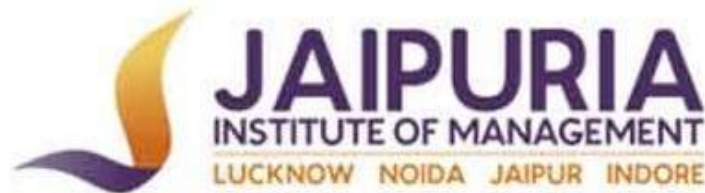


Summer Internship Project Report

“To Analyse the Financial Statement & Fund-Raising Process”



Submitted in the partial fulfilment of the requirement for the Award of

POST GRADUATE DIPLOMA IN MANAGEMENT

(YEAR 2020-22)

Industry Guide

Anukriti Mishra (CEO)

Faculty Guide

Prof. Abhijit Nair

Submitted by

Pankaj Mehra

Pgfa2034

Jaipuria Institute of Management, Noida

Certificate of Approval

The following Summer Project Report titled " **To Analyse the Financial Statement & Fund-Raising Process** " is hereby approved as a certified study in management carried out and presented in a manner satisfactory to warrant its acceptance as a prerequisite for the award of **Post-Graduate Diploma in Management** for which it has been submitted. It is understood that by this approval the undersigned do not necessarily endorse or approve any statement made, opinion expressed, or conclusion drawn therein but approve the Summer Project Report only for the purpose it is submitted.

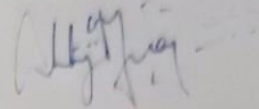
"Summer Project Report Examination Committee for evaluation of Summer Project Report"

Name

Signature

1. Faculty Examiner

Prof. Abhijit Nair



DECLARATION

I hereby declare that this project entitled “**To Analyse the Financial Statement & Fund-Raising Process**” with **The Pathweavers** has been completed by me & enclosed report is my original work. This report is being submitted for fulfilling the requirement of Post Graduate Diploma in Management as a Summer Training Project, at **Jaipuria Institute of Management, Noida**.

I also confirm that wherever I have used text or data from any other source I have duly acknowledged the same. Also, the report is a true reflection of actual work done by me during Summer Internship Program.

Pankaj Mehra

Pgfa2034

Place: Noida



The Pathweavers



CERTIFICATE OF INTERNSHIP

awarded to

PANKAJ MEHRA

From Jaipuria Institute of Management, Noida for completing your two month internship in Finance Department as **Finance Intern** and handling it all like a champ! We wish you well in your future endeavors!

Duration of Internship: From 17th May 2021 to 17th July 2021



Anukriti Mishra

Chief Executive Officer



Vihaan Dixit

Managing Director



ACKNOWLEDGEMENT

The internship opportunity I had with “The Pathweavers” was a great chance for learning & professional development. I would take an immense pleasure to acknowledge with gratitude for this help & support extended during the project “To Analyse the Financial Statement & Fund-Raising Process “for all the people who helped in the successful completion of this project.

I express my gratitude to Anukriti Mishra (CEO) at, The Pathweavers for his supervision & guidance throughout my project. It’s his gratefulness for having trust in me & provide me with all sorts of opportunities which exceptionally inspired & enriched my growth as a student.

I am greatly obliged to Ms. Aditi my faculty mentor for his regular supervision throughout the project. His deep insight & expert opinion on the subject matter helped in successful completion of this project.

I am certain that the knowledge I have gained during the project would help me utilize the skills in future.

I value this opportunity as a big milestone in my career development. I will utilize this gained skills & knowledge in the best possible way, & I will continue to work on their improvement, in order to attain desired career objectives.

Lastly, I extend my gratitude towards Jaipuria Institute of Management, Noida for giving me the opportunity to show my skills & I thank my family & friends who have helped me giving valuable suggestion during entire period of summer training.

Thanking you

Pankaj Mehra

PGFA2034

EXECUTIVE SUMMARY

The Pathweavers which was incorporated in 2020 & a comprehensive HR solution & staffing company. The start-up has always succeeded in building a global network of highly talented and intelligent workforce which would help the company to achieve their organizational goals.

My internship was the “On the job” training where I was working as a Finance Interns at The Pathweavers. The experience with working with start-up is really amazing & Corporate exposure is good. As a finance interns i am working under the CEO of the start-up Anukriti.

The basic focus in this internship is to analyse the company financial, fundraising of the company & Budgeting.

I have provided visibility to the Start-up CEO about the company financial health & Budget for the project which company want to start, or Projection of Fund required to operate all these projects.

My project was “To Analyse the Financial Statement & Fund-Raising Process “

The project of mine was divided into 3 parts

1. The first project was based on to generate invoices & analyse the start-up financial.
2. The second project was based on the budgeting of the 3 project Web Designing, Content Writing & Data Scrapping.
3. The third project was based to analyse the fund-raising process & research on various platform where start-up could raise the funds.

Objectives of the Project

- To provide Information about the earning potential
- True & Fair view of financial position
- To increase the understandability of the end users.
- Matching the business standards and high level of competition
- Meeting the financial objective of a start-up
- Remove glitches from the path of success.

Data Source: Secondary data

Research Design: Causal Research Design

Research Method: Desk Research

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Industry Overview

In the nineteenth century, the world's first modern consulting firms were founded & which mainly focused on Engineering & Finance.

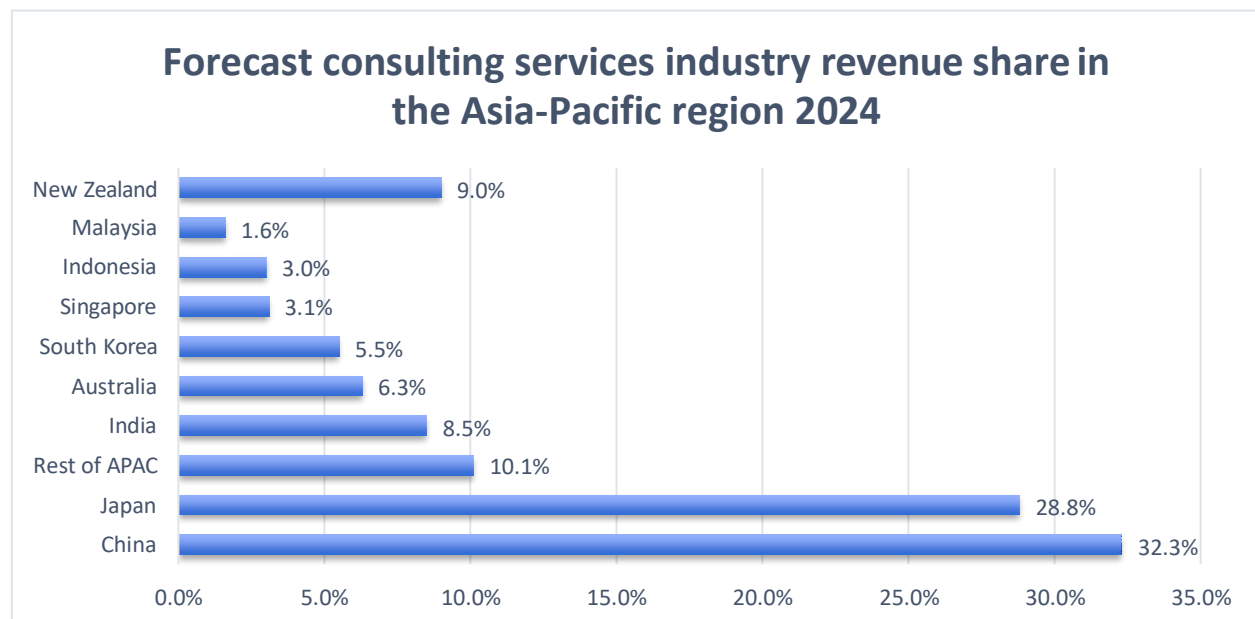
After the Liberalisation of the Indian Economy, Indian companies had hired consultants because they want to expand their operations outside India. Consulting is one of the fastest-growing industries in India. Today Infosys, Wipro, TCS, Tech Mahindra, HCL Technologies, Genpact, Mindtree these Indian company are giving services worldwide.

According to the report by the Associated Chambers of Commerce & Industry, the India Consulting industry is expected to record revenue of Rs.27,000 crores by 2021.

A consulting company or simply a company that offers an expert opinion at a fee is a professional service company. Consulting companies can hire a staff member or thousands; consultants can consult in a wide variety of areas such as management, engineering, etc.

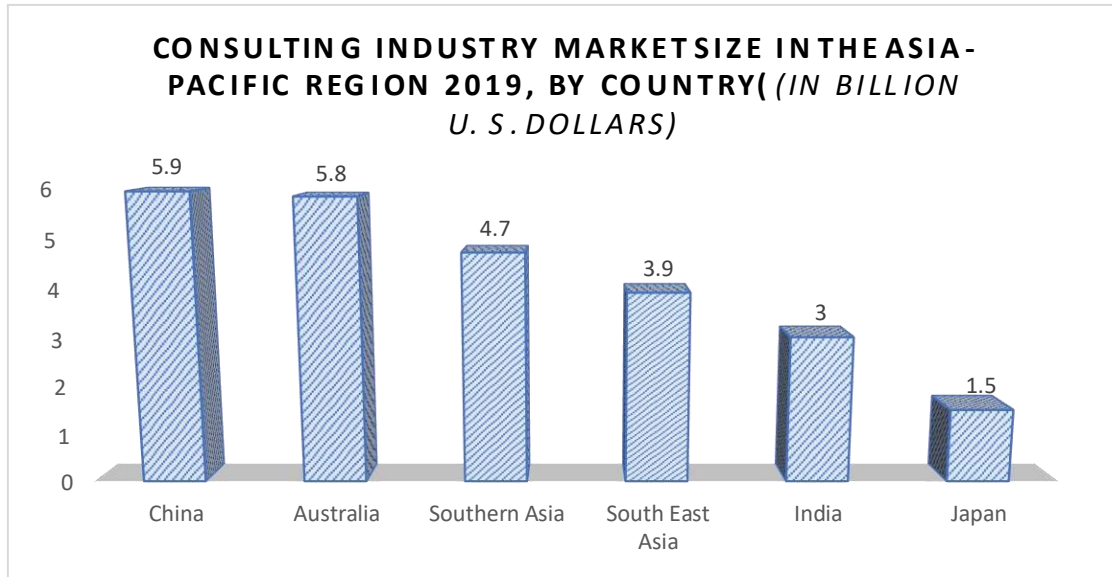
Business managers usually do work with management to include general practitioners and specialists for industry who are known as subject experts, who are generally educated in management schools. An executive consultant generally provides advice to achieve a company's goal which further leads to a project for the company.

Many consulting companies supplement the guidelines with implementation support, either from consultants or from technicians and experts.



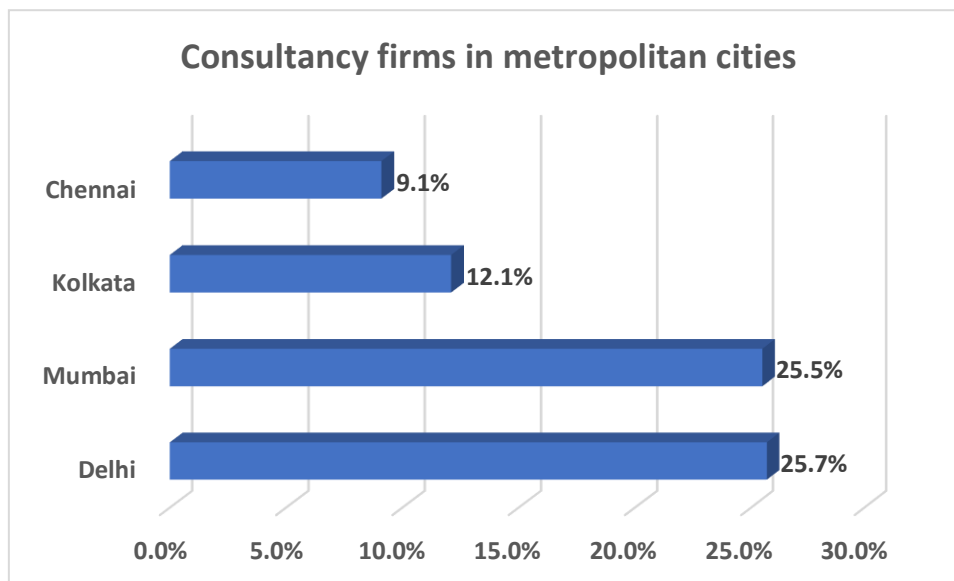
Source: Statista Fig-1

Compare to China & Japan India revenue share from the consulting services industry is so much less.



Source: Statista Fig-2

So Indian Consulting Industry is growing rapidly but when we compare it with other countries its growth rate & market size is less.



Source: Consultants Review Fig. - 3

There are now 10,000 big & small consulting firms in India, 6000 of them are in four metros of Delhi, Mumbai, Chennai & Kolkata.

Difficulties for Indian Consulting Industry

Competition & Differentiation - The Indian consulting firm's biggest challenge is competing with global players in the market.

Need for new skills - It is also the biggest challenge for consulting firms as new technologies & techniques arise in the marketplace.

Unpredictability in the Marketplace - Covid 19 has been a disaster for the economy & according to the report by the Consultancy org. global industry reduction in size from 190 billion in 2019 to 130 billion in 2020. This is because of low cash flows & the impact on the supply chain in the lockdown.

Financial Resources - To start or to run it's very important to have sufficient capital. Indian small companies are facing a lot of problems with low capital & then they have to stop their operation.

Conclusion

Based on the above insight we can draw that in the future India could have a big market size if the Companies work on their weakness & Government should work on these industry & make policies for the growth of the industry. Covid 19 had a bad effect on the consulting industry so government should also make some policies to boost the industry

About the Company

The Path Weavers have been a comprehensive HR solution and staffing, Web designing, Content writing, Data scraping, Data Analytics, company which was incorporated in 2020 by Vihan Dixit & Anukriti Mishra. The company has always succeeded in building a global network of highly talented and intelligent workforce which would help the company to achieve its organizational goals. Keeping pace with projects and looking out for extremely talented individuals has become ever more challenging and here is where this company (THE PATH WEAVERS) comes into play to bring the best-suited talent for any company. All their wealth comes with years of praiseworthy achievement. The project completion rate of their consultants is 96% and the remaining 4% is attributed to unforeseen situations like project shutdown, health issues, relocation, etc. They appreciate the experience that their candidates are brought from various industries, and they also like to leverage it for the mutual benefit of both clients and candidates. And they are specialized in Technical, healthcare, retail, and start-up hiring. Web designing, Content writing, Data scraping, Data Analytics, BPO.

Services Offered

Consulting Services - The Path Weavers provides top consulting talent at no additional cost. The company has a team that takes care of payroll, taxes, time tracking, and worker's insurance. Each candidate from their company is well screened and is therefore referenced for their client's satisfaction. Whether it is building attractive websites, designing business cards, company swag, stationery, or some market research project that needs to be done, our freelancers can get it done for their clients.

Full-time employees - The company provides the best possible talent for the client's full-time hiring needs without leaving their pockets empty. The company beats all the competition fees and guarantees the best talent.

Temp-to-perm hires - The company provides temp-to-hire resources who can work for you on a short-term contract. If everything goes well, they can be hired as a full-time resource.

Web Designing & Contents-Writing - The companies also provide web designing services for the clients. & Contents-writing services write a blog for the company websites.

Data Scraping & Data Analytics - Companies also provide data scraping for our clients too, so they manage data & data analytics for the clients.

Problems in the Start-up

- They started their operation in 2020 so their market presence or goodwill is very low as compared to its competitors.
- They do not have a proper finance team & they have not maintained their account, financial statement properly.
- Funding is essential for the start-up's survival & the company is facing issues regarding the funding.
- Low Revenue generation & Cost of operation is high such as Salary, Marketing Expenses.
- Most start-up have a brilliant idea but there is no Mentorship & lack of guidance is one of the biggest problems in the Indian Start-up Ecosystem.

Mission & Vision

Mission - We are the organization who always look out for our client satisfaction regarding their project & deliver them a good performance & reliable project.

Vision - To become one of the market leaders in this industry & with high-level quality.

SWOT Analysis

Strength - The start-up services are really good & their customer-centric approach is amazing.

Weakness - The real or main problem of the start-up is funding & lower revenue because of lesser awareness among people.

Opportunity - The start-up increasing Advertisement & introduction new product could increase the sales

Threats - The new entrance & Increasing Competition & Threats from big worldwide brands

Clients of the Company



Source: LinkedIn

JOB DESCRIPTION

Finance Interns

JOB OVERVIEW

INVOICE GENERATION & ANALYSIS OF FINANCIAL STATEMENT – An invoice is a document issued by the seller to the buyer & it indicates the product quantities & price for the goods & services. The financial statement is the report that shows the company financial information about assets, liabilities, income & expenses, cash flows & other information.

So, it is a start-up they have not a proper financial statement, so our team makes a proper financial statement for the company. All these statements are made according to the data provided by the start-up CEO.

FUNDRAISING - It is a process where the company seeks funds from individuals, the Government, banks, Renowned institutions for the growth & expansion of the business. For fundraising, I was assigned to make the presentation for the Investor & pitch to some venture capitalist firms & angel investors by mail, telephonic call. So, the company is at its initial stage so they are looking for the seed funds of 50 lakhs because the company now looking to offered new services like Web designing, Content writing, Data scraping, and it will be utilized in the next one year & I have to research for the various platform where our start-up can apply for the funding.

BUDGETING – The start-up is looking forward to some new services in their operation such as Web designing, Content writing, Data scraping, Data Analytics so my work is to make a budget to start these services & what amount of investment is required to start these services.

CHAPTER 1

INVOICE GENERATION & ANALYSIS OF FINANCIAL STATEMENT

Project 1 - Invoice Generation

The term invoice means money is owing or owned. A document issued by a seller to a buyer for goods & services indicating the quantities & agreed prices. From the buyer's point of view, it is a purchase invoice & from the seller's point of view, it is a sales invoice.

Invoice contains.

1. Name & contact details of the seller & buyer
2. Unique reference- number, Date of purchase or sales, Credit terms & Tax amount (GST)
3. Product Description

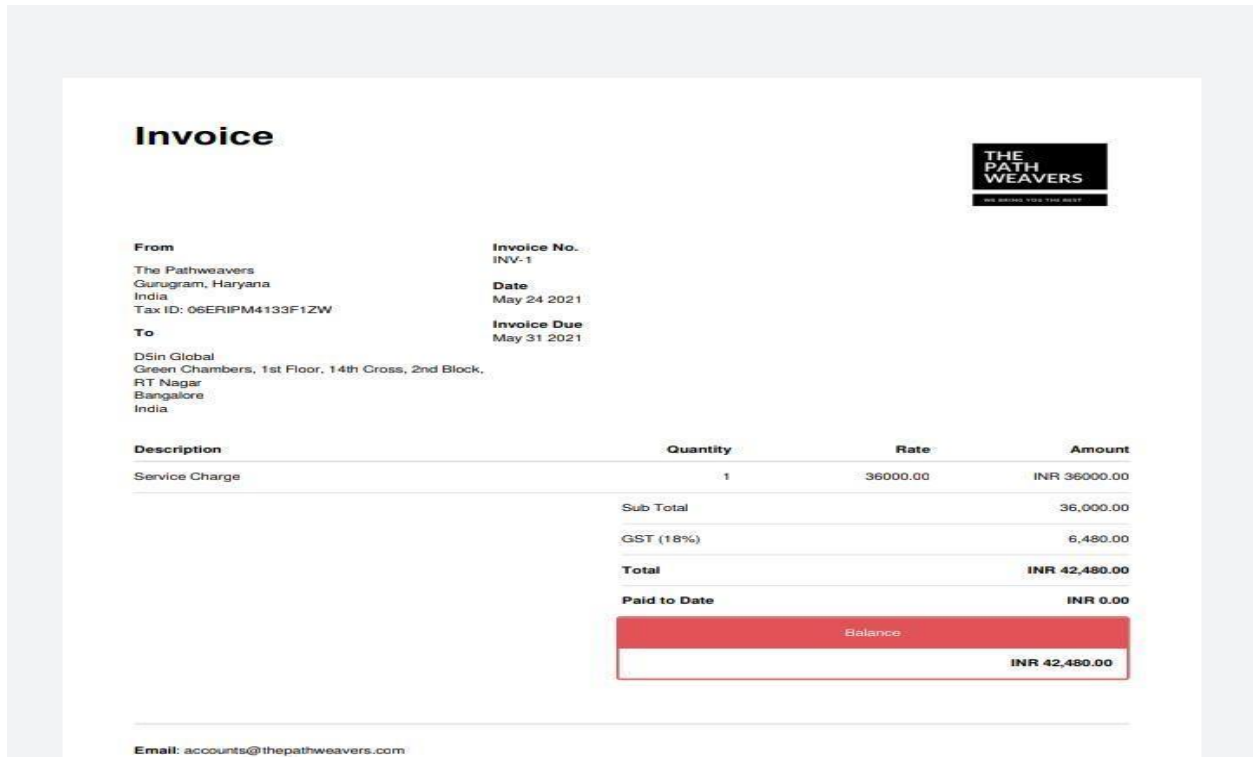


Fig. - 4

Advantage of the Invoice

Invoices remind clients about the goods & services they have taken so they can pay them before the due date.

Useful for Book-keeping so they can record the evidence of sales, income & expenses.

If any clients face problems related to goods or services, they can show the invoice and their problem can be solved & increase customer satisfaction or poorly management of the company could damage the company reputation.

Project - 2

Financial Statement

The financial statement is a summary of the company's profit & loss, balance sheet & cash flows. This statement shows the financial position of the company or business in terms of operation & profitability. So, a start-up is formed in 2020 than they do not have a proper financial statement for the start-up. For the preparation of this statement, I had to take many steps or assumptions for the salary structure, rental expenses, expected revenue so they can pitch with the investor for the funding.

Company Name - The Pathweavers		Projected Profit & Loss					Amt (in lakhs of Rupees)	
Income Statement	2020	2021	2022	2023	2024	2025		
Revenue / Sales	2880000	3225600	3515904	3832335	4177245.5	4553197.64		
Others Income	50000	54500	59405	64751.45	70579.081	76931.1977		
Total Revenue/ sales	2930000	3280100	3575309	3897087	4247824.6	4630128.84		
Direct Costs	500000	515000	530450	546363.5	562754.41	579637.037		
Total Direct Expenses(B)	500000	515000	530450	546363.5	562754.41	579637.037		
Gross Profit Income-(C) =(A-B)								
Indirect Cost								
Rent	300000	309000	318270	327818.1	337652.64	347782.222		
Salary	1800000	2016000	2257920	2528870	2832334.8	3172215.03		
Commissions	100000	101000	102010	103030.1	104060.4	105101.005		
Marketing & Advertisement	360000	370800	381924	393381.7	405183.17	417338.667		
Depreciation	-	10000	10100	10201	10303.01	10406.0401		
Legal & Professional expenses	25000	25250	25502.5	25757.53	26015.1	26275.2513		
Total Indirect Expenses	2585000	2832050	3095727	3389059	3715549.2	4079118.22		
Net Profit Before tax	-155000	-66950	-50867.5	-38335.5	-30478.956	-28626.4133		
Profit as % of Revenue	-5.3%	-2.0%	-1.4%	-1.0%	-0.7%	-0.6%		

Analysis

Revenue from the operation – It refers to the income earned from the business activities like sales of the services or goods. The revenue on 2020 data is provided by the start-up & 2021 to 2025 data is based on the assumption. For this, we assume that start-up revenue will grow at the average rate of 12 % per year.

Others Income – It refers to income earned from other sources other than its business operations.

Direct Cost & Indirect Cost – Direct Cost refers to the cost which is incurred for a particular product & Indirect Cost refers to the cost which is incurred for a product but dependent on the output.

Start-up revenue is less than the Total Expenses from 2020 to 2025 & company profit is negative. So, the start-up needed the funds to run in the long run otherwise they will not be able to survive in the long run.

Start-up should increase their Revenue so they could have a positive profit in the long run & could attract more investors for funding.

The start-up must work on the expenses & to decrease the expenses so they could increase the margin.

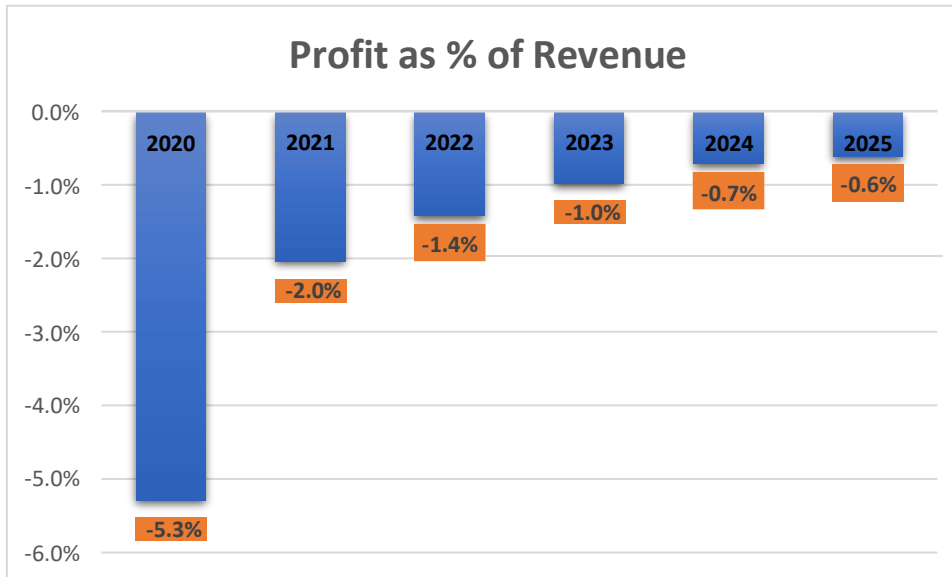


Fig. - 5

CHAPTER 2

Project -3

Budgeting

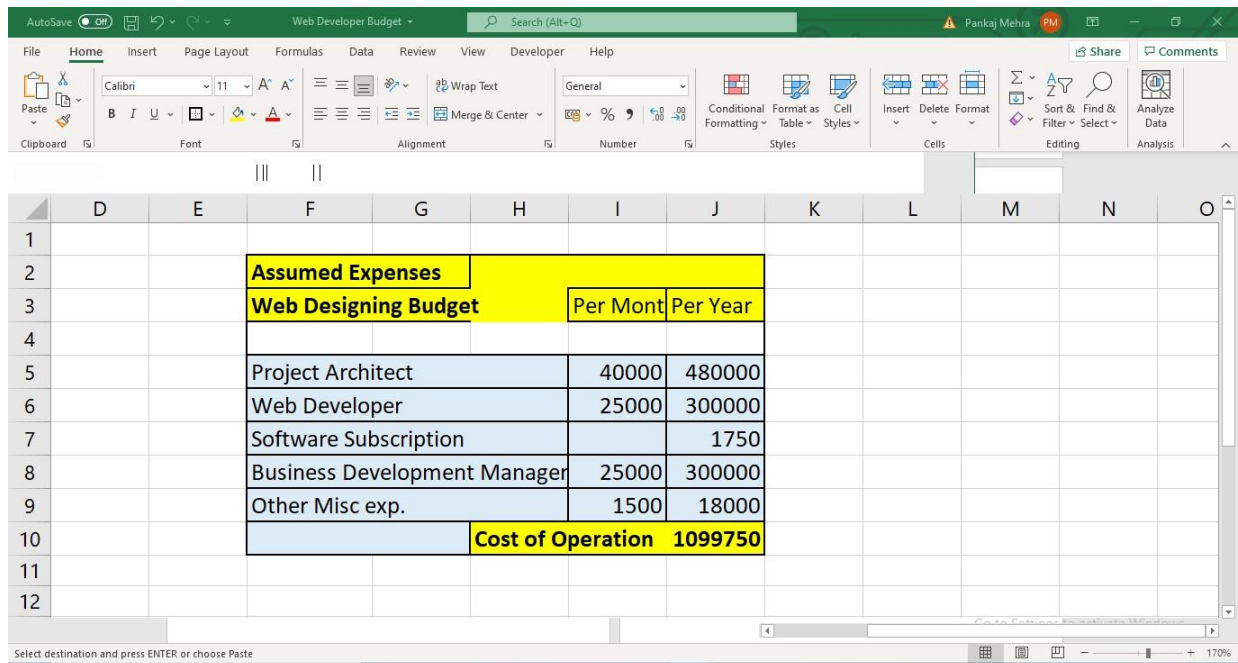
In Budgeting we have to make a budget for the services which start-up is looking forward in their operation such as Web designing, Content writing, Data scraping. Also, we calculate the Breakeven point for the project.

Break-Even Point – This refers to the point where the cost of production is equal to the revenue from the product or services offered by the company.

Web Designing Budget (Project - 3.1)

For company or business good market presence there is a need of website.

Requirements
Project Manager
Project Architect
Web Developer
Software Subscription
Business Development Manager



The screenshot shows an Excel spreadsheet with the following data:

Assumed Expenses		
Web Designing Budget	Per Mont	Per Year
Project Architect	40000	480000
Web Developer	25000	300000
Software Subscription		1750
Business Development Manager	25000	300000
Other Misc exp.	1500	18000
Cost of Operation		1099750

Fig. - 6

So, based on assumption The Cost of Operation is around 1099750 for a year to run a web designing service.

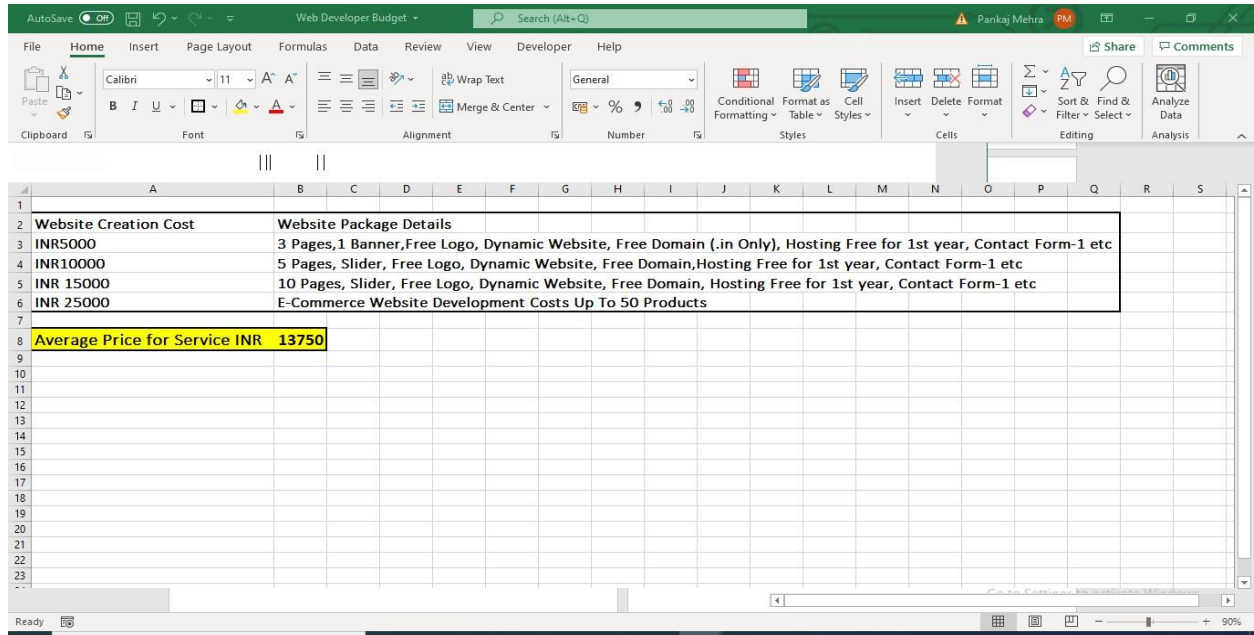


Fig - 7

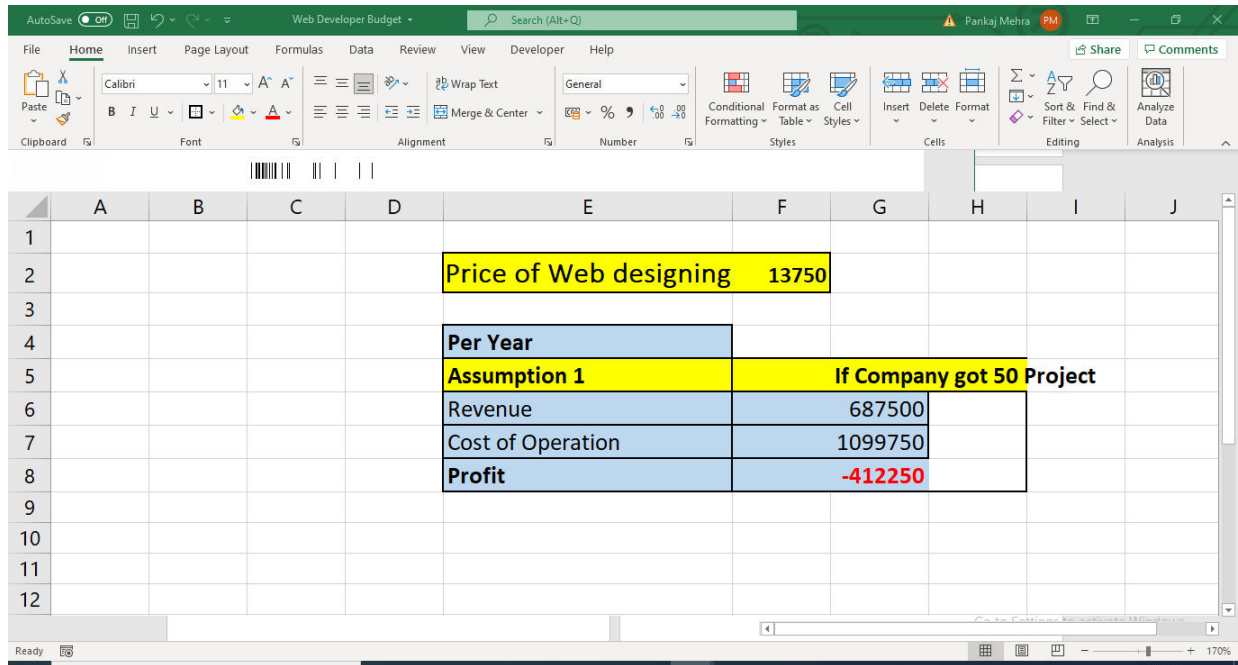


Fig - 8

Let's assume that if we got the 50 projects then there will be a revenue of 687500.

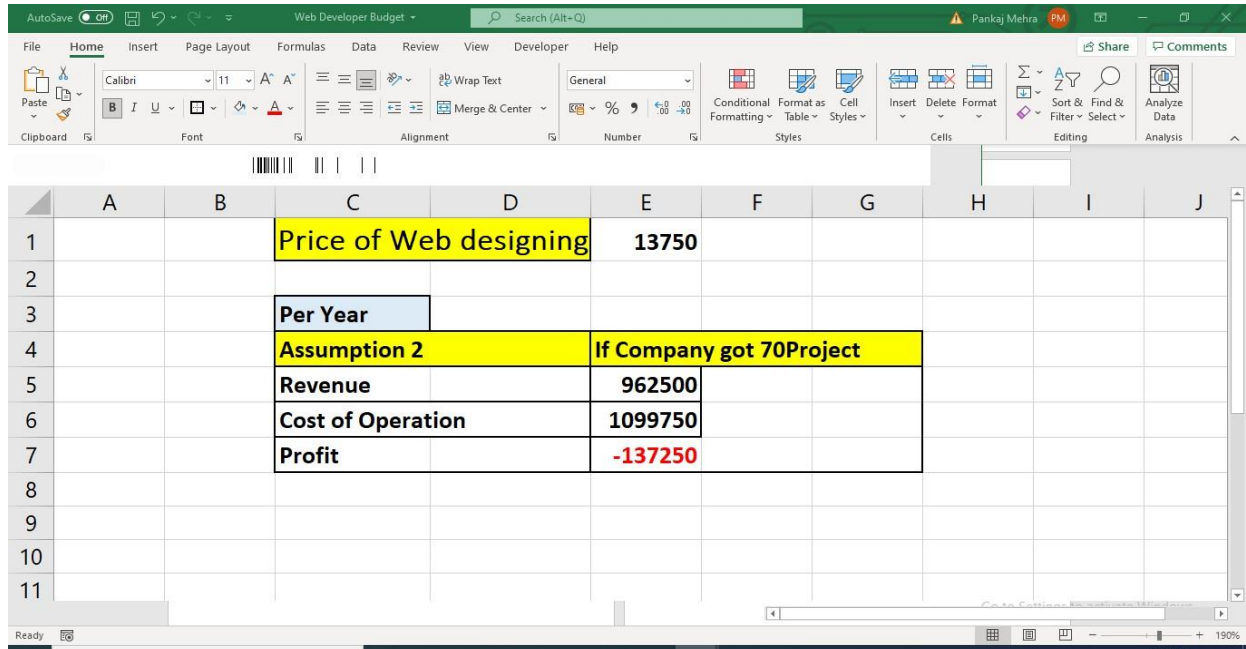


Fig. - 9

Let's assume that if we got the 70 projects then there will be a revenue of 962500.

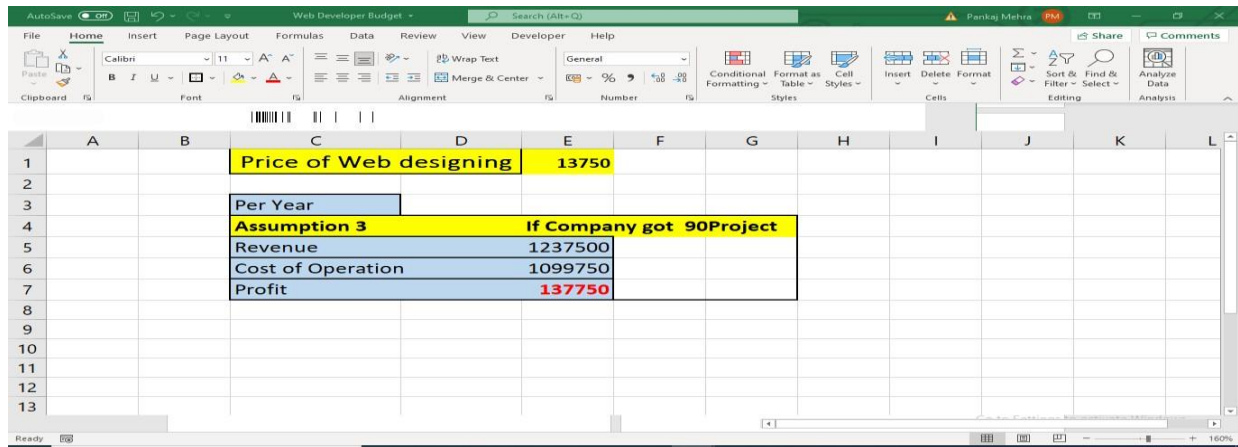


Fig. - 10

Let's assume that if we got the 90 projects then there will be a revenue of 1237500.

Analysis of Web Developer Budget

Break Even Point – This project breakeven point is at 79 projects & will give a profit from this.

There is a risk involved in this project because if the company do not have a huge funds should not go for these services because they have a low market presence & there is high competition in the market.

So, the project is totally depending on the funding & how many leads the company get at his starting point then they will able get the run this project.

Content Writing Budget Project (3.2)

Type of Content Writers

Blogging
Email marketing
Social media posts
Technical Writing/Long Form
Copy writing
Company Reports

Requirements

Business Development
Manager
Content Writers
Pro Writing Aid Subscription
Canva Subscription

Content Writing
Charges

1 to 10 rupees per word

Average Content Writing Charge

5 rupees per word

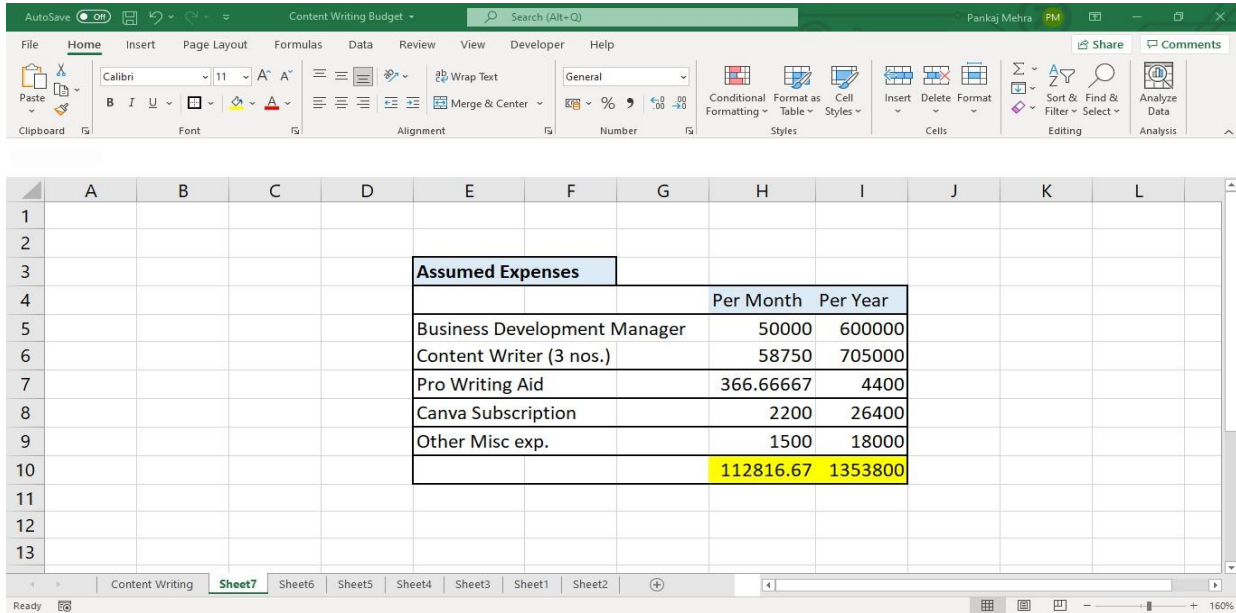


Fig. - 11

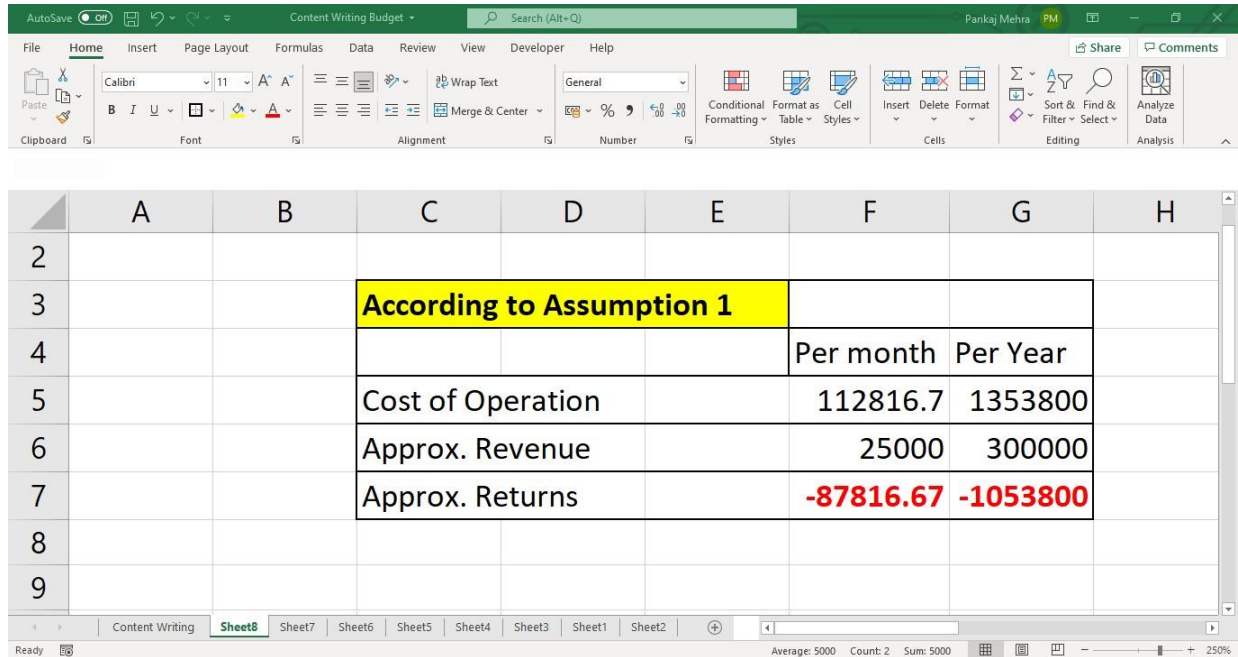


Fig. -12

Assumption let say we got 12 Clients in a year (one each month) of different scale. Number of clients 12 & Average words 5000 then the Revenue @5rupees /words Per Year = 300000

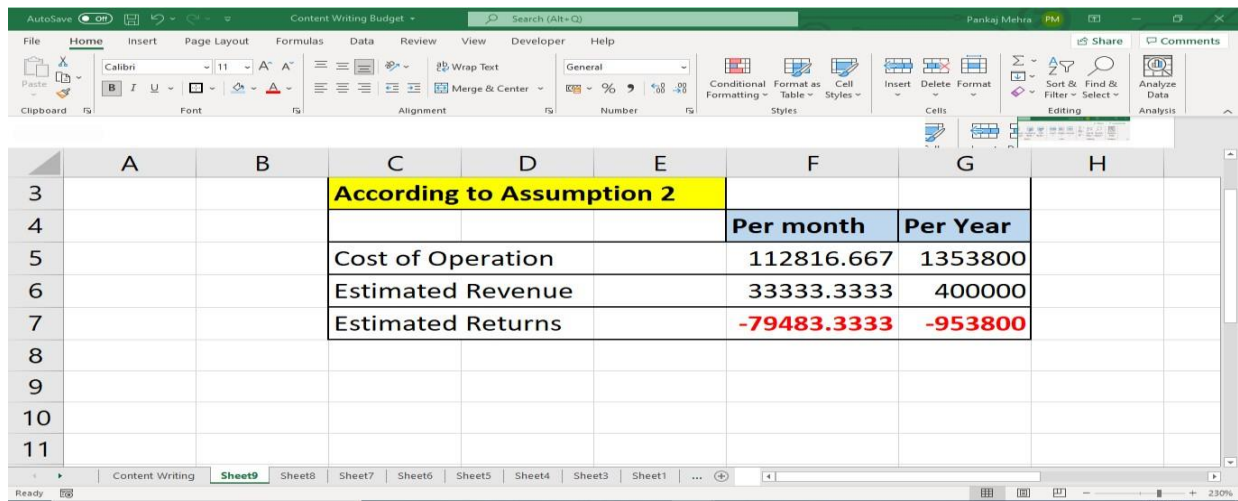


Fig. -13

Assumption let say we got 16 Clients in a year (one each month) of different scale. Number of clients 16 & Average words 5000 then the Revenue @5rupees /words Per Year = 400000

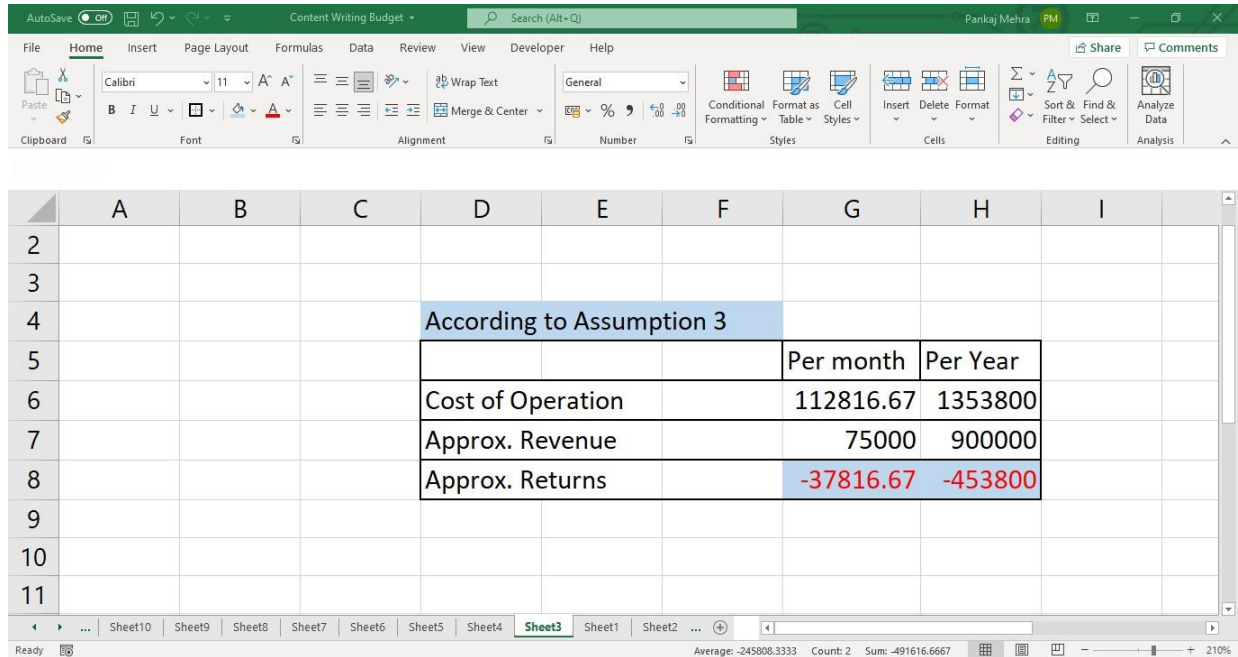


Fig. - 14

Assumption let say we got 36 Clients in a year (one each month) of different scale. Number of clients 36 & Average words 5000 then the Revenue @5rupees /words Per Year = 900000

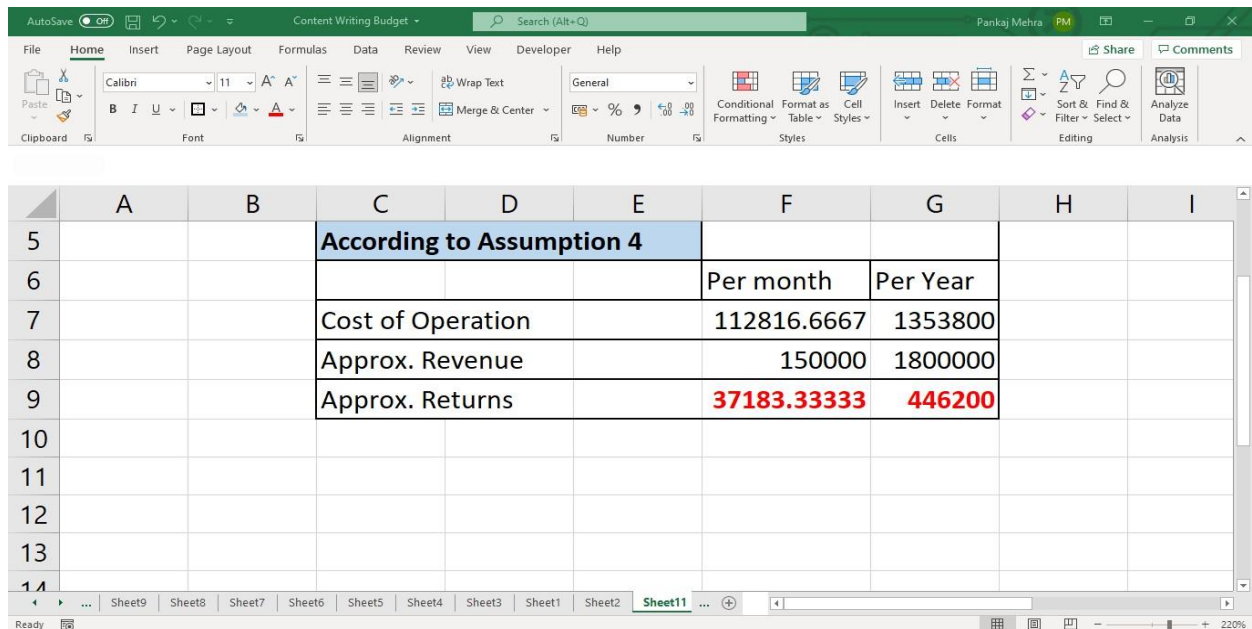


Fig. - 15

Assumption let say we got 72 Clients in a year (one each month) of different scale. Number of clients 72 & Average words 5000 then the Revenue @5rupees /words Per Year = 1800000

Analysis of Content Writers Budget

Break-Even Point – The Project's breakeven point is at 54 clients & will give profit after 54 clients.

There is a risk, but it depends on the Leads if they manage to get good clients in 1 year & they are getting their break even after 2 years there are no problems it requires some cash burns & Funding.

The market for Content writers is highly competitive so getting clients is really difficult otherwise the market growth rate is high

Data Scraping Project (3.3)

Requirements
<p>Data Scrapers Perl Screen Scapping Application OctoParse/ParseHub Subscription</p>

Types of Data Scraping – 1. Web Scraping 2. Screen Scraping

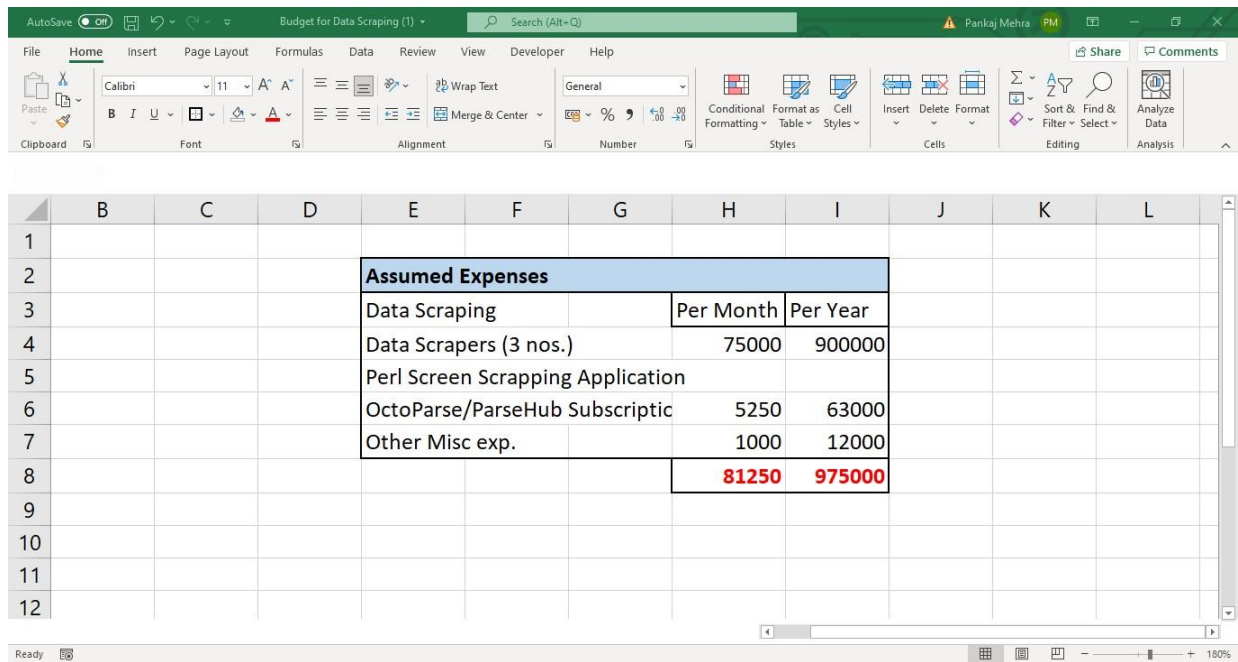


Fig. - 16

Let's Assume that average hourly rate of Web Scraper is 350 Rs/hr
 A 9 hrs of project may cost is 3150.

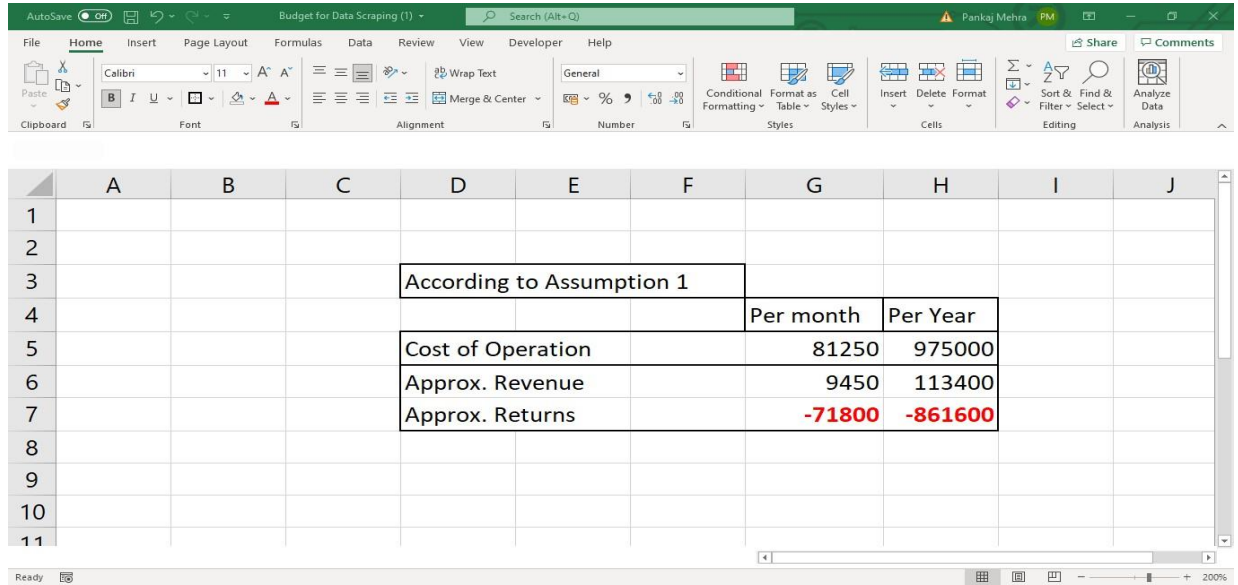


Fig. - 17

Let's Say if we got the 36 project Average Scraping project cost for 9 hours is 3150 & Revenue from operation is 113400.

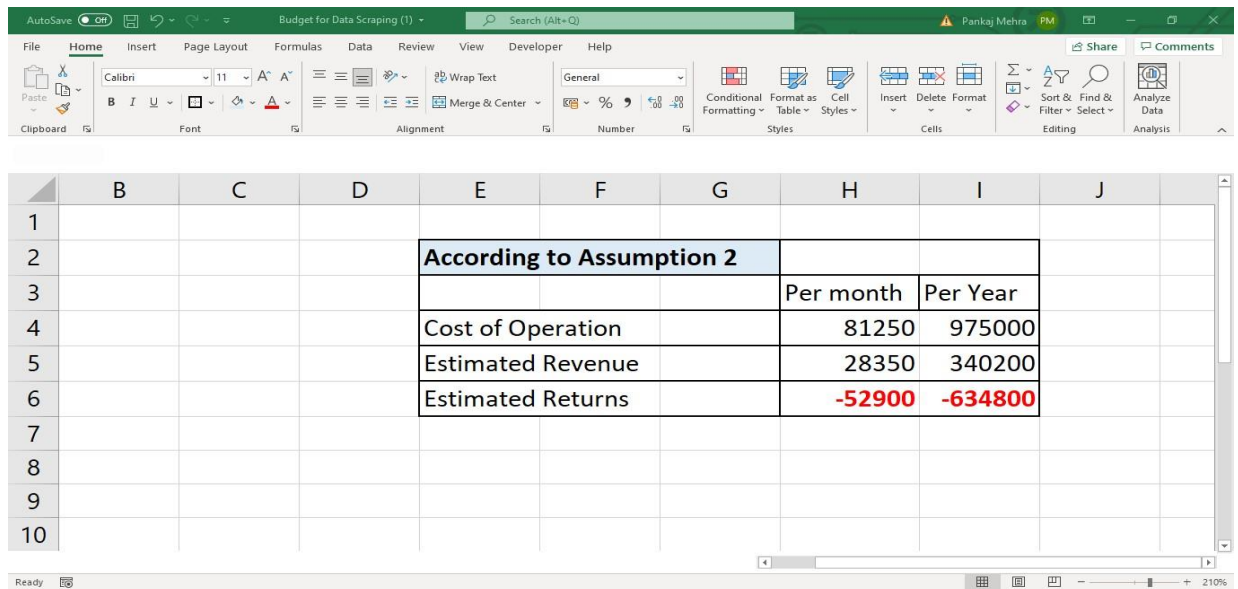


Fig. - 18

Let's Say if we got the 108 project Average Scraping project cost for 9 hours is 3150 & Revenue from operation is 340200.

According to Assumption 3		Per month	Per Year
Cost of Operation		81250	975000
Approx. Revenue		47250	567000
Approx. Returns		-34000	-408000

Fig. – 19

Let's Say if we got the 180 project Average Scraping project cost for 9 hours is 3150 & Revenue from operation is 567000.

Analysis of Data Scraping Budget

Break-Even Point - The Project's break-even point is around 309 clients & profit so on.

The data scraping market growth rate is very high & the Cost of operation is low as compared to another project so the company can go for data scraping.

The Competition for Data Scraping is Continuously increasing so they have to think about it also otherwise this project can be a good revenue source for the company.

CHAPTER 3

Fund Raising Process

For the fundraising process, I have research where a start-up could get a fund for the operation. According to a recent report in India, 94 % of start-ups fail in their first year of operation. So capital is very important for any business in the long run.

Research on Various Platforms for Funds

1. Bootstrapping - It is a very effective way of start-up financing, especially when you are at an early stage of business. At starting stage of start-up entrepreneurs often face the trouble of funding. So, you can invest your saving or can get money from your friends & family, this is an easy way to get funds because if you are investing your money or friends & family money so there is no need for any formalities & no extra cost of raising the funds. The data below are the investor or partner in The Pathweavers.

Investor's data

Investor's data				
Company Name -	Designation	Signing Authority	Amount	Approved Date
Power Corn Safety Systems	Proprietor	Mrs. Rekha Mishra	3,00,000	16th March, 2020
Ashu Traders and Co.	Owner	Mr. Sushil Kaushal	5,00,000	18th May, 2020
Prem and Sons	Owner	Mr. Rajesh Sahu	4,50,000	5th July, 2020
Divya Enterprises	Owner	Mr. Mukesh Sahu	2,50,000	12th Sep,2020
The Path weavers	CEO	Ms. Anukriti Mishra	4,00,000	1st October 2020
The Path weavers	M.D.	Mr. Vihaan Dixit	5,00,000	23rd Nov, 2020

2. Crowdfunding – It is a newer way of funding a start-up & it is like taking a loan or contribution from more than one person. For the Crowdfunding platform start-ups have to make a proper business plan, goals, report of profit & how much funds the start-up wants or use of these funds in the future. Crowdfunding also creates a good market presence of goods & services alongside financing. There is so much competition in this way to get funds so the business model should be very solid & have to gain the attention of the investor. Popular Crowdfunding sites in India to raise the funds.
 - Indiegogo
 - Wishberry
 - Ketto
 - Fundlined
 - Catapoolt

3. Angel Investors – These are individuals & groups of networks who have a keen interest in investing in start-ups. They also offer other services like mentoring, advice along capital. Some of the popular Investors in India
 - Indian Angel Network
 - Mumbai angels
 - Hyderabad Angels
4. Venture Capital – These are the real or high potential investors. They invest in companies who have a solid business idea & high potential to perform it. Some of the popular Venture Capitalists in India.
 - Nexus Venture Partners
 - Helion Ventures
 - Kalaari Capital
 - Accel Partners
 - Blume Ventures
 - Canaan
 - Sequoia Capital
 - Bessemer Ventures
5. Incubators & Accelerators – These are new ways to raise the funds & these programs are becoming popular nowadays or helping hundreds of start-up businesses every year. They help the start-up like a parent & nurture them until they get a growth. Some of the popular Incubators & Accelerators in India
 - Amity Innovation Incubator
 - Angel Prime
 - CIIE
 - IAN Business Incubator
 - Villgro
 - Start-up Village
 - TLabs
6. Funds by Winning Contests – Now there are some contests where you can pitch for the funding & could get funds & you have to prepare a business model for the funds. Some of the popular Contests for the Funds
 - NASSCOM'S 10000 start-ups
 - Microsoft BizSparks
 - Conquest

7. Bank Loans - Bank provides two kinds of financing for business – Working Capital loans & others is Funding. Working Capital Loan is required to run the operation for the business like to pay its creditors while they did not get the money from their debtors.

Funding from the bank is based on the business plan & sharing the valuation of the start-up.

Some of the leading banks

- Bank of Baroda
- HDFC
- ICICI
- Axis

8. Microfinance or NBFCs – Non-Banking Financial Corporation that provides the financial services without any legal requirement & becoming very popular whose ratings are not favoured by banks

Some of the NBFC's in India

- Bandhan Financial Services Pvt Ltd.
- Ujjivan Financial Services Pvt Ltd.
- BSS Microfinance Pvt Ltd
- SKS Microfinance Ltd

Fund - Raising Strategy

1. Knowing the Goals of the Start-up
2. Potential Investor or Who all can give
3. How can we reach them?
4. Who will Fundraise?
5. What are the Timelines

Knowing he Goals of the Start - up - The start-up is at initial stage so they seek the funds of 50 lakhs & by this fund they will start some new services that could increase their revenue & profit in the future. They could be able to survive in the future or able to do operation.

Potential Investor or Who all can give -

Indian Angel Network - This is a network of some angel investors who are keen to invest in early-stage businesses & have the potential to create value in the future. This is started in April 2006. In addition to money, they provide mentoring & advice to start-ups.

They have different networks for different sectors.

Portfolio of Indian Angel Network investors with different sectors.

Sectors
Agritech
E-Commerce
Education
Financial Services
Gaming
Healthcare
Hospitality
Information Technology
Internet
Lifestyle
Manufacturing
Mobile
Retail
Semiconductor
Services
Social-Impact

Investment Criteria

1. The entry barriers are high.
2. The start-up should have a differentiated value proposition & different products/services to its customers.

Micro, Small & Medium Enterprises (MSME) business loan- This scheme first announced in September 2018 to give a financial assistance & growth to MSME in the country.

The process of this loan is very simple & take 8 to 12 days to complete where 5 authorized public banks will provide the loan.

To apply for this loan the start-up has to do a GST & Income Tax verification, ownership documents, KYC.

Government initiative #startupindia – This is a government initiative & India's largest online entrepreneurship platform where start-up has an opportunity to networks, tools & resources.

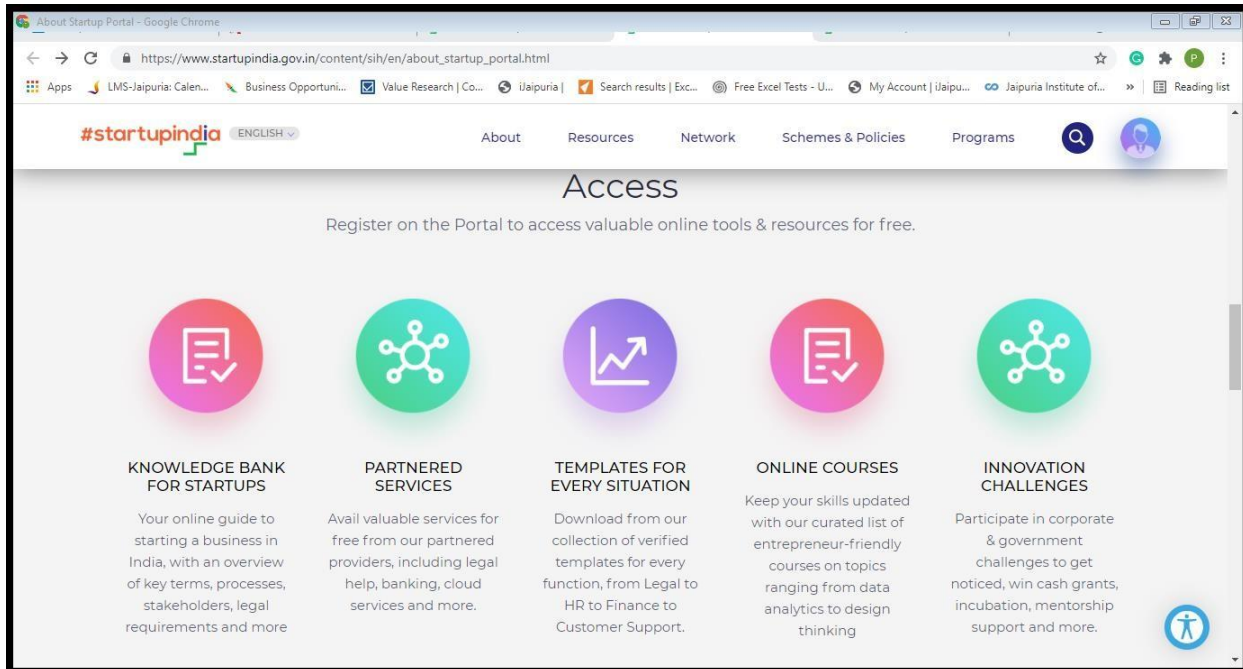
Networks – There is a vast online directory to connect with.

Investors – There is a great opportunity to get in touch with investors & institutional investors.

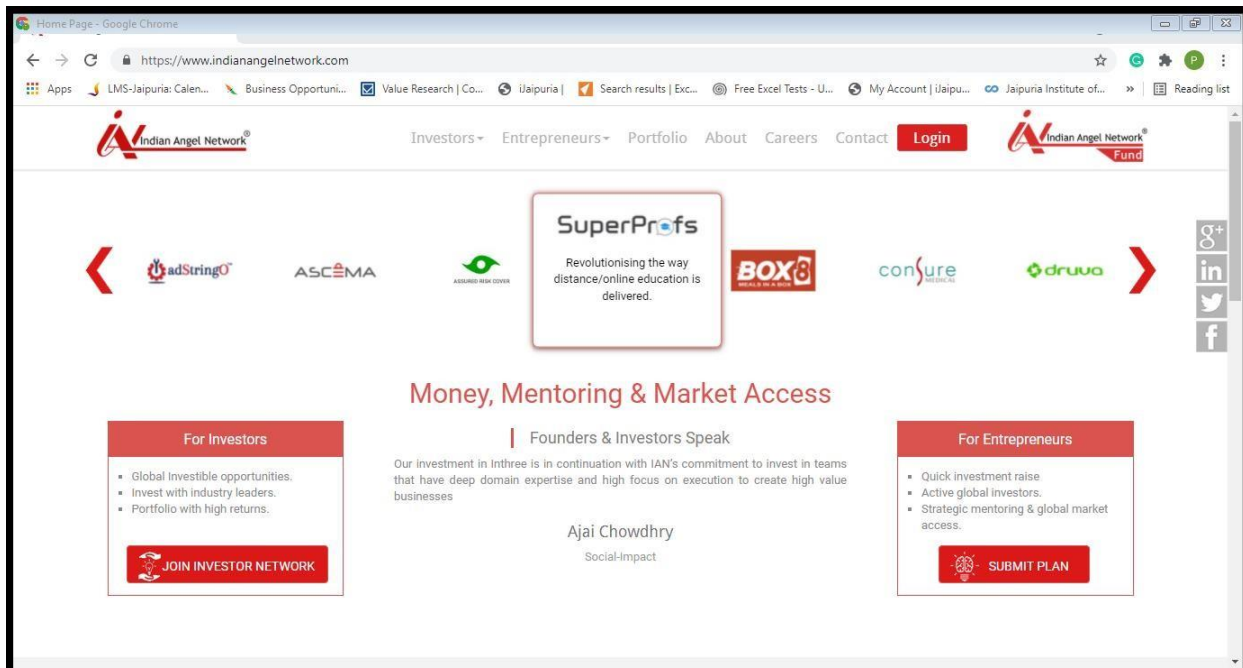
Incubators – There start-up could connect with Private, Government & Institutional investors registered with the #startupindia.

Mentors & Accelerators – There are amazing mentors & accelerators for start-up scaling.

How we can reach them – The image below is the website where we have to login for the funding.



Source: startupindia.gov.in Fig. - 20



Source: India Angel Network Fig. - 21

Who will fundraise - The start-up has to make a team for the funding & they will work on the investor pitch. A proper team will be able to work efficient on these activity & otherwise the fund requirement will not be fulfilled.

What are the timelines - Timeliness could be treated as the target. For example, let says in 2 months start up require funds of 5 lakh then after 2 months 10 lakhs like this. So, they have to work on this timeliness. It will easier for them because the 50 lakhs could not be able to fulfil in 1 months.

LEARNING OUTCOMES & FINDINGS

So, I was involved in the Invoice creation, analysis of the financial statement, budgeting & fund-raising process of the start-ups. The start-up seeks funds requirement of 50 Lakhs & during my internship I came to know how the investor look for the start-up before funding.

Competitive Analysis

Start-up Business ideas & invocation

Customer traffic on their website

Return on Investment.

Payback Period

Start-up proper financial records

A lot about government schemes & grants for the funds so we could apply for the appropriate scheme.

The investor looks for the profit only & do not want to invest in those start-ups who will give after 4-5 year.

The investor also looks at the team management of the start-up & their potential for the growth of the start-up.

SUGGESTIONS

The Company started their operation in 2020 they are at their initial stage, so their market presence is low & have low funds to operate in long terms. The company has to arrange the funds otherwise they will not be able to operate after 2 years.

The start-up Is newly formed, so they have a problem in their management of the various department.

There is a communication gap between different department & have to take certain measure to avoid these gaps in future.

The start-up did not have a proper team in finance & marketing & they are dependent on the interns.

The start-up has to minimize their expenses because they are undergoing certain losses.

The company has to introduce some training & other programs related to enhance employee skills.

CONCLUSION

This is a great opportunity to work as a finance intern & fortunate to work with The Pathweavers.

My overall experience of mine incorporate was amazing.

These 2 months of the internship have taught me how a start-up works or real-life experiences.

By the end of the internship, I was able to groom myself in terms of Communication skills, Knowledge & Time Management.

Now I feel proud because I have contributed towards start-up growth

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