



INSTITUTE INNOVATION COUNCIL

ECELL IIITD

Vcs Investor Panel

What we did ?

Date: March 15th and 16th, 2024

Discussion Time: 11:00 AM - 12:00 PM, March 15th, 2024

On March 15th, 2024, from 11:00 AM to 12:00 PM, we successfully conducted a Panel Discussion featuring prominent venture capital investors at the E-Summit 2024 hosted by IIIT Delhi. The event was centered around the theme "Build for Bharat" and was part of a larger two-day summit (March 15th and 16th) aimed at fostering entrepreneurship in India. The session provided participants with valuable insights into investment strategies, start-up culture in Bharat, and sustainable innovation.

Objective of the Event

The primary objective of the VC Investors Panel was to provide aspiring entrepreneurs with an in-depth understanding of the investment landscape in India, with a special focus on the Bharat segment—emerging markets beyond major urban centers. It was aimed at:

- Educating young entrepreneurs about what venture capitalists look for in early-stage startups.
- Highlighting investment trends that are focusing on building scalable solutions for Bharat.
- Offering a networking opportunity between start-ups and investors to potentially explore funding opportunities.



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Additional Details

- Venue: IIIT Delhi Campus
- Number of Hours: 1 hour (Panel Discussion)
- Mode of Conduct: Offline, with live streaming available for virtual participants
- Additional Details: The E-Summit 2024, of which this event was a part, featured multiple workshops, keynote sessions, and networking events over two days. The VC Investors Panel was one of the most anticipated sessions, drawing significant attention from the entrepreneurial community, both from students and seasoned professionals. The panel had an impressive turnout, with attendees from various sectors such as technology, healthcare, and fintech.

Speaker and Participant Details

- Speakers:
Sejal Agarwal - Angel Investor at 100X VC
Farheen Rangwala - CEO and Co-founder, Soar Beyond Ventures
Aishwarya Malhi - Co-founder, Rebalance
- Number of Registrations: Approximately 350 registrations were received for the VC Investors Panel.
- Number of Participants: The event saw over 250 attendees joining physically at the IIIT Delhi campus, with more than 100 virtual attendees participating through the live stream.
- Participants ranged from start-up founders, students, and working professionals seeking insights into early-stage investment opportunities and scalable solutions for emerging markets.

Key Outcomes of the Event

- **Insightful Takeaways on Investment Criteria:**
- The panelists emphasized the importance of business models catering to Bharat and elaborated on key metrics investors consider, such as scalability, sustainable growth, and market adaptability. Entrepreneurs learned the importance of localization of products and services, considering Bharat's diverse needs.
- **Understanding Funding Trends:**
- Participants gained a comprehensive understanding of the shift in venture capital funding towards start-ups that innovate for underserved markets in India. The speakers highlighted the emergence of sectors like AgriTech, FinTech, and HealthTech as key investment areas for Bharat-focused ventures.
- **Networking Opportunities:**
- Many start-ups were able to pitch their ideas to the investors during the networking session following the panel discussion. A few promising entrepreneurs were invited for further discussions with the investors, opening avenues for potential funding.
- **Focus on Bharat's Entrepreneurial Ecosystem:**
- The discussion fostered a deeper understanding of Bharat's unique challenges and opportunities. Entrepreneurs were inspired to innovate and build sustainable, impactful solutions that cater to Tier-2 and Tier-3 cities and rural India, aligning with the summit's theme.
- **Strategic Action Points for Startups:**
- The speakers offered practical advice on how entrepreneurs can effectively present their value proposition to investors. They also discussed post-funding strategies, emphasizing business agility and resilience, especially when navigating Bharat's rapidly evolving market conditions.

