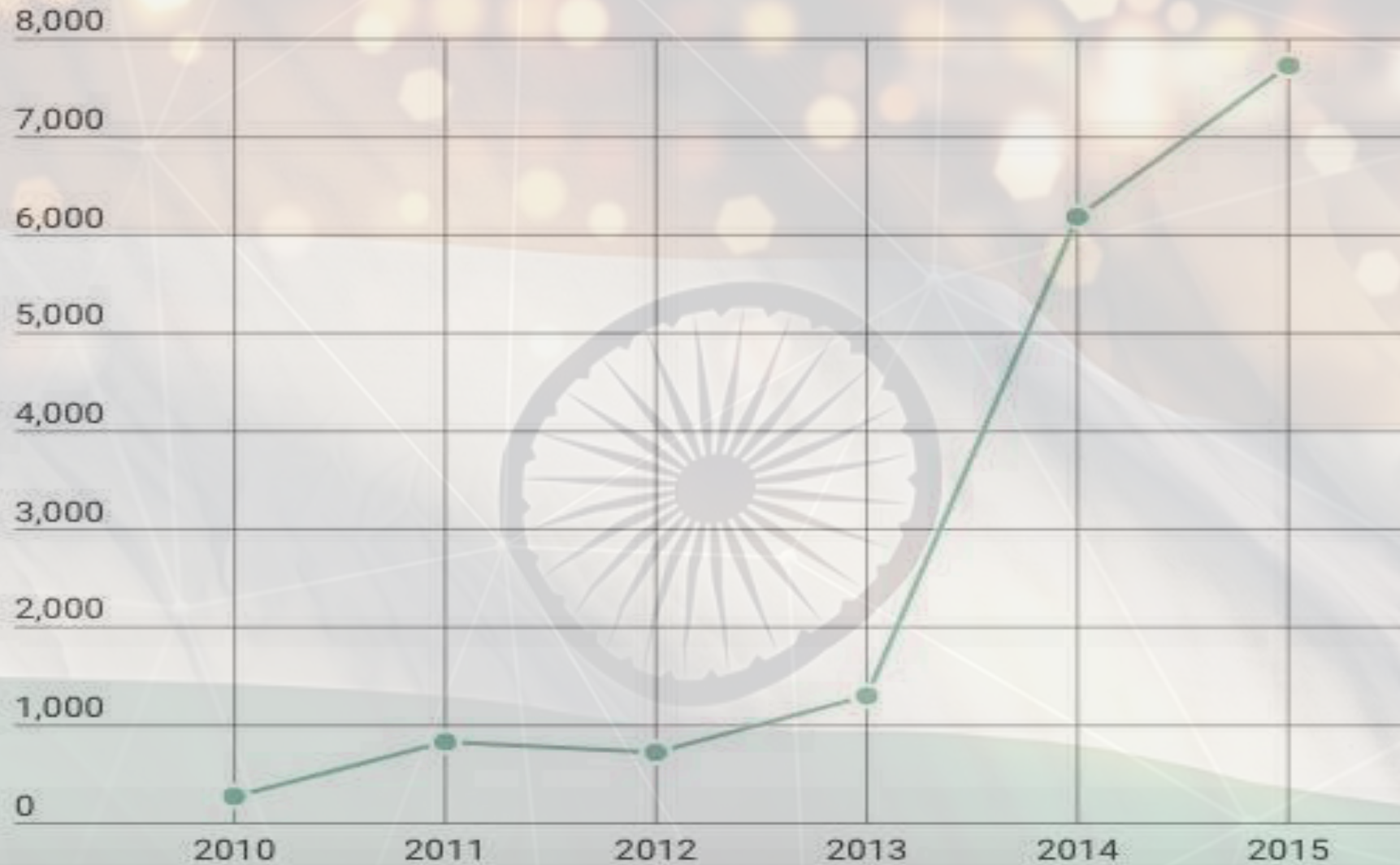


ENTREPRENEURSHIP IN INDIA

DINESH KATIYAR
dinesh@accel.com

Accel

VENTURE CAPITAL IN INDIA



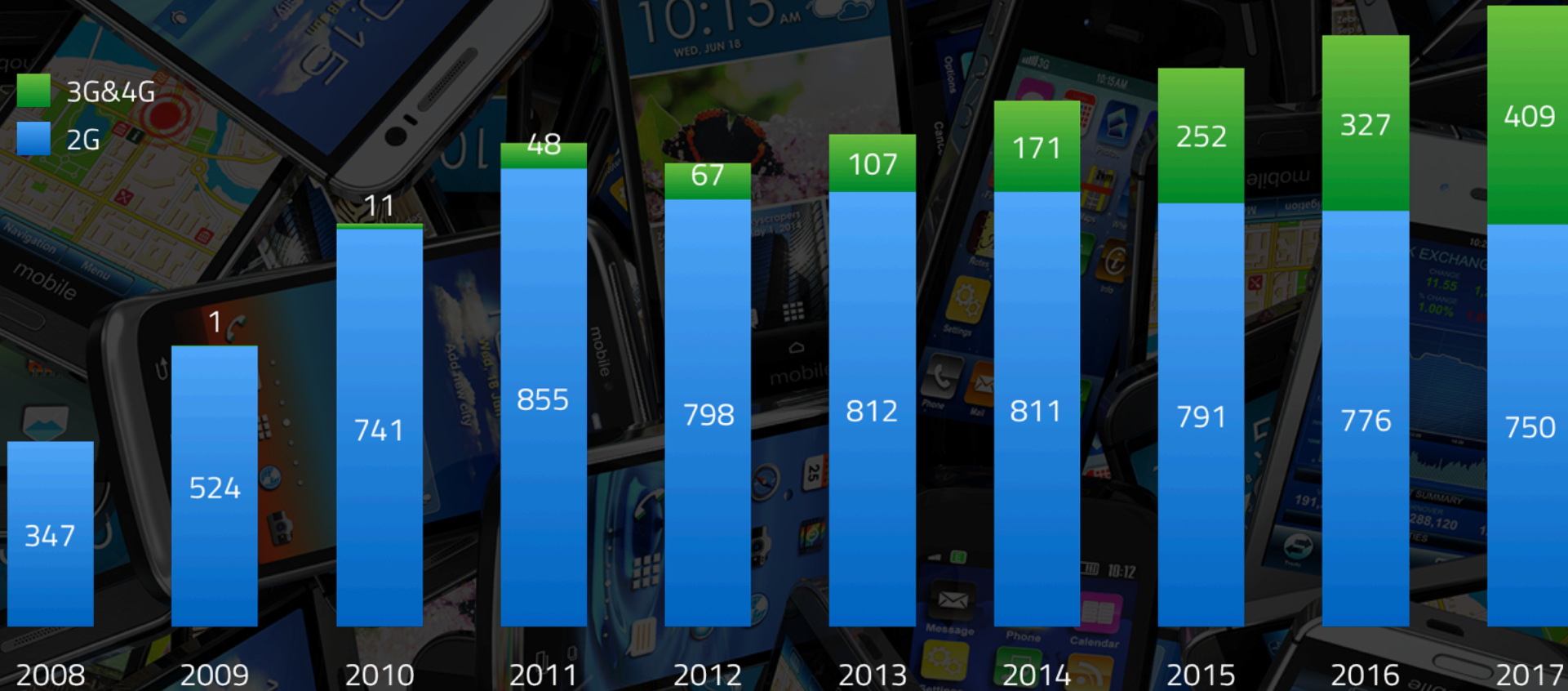
WHY THE GOLD RUSH?



ONE WORD – SMARTPHONES!

Number of mobile connections in India, by type (in Millions)

3G&4G
2G



↑
3G launch

↑
4G launch



**3 PHONE MODELS LAUNCHED
EVERY DAY IN 2014**

Accel

1M PRODUCTS SOLD BY ONE
COMPANY IN TEN HOURS

02
WORLD OF
TECHNOLOGY

03
WORLD OF
SCIENCE

04
WORLD OF
LITERATURE

05
WORLD OF
VISUAL ARTS

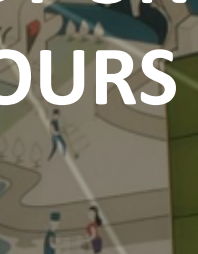
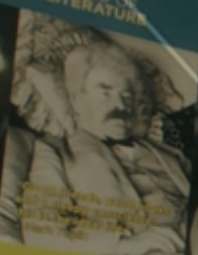
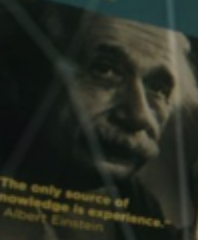
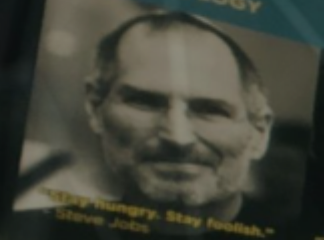
06
WORLD OF
MUSIC

07
WORLD OF
MOVIES

08
WORLD OF
SPORTS

09
WORLD OF
ROCK

10
WORLD OF
GAMES



VISION
Fulfilling aspirations
of a better life

MISSION
The ultimate
purpose and
reason for
existence

BRAND VISION
Building and sustaining a
strong brand

VALUES
Integrity
Innovation
Customer Centricity
Sustainability
Teamwork

Accel

**400K BANK ACCOUNTS EACH DAY
OVER THE LAST YEAR**

Accel

A large, dense crowd of people, many wearing yellow and black striped shirts, with their hands raised in a gesture of unity or support. The image is overlaid with a faint grid pattern.

**A QUARTER OF THE WORLD'S WORKFORCE
BY THE END OF THIS DECADE**

Accel

iGot it first!

#iPhone6India

**WORLD'S HIGHEST CONSUMER
CONFIDENCE INDEX**

Accel

**A GOVT THAT'S PUTTING MONEY BEHIND
TECHNOLOGY LED DEVELOPMENT**



MAKE IN INDIA

Accel



1000 STARTUPS EVERY QUARTER

Accel

Accel Partners in India

100+

Companies

\$500M+

AUM

10+

Years in India

70%+ seed investments

Accel

Investment themes

Empower the Indian consumer...
...and help the global enterprise
...while keeping the world healthy



COMMERCE FOR INDIA



SOFTWARE FOR THE WORLD



HEALTHCARE EVERYWHERE

Accel

Commerce for India



India's largest movie and entertainment destination



commonfloor.com

Leading platform for buying and renting properties



India's largest online shopping platform



India's largest cab booking company



Leading online real estate brokerage

Commerce for India



Celebrity led brands



Online insurance distribution



O2O platform for local merchants to gain customers



India's largest shopping guide for online and offline



India's largest at home medical services provider



India's only integrated food ordering and delivery aggregator

Commerce for India



FABHOTELS.COM

Online first hotels brand



Money View

Personal finance management app



UrbanClap

India's largest hyperlocal services platform

Vedantu

Marketplace for online tutors

scripbox^{IS}

Online wealth management solutions

Accel

Software for the world



India's largest B2B group buying platform



SaaS for retail gifting solutions - 95% market share



Global leader in multichannel helpdesk SaaS offerings



Global leader in SaaS for beauty and wellness industry



Trucking aggregator

Healthcare everywhere

Forus

Ophthalmology medical devices
Market leader in India

MITRA
BIOTECH



M-Powering Personalized Cancer Care

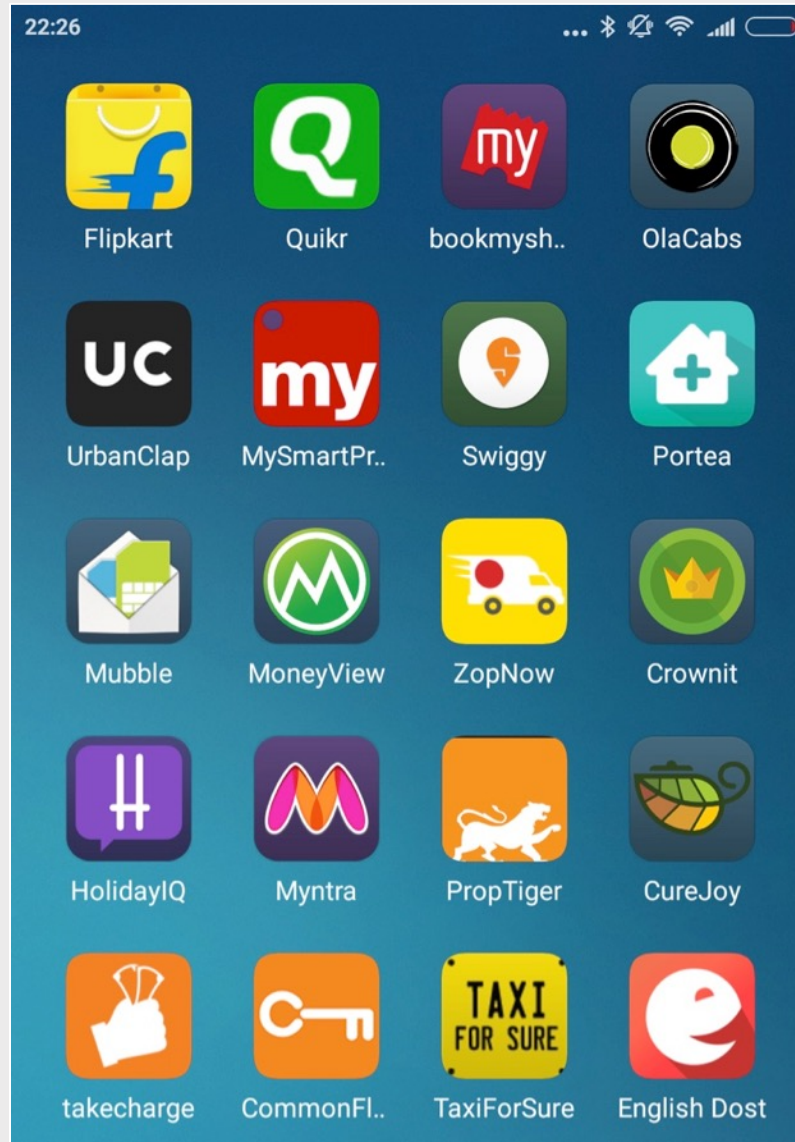
Platform for personalized cancer treatment

Accel



Accel

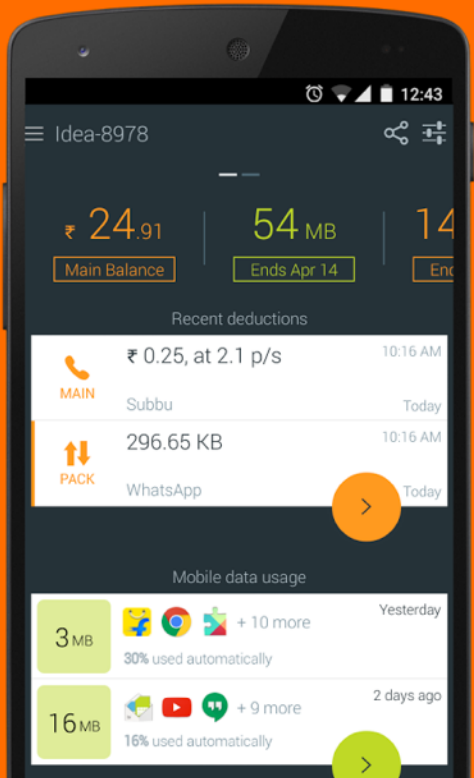
Accel's mobile-first portfolio



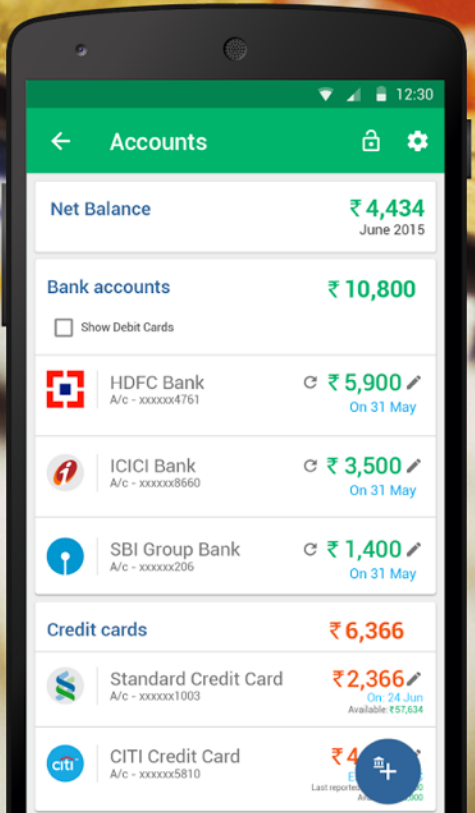
Rise of India-only business models



All balances in one place



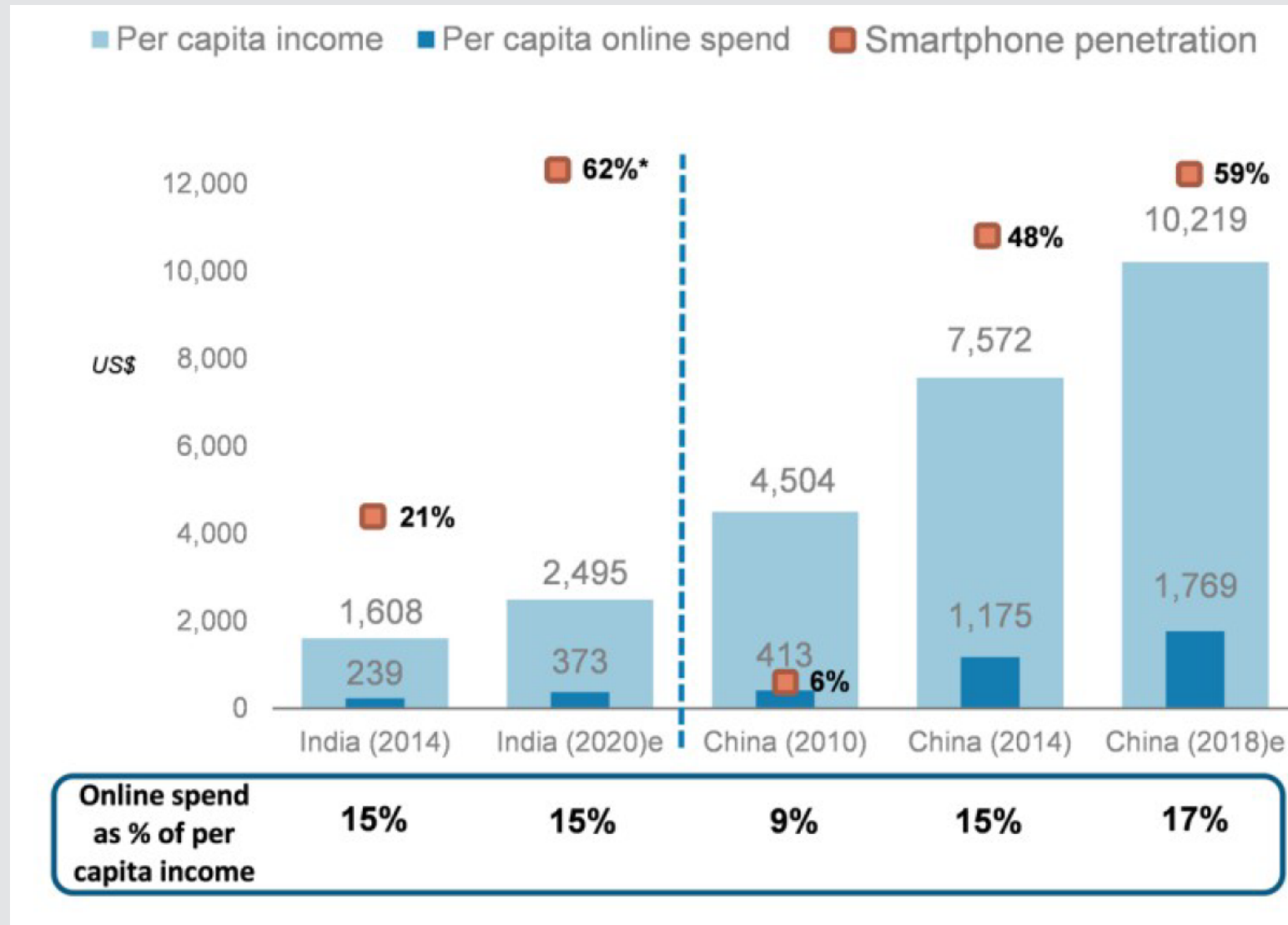
GREAT REAL-TIME VIEW ACROSS ALL YOUR ACCOUNTS



The Easiest way to Learn English



India 10 years behind China in per capita online spend and income



A stylized globe with a wireframe overlay, centered on the Indian subcontinent. The globe is rendered in shades of grey and white, with the continents visible through the wireframe. The background is dark with some faint, glowing particles.

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