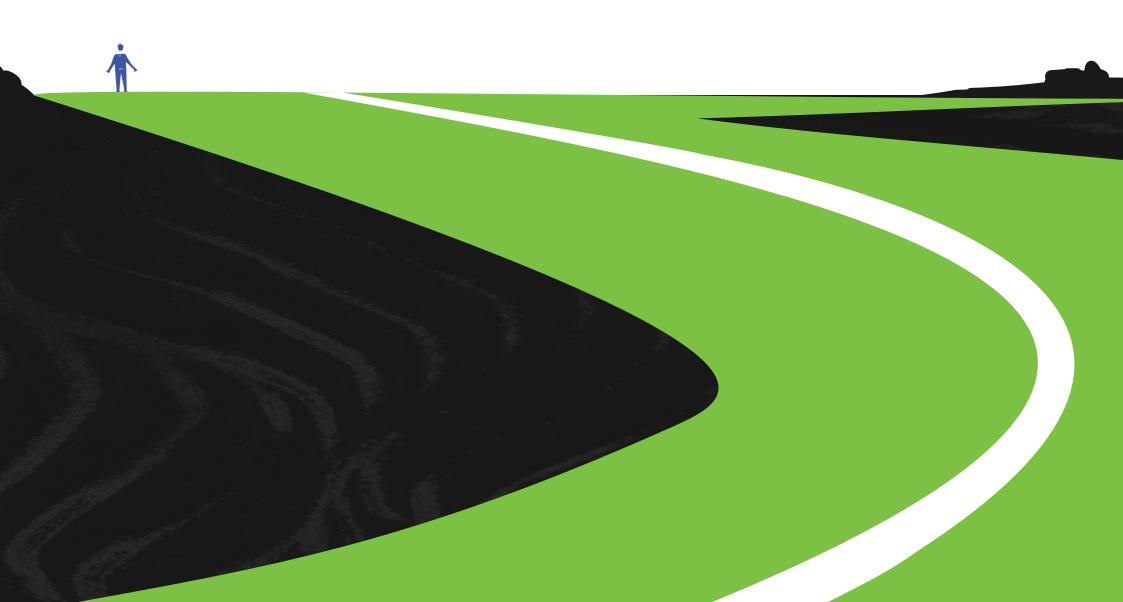
STUDENT VENTURE PARTNER PROGRAM



BATCH OF 2023





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FOREWORD

A MESSAGE FROM VENTURE HIGHWAY

Venture Highway was started as a passion to seed next-generation tech entrepreneurs building from India.

In our journey, we have had the privilege to partner with the founders of Meesho, Moglix, Sharechat, MPL, and many more, all of whom share a few common traits. These common traits include desire, resilience and a high capability to create world-class companies from India!

Some say that the desire "to build an institution" is almost a special DNA in individuals and that this desire starts early in their lives. The proof is that quite a few of our founders began their start-up journey in their dorm rooms. Many others had the seed of their future startup on the college campus.

Assimilating stories from our founders and based on our own experience, we understand that the campus and the dorm room are prized places where ideas brim, networks flourish, and co-founders are found!

We decided to go to the dorm rooms to find our next potential partners, the genesis of our Student Venture Partner Program ("SVP" program).

The program's key goal was to "give back" to the start-up ecosystem by exposing highly talented individuals such as yourselves to the world of ideas, tech, product, operators and venture capitalists. In the process, we also wanted to learn from you about future business opportunities and get exposed to your networks, which are the breeding grounds for such ideas.

We have completed our third season of the SVP program, and it has been nothing short of a fantastic experience for team Venture Highway to learn from and work with you, as we hope it was for you as well.

This yearbook is an effort to memorialise our time together.

Warm Regards, Neeraj & Priya



SVP PROGRAM

THE REAL MVP

We wanted this to be a real learning experience for you, a backstage ticket to live interactions with investment managers and startup founders. The program included many live interactions, curated sessions and specific, actionable projects with our portfolio. However, the main highlight was the excellent set of startups sourced and presented by you to us.

SVP TIMELINE

NO.	STAGE	INDUCTION			STABILISATION				PERFORMANCE				FAREWELL
		WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6	WEEK 7	WEEK 8	WEEK 9	WEEK 10	WEEK 11	WEEK 12
1	Application												
2	Pitch Submission												
3	Interviews												
4	Onboarding												
5	Sourcing and Diligence												
6	Portfolio Projects												
7	Presentations												

FAQs by SVP

What features of an investment would make you confident about it? How do you evaluate the interpersonal dynamics of founders? Does pedigree provide risk mitigation for founders and make them less hungry? How do you value companies? How do VCs add value to portfolio companies? What is your role as a board member? How do you manage conflict with founders and other board members? How does being a founder help in being a VC? How do you suggest founders select investors? Why should founders pick VH? Do you need relevant experience to become a founder? How has your role as a founder changed post your company's IPO? How do you take the risk of becoming a founder at such a late stage in your career?

AMA SESSIONS



VENTURE PARTNER

AAKANKSHA

INVESTMENT TEAM

FOUNDER OF

ALOK

DRIVETRAIN

ABHISHEK

NEERAJ

PARTNER

FOUNDER OF

TRACXN



Deep dives with the VH family



MESSAGE FROM THE FOUNDERS

ALOK GOEL FOUNDER, DRIVETRAIN



I had a great experience doing the AMA session with the SVPs. I was amazed to see how deeply they were aware of the VC industry and its mechanics. The questions were very thoughtful and went pretty deep into strategy and meta-learnings from life:) They are clearly a bright and talented group of individuals, and I am excited to see what they accomplish in the future. Wish them great luck!





ABHISHEK GOYAL

FOUNDER, TRACXN

OTracxn

I was really impressed with the questions of the SVPs.

They were thoroughly updated about my work and our journey at Tracxn. They demonstrated a deep passion for entrepreneurship and were eager to learn and asked great questions about how to build successful startups. I'm confident that they will all go on to do great things. They have the potential to be the next generation of VCs and founders.

7

SVP'S MOST VALUABLE PICKS



Brance

Al-based Conversational Support for Customer Support and Inside Sales Pitched to IC by Dibyajit Bardhan





van

Vani

Communication Coaching for Professionals Pitched to IC by Shloka Bhuwalka





Segwise Al

Co-Pilot for Growth Teams.

\$2M Seed from Blume and
Powerhouse Ventures.

Pitched by Sidharth Tadeparti



Portkey

Observability for Generative Al models and LLM creation.
\$3M Seed from Lightspeed Venture Partners.

Pitched by Anusha Vajpayee





Crib

SaaS for rental property

management.

\$2M from Angels.

Pitched by Abhinav Sardesai



Elivaas

Second Home Ownership.

\$2M Seed from Surge.

Pitched by Hanushavardhini S





Collectiv Al

GPT-based platform provider

to ship codes.

\$2.5M Seed from Peak XV and

Nexus Venture Partners.

Pitched by Ishita Garg



PORTFOLIO PROJECTS









Drivetrain

Strategic Finance Platform for the Modern Business

Estimating the market size for a D2C-focused revenue forecasting tool.









EIGHT

Eight Network

Audio Broadcasting Platform

User segmentation and development of onboarding and activation journeys.









IvyHomes

Digital Reseller of Premium Residential Real Estate

Ascertaining Interest sensitivity to home buying in the premium segment.











Meragi

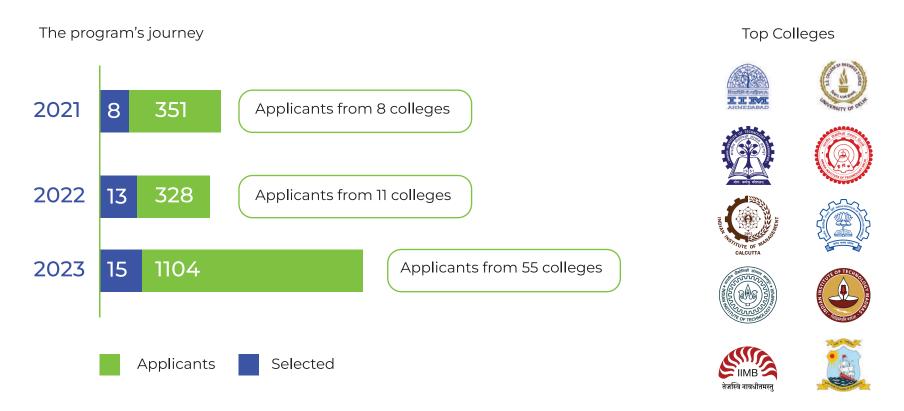
Platform to Discover, Design & Purchase Wedding-related Services & Products

Estimating the size of the B2B weddings market and identifying the entry vertical .

FROM THE VH TEAM

COHORT-WISE LEARNINGS AND OBSERVATIONS

We are in Season 3 of the Student Venture Partner Program, and like any best running Series on Netflix, our Seasons continue to be encouraged not just by the disproportionate growth in applications and expansion into more colleges but also because of the strong & genuine feedback we have been getting from our alumni.



APPLICATION PROCESS & SELECTION

The key takeaway for us this cohort, during the admissions, was the thoroughness demonstrated by the applicants in their research and submissions. This is evidence of your strong intent, awareness and curiosity.

The selection rate was 1%, compared to 3% in 2022 & 2021, and the key criteria we applied were: clarity of thought, demonstrated execution and passion for startups.

Team Venture Highway had the opportunity to interact with the entire cohort across many occasions. Our common observation was the high quality of questions, perspectives and the speed of work. Out of the 1000 companies sourced by your cohort, 5 companies had previously reached a partner-level discussion and were funded by the ecosystem. This percentage is very encouraging and is demonstrative of the quality of startups brought forth by you.

2023 has been an interesting and trying year for the startup world with significant degrowth in funding, more focus on governance and continued pressure for startups to grow, albeit with a fiscally frugal mindset. Given the context of the environment, the startup ecosystem, founders and investors alike, is going through a stage of re-evaluation and, perhaps, a re-imagination of the current structures!

In this melee, we need more genuinely earnest, curious, passionate and intellectually honest participants to become founders, operators and investors. We see in many of you the potential to take up that mantle.

Thanks for trusting us to play a small part in what we believe will be a magical journey.



Abhinav Sardesai (He/Him) • 1st

Incoming Business Analyst @ McKinsey & Co. | Hindu College

Straight out of undergrad, Venture Capital was a jargon which I had little to no knowledge about. Gaining insights into an industry with small teams and big ideas is usually inaccessible but the intricately curated Student Venture Partner Program by Venture Highway LLP has been the perfect launchpad for me to understand an investors' perspective!

This program takes you over the entire workflow of a VC's journey, starting with sourcing, diligence, deal evaluation, thesis building, and portfolio management. Joining founder calls, representing the firm and then discussing the thesis internally equipped me with fresh insights, multi-directional views and holistic perspectives!



Shloka Bhuwalka • 1st

Investment Banking Analyst at Morgan Stanley | IIT Delhi | Venture High...

Reflecting on my incredible experience as a Student Venture Partner at Venture Highway LLP, I am filled with gratitude and a sense of accomplishment. This program has been a pivotal launchpad for me to gain profound insights into the world of venture capital and understand the investor's perspective.

Through this program, I have had the privilege of delving into every aspect of a VC's journey, from sourcing and diligence to deal evaluation and portfolio management. The knowledge sessions led by esteemed thought leaders and pioneers in the industry, such as Priya Mohan, Rahul Garg, CFA, and Aviral Bhatnagar have been a source of immense enrichment.



Anusha Vajpayee (She/Her) - 1st

McKinsey & Co. (Incoming) • IIM Calcutta • Venture Highway • Ex-BCG,...

Looking back at my summer post-MBA, one of the brightest moments has been my stint as a Student Venture Partner at Venture Highway LLP.

It has been an absolute pleasure to be a part of this prestigious program. A curated peek into the world of VC, I have been exposed to all facets - from sourcing, to evaluation, to portfolio management, as a part of the VH team.

It's been a privilege and honour to hear from top minds in the ecosystem - Priya Mohan, Rahul Garg, CFA, Abhishek Goyal, Alok Goel and to have weekly discussions with brilliant and nuanced insights from Aviral Bhatnagar.

Akul Jindal has been a phenomenal guide and mentor, with his knowledge, experience, and great sense of humor. Parth Chhaparwal and Abishek Chopra have been so helpful and approachable, and the whole team has made this experience all the more memorable.



Hanushavardhini Senthur Selvam • 1st

Development Studies, IIT Madras I Ex-Co-Founder, impactHut Learning..

For the past five weeks, I have been a Student Venture Partner at Venture Highway LLP, immersing myself in the world of venture capital. After gaining some exposure to the Venture Capital landscape during my previous internship at Speciale Invest, I strongly desired to delve deeper and expand my knowledge. That's when I discovered the SVP program offered by Venture Highway LLP.

This program has been meticulously designed to understand the VC journey comprehensively. From learning the intricacies of sourcing promising startups to evaluating founders and managing portfolios, I have gained immense knowledge and expertise. Engaging in hands-on experiences such as leading founder calls and conducting industry analyses has added tremendous value to my learning. Additionally, the opportunity to work with Meragi for their market expansion has been fascinating.

FROM THE VH TEAM

COHORT-WISE LEARNINGS AND OBSERVATIONS - 2022

With the lessons we learned from the first cohort, we were able to expand the program by 60% and enable more students across more colleges. We saw a lot of warmth in the smaller groups, and that feeling continued as we expanded.

As the second cohort, you already had a baseline of expectations of what to expect from talented students like yourselves. The quality of your questions and perspectives across all interactions with the VH leadership team indicated that many of you had done your homework and had high clarity of thought about the startup world.

In 2022, deal flow was different than it had been in 2021. Yet, you found 400+ companies out of which 3 were our portfolio companies in stealth mode. This was a clear validation of your high-quality sourcing. Your suggestions on how to improve and scale the program were extremely useful, and we plan to implement some of them in the next cohort. A key one being extending the program beyond the fixed time window.

We can visualise each of you playing a critical role in the ecosystem as founders, business leaders and investors.

We thank you for your trust in us.



STUDENT VENTURE PARTNER PROGRAM

BATCH OF 2023

Sidharth Tadeparti - IIT, MADRAS

The team at Venture Highway curated an excellent learning experience that not only introduced me to the fundamentals of the space but gave me sharpened perspectives about the startup ecosystem as a whole. I am immensely grateful for the nuanced discussions with my talented peers and mentors during the program. Most Inspiring, though, was the opportunity to interact with passionate founders who changed how I looked at things. If you're in a transitional phase, I'd highly recommend applying to future cohorts of the SVP program. Trust me; you won't regret it!



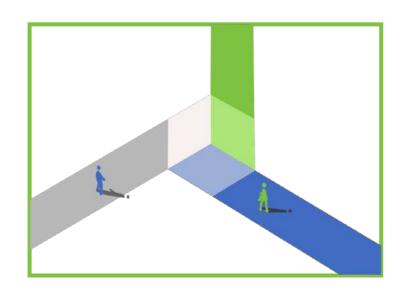
VH SVP BATCH OF 2023





"Don't count the days. Make the days count.

- MUHAMMAD ALI



"The man who loves walking, walks further than the man who loves the destination. Keep hydrating anyway."



Abhinav Sardesai - HINDU COLLEGE, DELHI

It has been an extremely exciting journey with the VH team! Calling this an internship would be a gross understatement. I have thoroughly enjoyed working (more so learning) here with everyone. The program walks you through the entire VC journey step-by-step and has given me a taste of what it takes to be an early-stage investor. A shout out to Akul and Aviral for making sure each SVP grows at their own comfortable space and the individual mentoring has been unparalleled. I would highly recommend this experience to anyone who is keen on learning and contributing to the VC space!



Abraham K J

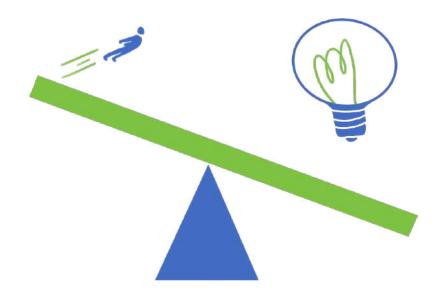
IIM, LUCKNOW

Really enjoyed the unique opportunity to be associated with VH. To me the culture that permeated within the firm, right from partners to our mentors was what stood out. Everyone was so down to earth, ready to listen and always willing to help. On the learning front, great insights on the day-to-day functioning of a junior VC right from sourcing, founder calls and portfolio work. Truly satisfied with the value for the energy and time put in. Looking forward to keeping in touch with you all!

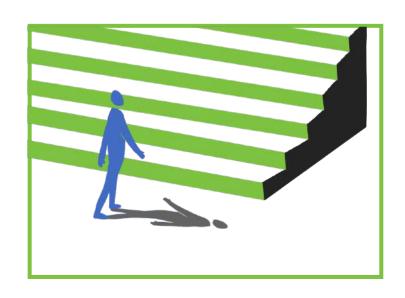


VH SVP BATCH OF 2023





Don't just wait for getting to the next peak or win, enjoy the journey. That is more important!



"Don't watch the clock; do what it does. Keep going."

- SAM LEVENSON



Vidushi Verma - IIT, BOMBAY

My experience at Venture Highway was absolutely fantastic. It was the perfect way to be introduced to the world of startups and investing. Whether it was a long sourcing call or collaborating on portfolio cases, I always looked forward to working with my fellow SVPs as these meets were super fun and insightful. The sessions led by the leadership team were eagerly anticipated, offering invaluable insights into the VC ecosystem and beyond. Overall, my time at Venture Highway was truly enriching, and I am immensely grateful to Akul, Aviral and the team for such a great experience.



Lakshraj Doshi

IIT, KHARAGPUR

I am profoundly grateful for the invaluable experience I have gained exploring the inner ropes of venture capital. The opportunity to witness the VC landscape up-close, with utmost honesty, has exceeded all my expectations. Along with an amazing and supportive cohort, alongside the VH team, the experience was truly worthwhile & memorable



VH SVP BATCH OF 2023





"It always seems impossible until it's done.

- NELSON MANDELA



It is our choices that show what we truly are, far more than our abilities.



Hanushavardhini

· IIT, MADRAS

Where to start? 100 words is too less to document 8 weeks. But yeah, I learnt the craft from one sliders of Aviral. Looking back, one of the best times I have had working while having fun. It was such an enriching experience in terms of founder calls as it threw light on the diversity of problems in the ecosystem & it was kinda fun to be on the other side evaluating them. Working with portfolio companies gave an insider view of a founder journey. Loads of takeaways from each & everyone in the team. Hoping to stay in touch with all of them:)



VH SVP BATCH OF 2023

Shloka Bhuwalka - 117, DELHI

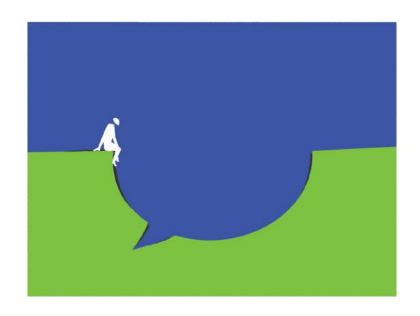
The SVP program has been the best launchpad that I could have found into the world of venture capital. The learning curve has been very steep and I've learnt a lot right from sourcing and diligence to working with portfolio companies and presenting to the IC. However, the best part - all this learning was accompanied by so much fun! The interactions with the team as well as my fellow SVPs have been amazing. One of the most memorable internships so far!







Shoot for the moon; if you miss you will die in space, which is cool.



"There are no foolish questions, and no one becomes a fool until they stop asking questions."

- CHARLES PROTEUS STEINMETZ



Anusha Vaipayee - IIM, CALCUTTA

Its been an absolute pleasure to be a part of the SVP cohort at VH. I've not had an internship which has been more enriching or eye-opening than this one. A huge, huge thanks to the entire VH team - you are truly amazing people to be around. A special shoutout here to Aviral and Akul - thank you for always being there to help out and listen, you truly inspire me to learn and be better:). Thank you for making this summer what it was, and I hope that I always stay in touch with all of you:)

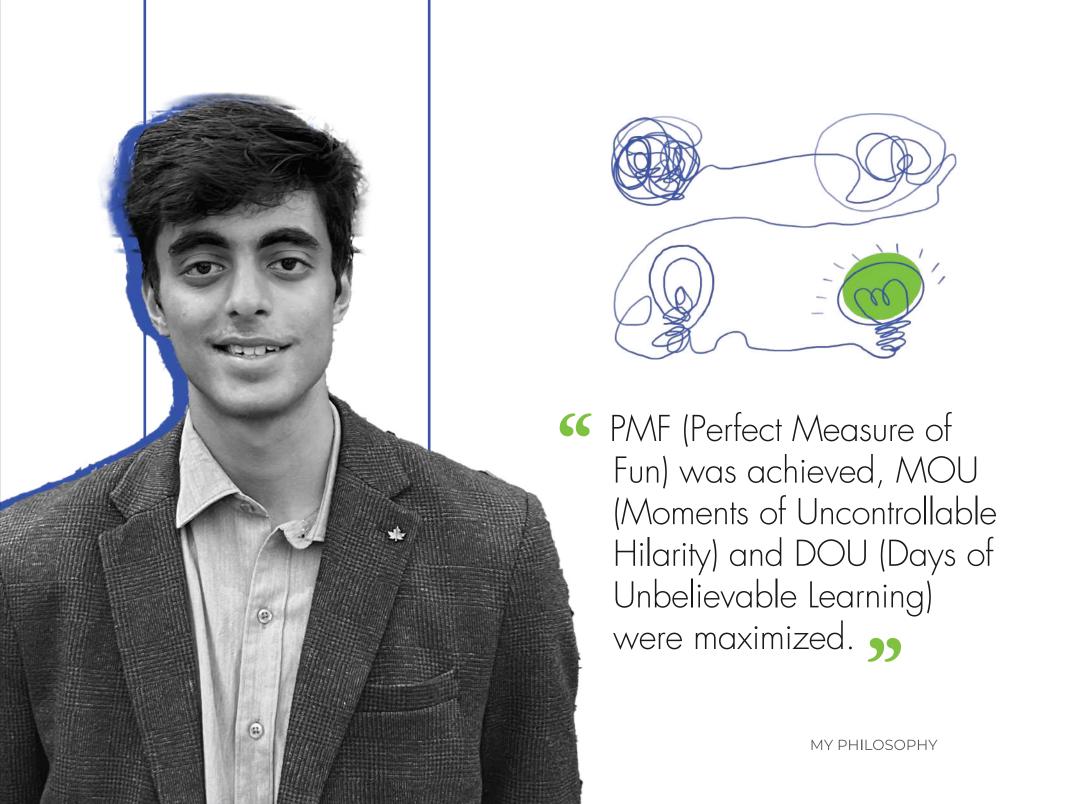


Bhavya Sood - ss college of Business studies, delhi

Shadowing founder calls, sourcing deals, evaluating startups, and actively participating in due diligence have truly been transformative experiences. However, their true allure lies in the invaluable opportunity to engage with and learn from visionary founders and the exceptional VH team. I am profoundly grateful to Aviral, Parth, Akul, and the entire VH team for their unwavering mentorship and significant contributions. Their guidance has been instrumental in deepening my understanding of the startup landscape as a Student Venture Partner at Venture Highway.



BATCH OF 2023





The greatest glory in living lies not in never falling, but in rising every time we fall.

- NELSON MANDELA



Ishita Garg - 117, DELHI

Looking back at my time in this program, I have learnt a lot about the investing world and created lifelong bonds, thanks to Aviral, Parth, Akul and the rest of the VH team. It has truly been an enriching journey diving into the intricacies of early stage investing and venture capital as a whole. Weekly sessions with founders, senior members of the VH team allowed us to gain valuable insights from their journeys. The hands-on work done throughout this program allowed us to truly learn and grow from this experience. Lastly, a huge shoutout to all my fellow SVPs for making these 2 months memorable!



Shambhavi Joshi

- IIM, CALCUTTA

It started with a prank, was carried by laughter, and will end with a mixer! The past 8 weeks at VH have been a perfect amalgamation of new learnings, experiences, and friendships. From attending founder calls across sectors and analyzing them to working on real impact portfolio projects and interacting with industry experts, the SVP program has helped me gain a deeper understanding of the Indian startup ecosystem, the VC world, investor perspectives and the 0-1-100 journey of startups. It wouldn't have been possible without Aviral, Akul, Parth, and my fellow SVPs. Thanks for always being approachable, curating and being a part of this fantastic program and developing our meme-making skills along the way!

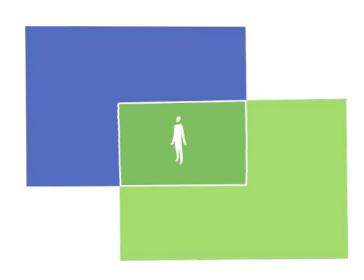


VH SVP BATCH OF 2023





The best way to lure 15 SVPs is through 1 Ferrero!



"It's not about being well known, but about embracing your uniqueness to create a difference that makes you worth knowing.



Manya Gupta

SHRI RAM COLLEGE OF COMMERCE, DELHI

My internship at Venture Highway was an incredible experience that provided invaluable insights into the field of Venture Capital. The people I worked with were simply amazing - their unwavering support and collaborative nature transformed every mistake into a valuable learning opportunity, creating an exceptional work environment. The engaging AMA sessions pushed me to think critically and challenged me to grow. The team, the vibrant atmosphere, and the inclusive culture at Venture Highway set a new standard for me. I truly treasured every second of my internship, and the experiences and skills I gained have left an indelible mark on my professional path.



VH SVP BATCH OF 2023

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Dibyajit Bardhan

- IIM, AHMEDABAD

The SVP stint has been quite an experience for me – from getting to know the nuts and bolts of sourcing and diligence, to absorbing the early investor's judgement, it's been a wonderful journey. The fantastic SVP peers induced in me many aha moments. I am truly grateful to have had this opportunity.

VH has fantastic folks-

Super smart, and warm,

Akul's humor and Aviral's sagely calm!

Abishek's mentorship, Parth's wrapper around GPT4;

Smitha's meticulousness helped us soar.

Akanksha's gift for clarity!

With Rahul's genuineness & Priya's charisma at the core,

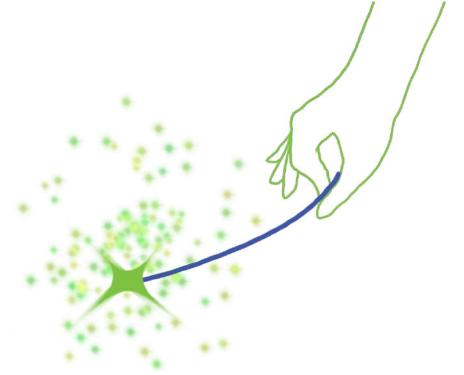
VH is a VC but also so much more.

When I look back, It's these people and their stories,

Beyond the work and its glories.







If you don't believe in any kind of magic, or mystery, basically, (you're) as good as dead

- ALBERT EINSTEIN



In a world full of chaos, the symphony of greatness is composed by those who march to the beat of their own rhythm.



Mohak Ghelani - IIM, AHMEDABAD

Reflecting on my time at Venture Highway brings forth an overwhelming sense of gratitude and accomplishment. VH's meticulously curated Student Venture Partner program provided me with an exclusive passport to dive deep into the intricacies of the startup ecosystem. From sourcing and evaluating promising ventures to actively participating in investment decisions and portfolio company support, every step was a masterclass in strategic thinking, risk assessment, and fostering innovation. The exposure to the pulse of innovation and the mentorship received from the entire team at VH has greatly fuelled my passion for entrepreneurship and my belief in the Indian startup ecosystem. Truly grateful for this transformative experience!



Gagan Aryan -IIT, KANPUR

As someone deeply interested in startups, products, and innovation, VH's SVP program was a perfect place for me to interact with like-minded folks from across the business, tech, and venture sides of the startup world. Super glad that I went through this program.

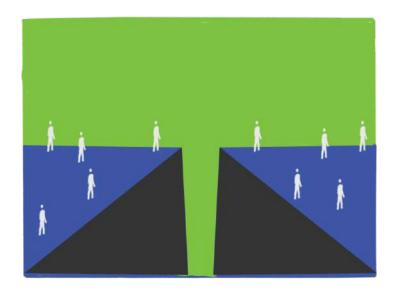
The exchange of ideas, perspectives, and insights that ensued was nothing short of invigorating, allowing me to both learn from others and contribute my own viewpoint to the larger conversation.

Would definitely recommend folks to apply for the program in the next rendition.



/H SVP BATCH OF 202





In many cases it's more accurate to model the world as 500 people than 8 billion.

- NAT FRIEDMAN

ABOUT THE PROGRAM



The Student Venture Partner Program brings together talented students from India's elite institutions. The program allows every SVP to be a VC.

You get to do the three things we do every day:

- Sourcing & Discovery
- S Investment Evaluation
- 2 Portfolio Management



WHAT DOES THE ROLE LOOK LIKE?



 \mathbf{H}

VENTURE HIGHWAY

Each student works with a mentor from the investment team during the program. We expect this program to be demanding and fast-paced. We want you to be eager to learn about the Indian startup ecosystem and work with founders as they start their companies.



Your day-to-day activities will include:

- GROWING YOUR NETWORK AND MEETING STARTUP FOUNDERS.
- HELP VENTURE HIGHWAY DISCOVER STARTUPS FROM VARIOUS SOURCES.
- EVALUATING COMPANIES AND GATHERING FEEDBACK ON THE FOUNDERS.
- $\stackrel{ ext{ iny }}{ ext{ iny }}$ undertaking market sizing,competitive analysis and customer dipsticks.
- WORKING WITH PORTFOLIO COMPANIES ON SPECIAL PROJECTS.

BENEFITS

INSIDER ACCESS

Front row tickets to the Indian startup ecosystem.

VC 101

Learning the A-Z of the role of a Venture Capitalist, with personalised sessions on deconstructing markets, themes and businesses.

STARTUP SCHOOL

Getting a view on how founders operate and build their companies.

NETWORK

Building relationships with founders, investors and operators in the startup ecosystem. The application process is designed to understand your interest in the startup ecosystem and your ability to analyse markets and communicate effectively.

The evaluation process involves -

- RESUME SHORTLISTING
- PITCH SUBMISSION TO THE IC
- INTERVIEW WITH THE INVESTMENT TEAM

APPLICATION PROCESS

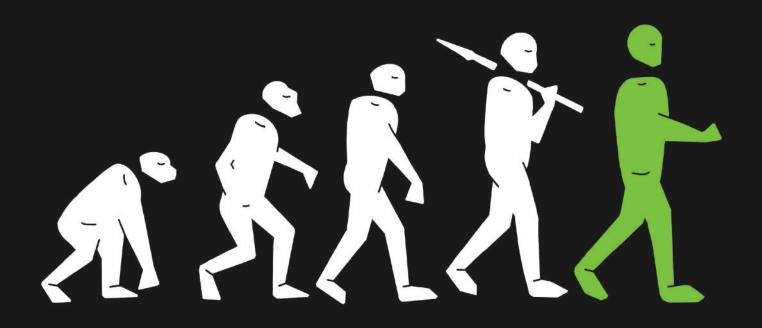


WHO IS A FOUNDER?

- Elegant storyteller
- Cong-term thinker
- Unconventional generalist
- Adaptable innovator
- S Community obsessed
- Action taker



It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is the most adaptable to change, that lives within the means available and works co-operatively against common threats.



STUDENT VENTURE PARTNER PROGRAM

BATCH OF 2023

VH - the Fund & the Advisors

We are an early-stage venture fund partnering with next-generation technology entrepreneurs building from India. Our philosophy is to embody the vibe of a start-up, as we continue to look for great founding teams in tech-driven companies across a wide horizontal sector focus. These sectors include Fintech, Logistics, B2B commerce, Web3, SaaS, Cybersecurity, Consumer Tech, etc. The Fund is headquartered in Mauritius and Delaware with teams and advisors based in the US, Mauritius, and India. The fund has many prominent advisors and members, including Neeraj Arora, who was previously the Global Business Head at Whatsapp.

VH LLP - the India Sub Advisor

VH LLP is an advisory firm that renders investment advisory services to Fund's offshore advisors. Headed by Priya Mohan who is working with a diverse set of investment and finance professionals comprising a highly unique and diverse team consisting of founders and operators. The VH LLP team has global investing, entrepreneurship, M&A and IPO advisory, and investment banking experiences in their backgrounds. The team's educational qualifications and pedigree are from top-tier undergrad and MBA colleges which helps them understand the needs of the market today and to provide investment advice to startups.

NOTES

