

INFLECTION POINT VENTURES

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INFLECTION
POINT VENTURES

WHO WE ARE

Inflection Point is a member group formed to drive exponential value creation by being India's most accessible & efficient network connecting a diverse investor community with carefully curated set of startups.

The team constitutes industry leaders who have a passion to make a difference to the startup community and between them have over 150 years of experience across Industries including Private Equity, E-commerce, Finance, Banking, Retail, Consumer Tech, SaaS, Consulting, and Healthcare.

Inflection Point Ventures LLP has 9 partners supported by a team of talented professionals and analysts who are responsible for deal curation, due diligence, startup mentorship and fundraising.

The member group has ~250 investors, mostly CXOs of companies representing cross section of Industries, who have access to the deals curated by Inflection Point for investing, mentoring and providing any kind of technical support.

Since its inception, **120+ unique investors** have invested through the Inflection Point Ventures. For many it was their first angel investment.

HOW ARE WE DIFFERENT

Inflection Point Approach

The idea behind Inflection Point emerged from the intent to improve the returns from angel investing. We looked at investing successes and failures realistically and identified the following key measures of success:

- 01 Early stage participation with startups for relatively reasonable valuation.
- 02 Personal interaction with the Founder / Co-Founders. Success of a startup is dependent upon both: the idea & the ability/experience/aptitude/attitude of the founder / Co-Founders.
- 03 Ability to provide both monetary (via investment) and non-monetary (new business opportunities, access to subject matter experts/experienced professionals) services to the startup.
- 04 Detailed due-diligence to avoid reacting to artificial scarcity/demand created by the Founders/other angel networks.
- 05 Complete transparency around valuation, personal interest (if any), findings of the due diligence process.

With these factors in mind we searched for like-minded individuals and Inflection Point Ventures was born.

Inflection Point is not merely an angel investing group. It is differentiated mainly on 4 dimensions

01 Mentoring approach

Grow business through access to customers and expertise.

02 Easy Access

Low cost to be part of network & relatively smaller ticket size. Ideal for investors new to angel investing. At the same time, Inflection Point also advises investors / family offices who want to make bigger investments.

03 Diverse Network

250+ members who are mostly CXOs and HNIs across industries, geography and expertise. We also have among us lawyers, doctors and other professionals as members. This brings a very unique experience set to the table.

04 Virtually and Digitally Connected

The member group is digitally connected and deals are evaluated online, making the group location and region agnostic. The entire life cycle of an investment can be experienced and evaluated through our digital platforms.

A combination of the above makes angel investing easier for new investors who can rely on a very experienced group for evaluation and risk assessment of deals.



IPV FIRST ANNUAL MEET - MUMBAI

Inflection Point Ventures successfully held its very first Annual Regional Meet (West) in Mumbai on December 9, 2018, focusing on how traditional investing vs investing in startup works. Mr. Sanjay Mehta, renowned Angel & PE Investor enlightened the audience with useful insights about what key aspects they should look for while investing. The session was highly interactive with him addressing all the questions asked by the attendees.



PROGRESS OVER LAST 12 MONTHS

250+ CXOs and
Professionals as
members

120+ members
Invested

100+ companies
reviewed

11 companies
funded with
INR 11+ crores

25+ CXO members and
investors engaged with
the companies

OUR PORTFOLIO



Startup Name: Tabono
Description: Tabono Sports focus of organizing world class community based fitness activity. The first to be started was the Millennium City Marathon in Gurugram.



Startup Name: Wishup
Description: The startup, founded in 2015 helps professionals complete tasks like scheduling meetings, managing calendars, conduct research, travel planning, or any other recurring tasks through their virtual assistants.



Startup Name: Syook
Description: Syook's first product, Syook InSite, gives businesses complete visibility into their operations, from the movement of people to the monitoring of assets.



Startup Name: Sportido
Description: Sportido helps you play the sport of your choice by helping you find people and places to play 700+ sports around you. It connects you to other players interested in the same sport as you.



Startup Name: Fitso
Description: From their beginning as a running / cycling partner finding app to a complete fitness solution along with personal coaches, now they are making pools indoor and heated that will run throughout the year, upgrading the level of coaching by getting their coaches certified through UK STA body.



Startup Name: Lebencare
Description: Leben Care is an Artificial Intelligence (AI) Healthcare company focused on improving quality of diagnosis and care across areas of life sciences.



Startup Name: Intugine
Description: Intugine aim is to bridge the gap with our innovative hardware, software and cloud/mobile based solutions. Their solutions include real-time visibility & predictive analysis to ensure efficiency and productivity.



Startup Name: Raybaby
Description: RIoT Solutions, Inc has created the first and only non-contact wellness and sleep tracker. Their AI algorithms learn from the health data and are capable of providing sleep intelligence.



Startup Name: Cleansecar
Description: CleanseCar is an autotech company that offers daily car wash to consumers at pocket-friendly rates and with the assurance of uninterrupted services on a daily basis.



Startup Name: Qbera
Description: Qbera empowers employees of more than 7,00,000 companies in India to get access to personal loans digitally. Exit from Qbera at 15% IRR.



Startup Name: Talocity
Description: They are passionate about creating an ecosystem that enables employment for anyone willing to work with a vision to be the System of Intelligence enabling recruitment to happen as if "Out Of A Box".

STARTUP UPDATE

Sportido: Sportido has grown their transactions over 10x since Nov 2018 (IPV investment). This massive growth has come from a rapidly growing organic user base, as well as a healthy repeat purchase behaviour from existing users. From servicing only Delhi/NCR pre-funding, they have expanded to Bangalore in Feb 2019 and plan to launch in Hyderabad in May 2019. The company will continue to use the funding received from Inflection Point Ventures towards business development and user acquisition. Sportido has also been able to run activation drives in various companies thanks to the IPV network. Recently, in it's international acclaim, Sportido has won the title of "Regional Champion" of the Startup World Cup competition which had received 1000s of applications from startups across South-east Asia, which substantiates the Founders' belief that Sportido is addressing a Global need.

Lebencare: Leben Care has now entered into a strategic partnership with Giridhar Eye Institute, Kochi. Giridhar Eye is among India's top 10 Centres of Excellence for Eye Care and Research. This partnership now opens doors for them in a big way to access screening activities in Kerala, involvement of specialists in Giridhar eye for product development and research. Also, Lebencare is in the -Top 25 Stars of Startup-O 'Fasttrack'- Season 8.



THE 'IPV ECOSYSTEM EFFECT'

AREAS OF EXPERTISE	STARTUPS			
	SPORTIDO	TABONO	CLEANSECAR	INTUGINE
SALES	Mentored them to build strategy to improve download numbers of the app	Connected them with corporate firms to increase sales	Connected with business owners to enhance support services, thereby generating incremental revenue opportunities	Connected them with clients who can benefit from end-to-end logistics services
BUSINESS STRATEGY		Collaborated & helped them with overall business model		
GO-TO-MARKET STRATEGY		Helped with corporate connects to get sponsorships & registrations. Helped build packaged deals for corporates		Consulted them with an action plan to bring visibility among the target audience in Indian logistic industry
FUNDRAISE	Helped raise 2 rounds of funds			
TECHNOLOGY	Helped improvise their technology platform which finds people & places to play 700+ sports.			
FINANCE & ACCOUNTING				Connected them with legal and accounting firms to keep a tab on company finances
NETWORKING	Enabled networking opportunities to connect with industry thought leaders and explore latest trends			
TEAM BUILDING		Helped build team structure		

AREAS OF EXPERTISE	STARTUPS		
	SYOOK	LEBENCARE	WISHUP
SALES	Connected them to corporate firms and hospitals	Connected them to corporates in Opthal space, outreach firms, CSR, govt. projects, Diabetic chains and hospitals	Assisted in the growth of sales in B2B market
BUSINESS STRATEGY	Consulted with overall business model & strategy	Consulted them with an overall business model & strategy	Consulted with overall business model & strategy
GO-TO-MARKET STRATEGY		Helped them to devise an action plan	Helped them devise an action plan to reach target customers & achieve competitive advantage
FUNDRAISE	Helped negotiate the next fund raise	Helped them connect with investors for funds	
TECHNOLOGY			
FINANCE & ACCOUNTING			
NETWORKING		Enabled networking opportunities	
TEAM BUILDING			Engaged in identifying and helping hire senior managers

TEAM – INFLECTION POINT VENTURES



Angel investing has the lure of exponential returns but the risk of failure is high. In fact, a Harvard Business School study observed that 75% of the venture-backed start-ups fail. But as Sir Richard Branson once said, "You don't learn to walk by following rules. You learn by doing and falling over." And hence, we are all here dedicating our time, knowledge, expertise and our money to angel investing.

However for the first time investors, which idea to back can be a daunting task. At Inflection Point Ventures, we aim to create a platform where we all can learn from each other's mistakes and successes. We may not know what it takes to achieve 100% success in angel investing but we are confident that we are better off walking together than alone. Welcome aboard!



ANKUR MITTAL

Training the Street, Citigroup (M&A-NY),
Credit Suisse (M&A-London)



DIPANJAN BASU

Fireside Ventures,
Myntra, Wipro



ADARSH DIKSHITH

JDA Asia Pacific, PWC, Allianz, CapGemini



ANANYA TRIPATHI

KKR, Myntra, McKinsey



SATHYA PRAMOD

KayEss Square Consulting,
Legal Tally, Deloitte, EY, AOL, Qyuki



SUMEET KAPUR

Founder - Wellcure, Co-Founder Nearbuy,
Groupon, KPMG



MITESH SHAH

BookMyShow, Ola, Mandhana Industries

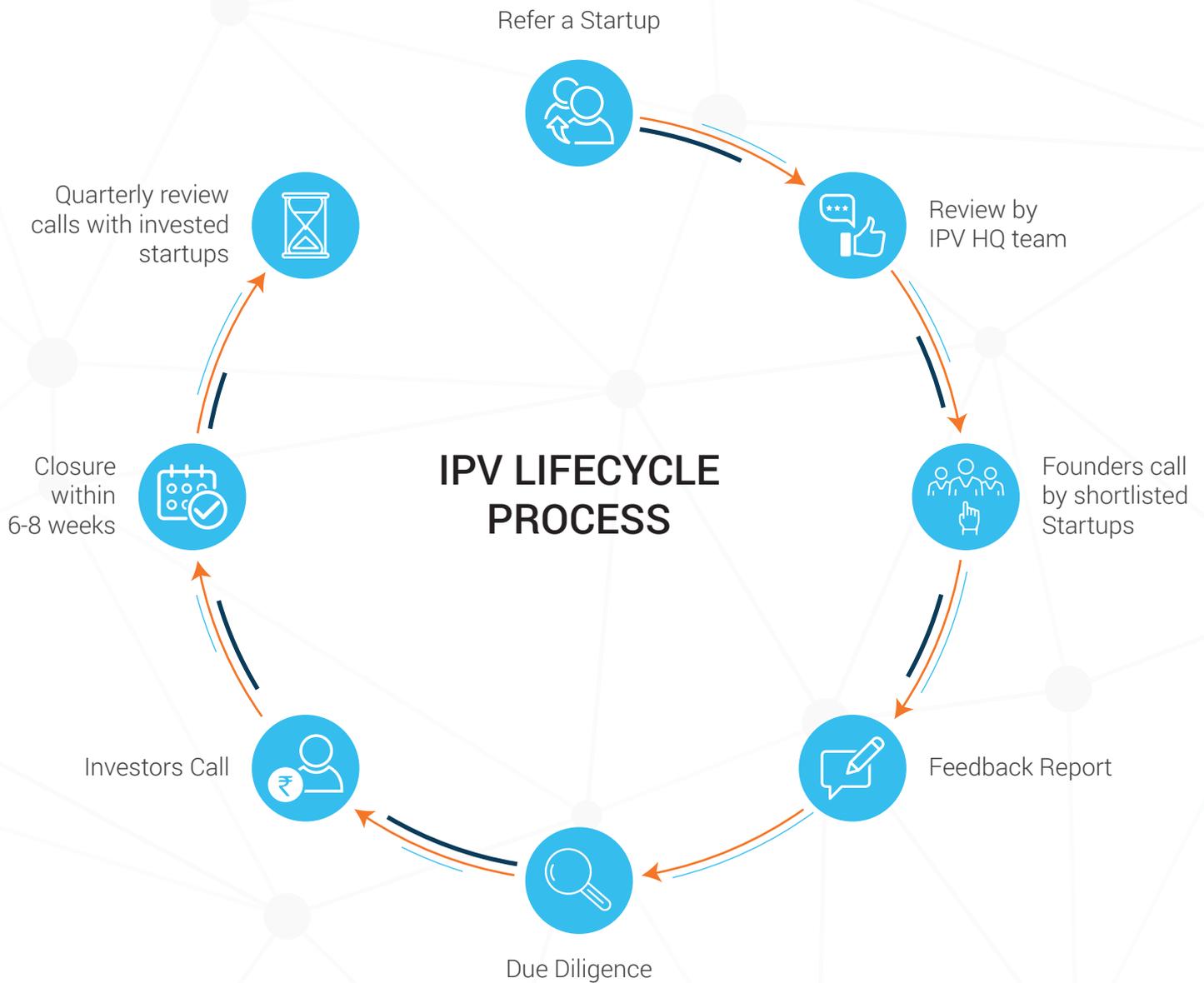


ASHNEER GROVER

Founder, BharatPe, PC Jewellers, Grofers,
Kotak, Amex

IPV LIFECYCLE PROCESS

At Inflection Point Ventures, we aim to create a platform where startups are supported not only financially but also with time, expertise, and knowledge to help the business grow. IPV lifecycle process is a simple procedure which every startup has to go through to raise funds from angel investors.



IPV MEMBERSHIP SLABS

Upon joining IPV one will receive the details on how to earn reward points in the membership note. As your IPV journey begins and you accumulate these points through the year, here is a glimpse of various benefits under each tier. Please note all members join in with Basic membership.

BENEFITS:

S.N	IPV PRIVILEGES	BASIC	SILVER	GOLD
1	Discount on membership fee on renewal	X	25% discount	50% discount
2	Priority seat in a webinar (zoom has limit of 100)	-	✓	✓
3	Access to board observer seats in invested startups	-	X	✓
4	Renewal Bonus (Points)	-	50	100

To upgrade to the next tier, one needs to fulfil any one of the criteria mentioned below:

S.N	QUALIFICATION CRITERIA	BASIC	SILVER	GOLD
1	Minimum Investment in last 12 months*	-	INR 5 Lakhs	INR 15 Lakhs
2	Minimum points earned in last 12 months	-	250	750

*Minimum investment amount can be a single investment or total investment done in the year of subscription.

Member Referral Scheme:

Any IPV member who refers a minimum of 5 new investors and they join IPV, the referring member gets waiver of membership fees at the time of renewal. Send in your referrals to Chaitanya at 9417886105 or chaitanya@ipventures.in

To sign up as a member you can visit us at <https://ipventures.in/angel-investor-form/>

IPV MEMBERSHIP PROCESS

01

REFERRALS

Referrals from existing IPV Members.
Feel free to refer like-minded friends,
family & acquaintances to the group.
Write to info@ipventures.in



02

ONBOARDING PROCESS

Potential member informed of the procedures and evaluation process IPV follows, along with sharing of the relevant material like FAQ's and newsletters. It is imperative that the potential member fill the form, the link to which is provided below

03

BECOME AN IPV MEMBER

Membership fee applicable post trial period

OUR BACK-BONE



Vinod Bansal



Sumati Madiman



Chaitanya Jindal



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info@ipventures.in