



**LEXTECH**

Centre for Entrepreneurship,  
Innovation and Law



सत्ये सिध्यतो धर्मः ॥

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# MONTHLY HIGHLIGHTS

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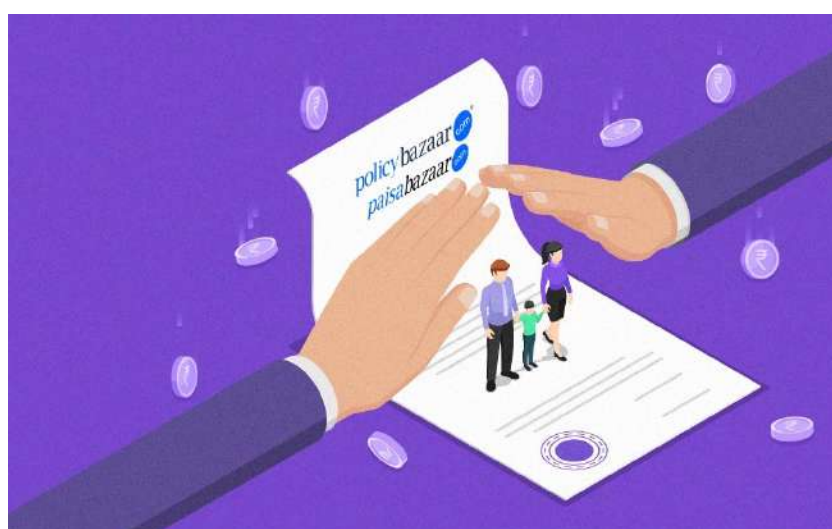
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## **Policybazaar becomes the most valuable Insurance Marketplace in the world**

PB Fintech, the parent company of Policybazaar has emerged as the most valuable insurance marketplace in the world after listing on the NSE. With its stock closing at Rs. 1,203, this was 22.74% higher than its IPO pricing, pushing up the valuation of the company to \$7.27 billion. In terms of the market cap to sales ratio, Policybazaar sits much higher than American and British peers like Goosehead Insurance or Moneysupermarket.com.

Although, Policybazaar had a domestic market share of 93.4%, its market cap among domestic insurance firms is quite less. While PB Fintech reported a revenue of Rs. 887 crore by the end of this fiscal year, market leaders like HDFC Life reported profits of up to 1361 crore.



## SEBI proposes a cap in using the money raised by startups in IPOs for M&As

SEBI is of the opinion that raising funds for unidentified acquisitions may lead to uncertainty in the IPO objects. A combined limit of 35% of the fresh issue size for deployment on inorganic expansion initiatives and general business purposes has been proposed. According to SEBI, most start-up acquisitions have supplied paperwork outlining goals without plausible targets. The cap does not apply if the intended acquisition is specified and disclosed in the offer document, SEBI stated.

Experts believe that this cap may harm start-ups since in the future, new-age technology businesses would try to acquire additional companies, which will require capital and a cap may limit this.

## DeHaat - A full-stack Agri-tech Start-up has raised \$115 million in the largest agri-tech round in India

Patna-based DeHaat has raised \$115 million in Series D funding and is now valued at \$160 million after 4 rounds of funding. Given the fresh funding, DeHaat aims to expand beyond the agriculture clusters and into states like Rajasthan, Madhya Pradesh, and Maharashtra. In the last 7 months, DeHaat has noted a 5x growth by creating a rural network in India of more than 3,000 microentrepreneurs. It currently serves more than 650,000 farmers in India and aims to serve 5 million by 2024. It mainly offers end-to-end agricultural services to farmers by distributing high-quality agri-inputs, customized farm advisory, financial services, etc.



**DeHaat**<sup>®</sup>  
Seeds to Market

# Paytm



## Paytm IPO seen as a ‘high risk’ bet for Investors

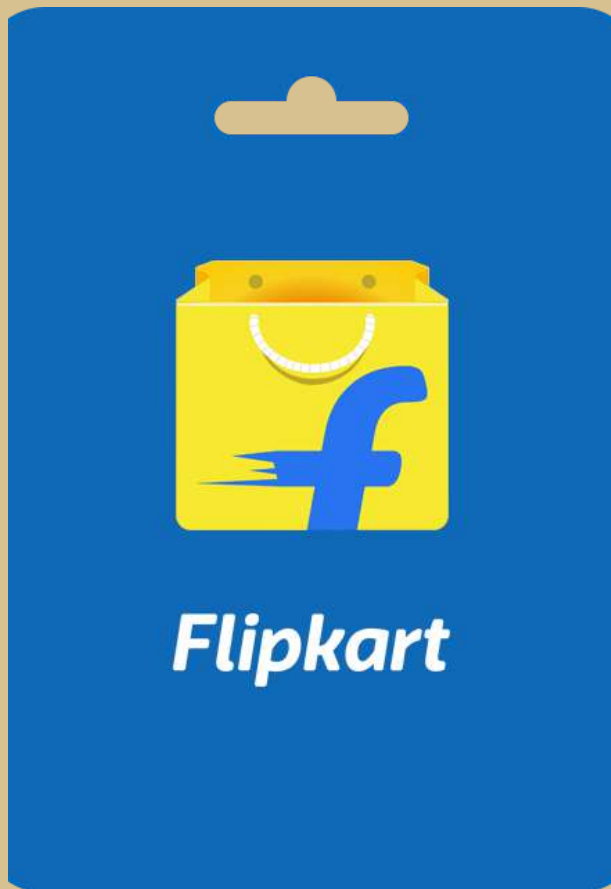
Paytm's IPO is the largest in Indian corporate history. It has been competing with big players like Alphabet Inc.'s Google Pay and Walmart Inc.'s PhonePe. The fintech giant aimed to raise \$2.5 billion by selling shares priced between Rs. 2080 and 2150. However, it was apparent that the IPO came in at volatile time with extremely rich valuations. Analysts had warned investors of overvaluations and the grey market premiums before the listing also reflected the same. Unfortunately, the stock price cratered soon after listing and investors bled a lot of money. Since its listing, the stock price of loss-making firm has stabilised and even moved up, which leads optimists to believe that demand for the company will come eventually, just not as quickly as witnessed with firms like Nykaa or Zomato.

## Nykaa shares surge in its market debut, market cap crosses Rs. 1 lakh crore

Nykaa made a strong debut in the Indian share market, with over 82% listing gains in its stock price at Rs. 2,054 per share on the NSE compared to its IPO issue price of Rs 1,125 apiece. Its market cap crossed Rs. 1 lakh crore in early trades itself. With a diverse portfolio of beauty, personal care, and fashion products, Nykaa is very popular among today's youth. Nykaa reported a net profit of 61 crores in 2021 as compared to a net loss of 16.3 crores in 2020.

Nykaa plans to open retail stores and expand in more cities and formats from the funds raised. It also wants to pay off some of its debt with this money, which will help them in bringing down interest costs and increasing profitability.

The logo for Nykaa.com, featuring the word 'NYKAA' in a stylized, pink-to-red gradient font, with '.COM' in a smaller, red font to the right.

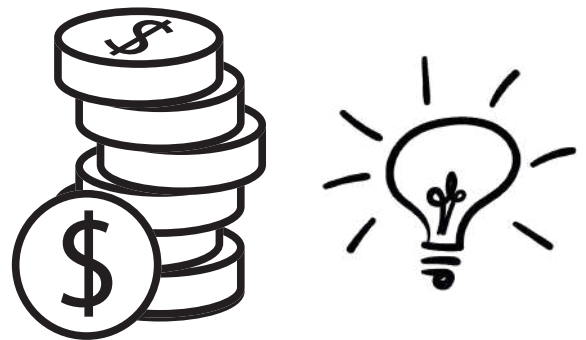


## Flipkart forays into Healthcare acquires online pharmacy platform

Flipkart has forayed into the healthcare sector through the launch of Flipkart Health+. The group is set to acquire a share in Sastasundar Marketplace Limited, an online pharmacy that aims to provide affordable healthcare. It chose an apt time to enter the healthcare market as the supply of medical products has increased amidst the pandemic. Sastasundar has a network of more than 490 pharmacies. It used authentic sources and delivers the products across the country. The synergy aims to prioritize the consumer's needs and transform the online pharmaceutical sector.

## Indian Start-ups received \$6.1 billion in funding Q3 2021: Nasscom Report

The technology start-ups in India received \$6.1 Billion in funding in the third quarter of 2021. The number of start-ups valued at \$1 billion or more continued to grow and 13 new unicorns were added. Maximum investments were seen to be made in Ed-tech followed by Food-tech and the major investors were Sequoia Capital and Tiger Global. About 77% trade took place in the business to consumer sector instead of Business to Business, which attracted just 23%. The increased focus was towards the late-stage start-ups, accounting for more than 50% of the deal value.



**NASSCOM**<sup>®</sup>



## Tesla India orders Made in India smart inverters from IIT Kanpur-based start-up

Oxy Neutron India Pvt. Ltd. has unveiled a 'Magic Box' Smart Lithium wall portable inverter. The company is incubated by IIT Kanpur. The device is fabricated with copper wiring and can be controlled through a smartphone. It has solar charging capabilities and can even be used to charge EVs. Tesla India has placed a bulk order for their portable inverters. Tesla's arrival may even help local suppliers by relying on them for sourcing local parts. The company claims that it has 15-year battery life. It might also help in the reduction of import duties in India which Tesla claims to be some of the highest in the world.

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