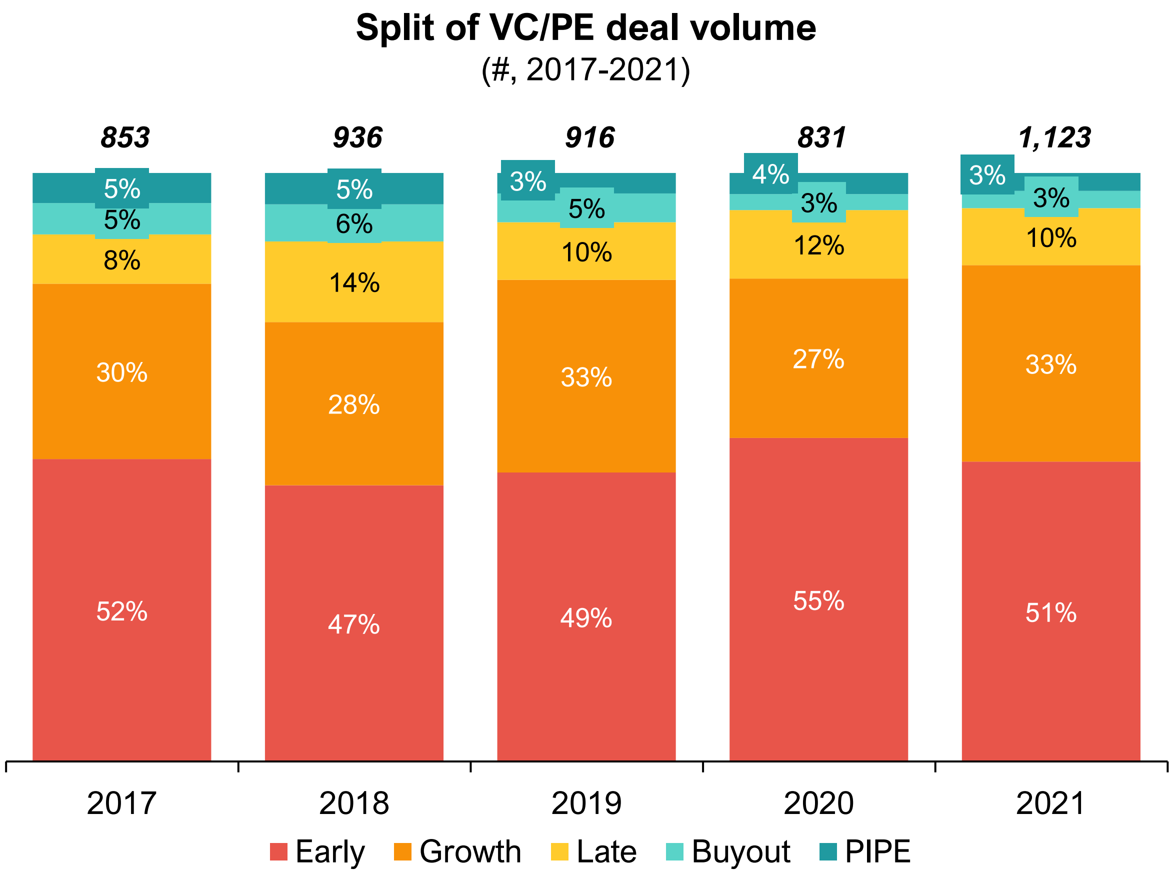
Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 buyout investments in 2021

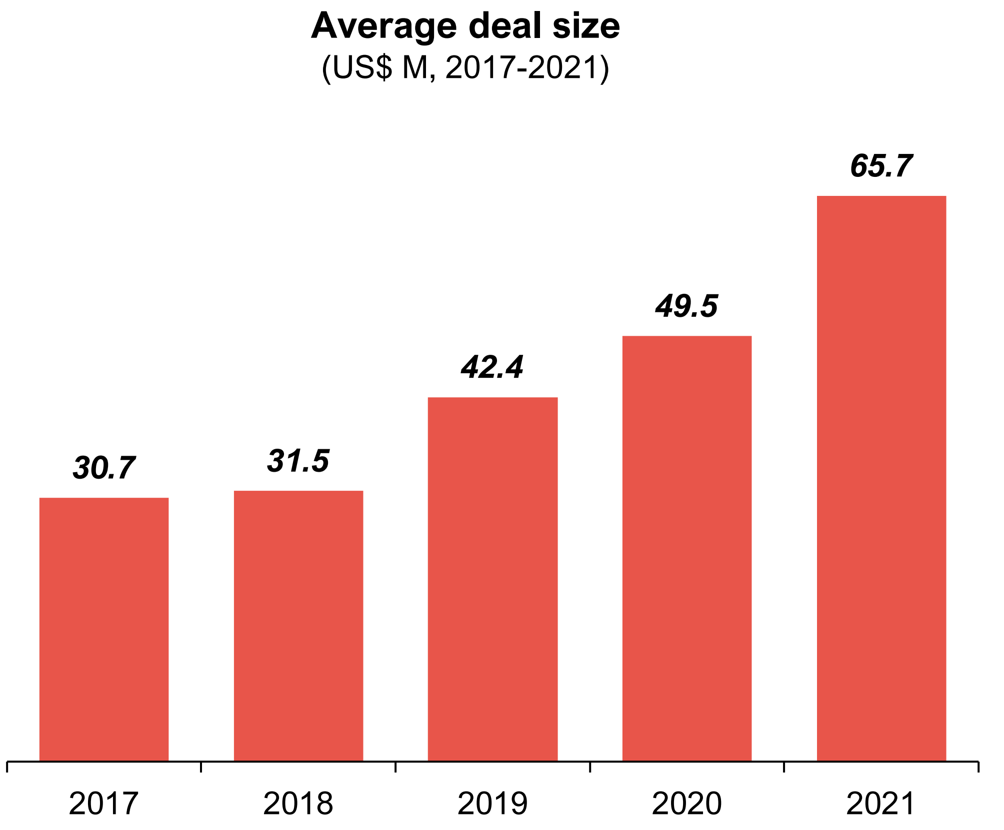
Company	Sector	Funds raised* (US$ M)	Investors
HEXAWARE	IT services	3,000	Carlyle
Mphasis	IT services	2,800	Blackstone
VFS.GLOBAL	IT services	1,870	Blackstone
encora	IT services	1,500	Advent International
ASK	BFSI	1,000	Blackstone
ACT FIBERNET	Telecom	911	Partners group
infogain	IT services	900	Apax Partners
Straive	SaaS/AI	900	Baring Private Equity Asia
Vini	FMCG	625	Westbridge, KKR
ResultsCX	SaaS/AI	400	ChrysCapital

Average deal size grew 33% to reach ~US$ 66M in 2021

VC/PE deal volume split by deal stage



VC/PE average deal size



- ~60% of the respondents agree to **becoming more flexible in check sizes deployed** as per Praxis VC/PE annual survey 2022

Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

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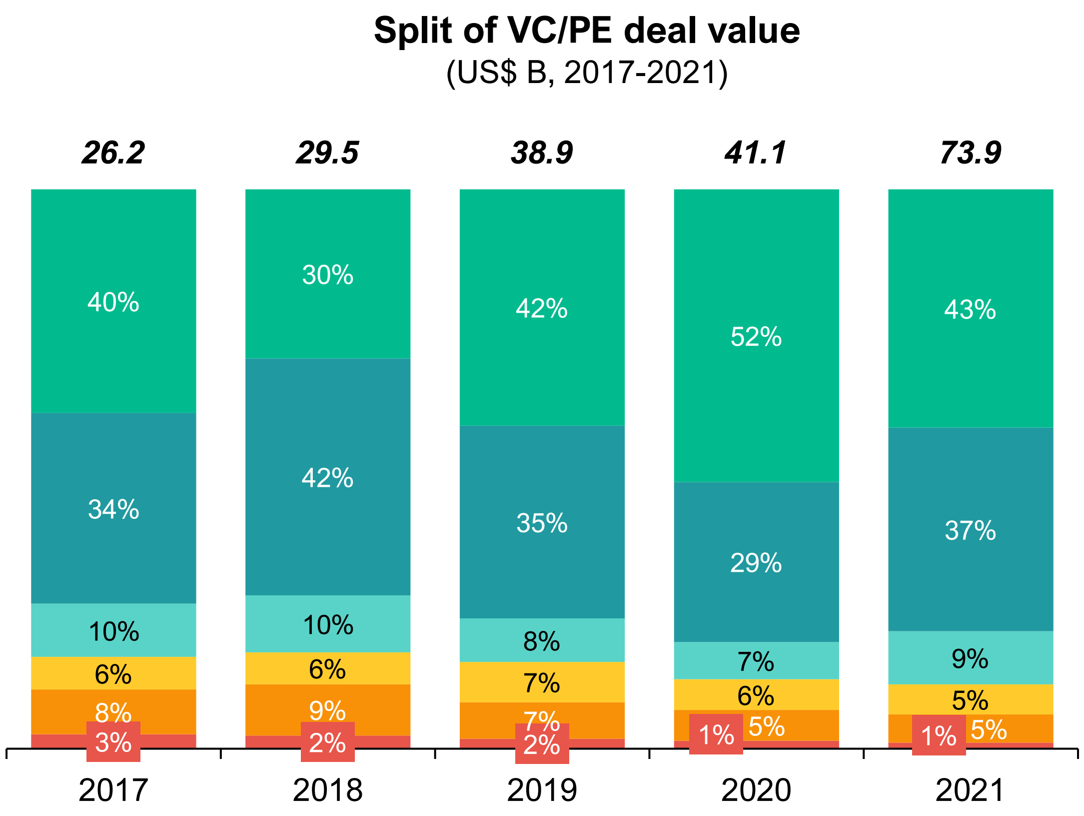
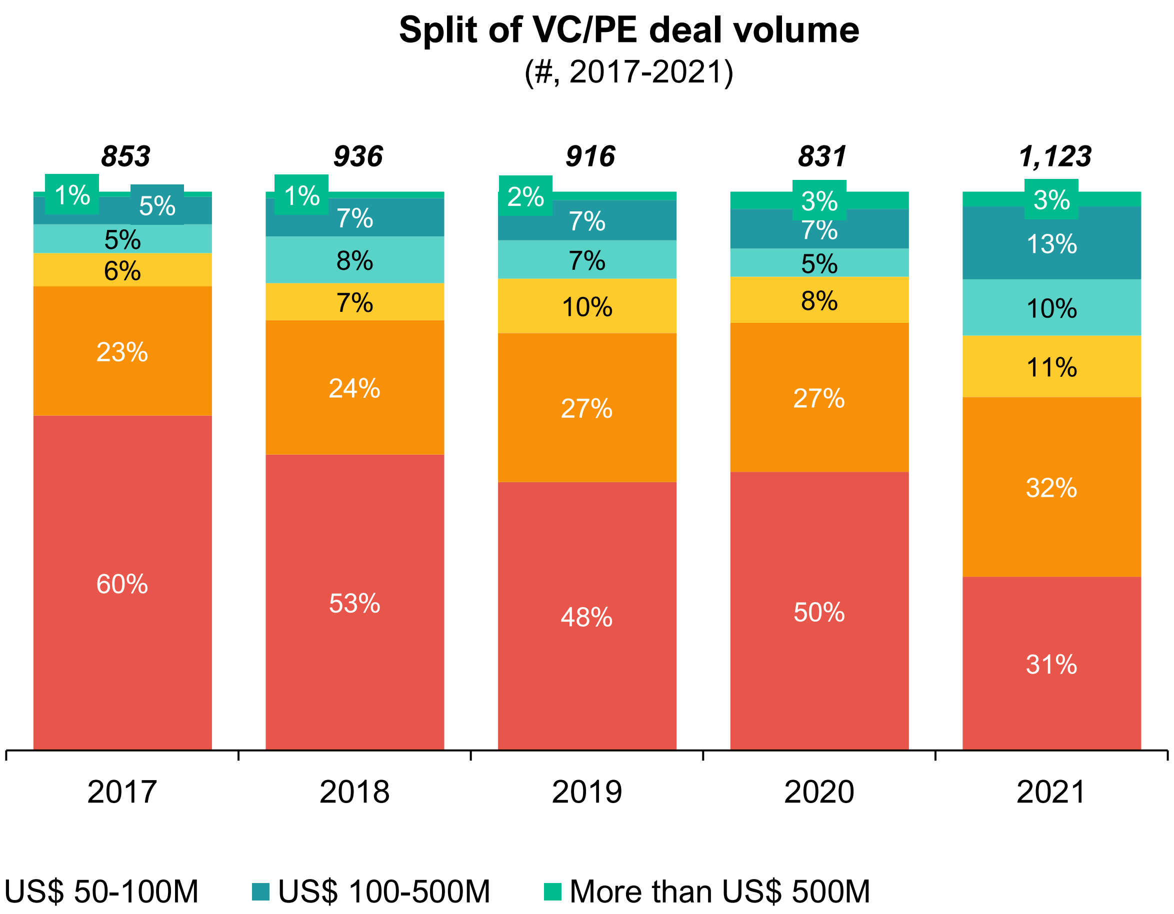
Breakout year for large deals: 100%+ increase in US$ 100M+ deals compared to 2020

VC/PE deal value split by deal size



VC/PE deal volume split by deal size



Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Top 20 deals of 2021 [1/2]

#	Company	Founded	Sector	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	Flipkart	2007	Ecommerce & listing platforms	Horizontal Ecommerce	3,600	Late	Antara Capital, Tencent, Qatar Investment Authority, CPPIB, SoftBank Corp, Franklin Templeton PE, Tiger Global, GIC, Others
2	HEXAWARE	1990	IT services	BPO	3,000	Buyout	Carlyle
3	Mphasis The Next Applied	1998	IT services	BPO	2,800	Buyout	Blackstone
4	encora	2005	IT services	PES	1,500	Buyout	Advent International
5	hgs	2000	IT services	BPO	1,200	Buyout	Baring Asia
6	ASK	1983	BFSI	Asset Management	1,000	Buyout	Blackstone
7	TML EVCo	1945	Manufacturing	Automotive	1,000	Late	ADQ, TPG Growth
8	ACT	2000	Telecom	Mobile & internet services	911	Buyout	Partners group
9	infogain Engineering Business Outcomes	1990	IT services	PES	900	Buyout	Apax Partners
10	SWIGGY	2014	Ecommerce & listing platforms	FoodTech	800	Late	Falcon Edge, Goldman Sachs, Think Capital, Amansa Capital and Carmignac
Total					**16,711**		

Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Top 20 deals of 2021 [2/2]

#	Company	Founded	Sector	Sub-sector	Funding (US$ M)	Funding stage	Investors
11	ERUDITUS Executive Education	2010	Consumer app & platforms	EdTech	660	Growth	Accel, SoftBank Vision Fund
12	Vini	2009	FMCG	Personal Care	625	Buyout	West Bridge, KKR
13	Pine Labs	1998	SaaS/AI	FinTech	600	Growth	Fidelity India, IIFL VC, Kotak PE, Others
14	manipalhospitals LIFE'S ON	1953	Healthcare & life sciences	Consumer healthcare	572	Late	NIIF, Temasek, TPG
15	ShareChat	2015	Consumer app & platforms	Media & Entertainment	502	Growth	Tiger Global Management
16	zomato	2008	Ecommerce & listing platforms	FoodTech	500	Late	Bow Wave Capital Management, Kora Management, VY Capital, Steadview Capital, Dragoneer Investment Group, Fidelity India, Tiger Global
17	PharmEasy	2014	Healthcare & life sciences	Healthtech	500	Growth	Think Investments, B Capital Group, Prosus Ventures, Orios VP, TPG Growth, Kotak PE, Temasek, Others
18	OLA	2010	Ecommerce & listing platforms	Travel & Hospitality	500	Late	Temasek, Warburg Pincus
19	BYJU'S The Learning App	2011	Consumer app & platforms	EdTech	460	Late	MC Global Edtech Investment Holdings, B Capital, Others
20	SWIGGY	2014	Ecommerce & listing platforms	FoodTech	450	Late	Prosus Ventures, SoftBank Vision Fund, Accel, Qatar Investment Authority, Wellington Management, Falcon Edge Capital, Think Investments, Carmignac, Goldman Sachs, Amansa Holdings
Total					**5,369**		

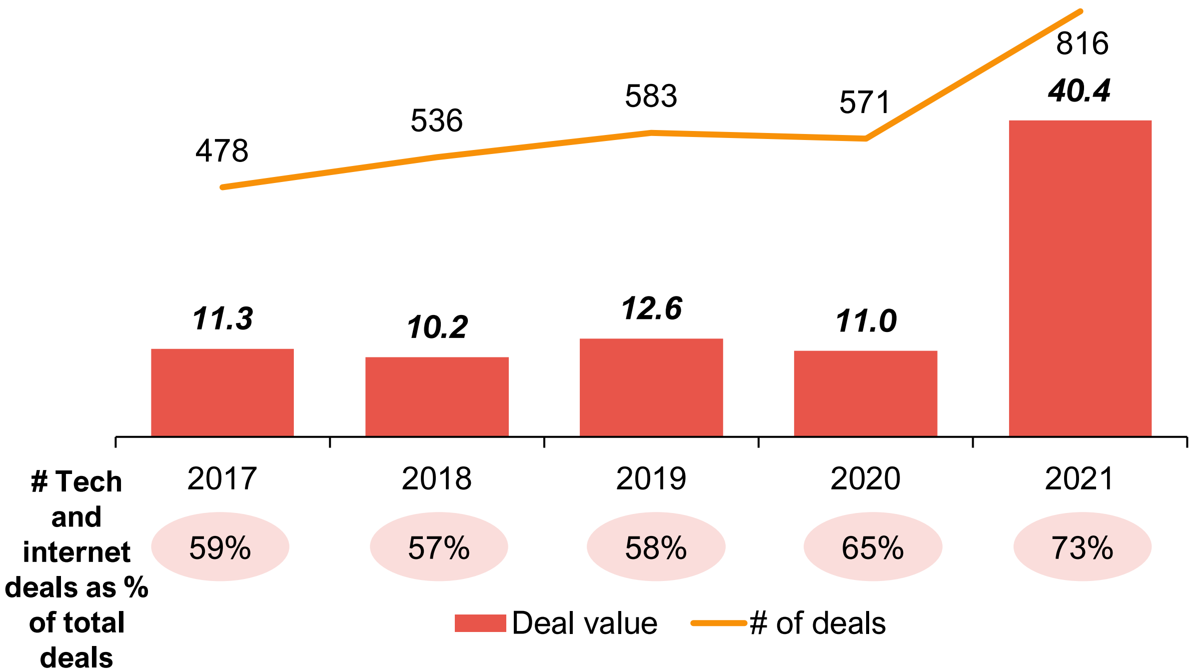
Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Tech and internet investments were the focus of the year with US$ 40.4B invested across 816 deals

Number of Tech and internet investments have grown to form 73% of all investment activity

Tech and internet VC/PE deal value (US$ B) and # of deals

(2017-21)



- 80% of the respondents are **evaluating tech and internet sectors a lot more seriously** than ever before as per Praxis VC/PE annual survey 2022

Note(s): This analysis excludes investments made in Jio Platforms in 2020; Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Top 50 funded companies in Tech and internet space in 2021

Flipkart 3,600M	BYJU'S 2,392M	Swiggy 1,250M	Dream11 1,240M	PharmEasy 1,225M
Pine Labs 985M	ShareChat 913M	Straive 900M	meesho 870M	ofBusiness 795M
zomato 750M	Eruditus 660M	Cars24 640M	OLA 639M	dailyhunt 550M
CRED 548M	Razorpay 535M	Zetwerk 480M	BharatPe 478M	Spinny 453M
unacademy 440M	ResultsCX 400M	firstcry 390M	gupshup 340M	Paytm 339M
Groww 334M	Nykaa 324M	lenskart 315M	CoinSwitch 300M	udaan 280M
acko 255M	innovaccer 255M	Urban Company 255M	CarDekho 250M	simplilearn 250M
upGrad 250M	zeta 250M	MPL 245M	Licious 244M	policybazaar 240M
slice 240M	digit 235M	Mensa 228M	Infra.Market 225M	Postman 225M
MyGlamm 222M	NoBroker 210M	BrowserStack 200M	droom 200M	indegene 200M

Total funding amount in 2021 (US$)

41 companies were added to the unicorn club in 2021, marking a record ~3x increase over previous years

2011-16 (6 unicorns)

InMobi, Flipkart*, Mu Sigma, zomato, Paytm, OLA

2018 (8 unicorns)

BillDesk, Paytm Mall, freshworks, OYO, policybazaar, Udaan, BYJU'S, SWIGGY

2019 (9 unicorns)

lenskart, Icertis, druva, DELHIVERY, OLA ELECTRIC, DREAM11, CitiusTech, bigbasket, RIVIGO

2020 (13 unicorns)

Postman, zenoti, ZERODHA, dailyhunt, firstcry, Pine Labs, glance, Razorpay, highradius, CARS24, TEKION, unacademy, NYKAA

2021 (41 unicorns)

digit, innovaccer, INFRA.MARKET, slice, meesho, ShareChat, Urban Company, PharmEasy, Chargebee, gupshup, zeta, Groww, CRED, moglix, BrowserStack, ofbusiness, BharatPe, upGrad, MindTickle, ZETWERK, ERUDITUS Executive Education, droom, REBEL FOODS, Pristyn Care, MYGLAMM, upstox, COINSWITCH KUBER, GROFERS, MobiKwik, Vedantu, CoinDCX, SPINNY, NOBROKER, BLACKBUCK, MENSA, cure.fit, Licious, CarDekho, acko, MPL Mobile Premier League, apna

Note(s): *acquired
Source(s): PGA Labs India unicorn list, Praxis analysis

Ecommerce, Consumer and SaaS/AI sectors created maximum number of unicorns in 2021

Sector wise unicorns in 2020 vs 2021

Sector		2020	2021
Ecommerce & listing platforms	Fashion & Lifestyle	NYKAA, firstcry.com	meesho
	Autotech	CARS24	SPINNY, droom
	B2B business		ZETWERK, INFRA.MARKET, moglix, ofbusiness, BLACKBUCK
	Home & interior		Urban Company, NOBROKER
	D2C		MENSA
	Food tech		REBEL FOODS, GROFERS
	HR services		apna
Consumer app & platforms	Media & Entertainment	dailyhunt	ShareChat, MPL Mobile Premier League, gupshup
	Edtech	unacademy	Vedantu, ERUDITUS Executive Education, upGrad
	Fintech	ZERODHA	MobiKwik, CoinDCX, COINSWITCH KUBER, CRED, digit, Groww, acko, upstox, slice
	Fashion & lifestyle		cure.fit
SaaS/AI	Enterprise tech	zenoti, glance, TEKION	BrowserStack
	Fintech	highradius, Pine Labs, Razorpay	BharatPe, Chargebee, zeta
	IT services	Postman	
	Advertisement & sales		MindTickle
	Healthtech		innovaccer
Healthcare & Life Sciences	Healthtech		PharmEasy, Pristyn Care
FMCG	D2C brand		MYGLAMM, Licious

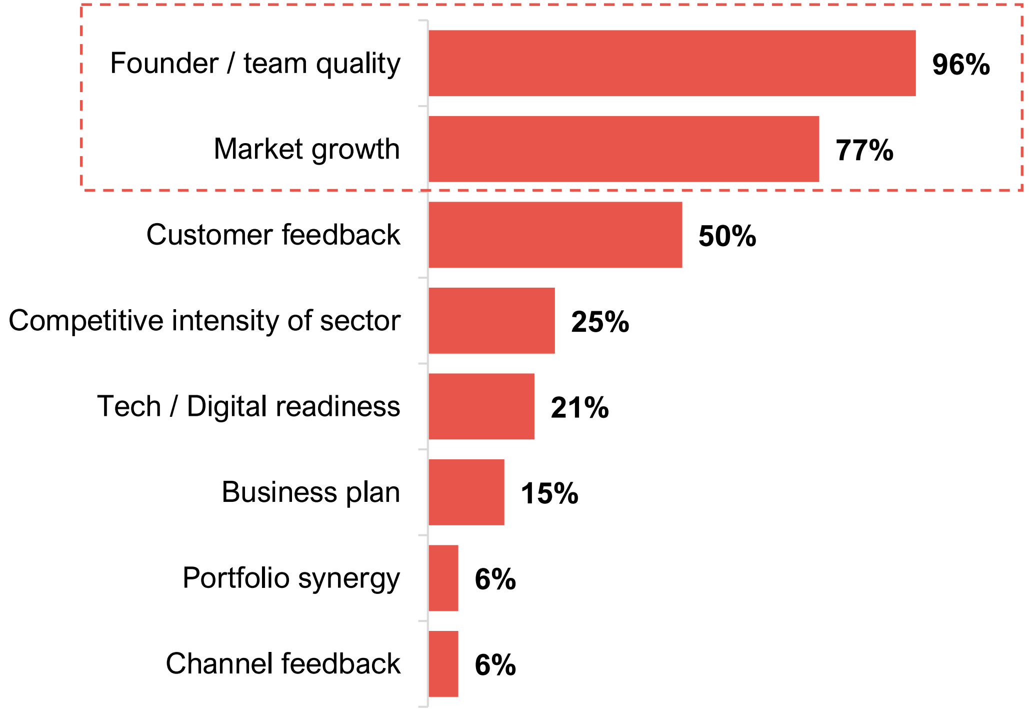
Source(s): PGA Labs India unicorn list, Praxis analysis

Team quality and market growth are the most important factors for funds to decide whether to invest or not

Team quality and market growth are the most important factors while making an investment call

Q. Which of the following factors do you take into consideration, while making the investment call? Select top 3 factors. (N = 48)

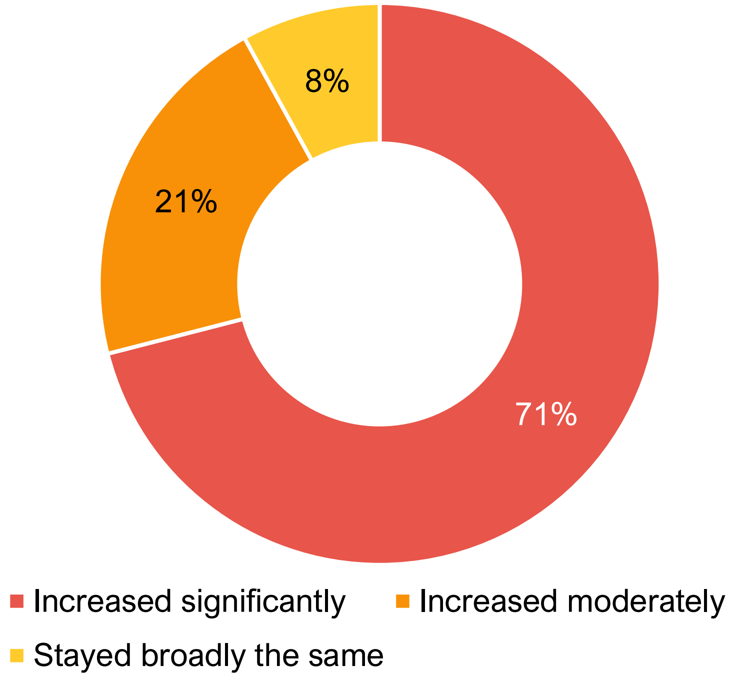
Key factors for investments
(% of respondents, N = 48)



71% of respondents feel that deal making is more competitive now

Q. How has overall competition in VC/PE deal making changed in India in past year? (N = 48)

Overall competition
(% of respondents, N = 48)

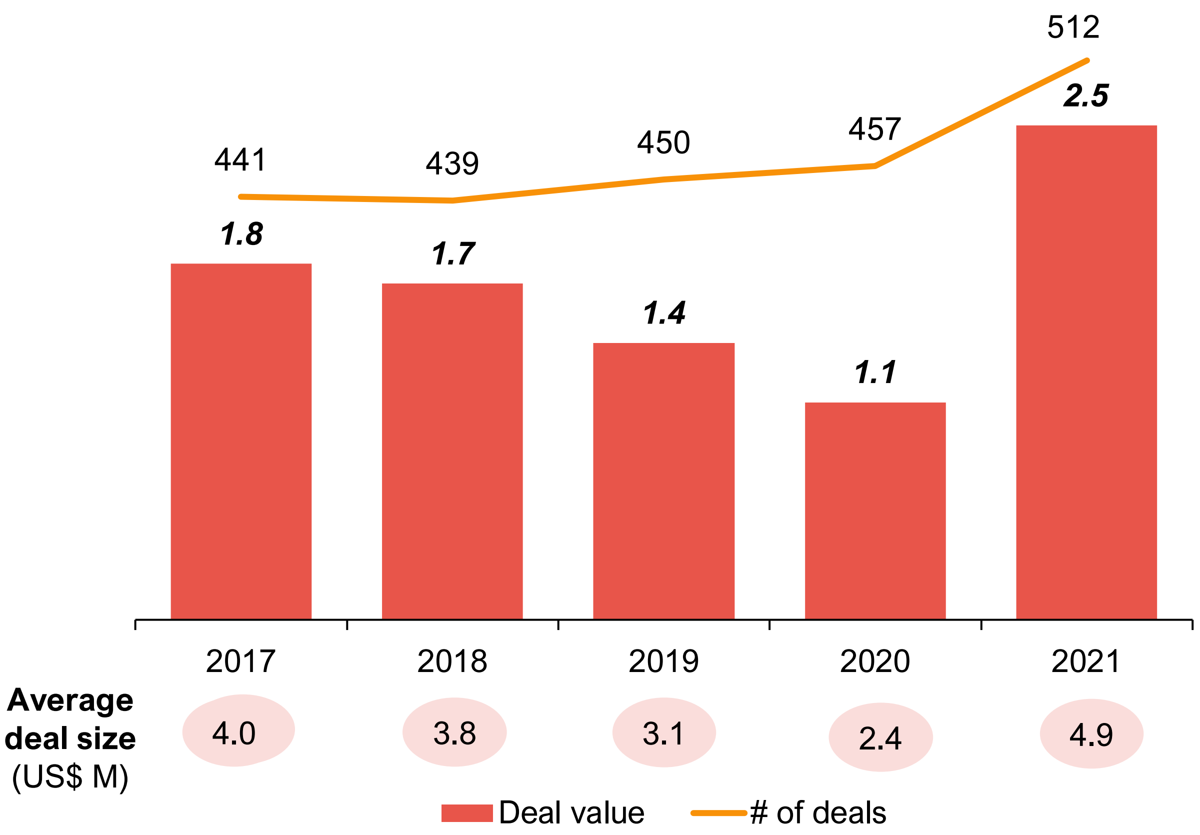


Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Early-stage investments in India doubled in 2021; US$ 2.5B invested across 512 deals

Early-stage investments have grown from US$ 1.1B in 2020 to US$ 2.5B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)

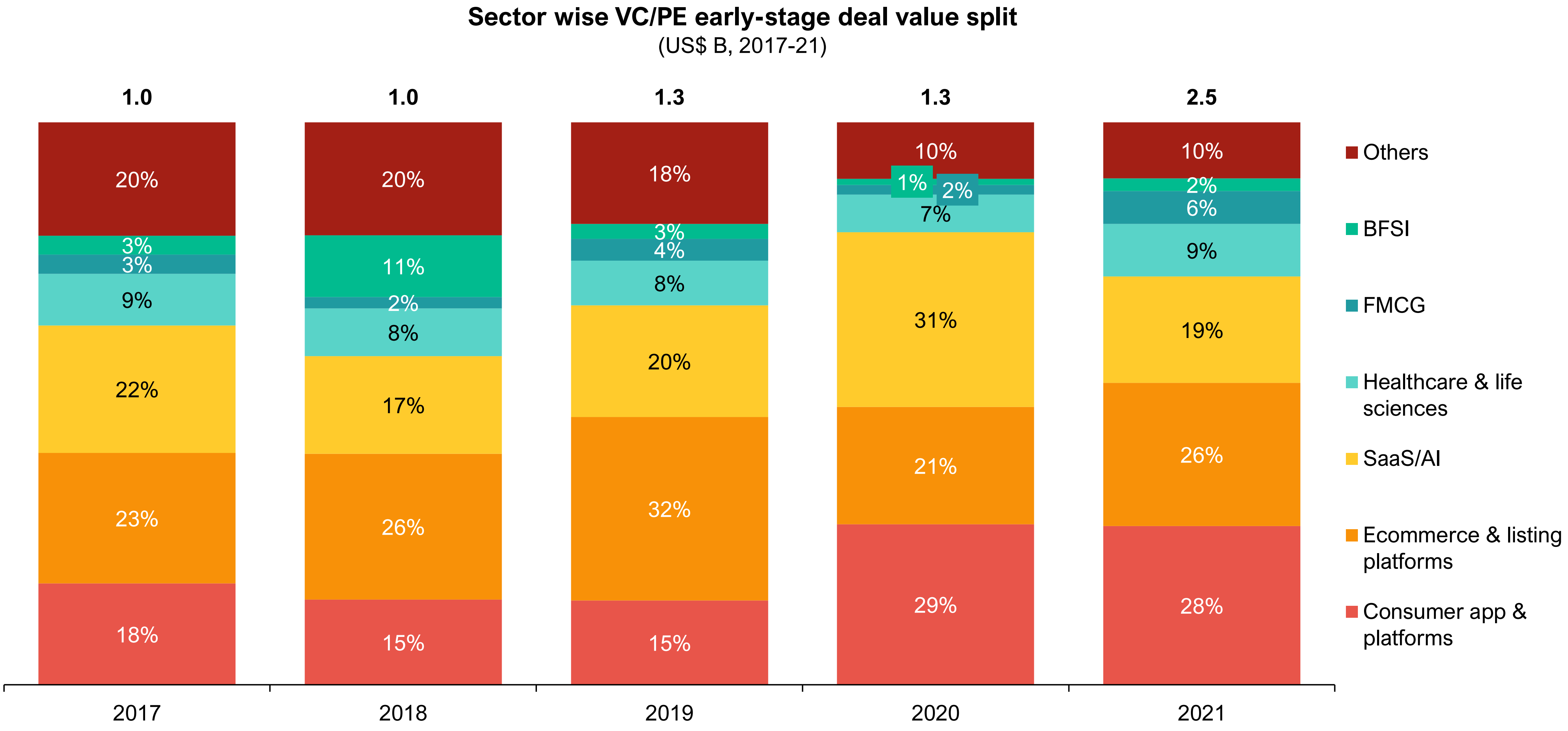


Top 10 early-stage investments in 2021

Company	Sector	Founded	Stage of funding	Amount (US$ M)	Investors
Viyash	Healthcare & Life sciences	2019	Early	300	Carlyle
sify	IT services	2017	Early	135	Kotak Special Situations Fund
CredAvenue	Ecommerce& listing platforms	2017	Series A	90	Lightrock India, TVS Capital, Others
GlobalBees	Ecommerce& listing platforms	2021	Series A	76	FirstCry, Chiratae Ventures, others
uni	Consumer app & platforms	2020	Series A	70	General Catalyst, Eight Roads Ventures, others
BLUESEMI	Healthcare & life sciences	2017	Series A	69	Global Emerging Markets
VIRESCENT RENEWABLE ENERGY TRUST	Energy	2020	Early	62	Alberta Investment Management Corporation, others
zepto	Ecommerce & listing platforms	2021	Series A	60	Glade Brook Capital, Y Combinator, Lachy Groom and others
MENSA	Ecommerce & listing platforms	2021	Series A	50	Accel
upscalio	Ecommerce & listing platforms	2021	Series A	43	Presight Capital, Heliad Equity Partners, others

Note(s): Real estate deals have been excluded; Early-stage deals include seed, pre-series A and series A investments
Source(s): PGA Labs Deals database, Company websites, Praxis analysis

Consumer platforms, Ecommerce and SaaS/AI were the most funded sectors for early-stage investing in India in 2021

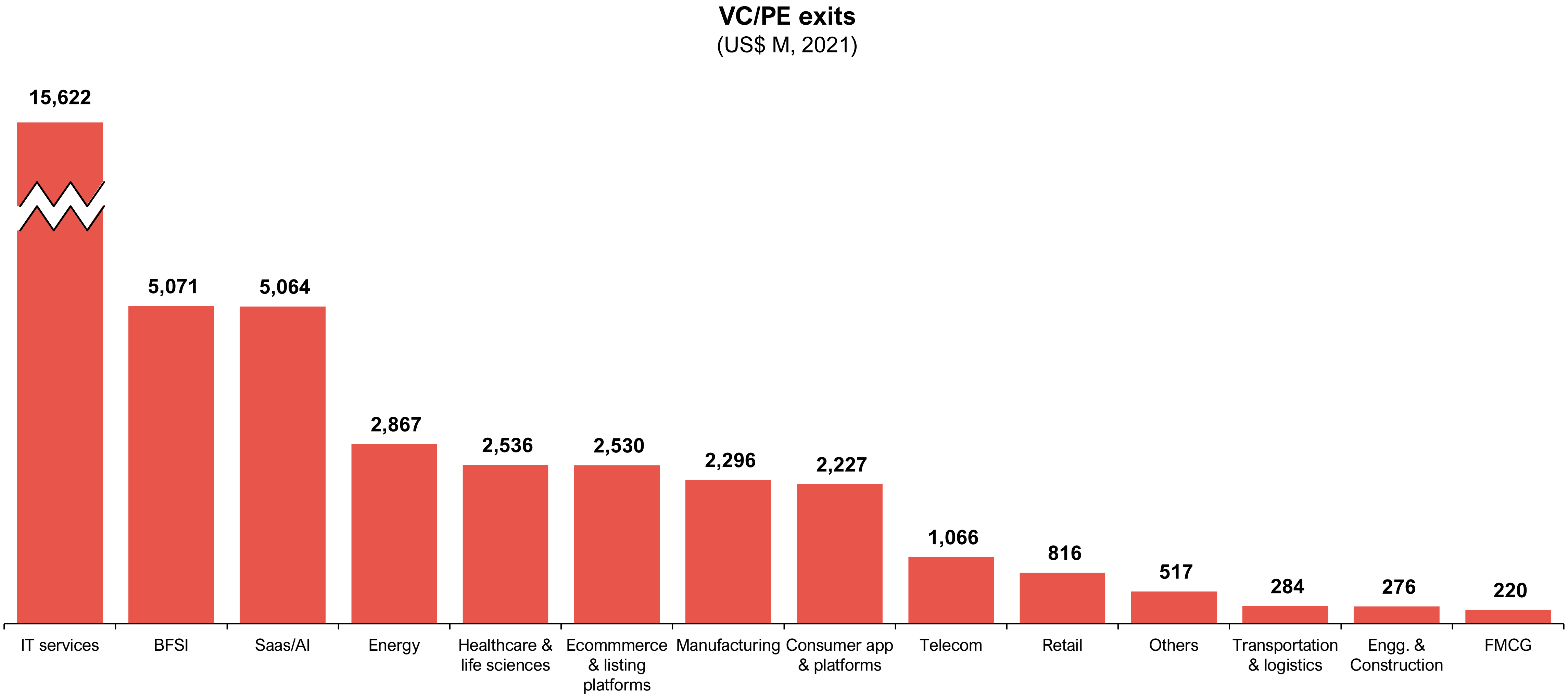


Note(s): Real estate deals have been excluded; Others include retail, engg. & construction, transportation & logistics, energy and manufacturing
Source(s): PGA Labs Deals database, Praxis analysis

Agenda

- Preamble
- Deals landscape in 2021
- **Exits landscape in 2021**
- Outlook for 2022
- Appendix: Sector deep dive

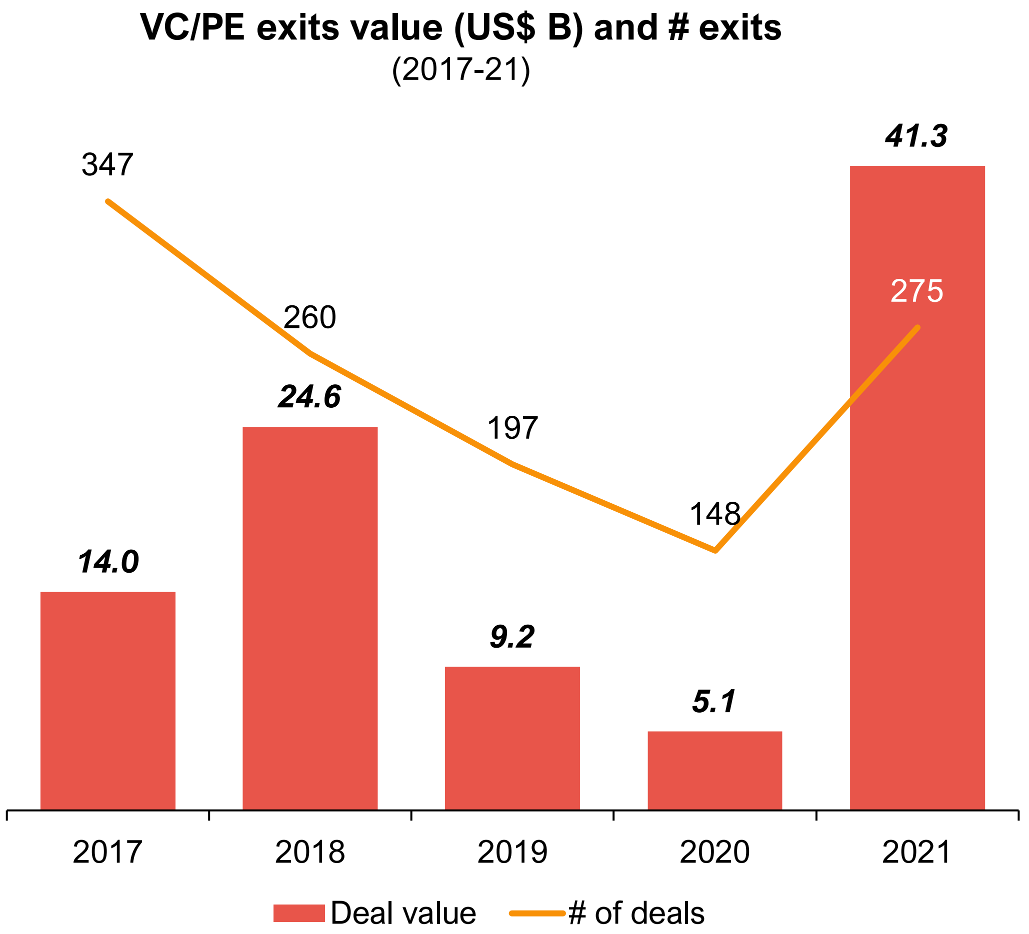
IT services saw maximum exits in 2021 due to several buyout deals



Note(s): Real estate deals have been excluded
Source(s): PGA Labs Exits database, Praxis analysis

Record year for exits amounting to US$ 41.3B across 275 exits in 2021 (~68% higher than previous record of US$ 24.6B in 2018)

Number of exits and amount of exits reached new heights



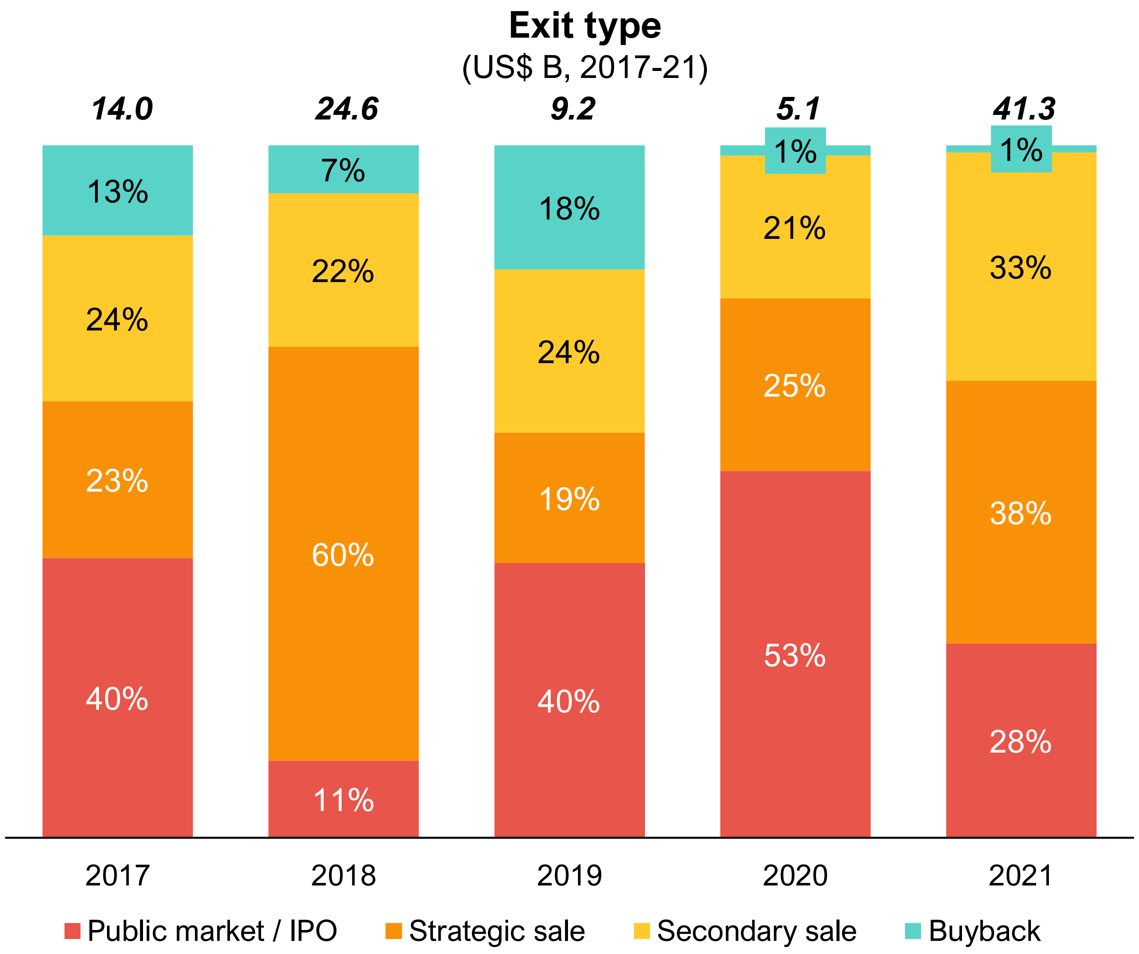
Top 10 exits in 2021

Company	Sector	Amount (US$ M)	Investors
GlobalLogic	IT services	8,100	CPPIB, Partners Group
Hexaware	IT services	3,000	Baring Asia
BillDesk	SaaS/AI	2,292	March Capital, TA Associates, Clearstone, Temasek, General Atlantic
VFS.Global	IT services	1,870	Blackstone
SB Energy	Energy	1,760	Adani Green Energy Limited
Paytm	Consumer app & platforms	1,292	Discovery Capital Management, Berkshire Hathaway and others
bigbasket	Ecommerce & listing platforms	1,200	Alibaba, Ascent Capital, Abraaj Group
encora	IT services	1,200	Warburg Pincus
ACT Fibernet	Telecom	910	TA Associates, True North
Straive	SaaS/AI	810	Baring Private Equity Asia

Note(s): Exited deals with undisclosed amount are also included in the analysis
Source(s): PGA Labs Exits database, Praxis analysis

VC/PE investors recorded exits worth ~US$ 11.6B via public markets in 2021

VC/PE exits value split by type



Top 10 VC/PE backed IPOs in 2021

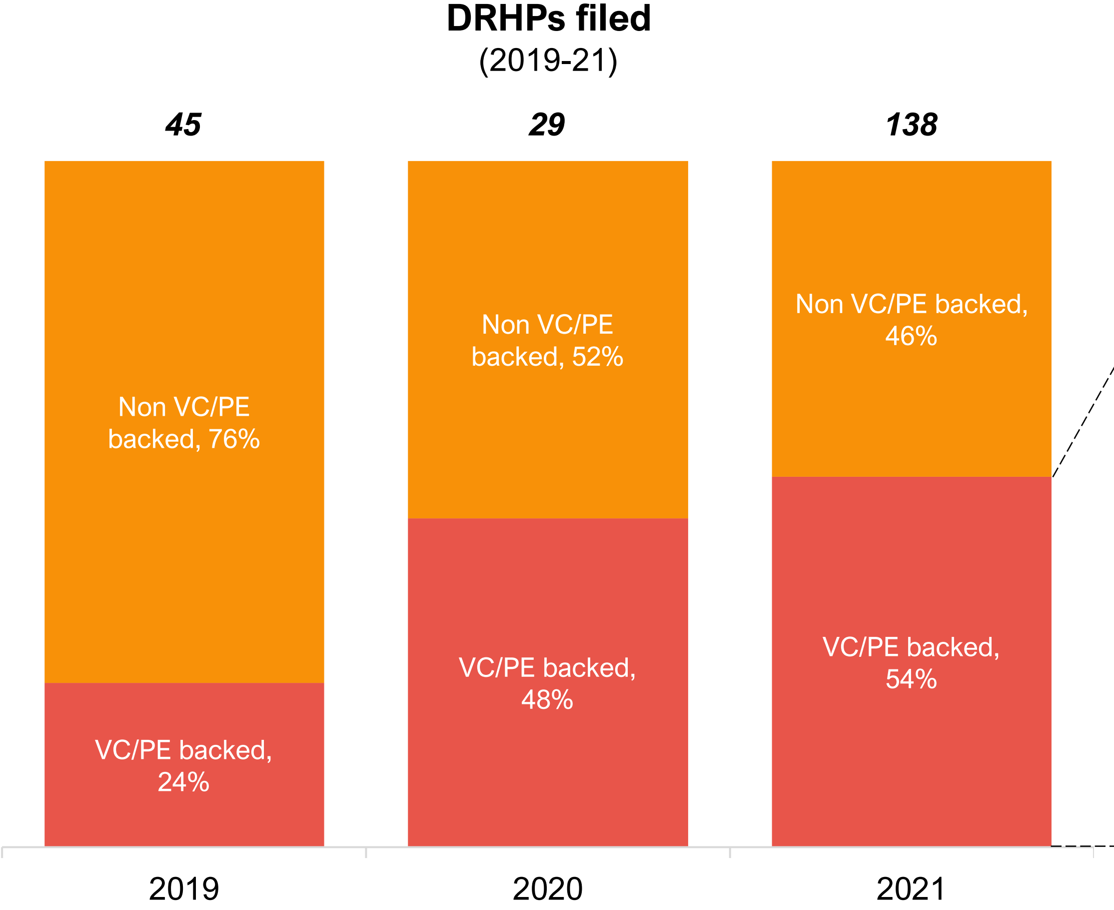
Company	Sector	Amount (US$ M)	Investors
Paytm	Consumer app & platforms	2,507	Elevation Capital, SoftBank Corp, Ratan Tata, Alibaba, MediaTek and others
zomato	Ecommerce & listing platforms	1,284	Info Edge
freshworks *	SaaS/AI	1,030	Tiger Global, Accel India, CapitalG, Steadview Capital, Accel USA
STAR Health Insurance	BFSI	877	Madison India, WestBridge, Apis Partners, ROC Partners
policybazaar.com	Ecommerce & listing platforms	782	SoftBank Corp
SONA BLW	Manufacturing	760	Blackstone
NYKAA	Ecommerce & listing platforms	733	TPG Growth, Lighthouse, Sharrp Ventures
CarTrade.com	Ecommerce & listing platforms	403	Warburg Pincus, Temasek, JP Morgan, March Capital
APTUS	BFSI	374	Granite Hill, WestBridge, Madison Capital
truecaller *	Consumer app & platforms	315	Sequoia Capital India

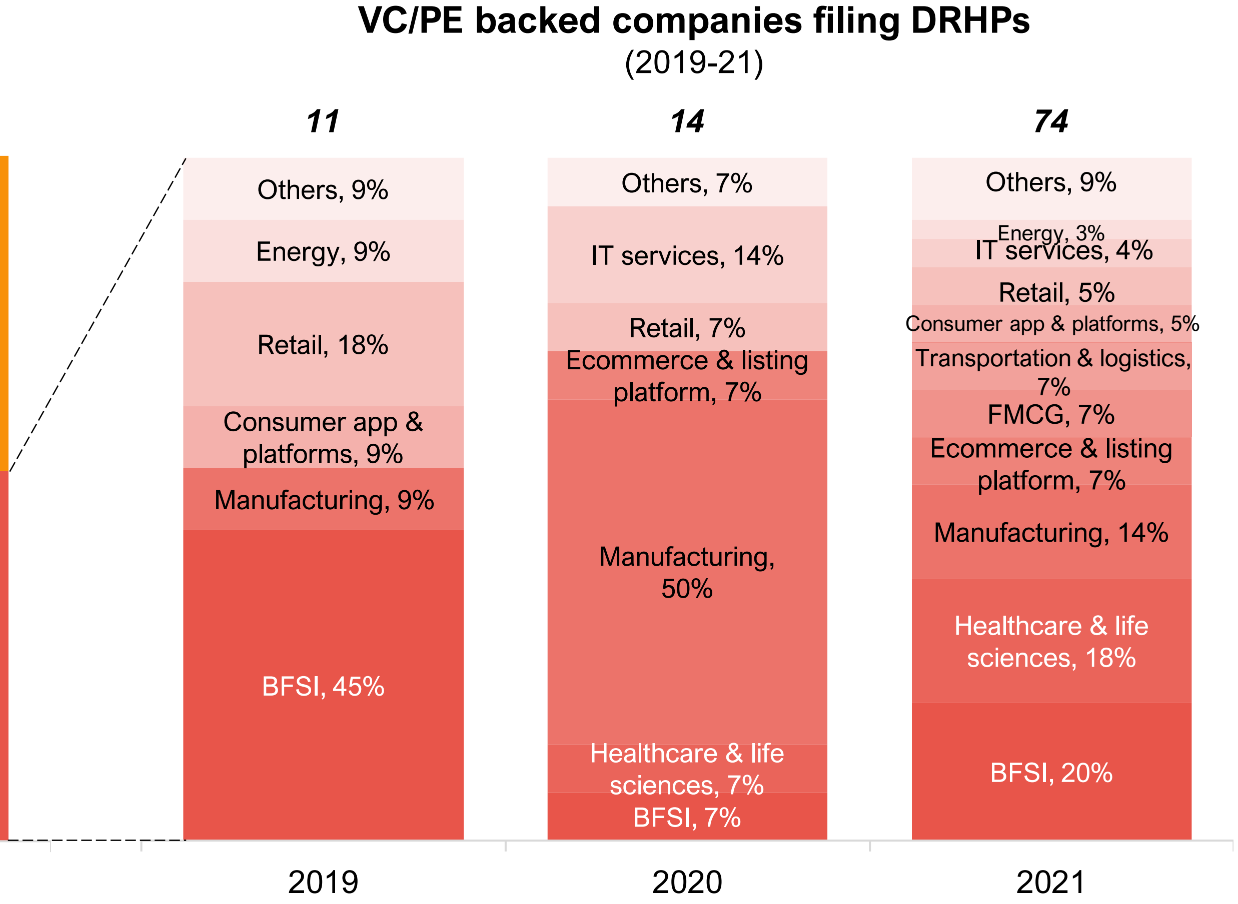
Note(s): *Not listed on Indian bourses
Source(s): PGA Labs Exits database, Praxis analysis

VC/PE backed companies are increasingly going for IPOs

Out of 138 DRHPs filed in 2021, 54% were backed by VC/PE investors

Out of 74 DRHPs filed in 2021 by VC/PE backed companies, 20% were from BFSI and 18% from Healthcare sector





Source(s): SEBI, Praxis analysis

Significant public market activity among Tech and internet companies in 2021

Tech and internet companies with IPOs in 2021

Company	Sector	Founded	Amount	Investors exited
Paytm	Consumer app & platforms	2010	US$ 2,507M	Alibaba, SoftBank, Berkshire Hathaway
zomato	Ecommerce & listing platforms	2010	US$ 1,284M	Info Edge
policybazaar.com	Ecommerce & listing platforms	2008	US$ 782M	True North
NYKAA	Ecommerce & listing platforms	2012	US$ 733M	Sharrp Ventures, TPG Growth, Lighthouse
CarTrade.com	Ecommerce & listing platforms	2009	US$ 411M	CMDB II, Highdell Investment, Springfield Venture
RateGain	SaaS/AI	2004	US$ 178M	TA Associates
Fino Payments Bank	Consumer app & platforms	2017	US$ 160M	
MapmyIndia	SaaS/AI	1995	US$ 142M	Qualcomm Ventures
Nazara	Consumer app & platforms	2000	US$ 80M	IIFL Holdings, Seedfund
EaseMyTrip.com	Consumer app & platforms	2008	US$ 70M	-
Total			**~US$ 6,347M**	

Source(s): SEBI, Press articles, Praxis analysis

Top 20 exits of 2021 (1/2)

#	Company	Founded	Sector	Exiting fund	Acquirer	Deal amount (US$ M)	Route of exit
1	GlobalLogic	2000	IT services	Partners Group, CPPIB	Hitachi	8,100	Strategic sale
2	Hexaware	1990	IT services	Baring PE Asia	Carlyle	3,000	Secondary sale
3	BillDesk	2000	SaaS/AI	General Atlantic, Temasek, Clearstone, TA Associates, March Capital	PayU	2,293	Strategic sale
4	VFS.Global	2001	IT services	EQT	Blackstone	1,870	Secondary sale
5	SB Energy	2011	Energy	Softbank	Adani Green Energy Limited (AGEL)	1,760	Strategic sale
6	SBI Card	1998	BFSI	Carlyle	-	1,639	Public market sale
7	Paytm	2010	Consumer app & platforms	Elevation Capital, SoftBank Corp, Ratan Tata, Alibaba, MediaTek, Berkshire Hathaway, Discovery Capital Management	-	1,292	Public market sale
7	bigbasket	2011	Ecommerce & listing platforms	Abraaj Group, Alibaba	Tata Digital Ltd	1,200	Strategic sale
8	encora	2005	IT services	Warburg Pincus	Advent International	1,200	Secondary sale
10	ACT	2000	Telecom	TrueNorth, TA Associates	Partners Group	911	Secondary sale
Total top 10						**23,265**	

Note(s): Real estate deals have been excluded
Source(s): PGA Labs Exits database, Praxis analysis

Top 20 exits of 2021 (2/2)

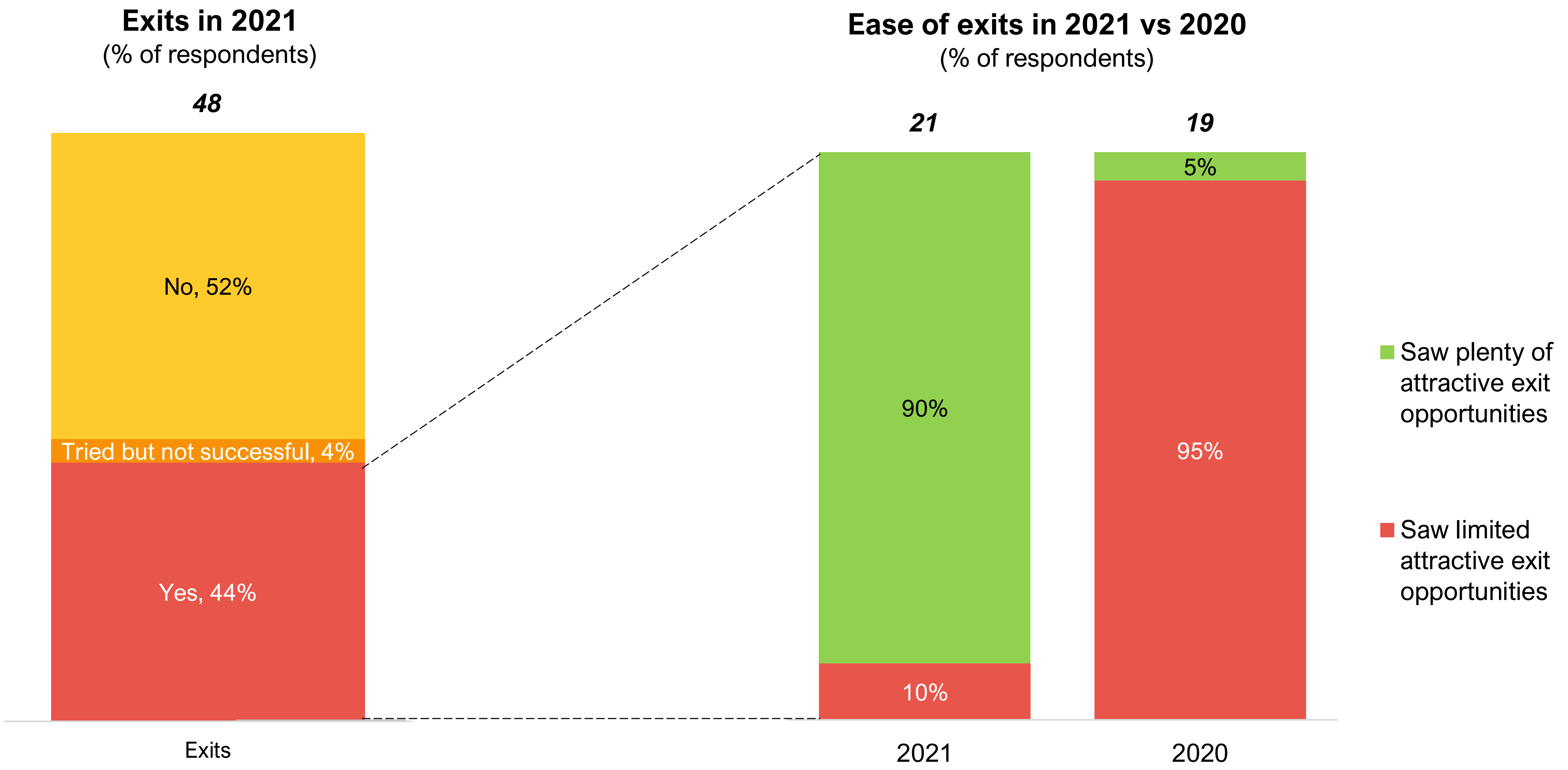
#	Company	Founded	Sector	Exiting fund	Acquirer	Deal amount (US$ M)	Route of exit
11	SBI Life	2001	BFSI	Carlyle	-	827	Public market sale
12	SPi Global	2008	SaaS/AI	Partners Group	Baring Private Equity Asia	800	Secondary sale
13	SONA BLW	1995	Manufacturing	Blackstone	-	709	Public market sale
14	ReNew Power	2011	Energy	Goldman Sachs, Global Environment Fund, CPPIB, ADIA, JERA	RMG Acquisition Corporation II	590	Strategic sale
15	infogain	1990	IT services	ChrysCapital	Apax Partners	570	Secondary sale
16	ASK	1983	BFSI	Advent International	Blackstone	412	Secondary sale
17	DREAM11	2008	Consumer app & platforms	Kalaari Capital, Multiples PE, Tencent, Think Investments	ChrysCapital, Tiger Global, TPG Capital, Steadview Capital, Falcon Edge Capital, TCV Partners, D1 Capital Partners	400	Secondary sale
18	MAX Healthcare	2001	Healthcare & life sciences	KKR	-	398	Public market sale
19	CarTrade	2009	Ecommerce & listing platforms	Warburg Pincus, Temasek, JP Morgan, March Capital	-	381	Public market sale
20	Aakash	1988	Consumer app & platforms	Blackstone	Byju’s	375	Strategic sale
				Total top 20		**28,727**	

Note(s): Real estate deals have been excluded
Source(s): PGA Labs Exits database, Praxis analysis

2021 saw plenty of attractive exit opportunities compared to 2020 when funds faced difficulty in exiting their investments

Q. Did you exit from any of your portfolio company in 2021? (N = 48)

Q. How easy was it to exit portfolio companies over the last 12 months for your fund in your geography?



Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis VC/PE annual survey 2021 (N = 105), Praxis analysis

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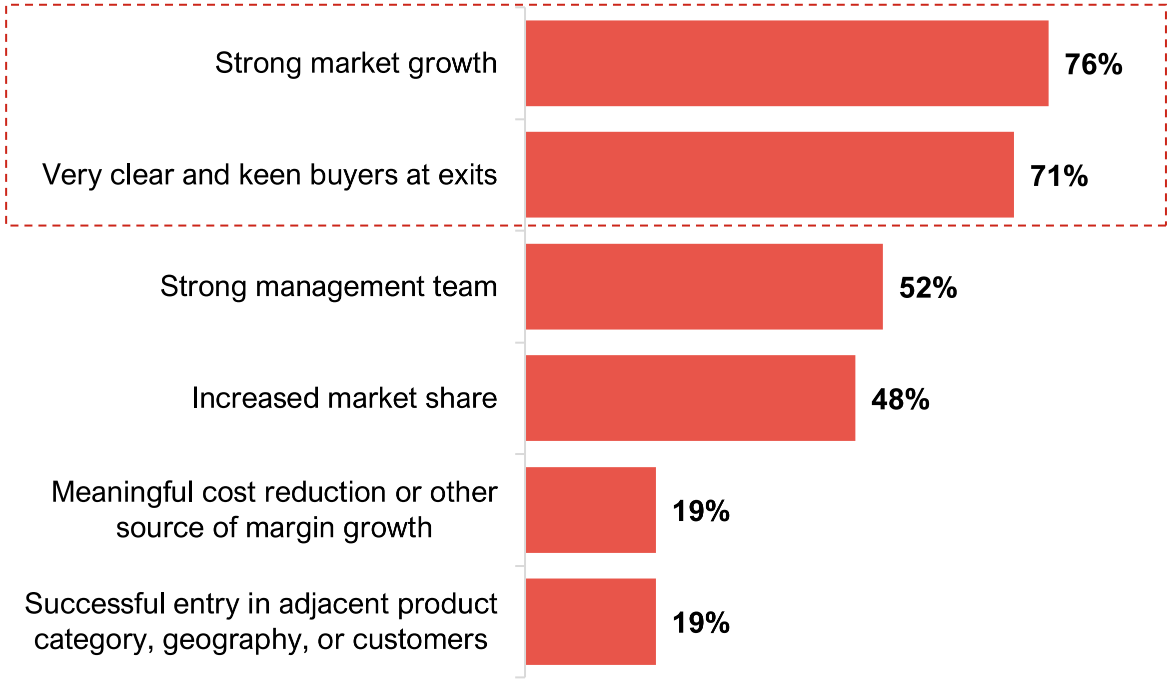
Successful exits in 2021 were driven by strong market growth and keen buyer interest

70%+ respondents have listed strong market growth and keen buyer interests as key reasons for successful exits

Q. What were the main reasons for successful exits? (N = 21)

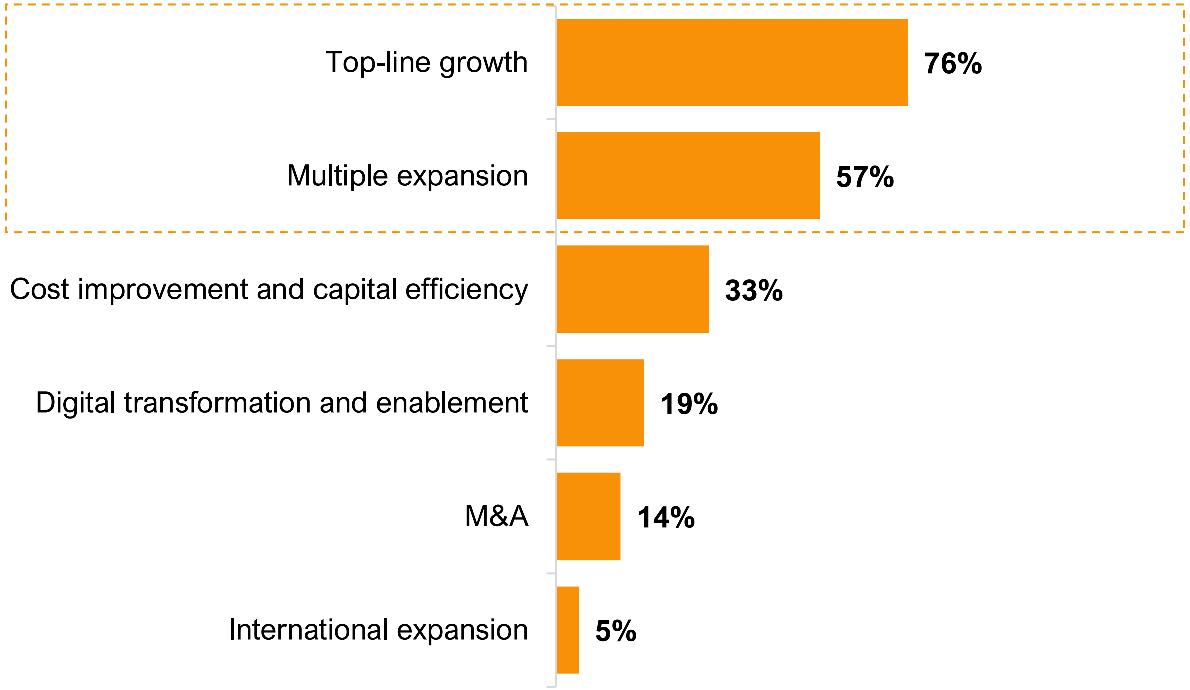
Key reasons for successful exits
(% of respondents, N = 21)



Top-line growth and multiple expansion were key drivers for returns from exits

Q. What were the biggest drivers of returns on deals you exited? (N = 21)

Key drivers of returns
(% of respondents, N = 21)



Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

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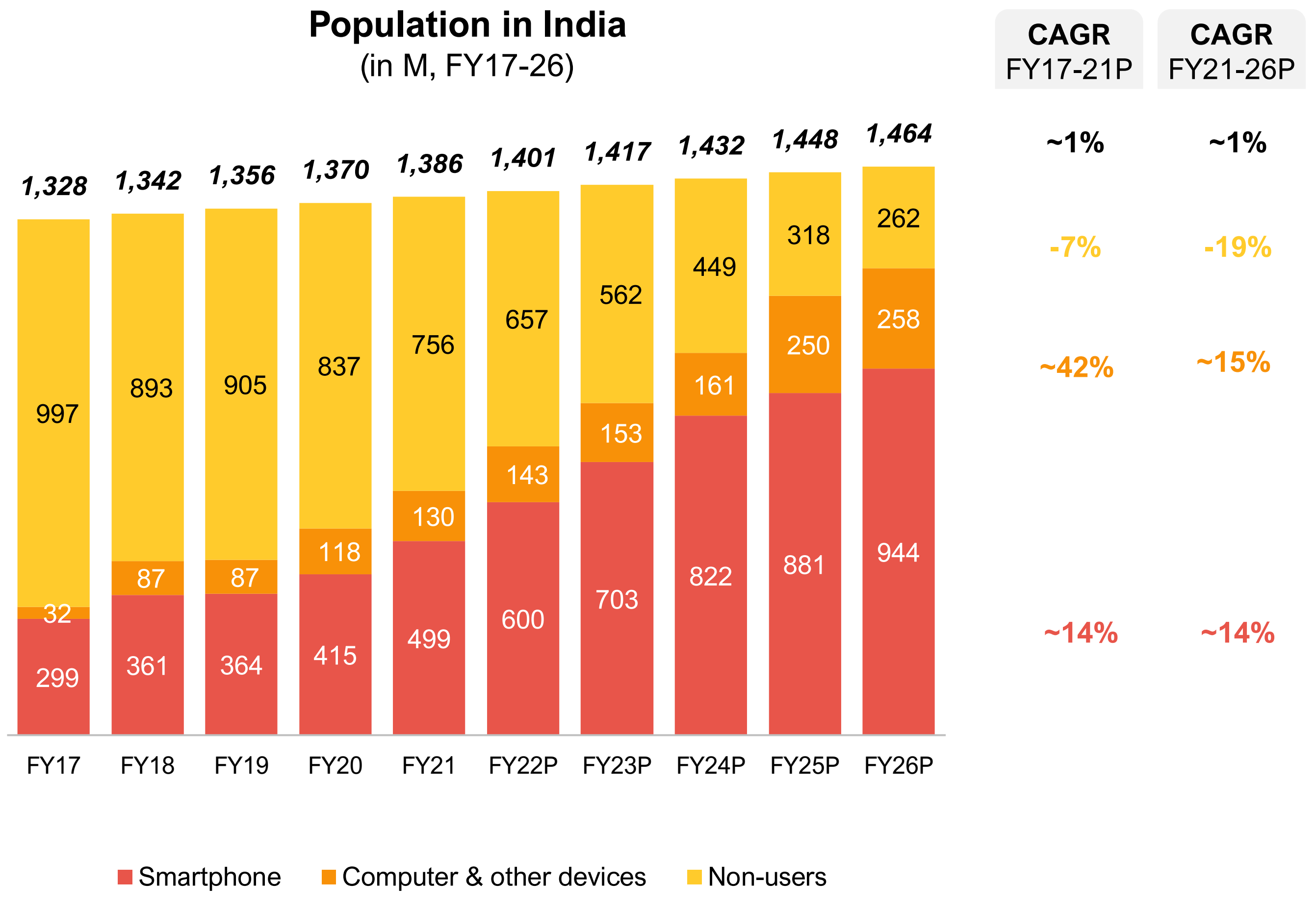
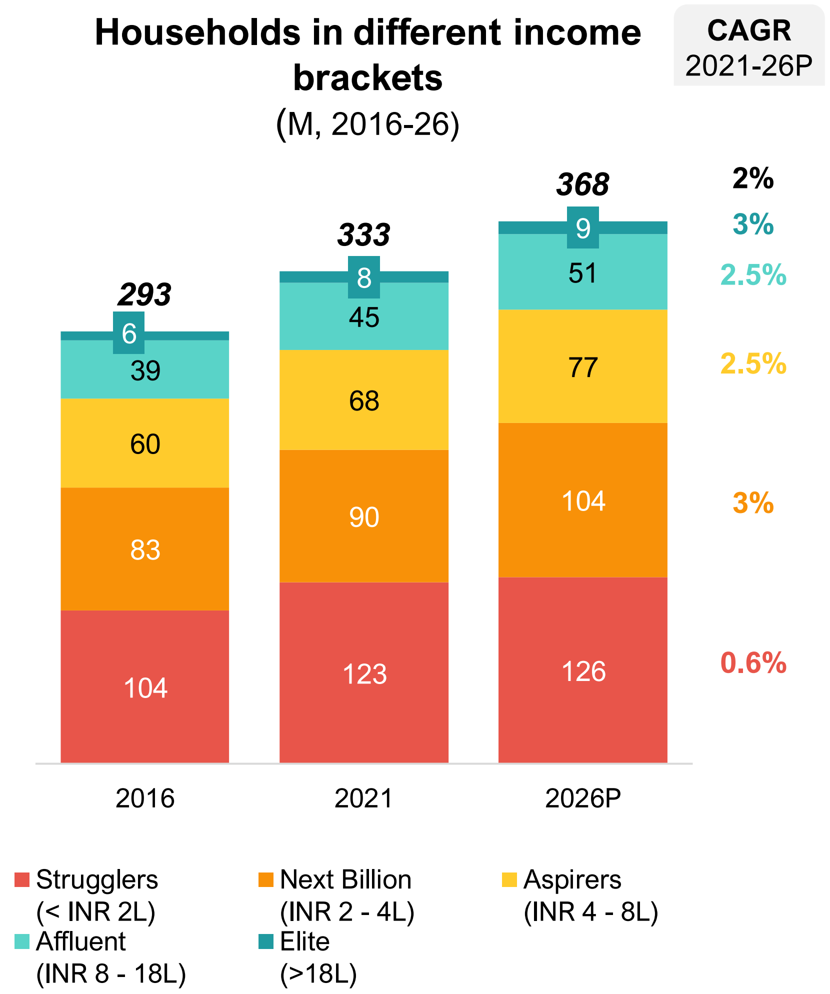
Agenda

Rising internet penetration and affluence in India makes it one of the most attractive investment avenues for 2022

India's population is expected to reach ~1.46B by FY26; India's internet population is expected to reach ~1.2B by FY26



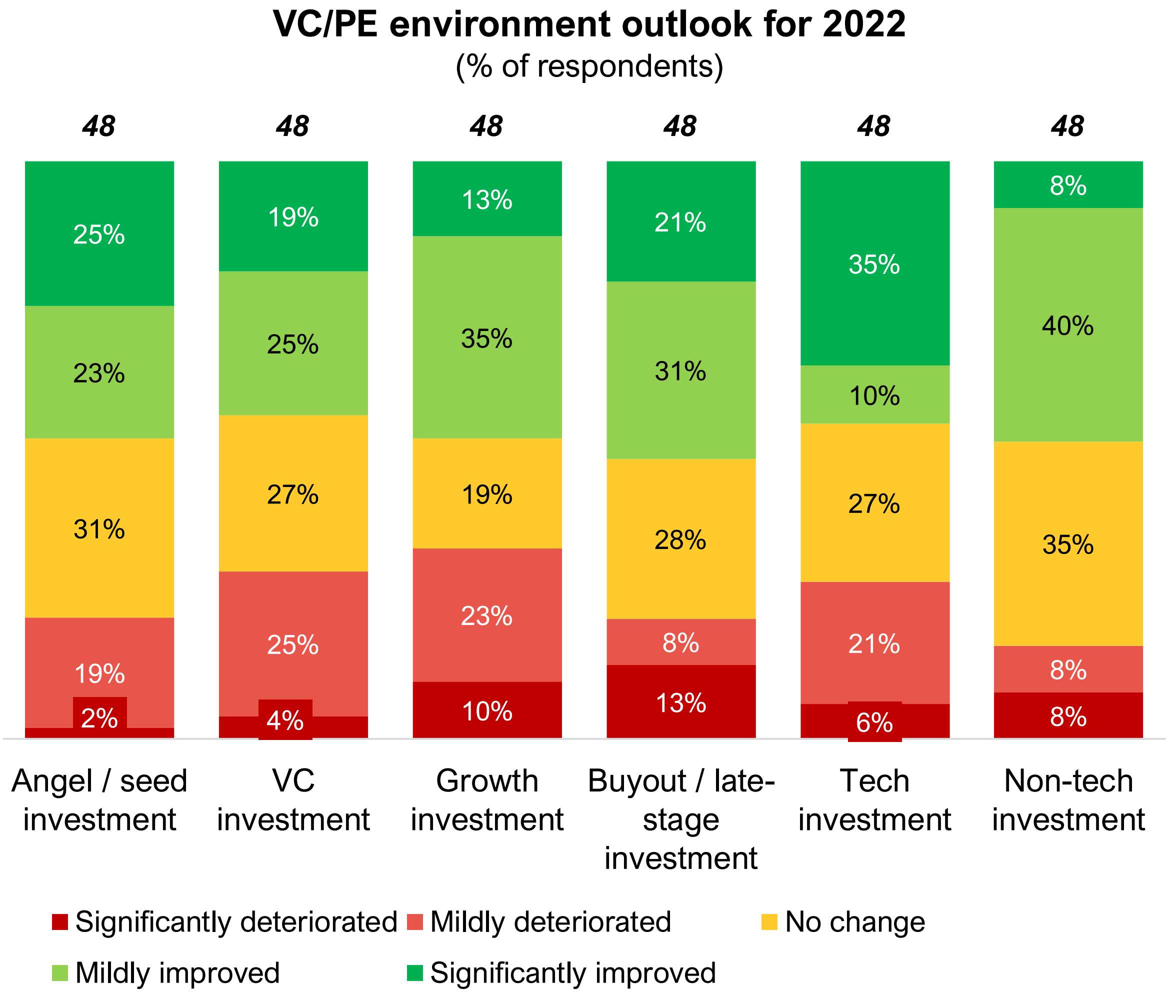
Indian population's affluence is expected to rise



Source(s): Secondary research, Praxis analysis

Investors have favourable outlook towards buyouts, tech and early-stage investments for 2022

Q. How do you expect VC/PE environment to change in 2022? (N = 48)



Key reasons for increasing buyouts, tech and early-stage investments

1 Bullish buyout environment is expected to continue

- Companies are hiving off non-core businesses
- Family-owned businesses are selling majority stakes to VC/PEs

2 Investors are optimistic about tech investments

- Recent years have seen enormous adoption of tech businesses by users in India
- SEBI has eased norms for IPOs helping tech businesses list and provide exits to investors

3 Early-stage investments are on a rise

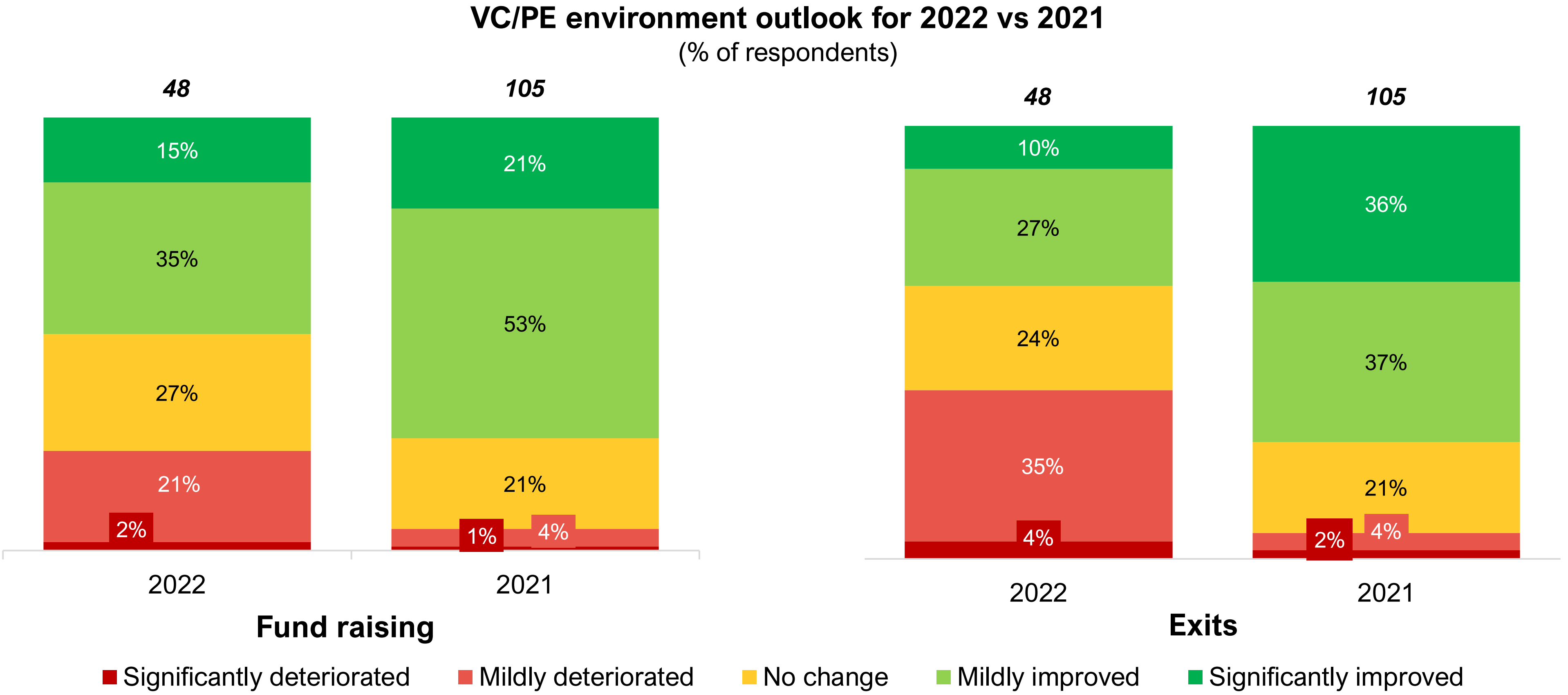
- Increased attention of global investors towards Indian start-ups
- Number of domestic investors focusing on early-stage opportunities has increased

Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Investors expect difficult exit environment in 2022 due to falling public market valuations of listed Tech and internet start-ups

Outlook for fund raising activity continues to stay positive; Exit market expected to deteriorate

Q. How do you expect VC/PE environment to change?

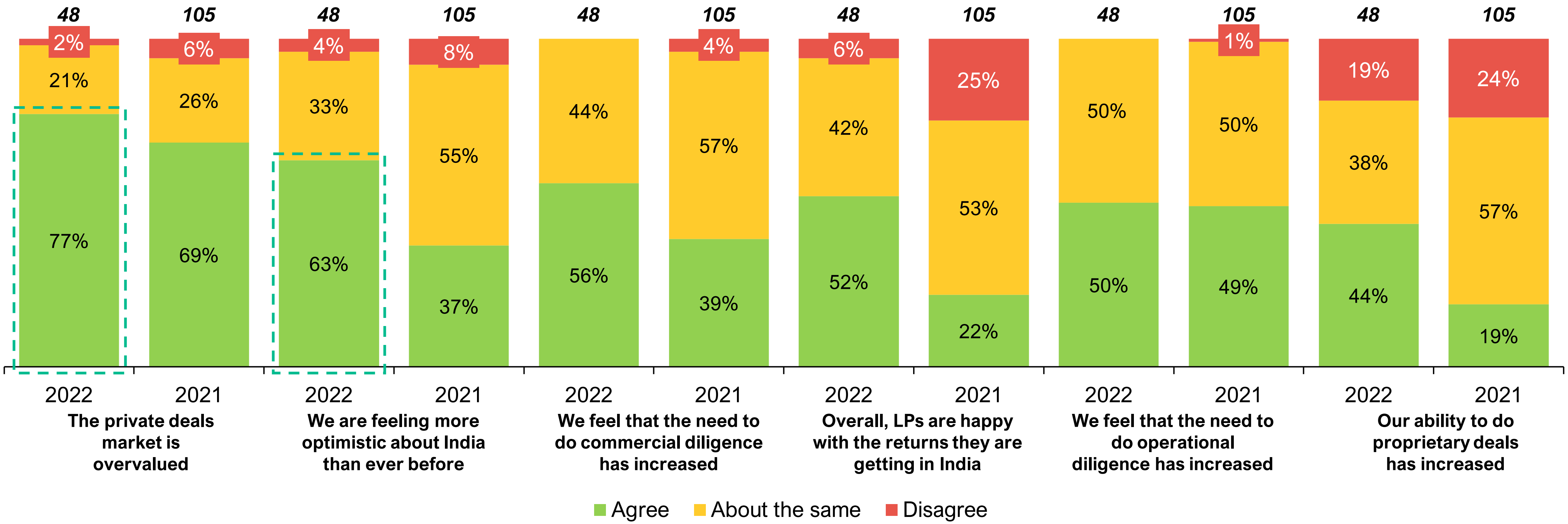


Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis VC/PE annual survey 2021 (N = 105), Praxis analysis

Investors are more optimistic about India than ever before but feel that private deals market is overvalued

Q. Based on your experience, how much would you agree with the following statements?

Viewpoint on deal making approach in 2022 vs 2021
(% of respondents)

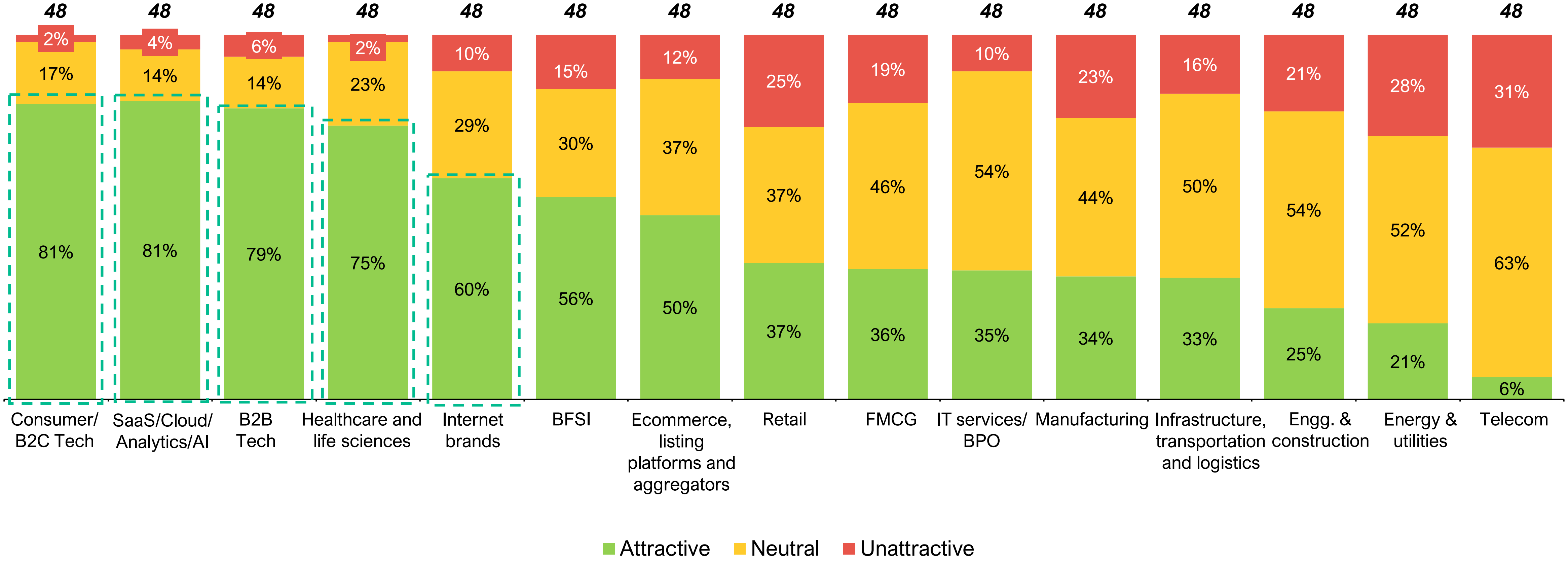


Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis VC/PE annual survey 2021 (N = 105), Praxis analysis

Investors expect Consumer, SaaS, B2B Tech, Healthcare & life sciences and Internet brands to become more attractive in the next few years

Q. Which sectors do you see as most attractive for the coming few years in your focus markets? (N = 48)

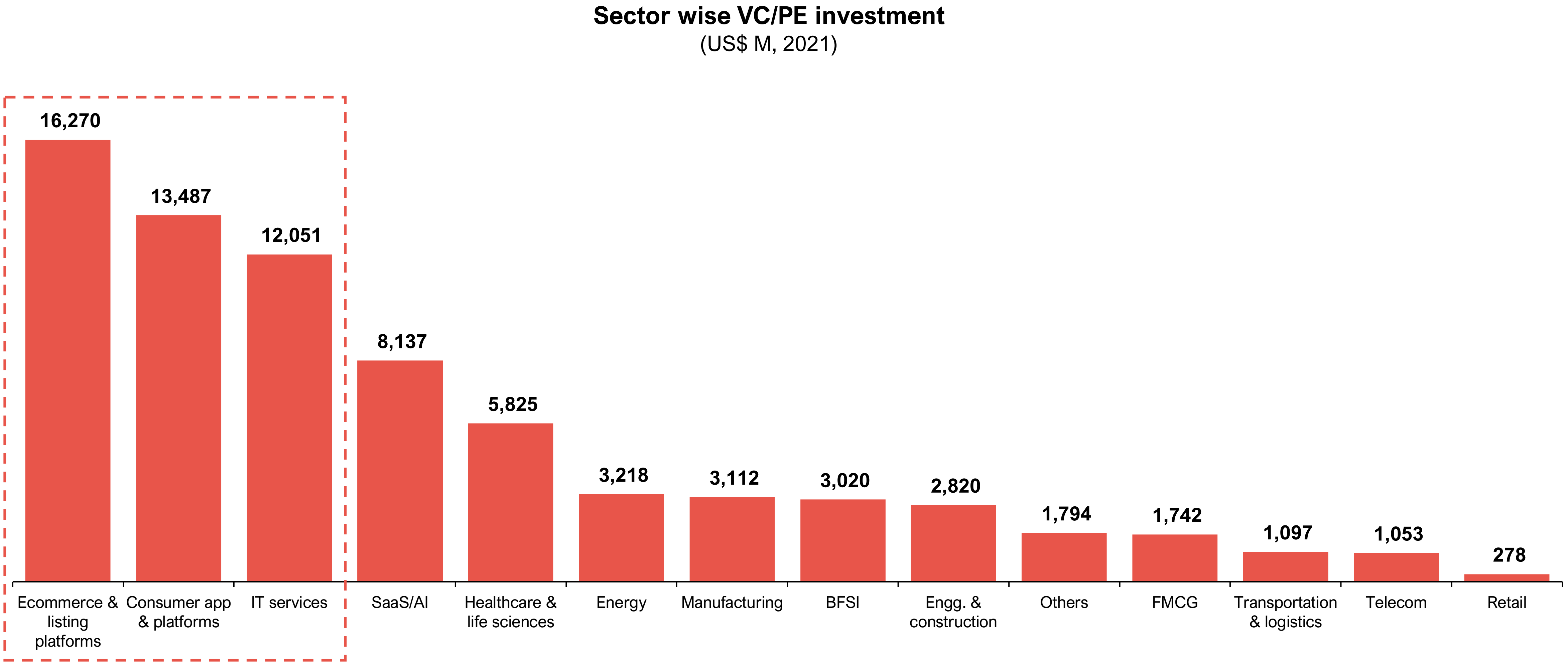
Attractive sectors in coming years
(% of respondents)



Source(s): Praxis VC/PE annual survey 2022 (N = 48), Praxis analysis

Agenda

Ecommerce & listing platforms, Consumer app & platforms and IT services were the top funded sectors in 2021

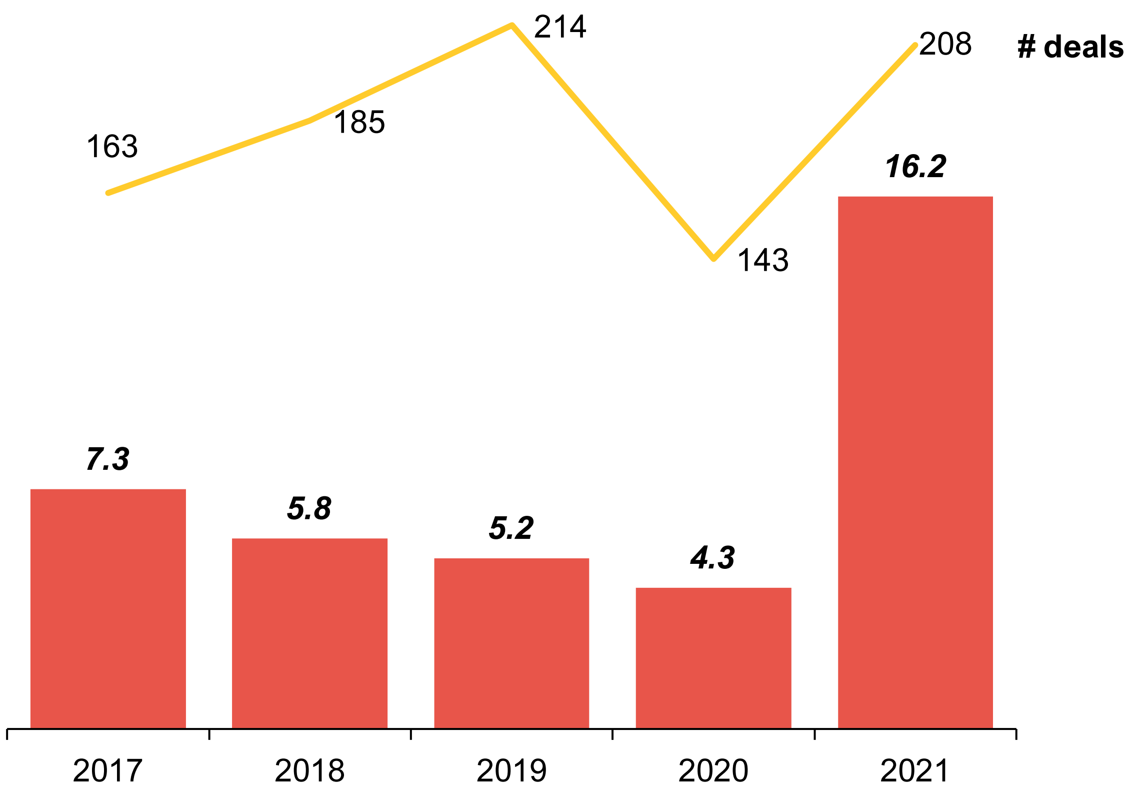


Note(s): Real estate deals have been excluded
Source(s): PGA Labs Deals database, Praxis analysis

Ecommerce & listing platforms: US$ 16.2B invested across 208 deals; 24% of funds were invested in Horizontal ecommerce in 2021

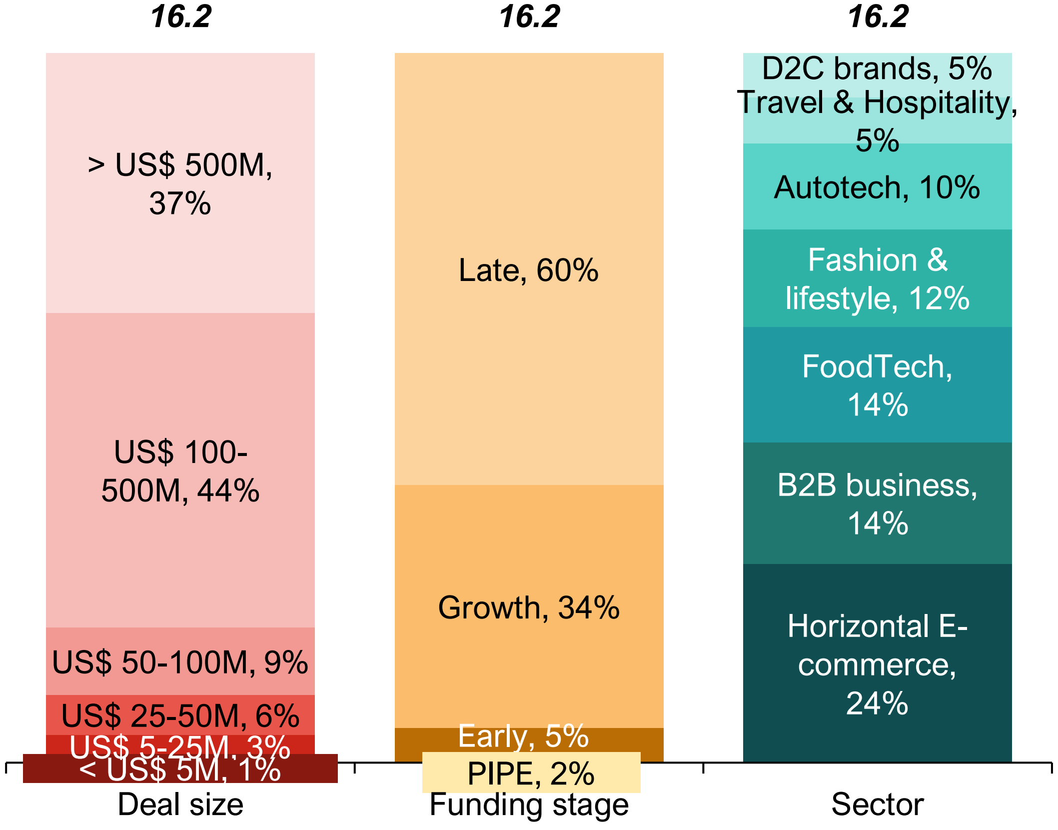
Investments in Ecommerce & listing platforms sector has increased from US$ 7.3B in 2017 to US$ 16.2B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Late-stage deals correspond to 60% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include HR services, Fintech, Home & interiors, Advertising & marketing tech, Personal care, Agritech, etc.
Source(s): PGA Labs Deals database, Praxis analysis

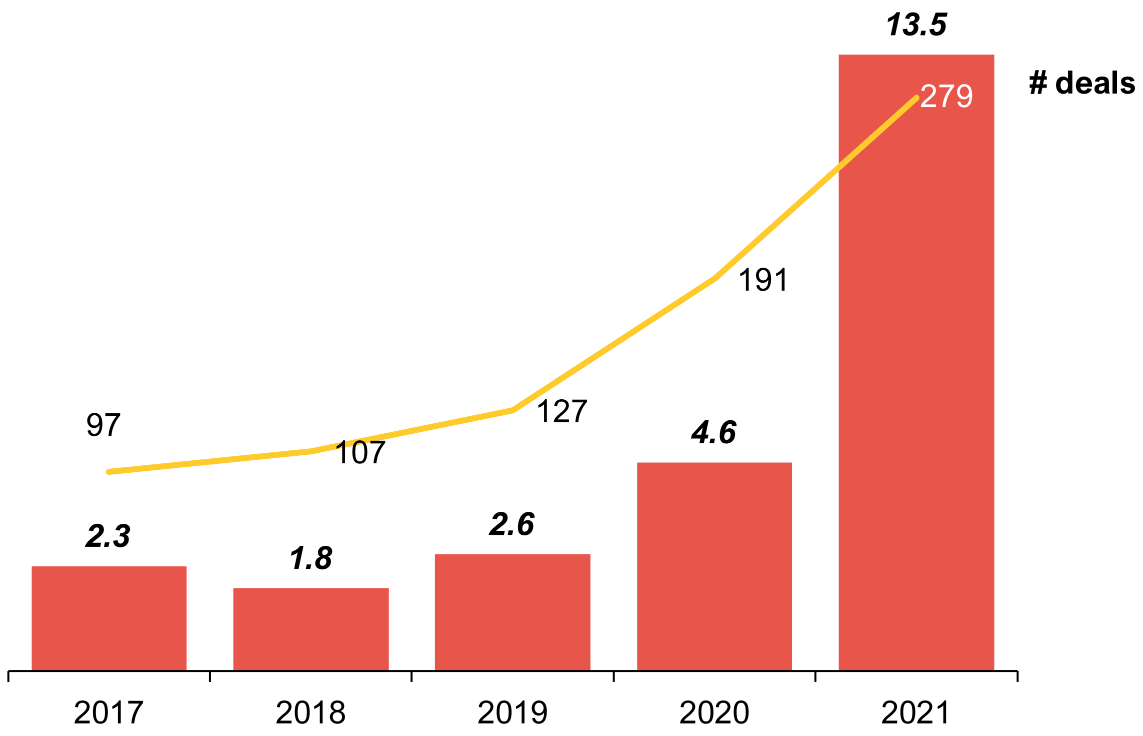
Top 10 deals of Ecommerce & listing platforms in 2021

#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	Flipkart	2007	Horizontal ecommerce	3,600	Late	Antara Capital, Tencent, Qatar Investment Authority, CPPIB, SoftBank Corp, Franklin Templeton PE, Tiger Global, GIC, Others
2	SWIGGY	2014	Foodtech	800	Late	Falcon Edge, Goldman Sachs, Think Capital, Amansa Capital and Carmignac
3	meesho	2015	Fashion & lifestyle	570	Late	Prosus Ventures, SoftBank, B Capital and others
4	zomato	2008	Foodtech	500	Late	Bow Wave Capital Management, Kora Management, Vy Capital, Steadview Capital, Dragoneer Investment Group, Fidelity India, Tiger Global
5	OLA	2010	Travel & hospitality	500	Late	Temasek, Warburg Pincus
6	SWIGGY	2014	Foodtech	450	Late	Prosus Ventures, SoftBank Vision Fund, Accel, Qatar Investment Authority, Wellington Management, Falcon Edge Capital, Think Investments, Carmignac, Goldman Sachs, Amansa Holdings
7	CARS24	2015	Autotech	340	Late	DST Global, Falcon Edge and SoftBank Vision Fund
8	ofbusiness	2015	B2B business	325	Late	Matrix Partners, Norwest Venture Partners, SoftBank, Tiger Global and others
9	NYKAA	2012	Fashion & lifestyle	324	PIPE	CPPIB, GIC, Blackrock and Fidelity
10	firstcry.com	2010	Fashion & lifestyle	315	Growth	TPG, ChrysCapital and Premji Invest
Total				**7,724**		

Consumer app & platforms: US$ 13.5B invested across 279 deals; EdTech and Media & entertainment saw a lot of traction in 2021

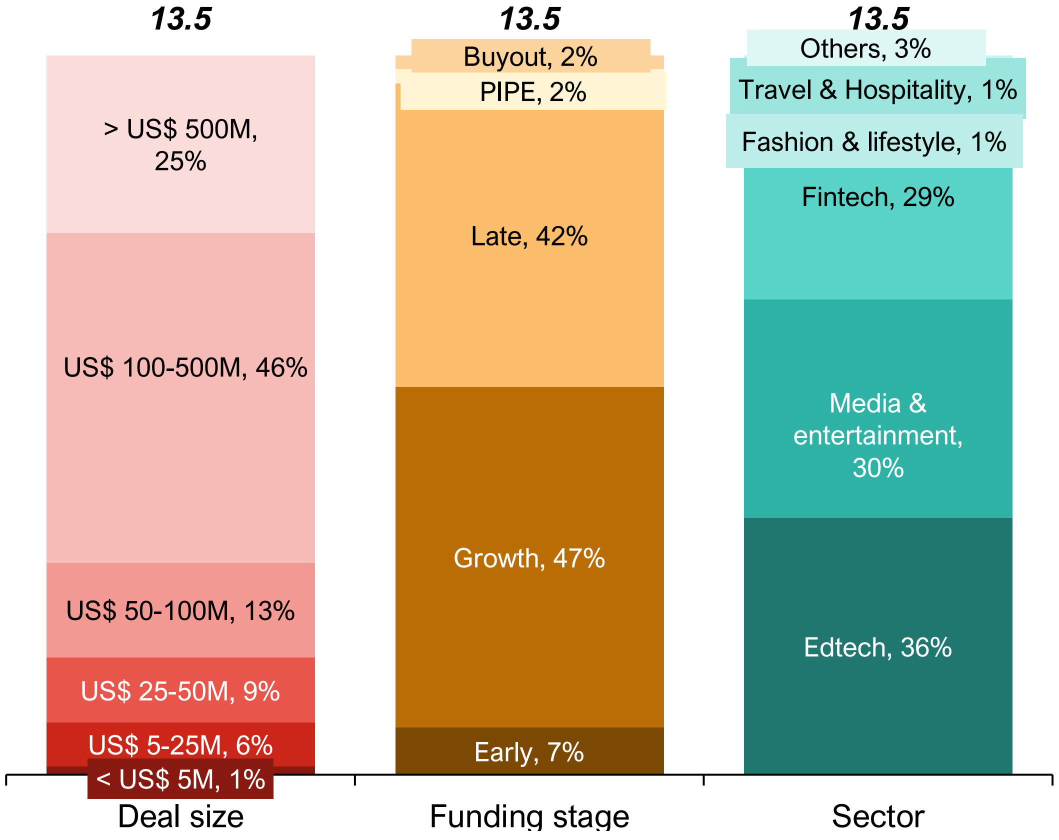
Investments in Consumer app & platforms have increased from US$ 2.3B in 2017 to US$ 13.5B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Growth stage deals correspond to 47% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include Fintech, Auto tech, travel & hospitality, etc
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Consumer app & platforms in 2021

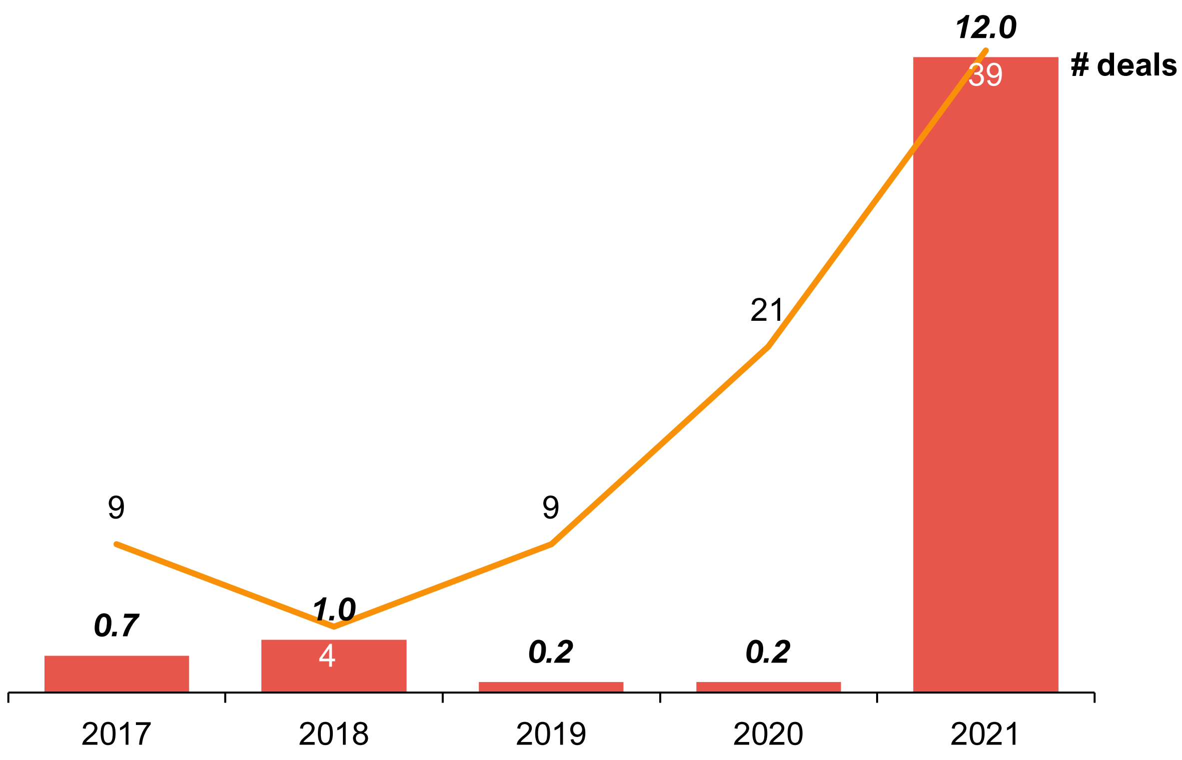
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	BYJU'S The Learning App	2011	Edtech	1,399	Late	Footpath Ventures, GSV Ventures, ADQ, Owl Ventures, B Capital Group, Prosus Ventures, Silver Lake, Blackstone, Others
2	Dream11	2008	Media & entertainment	840	Late	Falcon Edge, DST Global, D1 Capital, Tiger Global,TPG Capital and others
3	ERUDITUS Executive Education	2010	Edtech	660	Growth	Accel, SoftBank Vision Fund
4	ShareChat	2015	Media & entertainment	502	Growth	Tiger Global Management, Snap Inc.
5	BYJU'S The Learning App	2011	Edtech	460	Late	MC Global Edtech Investment Holdings, B Capital, Others
6	dailyhunt	2009	Media & entertainment	450	Late	B Capital Group, Sofina, Baillie Gifford, Qatar Investment Authority, IIFL VC, Bay Capital Investments, Siguler Guff, Carlyle
7	unacademy	2015	Edtech	440	Late	Temasek Holdings, Mirae Asset Venture Investment, General Atlantic, Deepinder Goyal, Ritesh Agarwal, Tiger Global Management, SoftBank Vision Fund, Aroa Ventures
8	Dream11	2008	Media & entertainment	400	Late	TCV, D1 Capital Partners, and Falcon Edge Capital, Tiger Global, ChrysCapital, TPG Growth, Steadview Capital, and Footpath Ventures
9	BYJU'S The Learning App	2011	Edtech	363	Late	Oxshott Capital, Edelweiss Private Equity, Others
10	Paytm	2010	Fintech	338	PIPE	BlackRock, CPPIB and GIC
Total				**5,852**		

Source(s): PGA Labs Deals database, PGA Labs analysis

IT services: US$ 12.0B invested across 39 deals; 84% of funds were used in buyouts

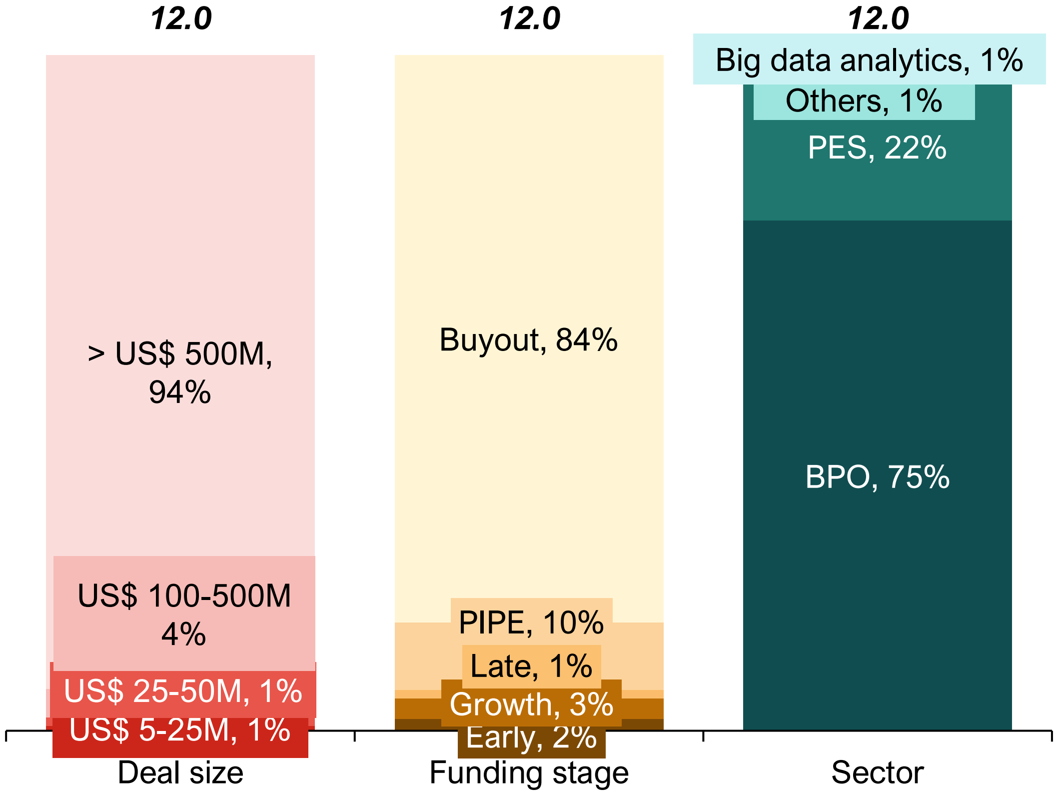
Investments in IT services has increased from US$ 0.7B in 2017 to US$ 12.0B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Buyout deals correspond to 84% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include B2B, Heath Tech, HR services, EdTech, Homes & interiors, Media & entertainment, etc.
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of IT services in 2021

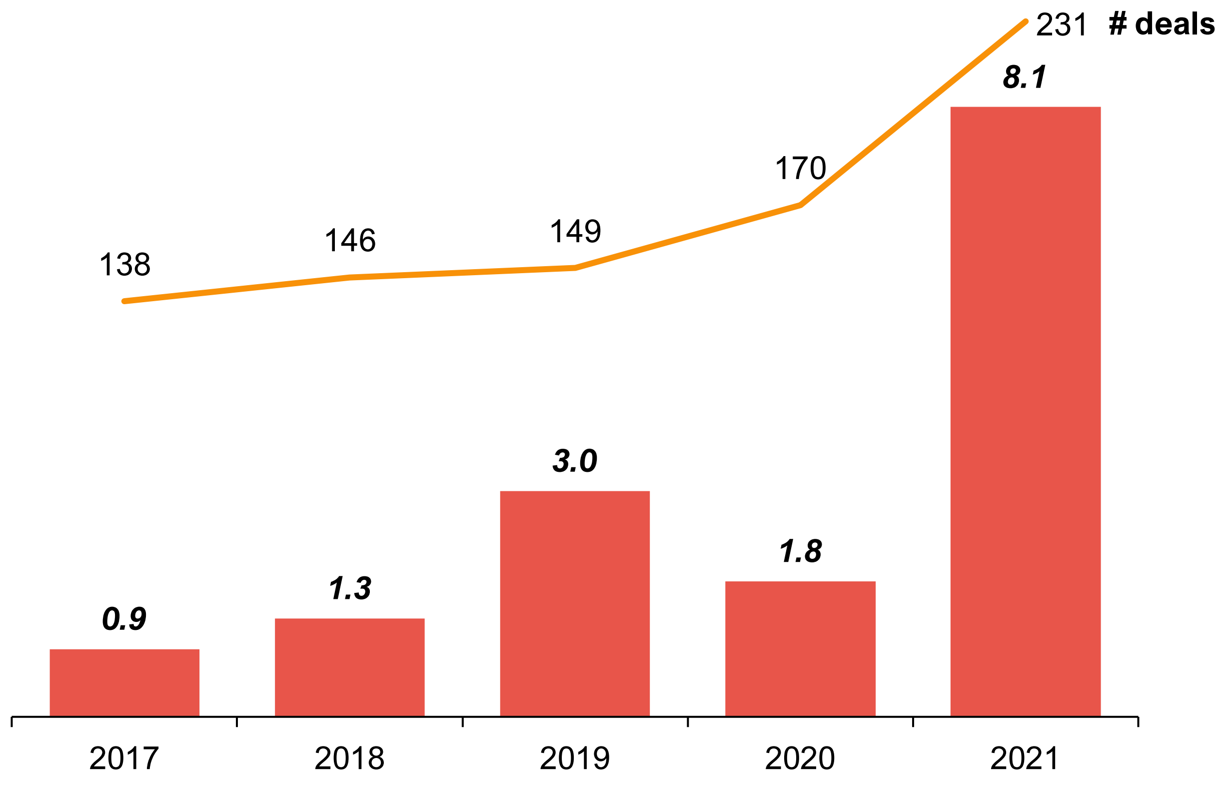
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	Hexaware	1990	BPO	3,000	Buyout	Carlyle
2	Mphasis	1998	BPO	2,800	Buyout	Blackstone
3	VFS.Global	2001	BPO	1,870	Buyout	Blackstone
4	encora	2005	PES	1,500	Buyout	Advent International
5	hgs	2000	BPO	1,200	PIPE	Baring Asia
6	infogain	1990	PES	900	Growth	Apax Partners
7	Quest	1997	PES	150	Late	TrueNorth, ChrysCapital, Others
8	aqua	2015	Others	135	Growth	ION, Insight Partners, Lightspeed Venture Partners, Greenspring Associates, Acrew Capital, M12, TLV Partners
9	sify	1995	Big data analytics	135	Late	Kotak Special Situations Fund
10	gslab	2003	BPO	40	Buyout	Kedaara Capital
Total				**11,730**		

Source(s): PGA Labs Deals database, Praxis analysis

SaaS/AI: US$ 8.1B invested across 231 deals; 38% of funds invested were in Fintech in 2021

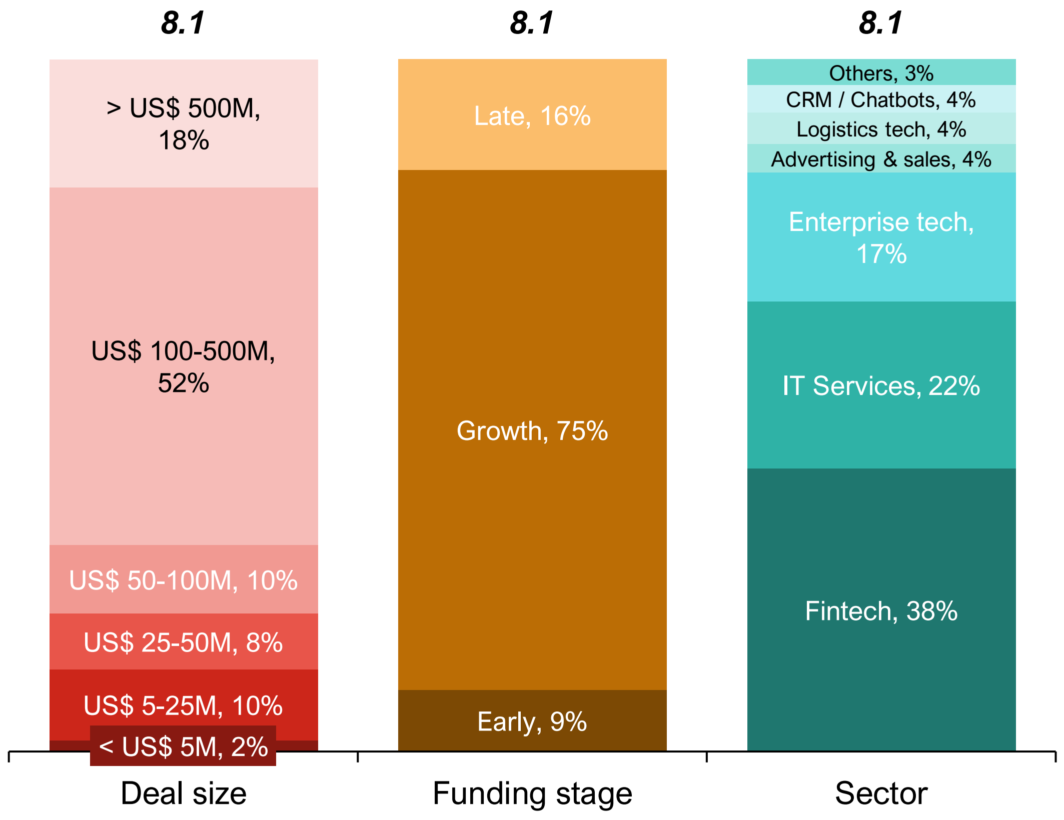
Investments in SaaS/AI has increased from US$ 0.9B in 2017 to US$ 8.1B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Growth stage deals corresponds to 75% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include HR services, Auto components, Chatbots, Agritech, Bigdata analytics, etc
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of SaaS/AI in 2021

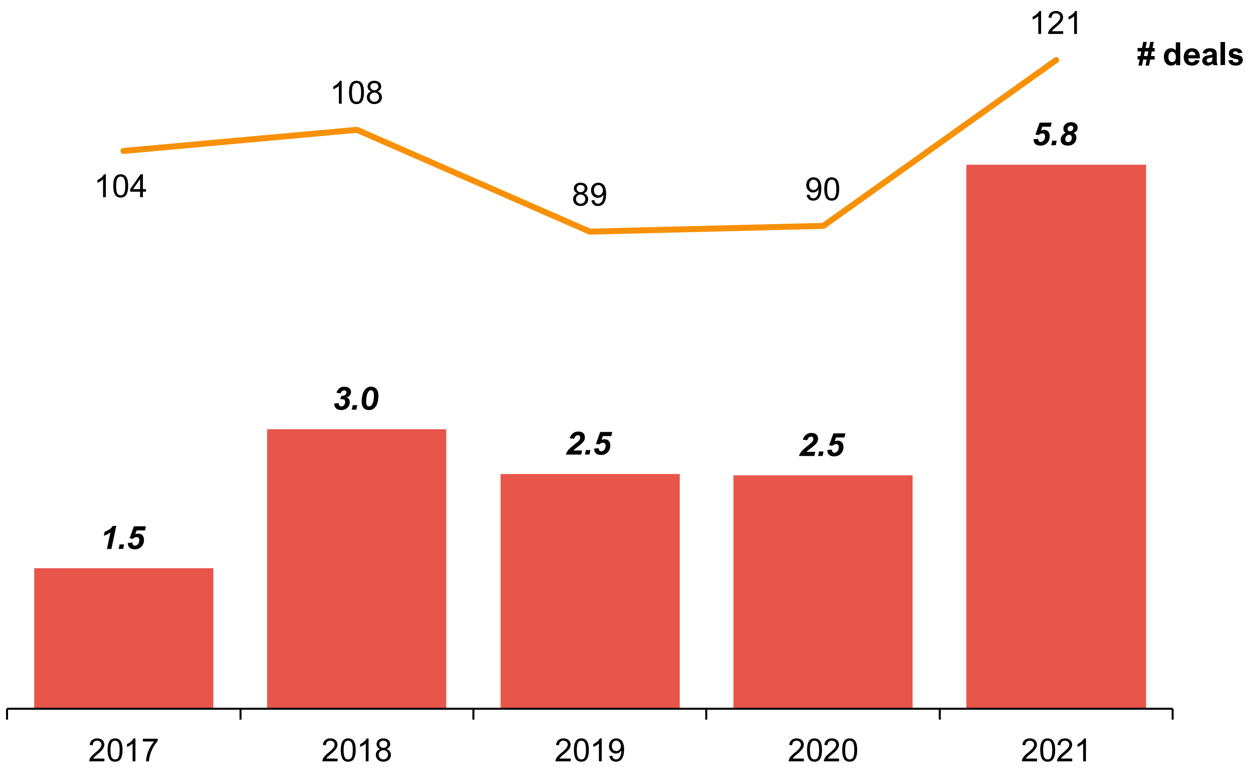
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	Straive	2010	IT services	900	Buyout	Baring Private Equity Asia
2	Pine Labs	1990	Fintech	600	Growth	Fidelity India, IIFL VC, Kotak PE, Others
3	ResultsCX	1990	Enterprise tech	400	Buyout	ChrysCapital
4	Razorpay	2013	Fintech	375	Late	Lone Pine Capital , Alkeon Capital, TCV, Tiger Global, Sequoia Capital India, GIC and Y Combinator
5	BharatPe	2018	Fintech	370	Growth	Tiger Global Management, Sequoia Capital India, Steadfast Capital, Ribbit Capital, Dragoneer Investment Group, Insight Partners, Amplo, Coatue
6	Pine Labs	1990	Fintech	285	Growth	Baron Capital Group
7	zeta	2015	Fintech	250	Growth	Softbank
8	Postman	2014	IT services	225	Growth	Coatue Management, Charles River Ventures, Battery Ventures, Insight Venture Partners, Nexus Venture Partners, Others
9	percy	2015	Enterprise tech	200	Buyout	Accel, Bond Capital, Insight Venture
10	BrowserStack	2011	Enterprise tech	200	Growth	Bond Capital, Insight Venture Partners, Accel India
Total				**3,805**		

Source(s): PGA Labs Deals database, Praxis analysis

Healthcare & life sciences: US$ 5.8B invested across 121 deals; 44% of funds were invested in Healthtech in 2021

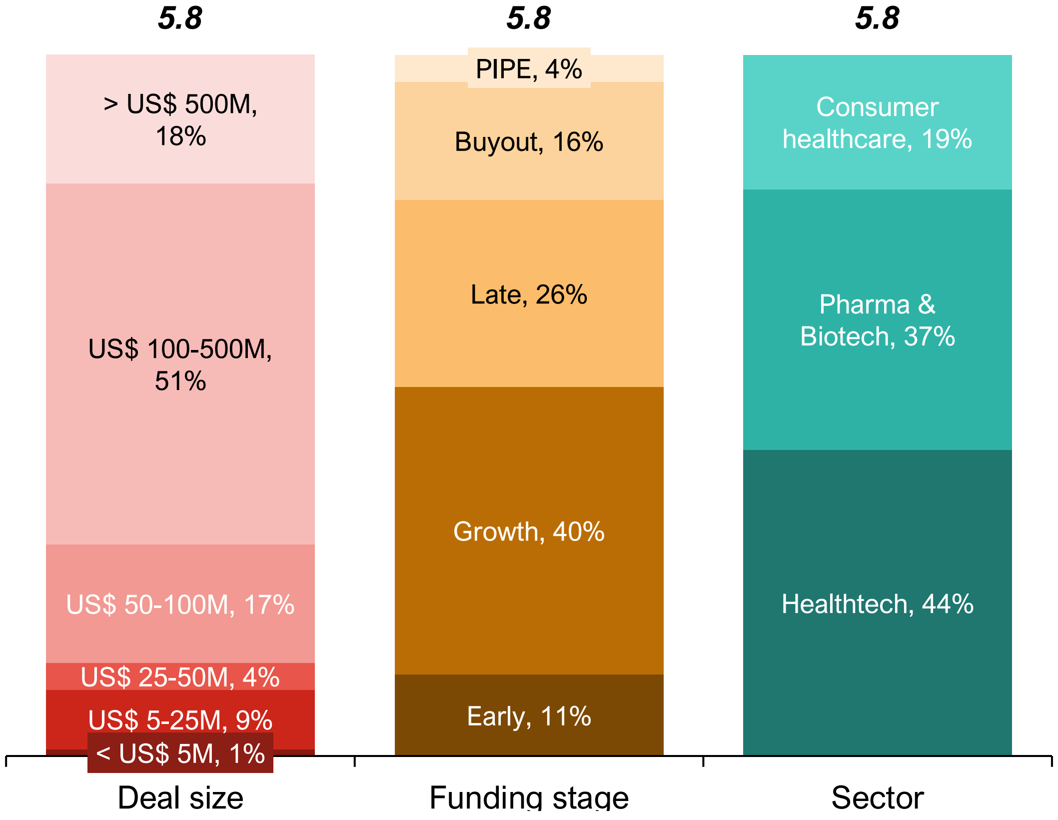
Investments in Healthcare & life sciences has increased from US$ 2.5B in 2020 to US$ 5.8B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Growth and late deals correspond to 40% and 26% of the total investment in 2021 respectively

Split of VC/PE deal value
(US$ B, 2021)



Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Healthcare & life sciences in 2021

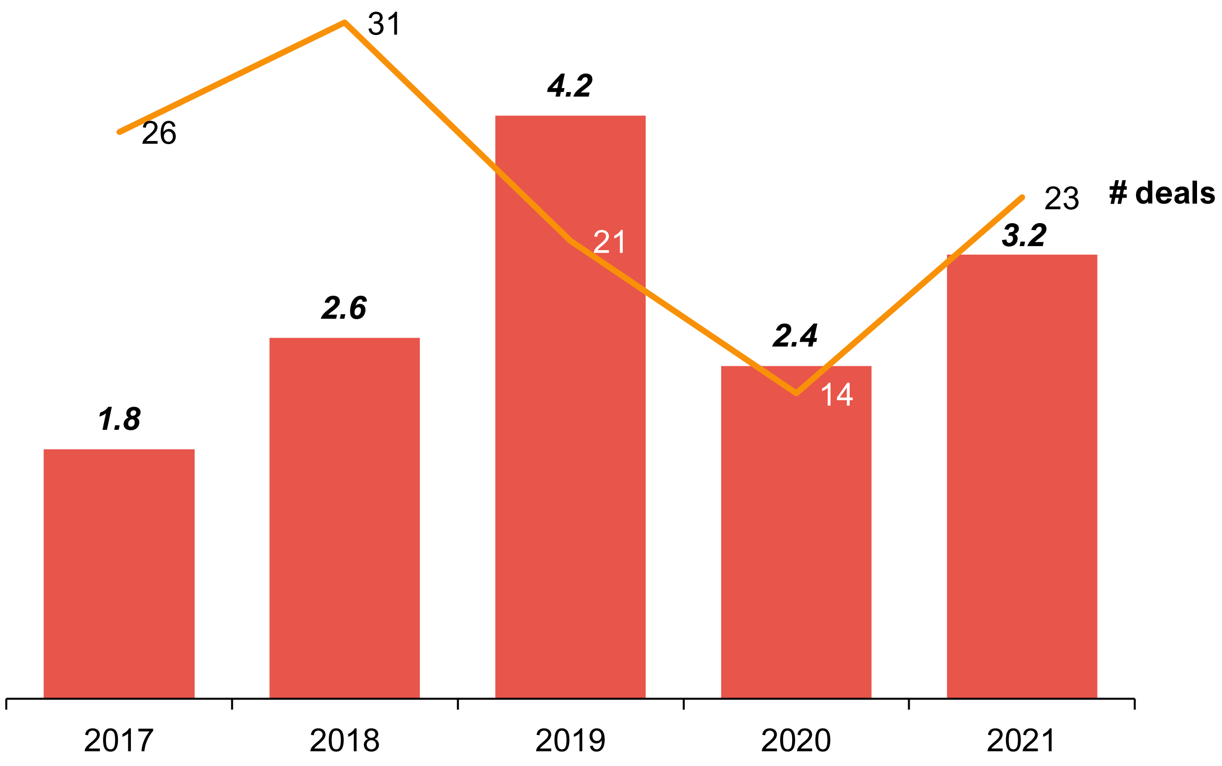
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	manipalhospitals LIFE'S ON	1953	Consumer healthcare	572	Late	NIIF, Temasek, TPG
2	PharmEasy	2014	Healthtech	500	Growth	Think Investments, B Capital Group, Prosus Ventures, Orios VP, TPG Growth, Kotak PE, Temasek, Others
3	Zydus AHL	1994	Pharma & biotech	398	Buyout	CPPIB, Multiples PE, Rare Enterprises
4	PharmEasy	2014	Healthtech	350	Late	Orbimed, Neuberger Berman, ADQ, Janus Henderson Investors, Steadview Capital, Amansa Capital, SARV Investments and others
5	PharmEasy	2014	Healthtech	350	Growth	Naspers
6	aragen	2001	Pharma & biotech	329	Buyout	Goldman Sachs
7	Viyash	2019	Pharma & biotech	300	Early	Carlyle
8	indegene	1998	Healthtech	200	Late	Brighton Park Capital, Carlyle
9	Stelis	2013	Pharma & biotech	195	Growth	Think Investments, TPG Growth, GMS Holdings, Others
10	AXTRIA INGENIOUS INSIGHTS	2010	Healthtech	150	Growth	Bain Capital
Total				**3,344**		

Source(s): PGA Labs Deals database, Praxis analysis

Energy: US$ 3.2B invested across 23 deals; 81% of funds invested were in renewable energy in 2021

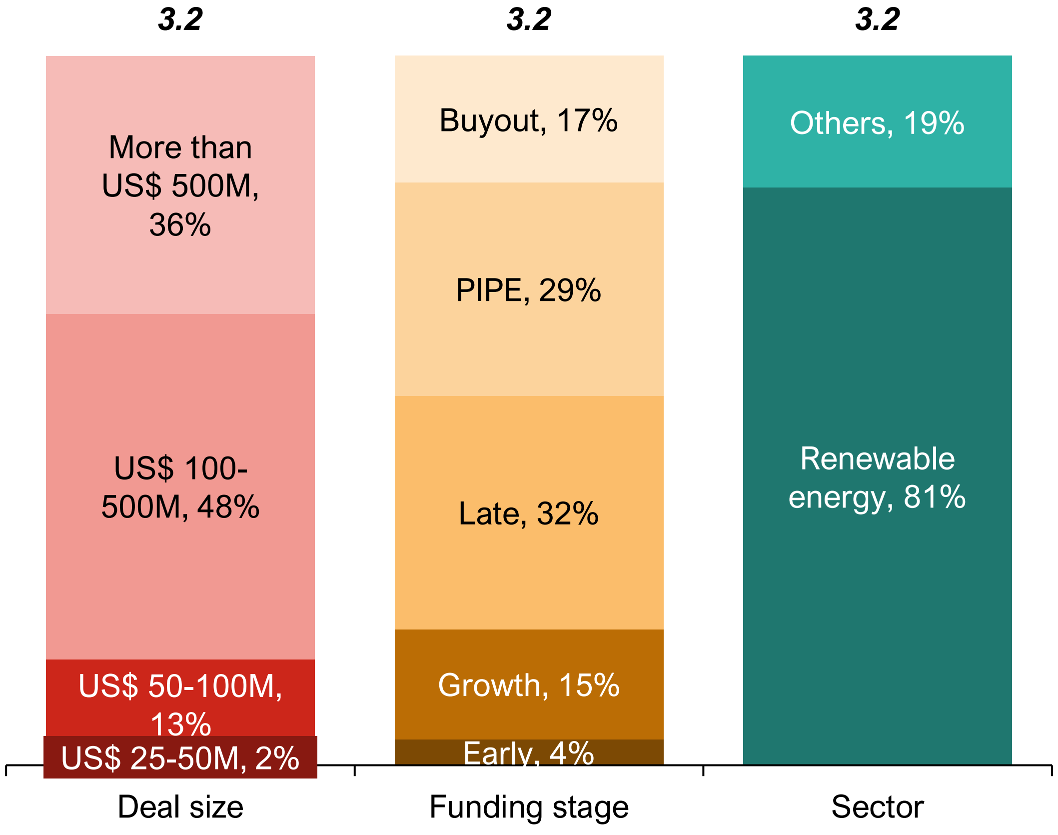
Investments in Energy has decreased from US$ 1.8B in 2017 to US$ 3.2B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



~84% of the total investment were of ticket size more than US$ 100M in 2021

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include waste management, etc.
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Energy in 2021

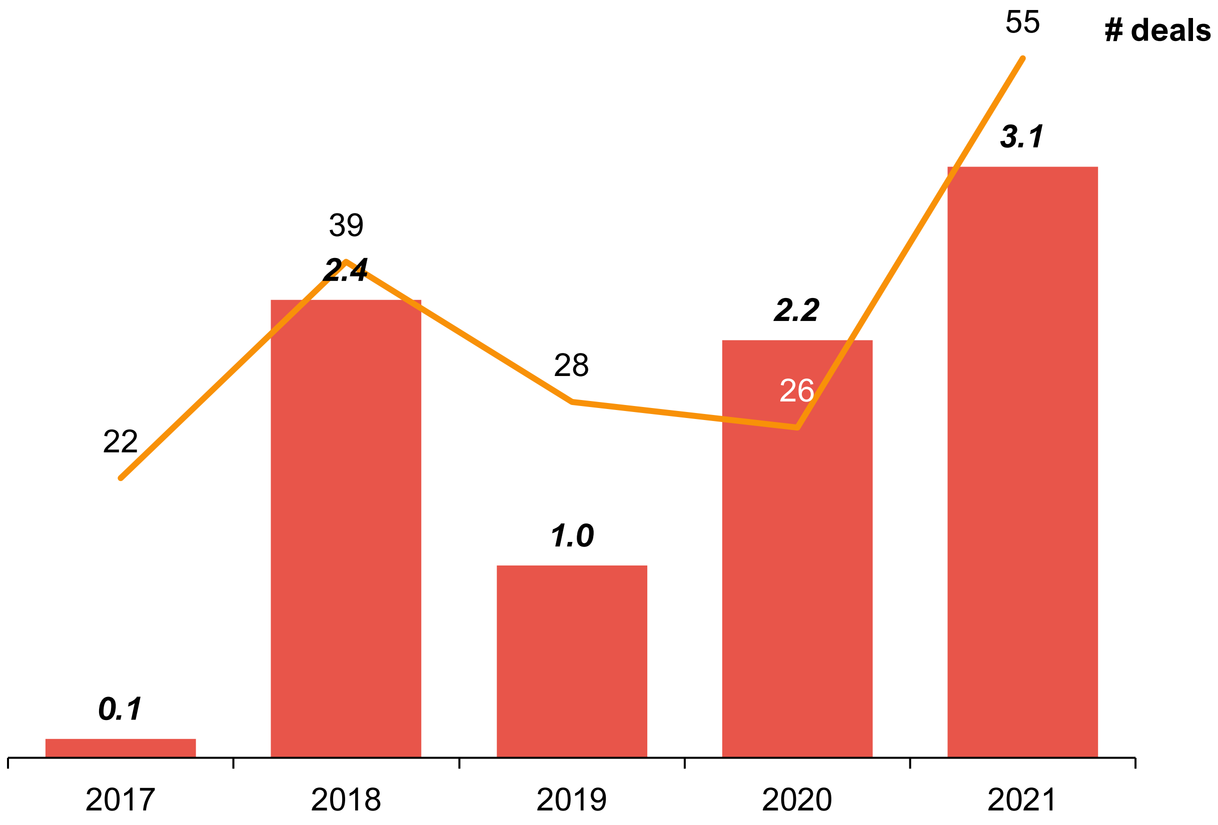
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	ReNew Power	2011	Renewable energy	610	PIPE	BlackRock, Sylebra Capital, Zimmer Partners and others
2	Engie	2008	Renewable energy	550	Late	Edelweiss and Sekura Energy
3	Fortum	1998	Renewable energy	334	Buyout	Actis
4	AG&P	2018	Others	300	Growth	I Squared Capital
5	CleanMax	2011	Renewable energy	222	Buyout	Augment Infrastructure
6	Azure Power	2008	Renewable energy	219	PIPE	OMERS Infrastructure Management Inc.
7	Sterlite Power	2006	Others	150	Late	AMP Capital Investors
8	Fourth Partner Energy	2010	Renewable energy	125	Late	Norfund
9	पीजीइन्विट PGInvIT	1989	Others	108	PIPE	CPPIB
10	amp	2016	Renewable energy	100	Late	Copenhagen Infrastructure Partners
Total				**2,718**		

Source(s): PGA Labs Deals database, Praxis analysis

Manufacturing: US$ 3.1B invested across 55 deals; 61% of funds invested were in Automotive in 2021

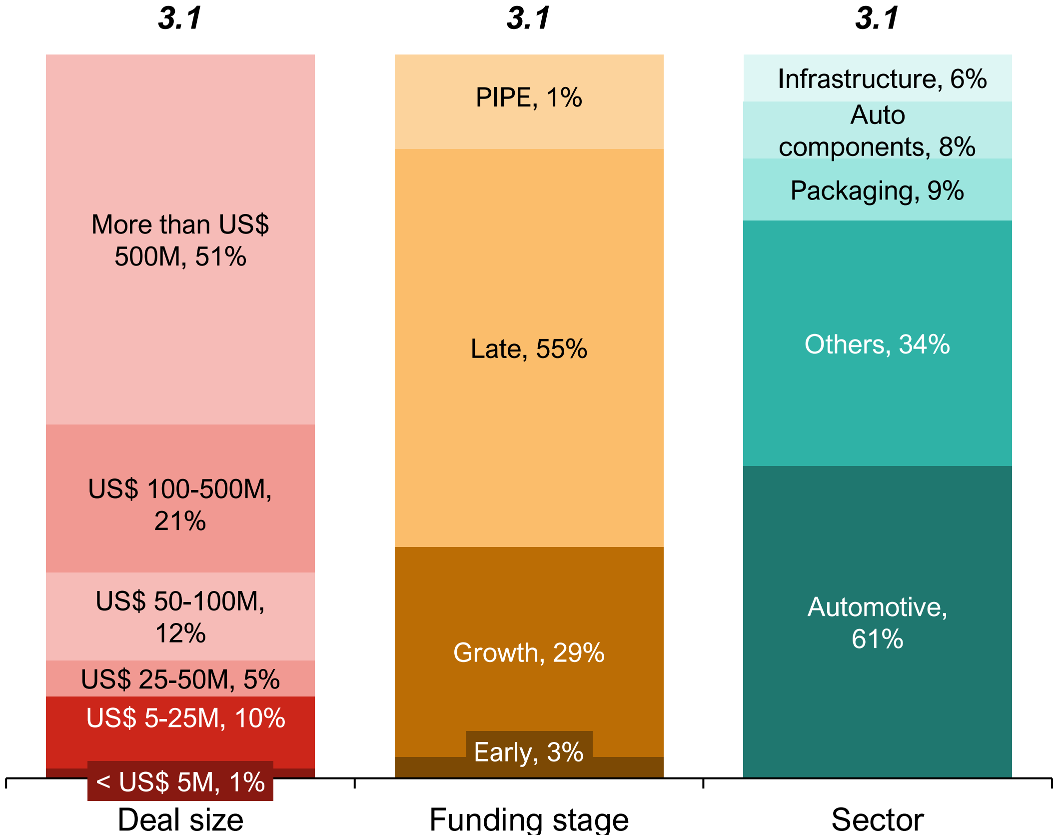
Number of deals in manufacturing sector has increased from 22 in 2017 to 55 in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Late-stage deals correspond to 55% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Manufacturing in 2021

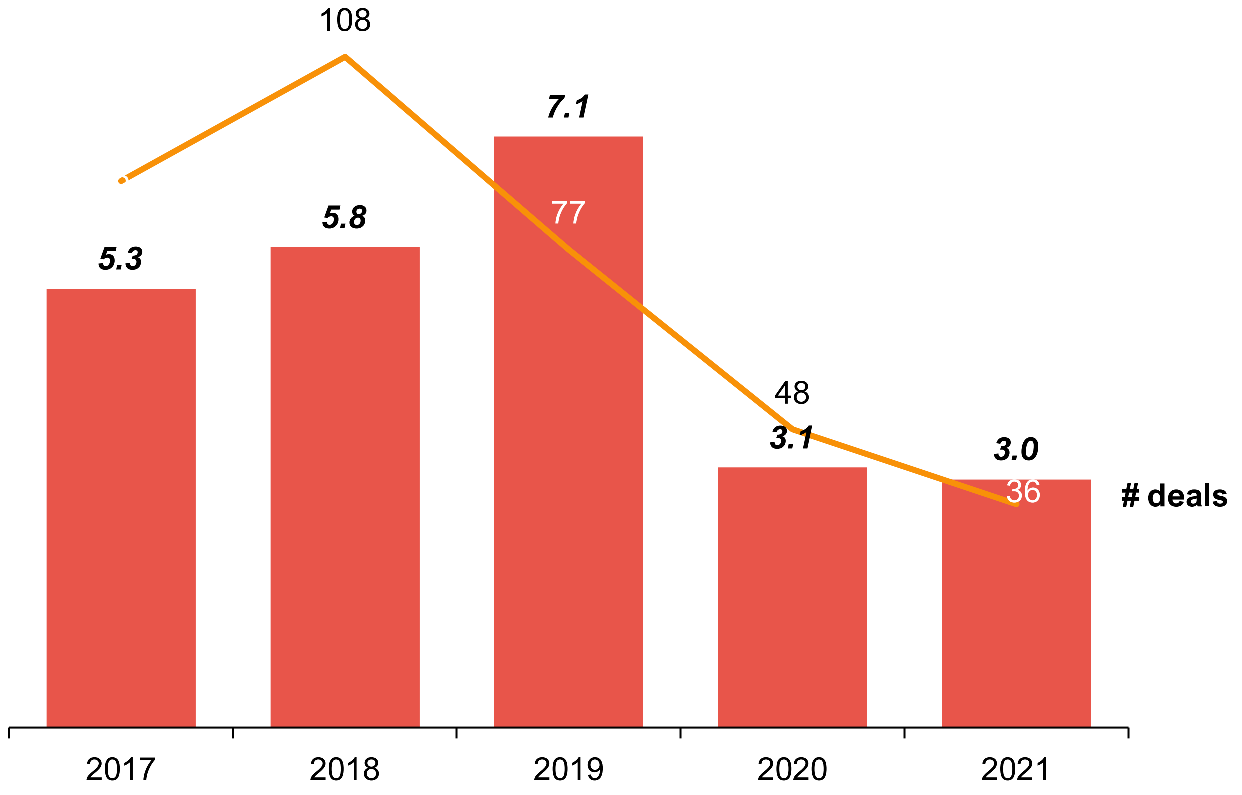
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	TML EVCo	2009	Automotive	1000	Late	ADQ, TPG Growth
2	EUREKA FORBES Your friend for life	1982	Others	598	Late	Advent International
3	PARKSONS PACKAGING LTD.	1996	Packaging	237	Buyout	Warburg pincus
4	JSW Cement The Leaders' Choice	2009	Infrastructure	202	Growth	Apollo, Synergy Capital
5	OLA ELECTRIC	2017	Automotive	200	Growth	Falcon Edge, SoftBank
6	NECO	1902	Others	91	Late	Ares SSG
7	SETCO AUTOMOTIVE LTD	1982	Auto components	84	Growth	India Resurgence Fund (Piramal Enterprises and Bain Capital Credit)
8	OLA ELECTRIC	2017	Automotive	53	Growth	Edelweiss Private equity, IIFL VC, Temasek, other
9	ki MOBILITY SOLUTIONS	2018	Auto components	51	Growth	Exor
10	GMW	1978	Automotive	50	Growth	Global Emerging Markets
	Total			2,566		

Source(s): PGA Labs Deals database, Praxis analysis

BFSI: US$ 3B invested across 36 deals; ~70% of funds invested were in NBFC and Asset management in 2021

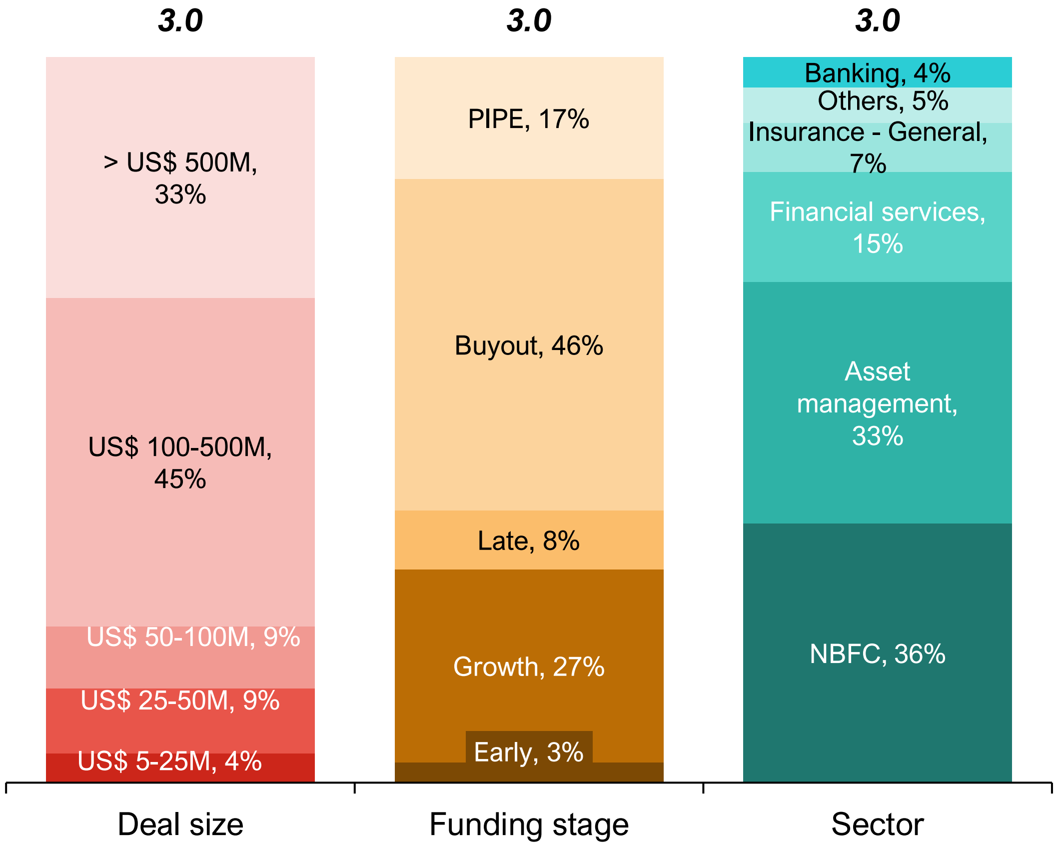
Investments in BFSI has decreased from US$ 5.3B in 2017 to US$ 3B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Buyout stage deals correspond to 46% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of BFSI in 2021

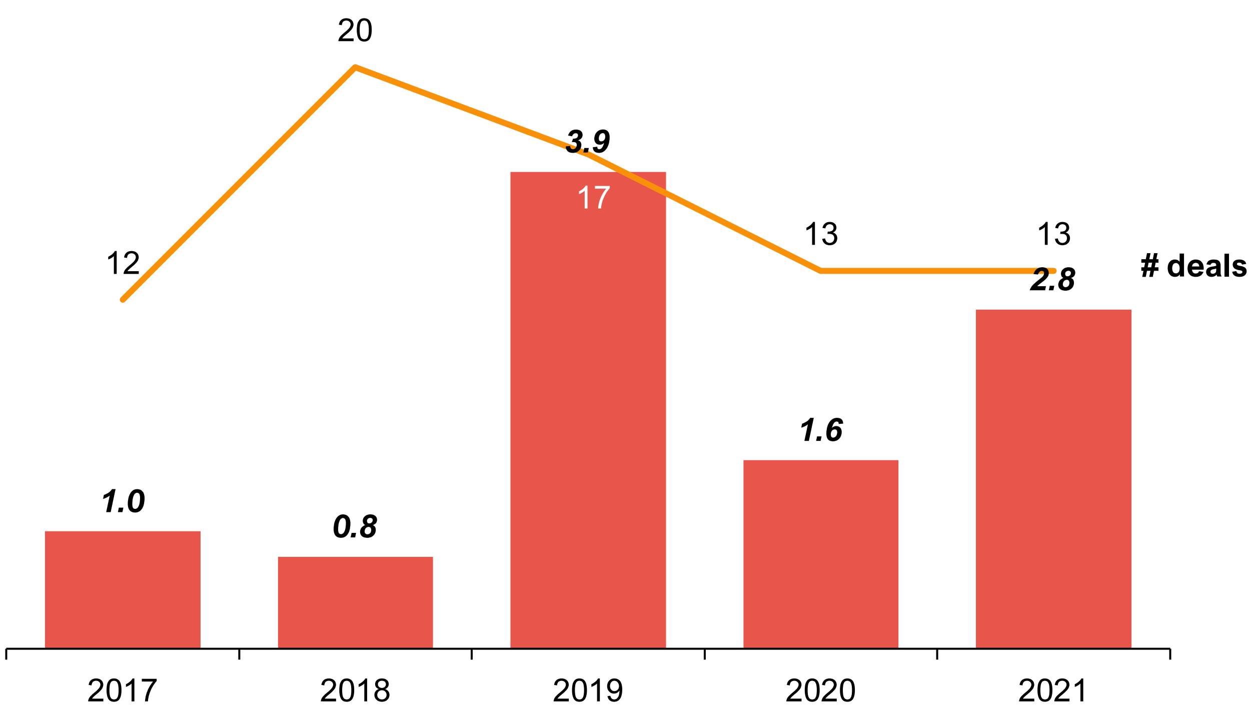
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	ASK	1983	Asset management	1,000	Buyout	Blackstone
2	ALTICO Financing India's Future	2004	NBFC	380	Buyout	Ares SSG
3	FIVE STAR Business Finance Limited	1984	NBFC	234	Growth	KKR, Sequoia Capital India, Norwest Venture Partners, TVS Capital
4	VASTU HOUSING FINANCE	2005	NBFC	200	Growth	IIFL VC, Creation Investments, Norwest
5	STAR Health Insurance Personal & Caring The Health Insurance Specialist	2009	Insurance – general	165	PIPE	GIC, Capital Group
6	NSE	1992	Stock exchange	150	Late	CPPIB
7	FEDERAL BANK YOUR PERFECT BANKING PARTNER	1931	Banking	125	PIPE	IFC
8	dhani Services	1995	Financial services	110	PIPE	Think Investments, Ribbit Capital, General Catalyst Partners, Others
8	RELIGARE	1984	Financial services	76	PIPE	Ares SSG, Others
10	MAGMA HDI General Insurance Company Ltd.	2009	Financial services	72	Growth	Morgan Stanley, ICICI Venture
Total				**2,512**		

Source(s): PGA Labs Deals database, Praxis analysis

Engg. and construction: US$ 2.8B invested across 13 deals; 60% of funds invested were in Infrastructure in 2021

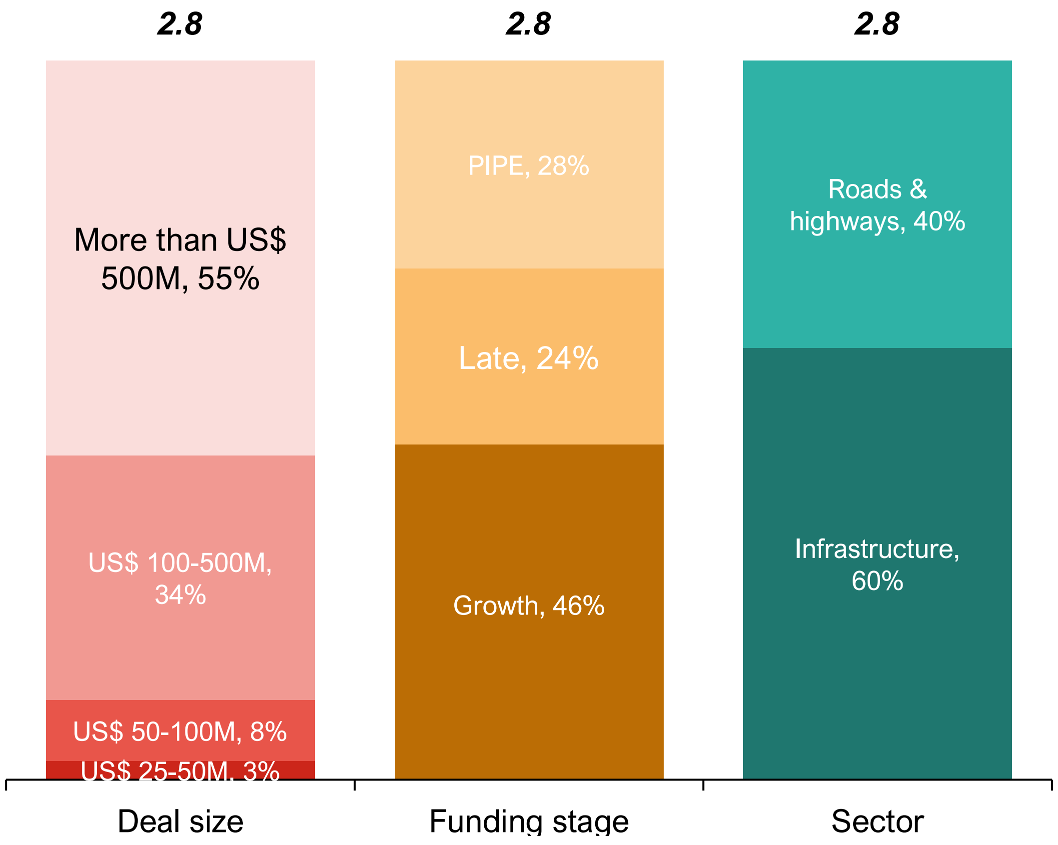
Investments in Engg. & construction has increased from US$ 1B in 2017 to US$ 2.8B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Growth and late-stage deals correspond to 46% and 24% of the total investment in 2021 respectively

Split of VC/PE deal value
(US$ B, 2021)



Note(s): Others include HR services, etc
Source(s): PGA Labs Deals database, Praxis analysis

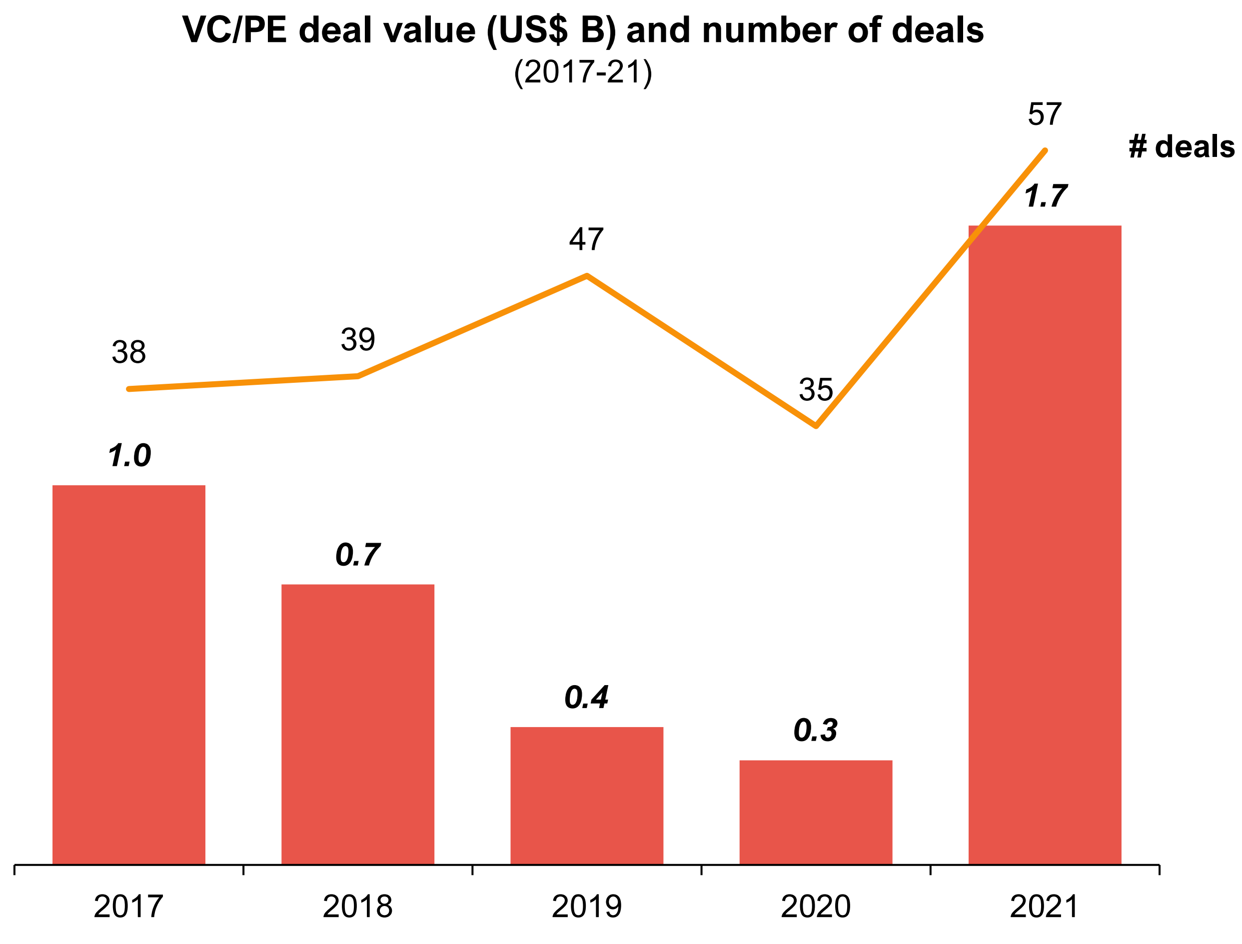
Top deals of Engg. and construction in 2021

#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	yondr	2014	Infrastructure	1,000	Growth	Everstone
2	भा रा रा प्रा NHAI	1988	Roads & highways	537	Late	CPPIB, Ontario Teachers' Pension Plan Board
3	IRB Infrastructure Developers Ltd	1998	Infrastructure	290	PIPE	GIC
4	BRNL Behtar Raaste Badhta Bharat	2006	Roads & highways	280	PIPE	CDPQ
5	INDINFRAVIT	2018	Roads & highways	137	Early	CPPIB
6	INCOR	2006	Infrastructure	135	Growth	Brookfield Asset Management
7	adani Ports and Logistics	1998	Infrastructure	110	PIPE	Warburg Pincus
8	GAYATRI	2006	Roads & highways	98	PIPE	Kotak Investment Advisors
Total				**2,587**		

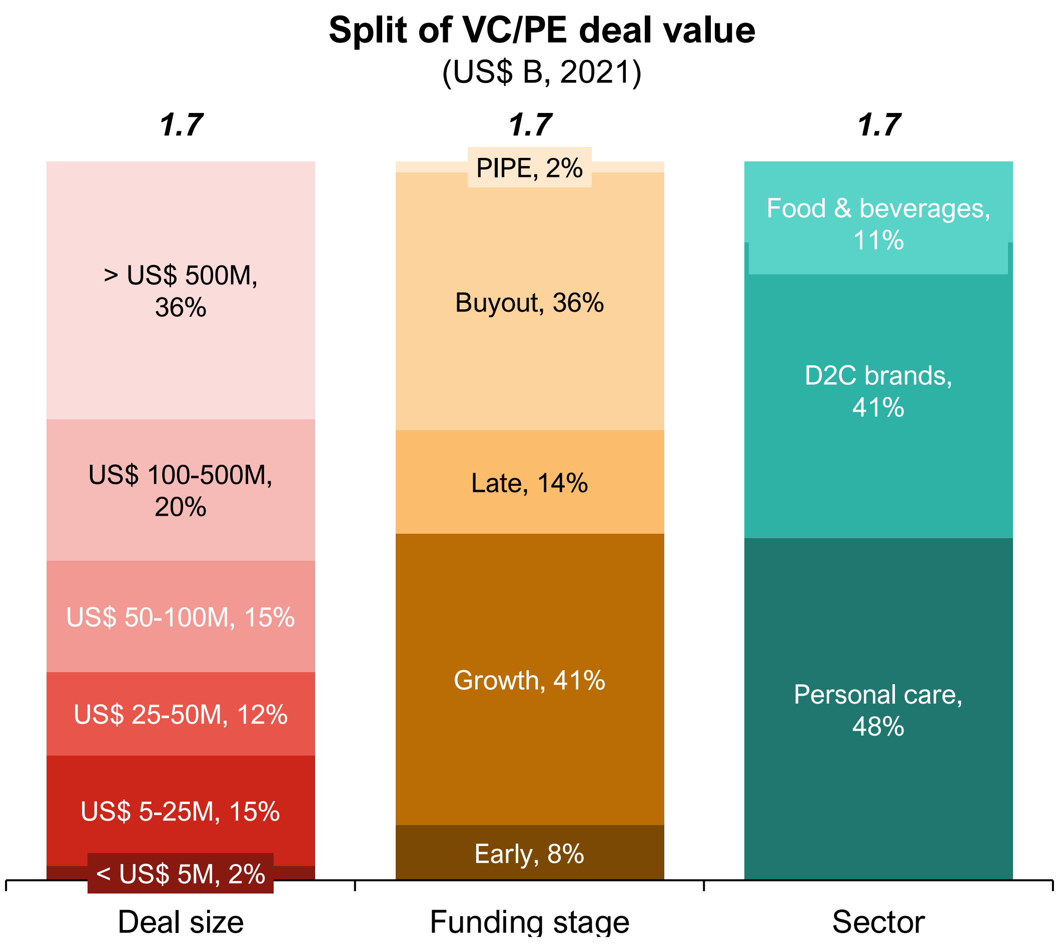
Source(s): PGA Labs Deals database, Praxis analysis

FMCG: US$ 1.7B invested across 57 deals; 48% of funds invested were in Personal care followed by D2C brands (41%) in 2021

Investments in FMCG has increased from US$ 1B in 2017 to US$ 1.7B in 2021



36% of the total investment were of ticket size greater than US$ 500M in 2021



Note(s): Others include HeathTech, FoodTech, etc
Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of FMCG in 2021

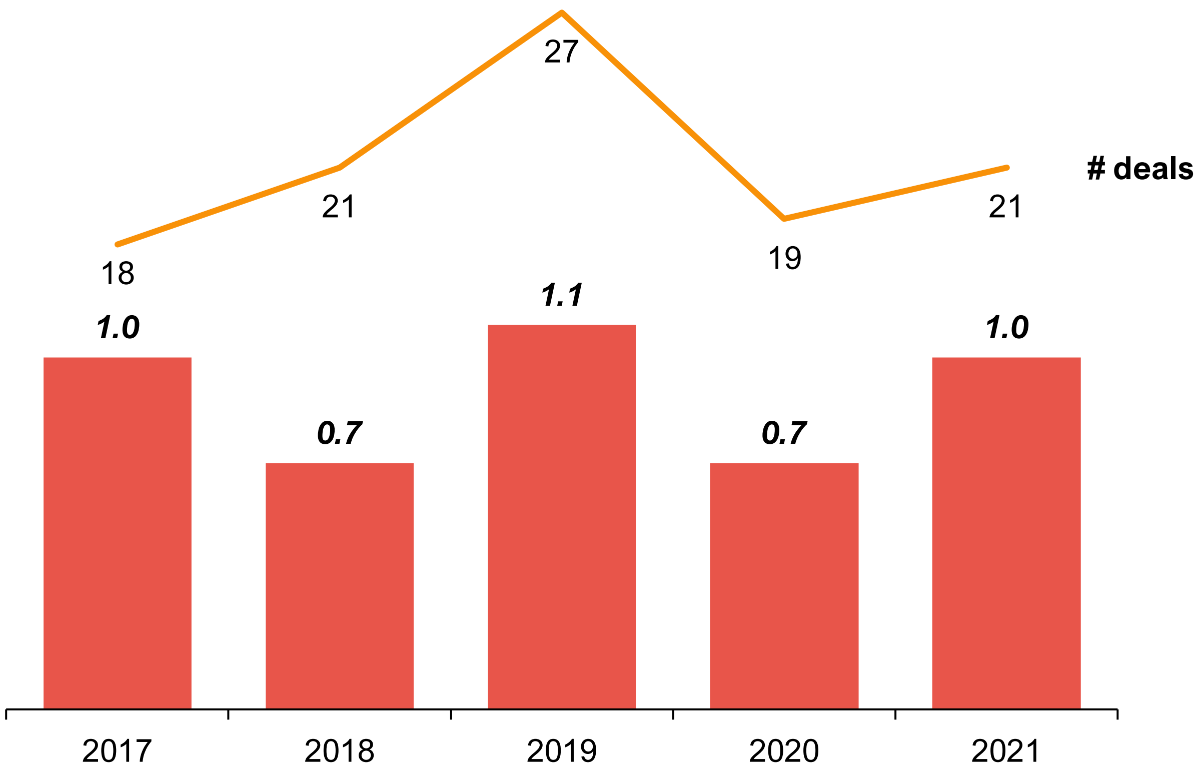
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	Vini	2009	Personal care	625	Buyout	Westbridge, KKR
2	Licious	2015	D2C brands – Fresh	192	Late	Brunei Investment, Vertex Ventures
3	MyGlamm	2015	D2C brands – Personal care	150	Growth	Warburg Pincus, Prosus, Bessemer Venture Partners, Amazon, Ascent Capital, Alteria Capital, Stride Ventures, L'Occitane
4	iD	2005	Food & beverages	68	Growth	Newquest, premji invest
5	Licious	2015	D2C brands – Fresh	52	Late	IIFL Asset Management
6	WOW Skin Science	2016	D2C brands – Personal care	50	Growth	ChrysCapital
7	Fraazo	2016	D2C brands – Fresh	50	Growth	WestBridge, Sixth Sense Ventures, APAR Industries, Equanimity Investments
8	mamaearth	2016	D2C brands – Personal care	50	Growth	Sofina, Sequoia Capital India
9	MyGlamm	2015	D2C brands – Personal care	48	Growth	Stride Ventures, WiproVentures, Trifecta Capital,Amazon, Ascent Capital,Bessemer, Accel India, Others
10	mamaearth	2016	D2C brands – Personal care	37	Growth	Sequoia Capital India
Total				**1,322**		

Source(s): PGA Labs Deals database, Praxis analysis

Transportation & logistics: US$ 1B invested across 21 deals; 41% of funds invested were in 3PL in 2021

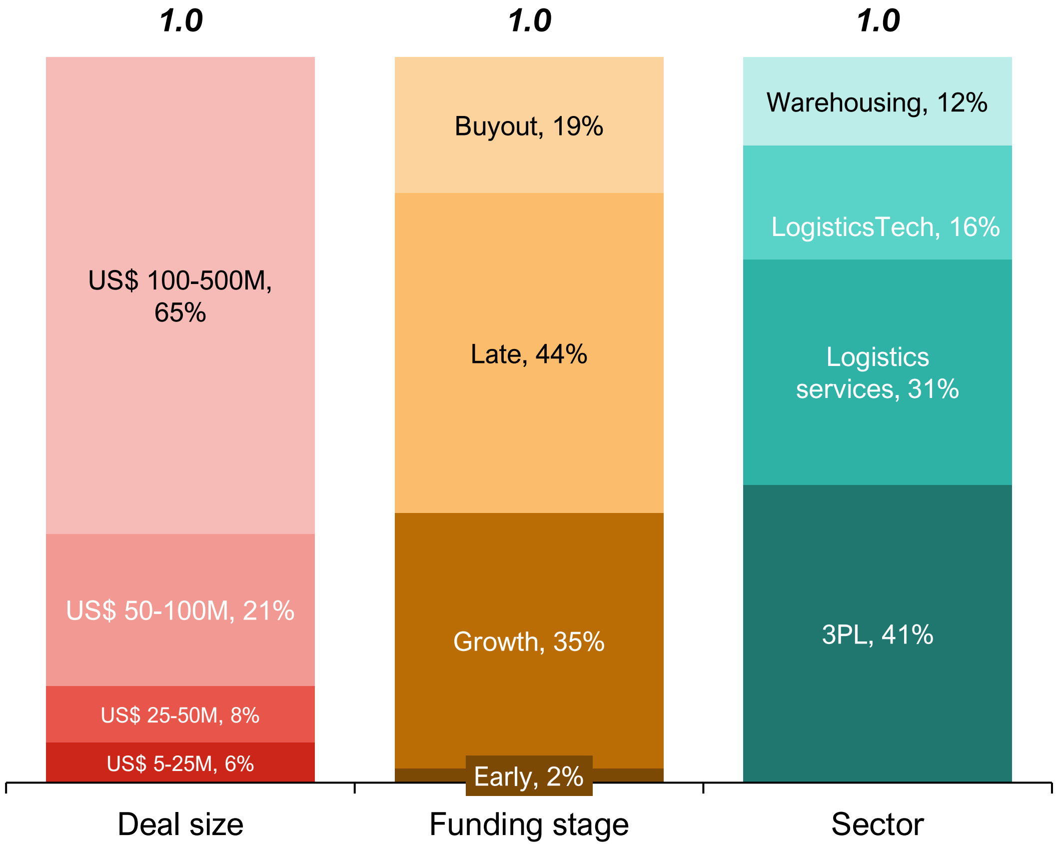
Investments in transportation & logistics has increased from US$ 0.7B in 2020 to US$ 1B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Late-stage deals correspond to 44% of the total investment in 2021

Split of VC/PE deal value
(US$ B, 2021)



Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Transportation and logistics in 2021

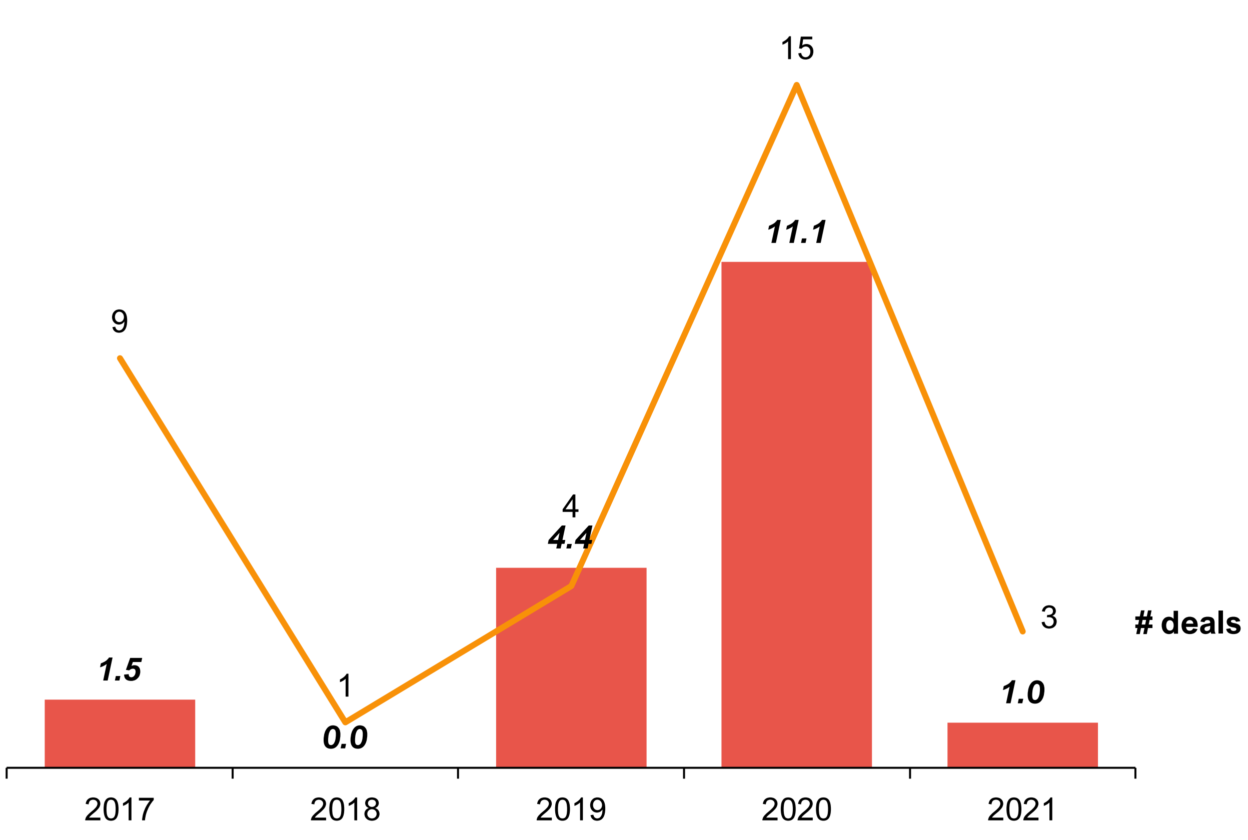
#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	DELHIVERY	2011	3PL	277	Late	Fidelity Investments
2	INTERNATIONAL CARGO TERMINALS AND RAIL INFRASTRUCTURE PVT. LTD.	1987	Logistics services	206	Buyout	Bain Capital
3	KSH	2011	Warehousing	134	Growth	Indospace (joint venture between the Everstone Group, GLP and Realterm)
4	DELHIVERY	2011	3PL	100	Late	Fedex
5	TVS Supply Chain Solutions	1992	Logisticstech	79	Growth	Exor
6	elasticrun	2016	Logistics services	75	Growth	Avataar Ventures, Prosus Ventures, Kalaari Capital
7	DELHIVERY	2011	3PL	74	Late	Addition
8	LEAP ...A SOLUTIONS COMPANY	2013	Logistics services	34	Growth	IIFL Asset Management, Schroder Adveq
9	TVS Supply Chain Solutions	1992	Logisticstech	27	Growth	Kotak, TVS Family Members
10	LEAP ...A SOLUTIONS COMPANY	2013	Logistics services	25	Growth	Morgan Stanley
Total				**1,031**		

Source(s): PGA Labs Deals database, Praxis analysis

Telecom: US$ 1B invested across 3 deals; 89% of funds invested were in Mobile & internet services in 2021

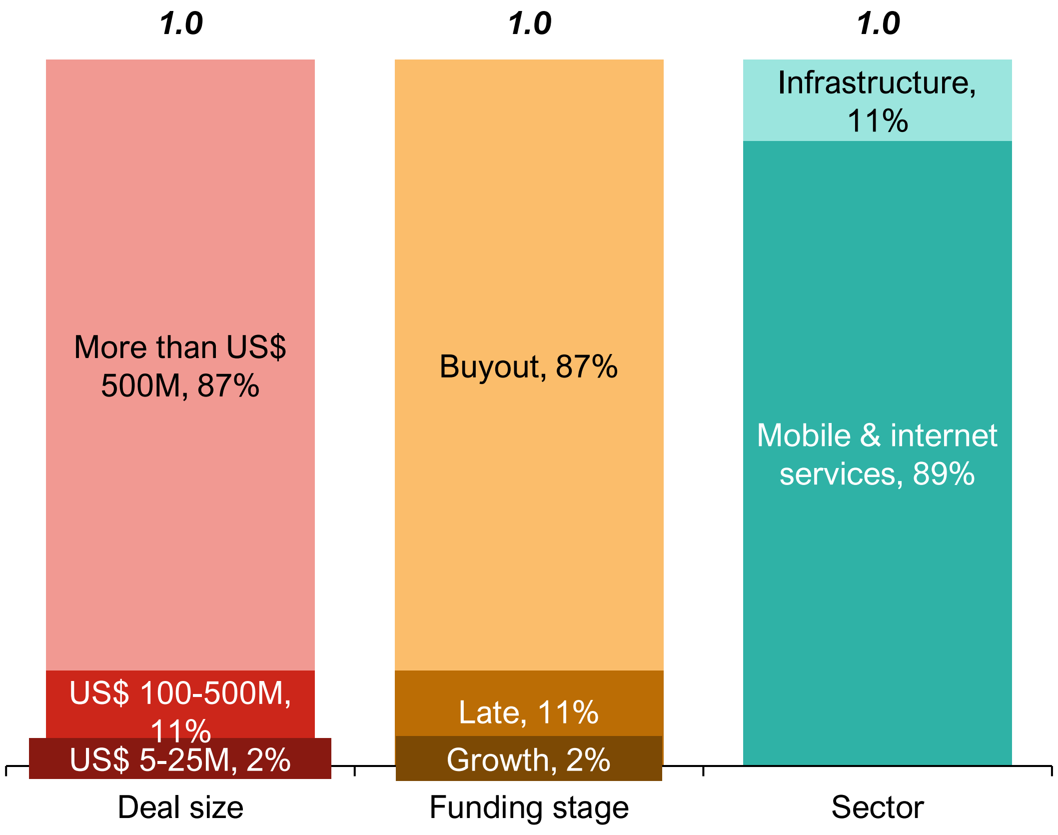
Investments in telecom has decreased from US$ 1.5B in 2017 to US$ 1.0B in 2021

VC/PE deal value (US$ B) and number of deals
(2017-21)



Buyout stage deals correspond to 87% of the total investment in 2021

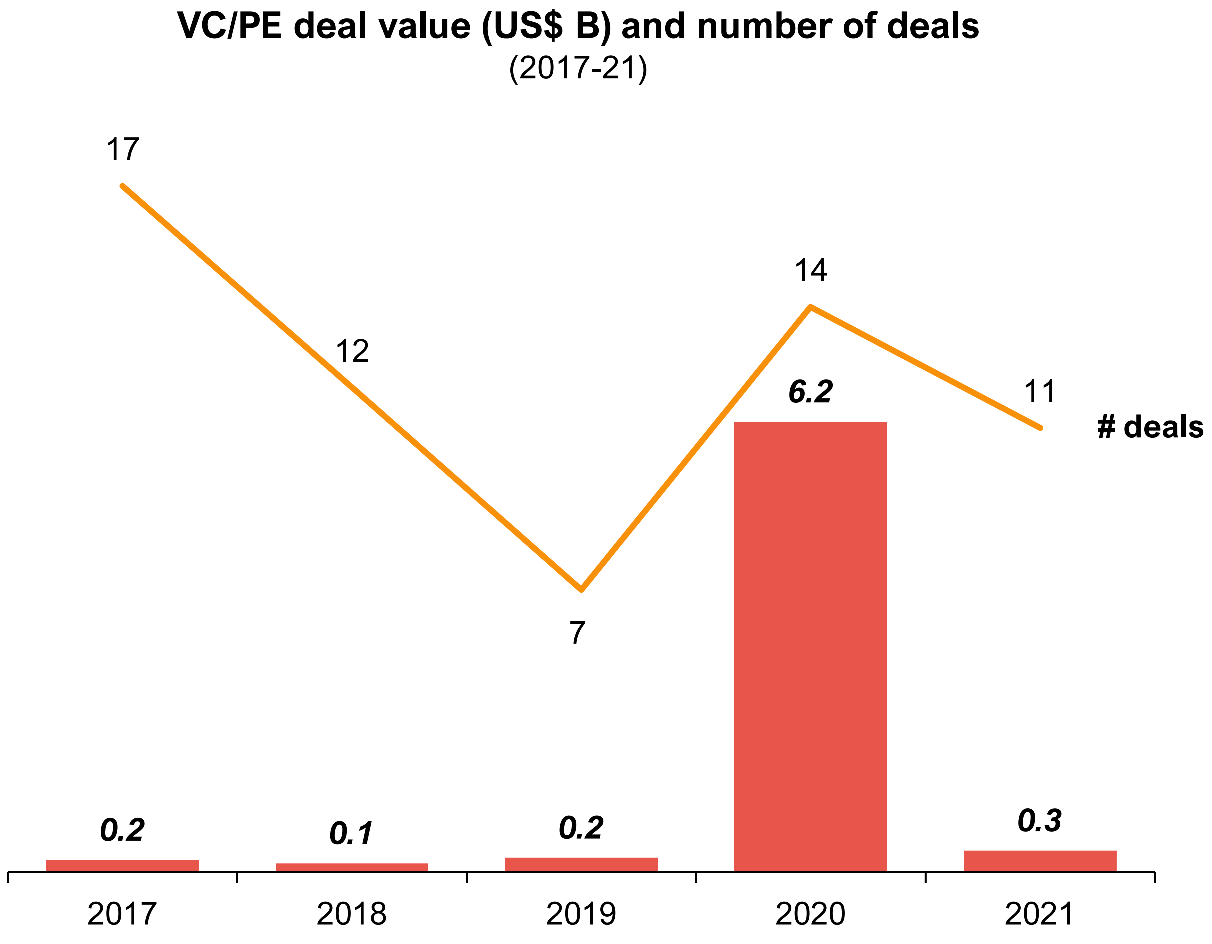
Split of VC/PE deal value
(US$ B, 2021)



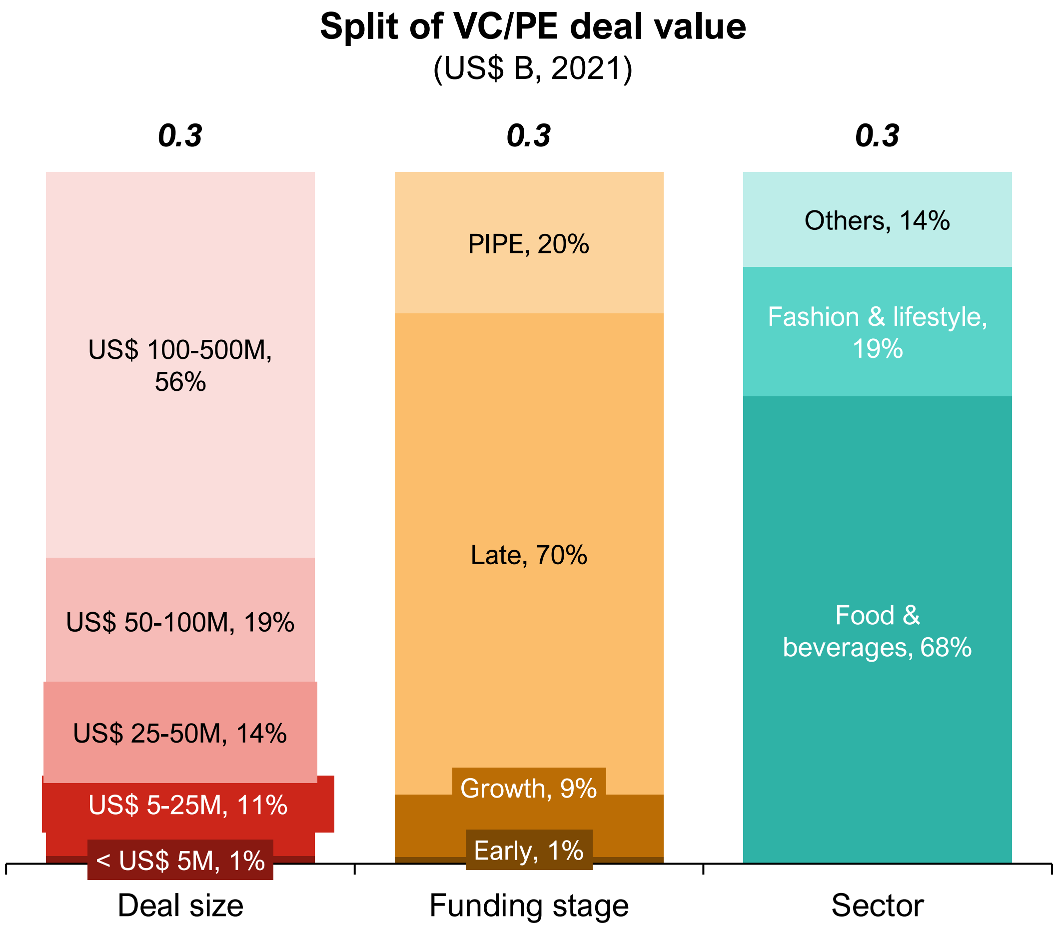
Source(s): PGA Labs Deals database, Praxis analysis

Retail: US$ 0.3B invested across 11 deals; 68% of funds invested were in Food & beverages in 2021

Retail sector attracted investments worth US$ 0.3B in 2021



56% of the total investment were of ticket size US$ 100-500M in 2021



Source(s): PGA Labs Deals database, Praxis analysis

Top 10 deals of Retail in 2021

#	Company	Founded	Sub-sector	Funding (US$ M)	Funding stage	Investors
1	SapphireFoods	2009	Food & beverages	155	Late	Newquest, TR Capital, Creador
2	V MART	2002	Fashion & lifestyle	51	PIPE	Kuwait investment authority, and others
3	IB	1968	Others	38	Late	Westbridge
4	WOW! momo	2008	Food & beverages	17	Growth	IAN Fund, Tree Line Asia, Lighthouse, Others
5	CHAI POINT	2010	Food & beverages	8	Growth	Paragon Partners, DSG Consumer Partners, Saama Capital, Eight Roads Ventures
6	BN BARBEQUE NATION	2006	Food & beverages	5	PIPE	Xponentia Capital
Total				**274**		

Source(s): PGA Labs Deals database, Praxis analysis

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practices

30%
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40
countries served

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We work with leading financial sponsors and strategic investors to identify opportunities, build investment thesis and maximize shareholder value. Our agile business delivery model coupled with our deep network of industry practitioners enables clients to deploy our capabilities on any deal.

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Help investors to understand the operational strengths and weaknesses of the target to scale up and meet the b-plan goals

Full scale commercial due diligence

Assessment of market potential, customer proposition, competitive positioning, operational efficiency, channel value creation & risk mitigation

Tech due diligence / Digital diligence

Assessment of current capabilities and future requirements of tech & infrastructure of the target

Value creation blueprinting

Advise portfolio companies on business transformation, go-to-market strategy, enhancing organization productivity etc.

Fund retainer

Help investors in end-to-end fund operations from maintaining deal pipeline, evaluating shortlisted deals to deal closure support

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