



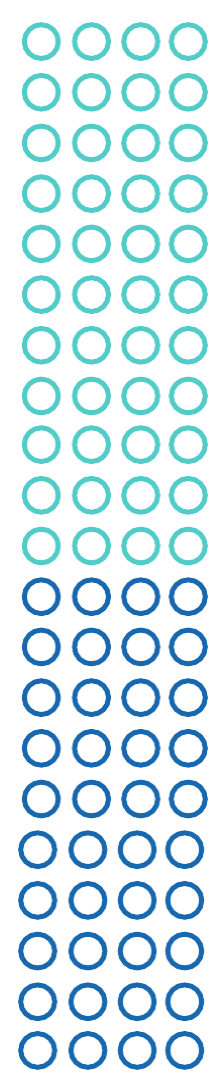
# FUNDENABLE

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**About FundEnable**

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[www.fundenable.com](http://www.fundenable.com)



# Introducing FundEnable...

## India's Premier Startup Investing Platform for Angels & Ventures

- ▶ \$60 Mn +  
Funding *raised*
- ▶ 2,800+  
Entrepreneurs *upskilled*
- ▶ 500+  
Angel investors *trained*
- ▶ 70+  
Incubator *partners*
- ▶ FundEnable was honoured with the *Times Business Award for Excellence in 2023* and the team was recognized as *'Thought Leaders'* on *CNBC's Startup Nation*



# Our Services

**Capital Raising Advisory for Startups**

**Incubation & Acceleration**

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**Capital Raising Advisory for Startups**

**Incubation & Acceleration**

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# End-to-end support for Startups

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# Providing End-to-End Bespoke Services

Guiding step-by-step through the startup investment journey



**Identifying Investors**



**Refining Pitch Decks and Models**



**Cap Tables, Valuation & Deal Structuring**



**Term Sheet**



**Due Diligence**



**Shareholder's Agreement**

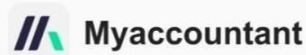


**Post Funding Compliance**

# Supporting 100+ Startups Throughout this Process



# Supporting 100+ Startups Throughout this Process





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## **A Few of Our Recent Transactions Include...**

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# \$3 Mn Funding for EMotorad *EMOTORAD*

India's foremost e-cycle manufacturer with a worldwide footprint

Raised capital from Green Frontier Capital- a climate impact-focused fund.

Took 9 months to raise in a tough fundraising environment



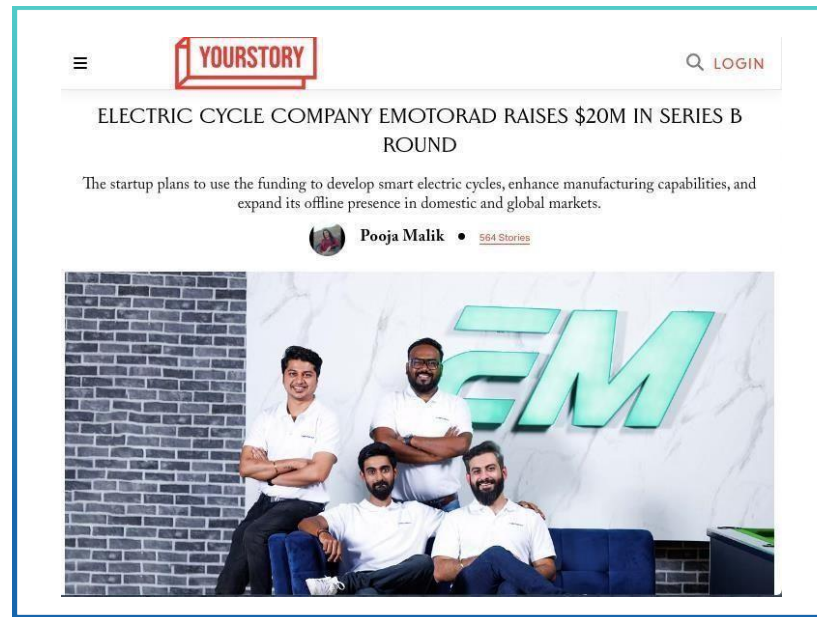
EV brand EMotorad receives ₹24-Cr in Pre-Series A funding

[businessreviewlive.com](https://www.businessreviewlive.com) • 2 min read



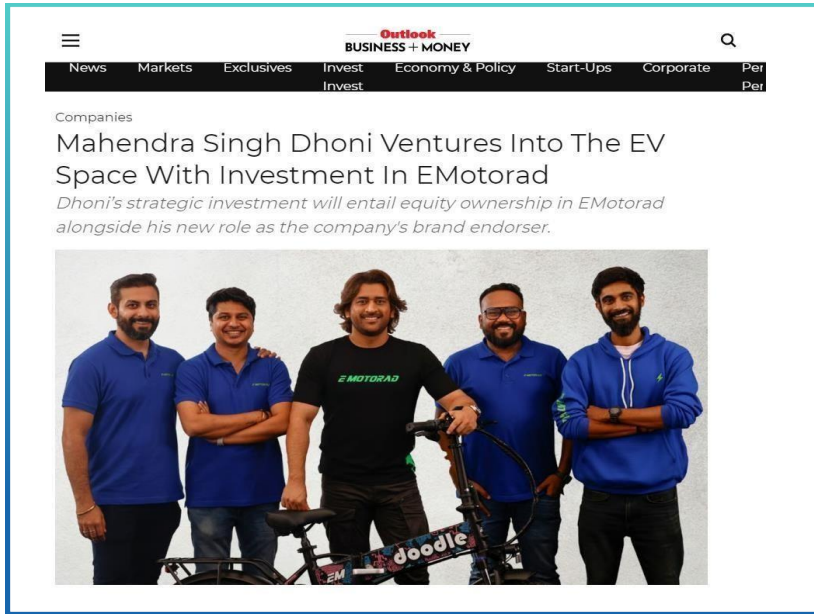
# \$20 Mn Funding for EMotorad *EMOTORAD*

Series B funding round led by Singapore's Panthera Growth Partners, with participation from Alteria Capital, xto10x Technologies, Green Frontier Capital



# Investment by MS Dhoni in EMotorad

MS Dhoni, India's celebrated two-time World Cup-winning cricket captain, recently invested in EMotorad, and is also the Brand Ambassador



# \$12 M Round for WorkIndia

India's leading tech-based blue and mixed collar job provider

Raised a total of 6 rounds of funding for WorkIndia

Previous rounds included investors such as Beenext & Asuka Global



# Seed Round for Task Tracker **TASK TRACKER**

SaaS to simplify people management in small and medium enterprises

Raised capital from a host of angel networks & individuals as well as incubators



# FundEnable's Strong Investor Network Across the World (1/2)

Few of our investor connects

Verinvest



8<sup>oo</sup> EIGHT ROADS™



# FundEnable's Strong Investor Network Across the World (2/2)

Few of our investor connects





# Our Services

Startup Investment Platform

**Incubation & Acceleration**

# Partnering with 70+ Government Funded Incubators

Actively providing fundraising support to incubated start-ups



ATAL INCUBATION CENTRE  
BANASTHALI VIDYAPITH  
*Supported by Atal Innovation Mission, NITI Aayog*



# Incubation & Acceleration

Empowering Startups at every step of the investment journey



**Capability Building for Startup Founders**



**One-on-One Micro-Consulting for Fundraising Strategy**



**Connecting Incubated Startups with Investors**

# Incubation & Acceleration

Empowering Startups at every step of the investment journey



Capability Building for Startup Founders



One-on-One Micro-Consulting for Fundraising Strategy



Connecting Incubated Startups with Investors

# Enabling Founders with Our Fundraising Bootcamps

FundEnable offers comprehensive training programs to boost entrepreneurs' funding readiness, covering key aspects, such as:



**1. What it takes to raise capital**



**2. Determining Valuation**



**3. Deal Structuring**



**4. Capital Raising Process**



**5. Term Sheet & SHA**



**6. Tackling Due Diligence**



**7. Crafting a Business Plan**



**8. Avenues of Startup Support**

# Unveiling the Bootcamp Experience (1/2)



## 1. What it takes to raise capital

Investment landscape & trends,  
Effective business plan,  
evaluating business fund ability



## 2. Determining Valuation

Startup valuation techniques,  
pre and post-money cap tables,  
dilution, and share issuance



## 3. Deal Structuring

CCD, CCPS, safe notes, convertible  
structures, choosing the right investment  
instrument



## 4. Capital Raising Process

Steps in capital raising,  
identifying the right investors, assessing  
the opportunity



# Unveiling the Bootcamp Experience (2/2)



## 5. Term Sheet & SHA

Terms, rights, and clauses in a term sheet, negotiating a term sheet



## 7. Crafting a Business Plan

Elements of the pitch deck, building Financial projections, funding requirements & utilization



## 6. Tackling Due Diligence

Preparing for due diligence, DD checklists, tips to get no red flags in the DD report



## 8. Avenues of Startup Support

How to get startup incubator support, seed funding, and get started



# Conducted in a Hands-On and Engaging Manner

Featuring case studies, simulations and real-life experiences





## Our Recent Programs (1/3)

Program Name	Partner	City	Number of Participants
Accelerator Program - NSRCEL IIM Bangalore (One of the top B-Schools in India)	NSRCEL – IIM Bangalore	Bangalore	30
Accelerator Program - GINCAP	GINSERV - Global Incubation	Bangalore	51
Accelerator Program - IIM Vishakhapatnam	IIMV Field	Visakhapatnam	52
Accelerator Program - Deshpande Startups	Deshpande Startups	Hubli	60
Accelerator Program - SNTD University	WISE SNTD	Mumbai	60

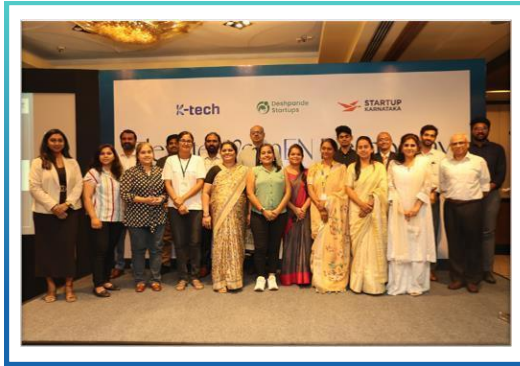
## Our Recent Programs (2/3)

Program Name	Partner	City	Number of Participants
Gujarat's Largest Venture Capital Bootcamp	iHub Gujarat	Ahmedabad	105
Venture Capital Bootcamp -Mumbai Edition	SPTBI (Sardar Patel Technology Business Incubator)	Mumbai	90
Venture Capital Bootcamp - IIM Nagpur	InFED (IIMN Foundation of Entrepreneurship)	Nagpur	70
Venture Capital Bootcamp - Dholakia Ventures	Incub8	Surat	80
Venture Capital Bootcamp - Navi Mumbai Edition	CIBA (Centre for Incubation and Business Acceleration)	Navi Mumbai	60

## Our Recent Programs (3/3)

Program Name	Partner	City	Number of Participants
Master the Art of ESOPs	CIBA (Centre for Incubation and Business Acceleration)	Mumbai	60
Revenue Based Financing for Startups	HSBC	Mumbai	75
Go to Market Strategies	PDEU	Gandhinagar	62
Decoding Equity Intricacies	Riidl, K. J. Somaiya University	Mumbai	55
Startup Valuation and Deal Structuring	SRiX, S. R. University	Warangal	70

# Glimpse of Programs Taking Place Across Multiple Cities



# Incubation & Acceleration

Empowering Startups at every step of the investment journey



Capability Building for Startup Founders



One-on-One Micro-Consulting for Fundraising Strategy



Connecting Incubated Startups with Investors

# One-on-One Micro-Consulting for Fundraising Strategy

Preparing startups for investor engagement with key essentials



## Mock Pitches

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Refine startup pitches through simulated investor interactions to receive constructive feedback on delivery, content, and storytelling, and effectively communicate your value proposition to attract investors.



## Financial Projection Feedback

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Gain in-depth analysis and feedback on financial projections, including revenue models, cost structures, forecasts, financial metrics, and KPIs essential for investor confidence, while identifying areas for improvement.



## Valuation Insights

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Gain insights into factors influencing startup valuation, strategies to enhance valuation based on market trends and competition, and clarity on valuation methodologies and negotiation tactics for fundraising rounds.



## Investor Reach Out

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Identify investors aligned with the startup's industry and growth stage, develop personalized outreach strategies, access guidance on building investor relationships, and navigate fundraising processes effectively.

# One-on-One Micro-Consulting for Fundraising Strategy

Preparing startups for investor engagement with key essentials



# Incubation & Acceleration

Empowering Startups at every step of the investment journey



Capability Building for Startup Founders



One-on-One Micro-Consulting for Fundraising Strategy



Connecting Incubated Startups with Investors



# FundEnable's Strong Investor Network Across the World (1/2)

Few of our investor connects

Verinvest



8<sup>th</sup> EIGHT ROADS™



# FundEnable's Strong Investor Network Across the World (2/2)

Few of our investor connects



# Connecting Incubated Startups with Investors

Aligning startups with ideal investors to optimize fundraising success



## Identify Curated List of Investors

Identify a curated list of investors based on startup sector, stage, and investment criteria, ensuring alignment between investor interests and startup profiles



## Share Startup Details

Disseminate comprehensive information including business model, traction, team, and projections to investors



## Generate Investor Interest

Initiate discussions and follow-ups to gauge and cultivate investor enthusiasm

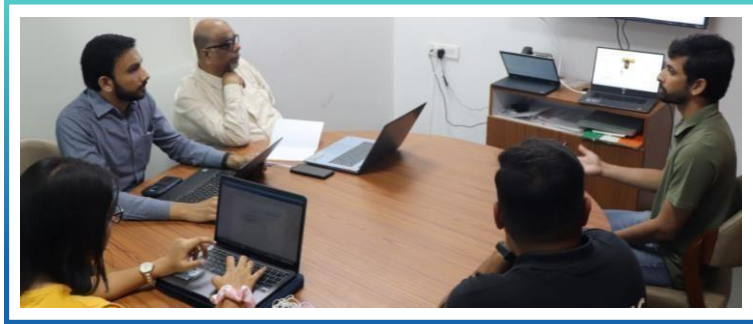


## Conduct Meetings

Facilitate physical or virtual interactions of startups and investors for fruitful engagement and networking opportunities

# Hosting Numerous Demo Days

Organizing One-on-One Pitching Sessions Between Startup Founders & Investors



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## **Our Accelerator Programs...**

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# Few of our clients

Empowering startups to accelerate growth and unlock their full potential.



NSRCEL – IIM Bangalore



Wadhvani Foundation



IIM NAGPUR

InFED – IIM Nagpur



StartupTN

StartupTN Dockyard  
Accelerator Program



Indian STEP & Business  
Incubator Association



IIMV Field Accelerator  
Program



GINSERV - Global  
Incubation  
Accelerator Program



Deshpande Startups

# Recent Accelerator Program with Wadhvani Foundation



200+

Hours of immersive learning and development experience.

12+

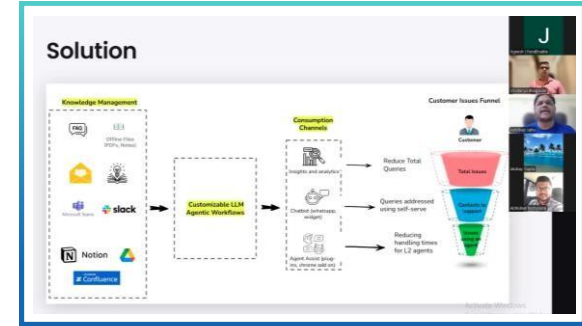
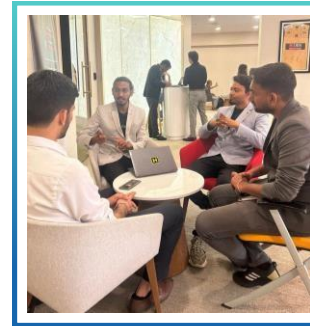
Online courses built for Wadhvani Foundation, driving entrepreneurial growth.

10+

Demo Days covered, showcasing innovative startups and ideas.

7+

Valuable connections in robust pipeline for future growth.



# Recent Accelerator Program with NSRCEL - IIM Bangalore



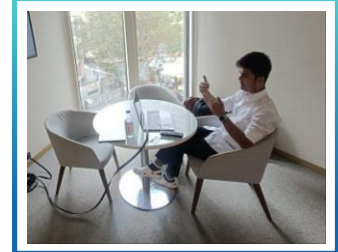
## VELOCITY

### Demo Day

#### 5 Sessions on Fundraising

- ✓ Preparation of Pitch Deck and Financial Model
- ✓ Valuation of Startups
- ✓ Deal Structuring
- ✓ Term Sheet Negotiation
- ✓ Managing Due Diligence

Mentored 20+ startups, empowering them to accelerate growth and achieve their business potential.





# Recent Accelerator Program with InFED – IIM Nagpur



IIM NAGPUR

Our recent program

PHASE I



2-day Venture Capital  
Bootcamp - collaborate  
with 35 founders



PHASE II



Mentoring –  
3 hours of fundraising  
mentorship for each startup



PHASE III



Demo Day



# 3 Day Angel Masterclass Program for Incubators on Investment and Finance.



## Our recent program

### Program Highlights

- ✓ Pitch Deck Essentials
- ✓ Financial Modeling
- ✓ Cap Tables and Valuation
- ✓ Investor Documentation
- ✓ Exit Strategies and Incubator Support

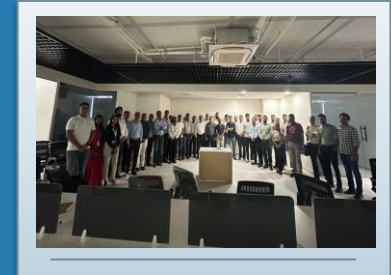
**45+ Incubators Participated in the Program**



# Our Recent Program with DIC - Qatar

## International program

- ▶ **100+ Startups Participated in the Program**
- ▶ **Startup Capability Building Program in the Middle East, Funded by the Qatar Government**



# Accelerator Program Experience



Amazing experience! The 3-day masterclass covered crucial topics like CCDs, term sheets, and due diligence. Real-world case studies and founder insights made it truly impactful!

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**Mr. Ismail Akbani**  
Head - AIC  
Mahindra e-Hub



Thrilled to be part of the Masterclass! Gained valuable insights into investment, finance, and exit strategies for the incubation ecosystem. A truly enriching experience!

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**Mr. Shadab Husain**  
Incubation Manager -  
AIC Pinnacle



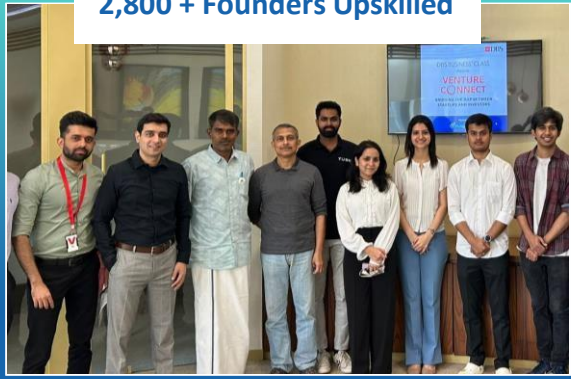
Incredible learning experience! This masterclass provided invaluable insights into startup valuation, growth stages, and exit strategies, especially for incubators in academic settings.

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**Ms. Sayali Bidwai**  
Head - MIT Academy of  
Engineering

# Resulting in FundEnable's Extensive Influence on the Ecosystem

2,800 + Founders Upskilled



50+ Demo Days



950+ Investor Meetings



450+ 1-on-1 Mentoring



\$2 Mn + Raised



# Celebrating 5 Years & 100 Programs of FundEnable!

*20 Cities*

*2,800+ Participating Entrepreneurs*



Mumbai



Bengaluru



Delhi



Hyderabad



Ahmedabad



Pune



Surat



Chennai



Nagpur

# FundEnable in Popular Media

## CNBC Startup Nation

Expert Advice



Venture Capital for Early-Stage Startups



## CNBC Awaaz Entrepreneur

Panel Discussion





# FUNDENABLE

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**Thank You!**

**For more details contact:**

**Sameer Shaikh - 9324102801**

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[www.fundenable.com](http://www.fundenable.com)

