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This is an abridged prospectus containing salient features of the Red Herring Prospectus of Tracxn Technologies Limited dated October 1, 2022 filed with the Registrar of Companies, Karnataka at Bengaluru (the “RHP” or “Red Herring Prospectus”). You are encouraged to read greater details available in the RHP, which is available at <https://www.sebi.gov.in/sebiweb/home/HomeAction.do?doListing=yes&sid=3&ssid=15&smid=11>. Unless otherwise specified all capitalised terms used herein and not specifically defined bear the same meaning as ascribed to them in the RHP.

**THIS ABRIDGED PROSPECTUS CONSISTS OF FOUR PAGES OF BID CUM APPLICATION FORM ALONG WITH INSTRUCTIONS AND EIGHT PAGES OF ABRIDGED PROSPECTUS. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.**



## TRACXN TECHNOLOGIES LIMITED

Corporate Identity Number: U72200KA2012PLC065294; Date of Incorporation: August 11, 2012

Registered and Corporate office	Contact Person	Email and Telephone	Website
L-248, 2nd Floor, 17th Cross, Sector 6, H.S.R. Layout, Bengaluru 560 102, Karnataka, India	Megha Bohra, Company Secretary and Compliance Officer	Email: <a href="mailto:compliance-officer@tracxn.com">compliance-officer@tracxn.com</a> Telephone: +91 90360 90116	<a href="http://www.tracxn.com">www.tracxn.com</a>

### OUR PROMOTERS: NEHA SINGH AND ABHISHEK GOYAL

#### Details of Offer to Public

Type of Offer	Fresh Issue Size (by no. of Equity Shares or by amount in ₹)	Offer for Sale size (by no. of Equity Shares or by amount in ₹)	Total Offer Size (by no. of Equity Shares or by amount in ₹)	Offer under Regulation 6(1)/6(2)	Share Reservation among QIBs, NIBs & RIBs		
					QIBs	NIBs	RIBs
Offer for Sale	Not Applicable	Up to 38,672,208 Equity Shares aggregating up to ₹ [●] thousand	Up to 38,672,208 Equity Shares aggregating up to ₹ [●] thousand	The Offer is being made pursuant to Regulation 6(2) of the SEBI ICDR Regulations, as our Company did not fulfil the requirements under Regulation 6(1) of the SEBI ICDR Regulations. For details of share reservation among QIBs, NIBs and RIBs, see “Offer Structure” on page 318 of the RHP.	not less than 75% of the Offer	not more than 15% of the Offer	not more than 10% of the Offer

The Equity Shares are proposed to be listed on National Stock Exchange of India Limited (Designated Stock Exchange) and BSE Limited.

#### Details of Offer for Sale by the Selling Shareholders:

Name of Selling Shareholder	Type of Selling Shareholder	Number of Shares Offered/Amount (₹ in thousand)	Weighted Average Cost of Acquisition Per Equity Share on a fully diluted basis <sup>^</sup> (In ₹)
NEHA SINGH	PROMOTER	Up to 7,662,655 Equity Shares aggregating up to ₹ [●] thousand	0.02
ABHISHEK GOYAL	PROMOTER	Up to 7,662,655 Equity Shares aggregating up to ₹ [●] thousand	0.02
BINNY BANSAL	OTHER	Up to 1,263,096 Equity Shares aggregating up to ₹ [●] thousand	1.58
SACHIN BANSAL	OTHER	Up to 1,263,096 Equity Shares aggregating up to ₹ [●] thousand	1.58
SAHIL BARUA	OTHER	Up to 207,548 Equity Shares aggregating up to ₹ [●] thousand	1.58
DEEPAK SINGH	OTHER	Up to 315,774 Equity Shares aggregating up to ₹ [●] thousand	1.58
ELEVATION CAPITAL	OTHER	Up to 10,980,885 Equity Shares aggregating up to ₹ [●] thousand	18.22
TRUSTEES, KOLLURI LIVING TRUST	OTHER	Up to 267,915 Equity Shares aggregating up to ₹ [●] thousand	8.49
MILLIWAYS FUND LLC	OTHER	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand	21.96
RATHNAGIRISH MATHRUBOOTHAM	OTHER	Up to 295,952 Equity Shares aggregating up to ₹ [●] thousand	21.96
APOLETO ASIA LTD	OTHER	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand	21.96
TRUSTEES, NRJN FAMILY TRUST	OTHER	Up to 591,904 Equity Shares aggregating up to ₹ [●] thousand	21.96
MANOJ KUMAR GANDHI	OTHER	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand	21.96
WGG INTERNATIONAL LIMITED	OTHER	Up to 881,602 Equity Shares aggregating up to ₹ [●] thousand	29.87
ACCEL INDIA IV (MAURITIUS) LIMITED	OTHER	Up to 4,017,506 Equity Shares aggregating up to ₹ [●] thousand	40.32
SCI INVESTMENTS V	OTHER	Up to 2,181,692 Equity Shares aggregating up to ₹ [●] thousand	37.36
PRASHANT CHANDRA	OTHER	Up to 636,000 Equity Shares aggregating up to ₹ [●] thousand	0.02

<sup>^</sup> As certified by Saini Pati Shah & Co LLP, Chartered Accountants by way of their certificate dated October 1, 2022.

**PRICE BAND, MINIMUM BID LOT & INDICATIVE TIMELINES**

Price Band	₹ 75 per Equity Share to ₹ 80 per Equity Share of face value of ₹ 1 each.
<i>For details of the Price Band and the basis for the Offer Price, please refer to the price band advertisement and the section titled “Basis for the Offer Price” on page 98 of the RHP.</i>	
Minimum Bid Lot Size	185 Equity Shares
Bid/Offer Opens On*	Monday, October 10, 2022
Bid/ Offer Closes On	Wednesday, October 12, 2022
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about Monday, October 17, 2022
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account**	On or about Tuesday, October 18, 2022
Credit of Equity Shares to demat accounts of Allottees	On or about Wednesday, October 19, 2022
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about Thursday, October 20, 2022

\*Our Company and the Investor Selling Shareholders may, in consultation with the BRLM, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bidding Date shall be one Working Day prior to the Bid/Offer Opening Date i.e. Friday, October 7, 2022.

\*\*In case of any delay in unblocking of amounts in the ASBA Accounts (including amounts blocked through the UPI Mechanism) exceeding four Working Days from the Bid/Offer Closing Date for cancelled / withdrawn / deleted ASBA Forms, the Bidder shall be compensated at a uniform rate of ₹ 100 per day or 15% per annum of the Bid Amount, whichever is higher from the date on which the request for cancellation/ withdrawal/ deletion is placed in the Stock Exchanges bidding platform until the date on which the amounts are unblocked (ii) any blocking of multiple amounts for the same ASBA Form (for amounts blocked through the UPI Mechanism), the Bidder shall be compensated at a uniform rate of ₹ 100 per day or 15% per annum of the total cumulative blocked amount except the original application amount, whichever is higher from the date on which such multiple amounts were blocked till the date of actual unblock; (iii) any blocking of amounts more than the Bid Amount, the Bidder shall be compensated at a uniform rate of ₹ 100 per day or 15% per annum of the difference in amount, whichever is higher from the date on which such excess amounts were blocked till the date of actual unblock; (iv) any delay in unblocking of non-allotted/ partially allotted Bids, exceeding four Working Days from the Bid/Offer Closing Date, the Bidder shall be compensated at a uniform rate of ₹ 100 per day or 15% per annum of the Bid Amount, whichever is higher for the entire duration of delay exceeding four Working Days from the Bid/Offer Closing Date by the SCSB responsible for causing such delay in unblocking. The BRLM shall, in its sole discretion, identify and fix the liability on such intermediary or entity responsible for such delay in unblocking. The Bidder shall be compensated in the manner specified in the SEBI circular no. SEBI/HO/CFD/DIL1/CIR/P/2021/47 dated March 31, 2021 and SEBI circular no. SEBI/HO/CFD/DIL2/CIR/P/2021/2480/1/M dated March 16, 2021, as amended pursuant to SEBI circular no. SEBI/HO/CFD/DIL2/P/CIR/2021/570 dated June 2, 2021 and SEBI circular no. SEBI/HO/CFD/DIL2/CIR/P/2022/51 dated April 20, 2022 which for the avoidance of doubt, shall be deemed to be incorporated in the deemed agreement of the Company with the SCSBs, to the extent applicable.

**THE WEIGHTED AVERAGE COST OF ACQUISITION OF ALL EQUITY SHARES TRANSACTED IN THE PRECEDING 18 MONTHS FROM THE DATE OF THE RED HERRING PROSPECTUS**

Period	Weighted average cost of acquisition (in ₹)*^	Upper end of the price band (₹ 80) is ‘X’ times the weighted average cost of acquisition	Range of acquisition price: Lowest price – Highest price (in ₹)#^
Last 18 months prior to the date of the Red Herring Prospectus	11.31	7.07	0.00 per Equity Share – 55.76 per Equity Share

^ As certified by Saini Pati Shah & Co LLP, Chartered Accountants by way of their certificate dated October 1, 2022.

\* Weighted average cost means total Equity Share Capital including securities premium issued during the last eighteen months divided by number of Equity Shares post conversion of CCPS into equity and post bonus issue. For the above purpose, entire CCPS capital including securities premium which were issued earlier and converted during last one year have been considered as capital issued.

# The range has been arrived at after considering the bonus issue undertaken by our Company.

**RISKS IN RELATION TO THE FIRST OFFER**

This being the first public issue of our Company, there has been no formal market for the Equity Shares of our Company. The face value of the Equity Shares is ₹ 1 each. The Offer Price, Floor Price and Price Band, as determined and justified by our Company and the Investor Selling Shareholders in consultation with the Book Running Lead Manager, in accordance with the SEBI ICDR Regulations, and as stated in “Basis for the Offer Price” on page 98 of the RHP, should not be taken to be indicative of the market price of the Equity Shares after the Equity Shares are listed. No assurance can be given regarding an active and/or sustained trading in the Equity Shares nor regarding the price at which the Equity Shares will be traded after listing.

**GENERAL RISK**

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares in the Offer have not been recommended or approved by the Securities and Exchange Board of India (“SEBI”), nor does SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the investors is invited to “Risk Factors” on page 29 of the RHP.

**PROCEDURE**

You may obtain a physical copy of the Bid-cum-Application Form and the RHP from the Stock Exchanges, Syndicate Member, Registrar to the Offer, Registrar and Share Transfer Agents (“RTAs”), Collecting Depository Participants (“CDPs”), Registered Brokers, Banker to the Offer, Investors’ Associations or Self Certified Syndicate Banks (“SCSBs”).

If you wish to know about processes and procedures applicable to the Offer, you may request for a copy of the RHP and/or the General Information Document (GID) from the BRLM or download it from the website of SEBI at the websites of NSE and BSE at [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com), respectively, and the website of the BRLM at [www.iifcap.com](http://www.iifcap.com).

**PRICE INFORMATION OF BRLM**

Sr. No.	Issue name	Merchant Banker(s)	+/- % change in closing price, [+/- % change in closing benchmark]		
			30th calendar day from listing	90th calendar day from listing	180th calendar day from listing
1	Anand Rathi Wealth Limited	IIFL	+12.38%, [+5.22%]	+4.46%, [-4.42%]	+19.55%, [-6.56%]
2	Rategain Travel Technologies Limited	IIFL	+11.99%, [+7.48%]	-31.08%, [-0.06%]	-35.24%, [-7.38%]
3	Data Patterns (India) Limited	IIFL	+29.70%, [+3.61%]	+13.56%, [+1.42%]	+14.16%, [-8.03%]
4	Vedant Fashions Limited	IIFL	+3.99%, [-0.20%]	+14.53%, [-8.54%]	+37.67%, [+2.17%]
5	Rainbow Childrens Medicare Limited	IIFL	-13.84%, [+0.72%]	-12.80%, [+7.13%]	N.A.
6	eMudhra Limited	IIFL	-1.52%, [-4.27%]	40.66%, [+4.68%]	N.A.
7	Syrma SGS Technology Limited	IIFL	+31.11%, [-1.25%]	N.A.	N.A.

**Notes:**

1. Disclosures subject to recent 7 issues (initial public offerings) in current financial year and two preceding financial years managed by the BRLM.
2. Issue Size derived from Prospectus/final post issue reports, as available.
3. Benchmark Index taken as NIFTY 50 or S&P BSE SENSEX, as applicable.
4. Price on NSE or BSE is considered for all of the above calculations as per the Designated Stock Exchange disclosed by the respective issuer at the time of the issue, as applicable.
5. % of change in closing price on 30th / 90th / 180th calendar day from listing day is calculated vs issue price.
6. In case 30th/90th/180th day is not a trading day, closing price of the previous trading day has been considered.
7. Since 30 calendar days, 90 calendar days and 180 calendar days, as applicable, from listing date has not elapsed for few of the above issues, data for same is not available.
8. N. A. means Not Applicable.

For further details, please refer to "Other Regulatory and Statutory Disclosures - Price information of past issues handled by the BRLM" on page 306 of the RHP.

**BOOK RUNNING LEAD MANAGER**

**IIFL Securities Limited**

**Tel: +91 22 4646 4728**

**E-mail: tracxn.ipo@iiflcap.com**

**Investor Grievance E-mail: ig.ib@iiflcap.com**

<b>Name of Syndicate Member</b>	Not Applicable
<b>Name of Registrar to the Offer</b>	<b>Link Intime India Private Limited</b> <b>Tel: +91 22 4918 6200</b> <b>E-mail: tracxn.ipo@linkintime.co.in</b> <b>Investor grievance E-mail: tracxn.ipo@linkintime.co.in</b>
<b>Name of Statutory Auditor</b>	Price Waterhouse Chartered Accountants LLP
<b>Name of Credit Rating Agency and the rating or grading obtained, if any</b>	Not Applicable
<b>Name of Debenture Trustee</b>	Not Applicable
<b>Self Certified Syndicate Banks</b>	The list of SCSBs notified by SEBI for the ASBA process is available on the SEBI website at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes</a> , or at such other website as may be prescribed by SEBI from time to time. A list of the Designated SCSB Branches with which an ASBA Bidder (other than a UPI Bidder using the UPI Mechanism), not Bidding through Syndicate/Sub Syndicate or through a Registered Broker, may submit the ASBA Forms, is available at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=34">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=34</a> , and at such other websites as may be prescribed by SEBI from time to time. Further, the branches of the SCSBs where the Designated Intermediaries could submit the ASBA Form(s) of Bidders (other than RIBs) is provided on the website of SEBI at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35</a> which may be updated from time to time or at such other website as may be prescribed by SEBI from time to time.
<b>Non Syndicate Registered Brokers</b>	Bidders can submit ASBA Forms in the Issue using the stock broker network of the stock exchange, i.e. through the Registered Brokers at the Broker Centres. The list of the Registered Brokers, including details such as postal address, telephone number and e-mail address, is provided on the websites of the Stock Exchanges at is provided on the websites of the BSE and the NSE at <a href="http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?">http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?</a> and <a href="https://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm">https://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm</a> . as updated from time to time. For further details, see section titled "Offer Procedure" beginning at page 321 of the RHP.
<b>Eligible SCSBs and mobile applications enabled for UPI Mechanism</b>	UPI Bidders Bidding using the UPI Mechanism may apply through the SCSBs and mobile applications whose names appears on the website of the SEBI ( <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=40">https:// www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=40</a> and <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=43">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=43</a> ) which may be updated from time to time. A list of SCSBs and mobile applications, which are live for applying in public issues using UPI mechanism is provided as 'Annexure A' for the SEBI circular number SEBI/HO/CFD/DIL2/CIR/P/2019/85 dated July 26, 2019.



<b>Syndicate SCSB Branches</b>	In relation to Bids (other than Bids by Anchor Investors) submitted under the ASBA process to a member of the Syndicate, the list of branches of the SCSBs at the Specified Locations named by the respective SCSBs to receive deposits of Bid cum Application Forms from the members of the Syndicate is available on the website of the SEBI at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35</a> , which may be updated from time to time or any such other website as may be prescribed by SEBI from time to time. For more information on such branches collecting Bid cum Application Forms from the Syndicate at Specified Locations, see the website of the SEBI at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;intmId=35</a> or any such other website as may be prescribed by SEBI from time to time.
<b>Registered Brokers</b>	The list of the Registered Brokers eligible to accept ASBA Forms from Bidders (other than RIBs), including details such as postal address, telephone number and e-mail address, is provided on the websites of BSE and NSE at <a href="http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?">http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?</a> and <a href="https://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm">https://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm</a> , respectively, as updated from time to time.
<b>Details regarding website address(es)/ link(s) from which the investor can obtain a list of RTAs, CDPs and stock brokers who can accept applications from investors, as applicable</b>	<p>The list of the RTAs eligible to accept ASBA Forms from Bidders (other than RIBs) at the Designated RTA Locations, including details such as address, telephone number and e-mail address, is provided on the websites of Stock Exchanges at <a href="http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?">http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?</a> and <a href="http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm">http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm</a>, respectively, as updated from time to time.</p> <p>The list of the CDPs eligible to accept ASBA Forms from Bidders (other than RIBs) at the Designated CDP Locations, including details such as name and contact details, is provided on the websites of BSE at <a href="http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?">http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?</a> and on the website of NSE at <a href="http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm">http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm</a>, as updated from time to time. For further details, see “Offer Procedure” on page 321 of the RHP.</p>

## PROMOTERS OF OUR COMPANY

Sr. No.	Name	Individual / Corporate	Experience & Educational Qualification
1	Neha Singh	Individual	Neha Singh is the Chairperson and Managing Director of our Company and is a founder of our Company. She holds a bachelor's and master's degree in technology, with specialisations in computer science and engineering, from the Indian Institute of Technology Bombay, as part of its dual degree program, as well as a master's degree in business administration from the Leland Stanford Junior University. She has previously served as an associate with The Boston Consulting Group (India) Private Limited, and an investment analyst with Sequoia Capital India Advisors Private Limited. In 2016, she was profiled as an 'Outstanding Woman' by Outlook Business, and as being amongst 'The 40 who matter in the Indian start-up ecosystem' by Mint. She was recognised as part of the '40 under 40' list by Fortune India in 2018 and 2019. She was also recognised as being amongst 'The Most Powerful Women', as part of the 'Rising Stars' category by Business Today in 2019.
2	Abhishek Goyal	Individual	Abhishek Goyal is the Vice Chairman and Executive Director on the Board of our Company and is a founder of our Company. He holds a bachelor's degree in technology, specialising in computer science and engineering, from the Indian Institute of Technology, Kanpur. He has previously served as a consultant with 3i Infotech Limited and Erasmic Consulting Private Limited, and has also worked with organisations such as Amazon Development Centre (India) Private Limited, Yahoo Software Development India Private Limited, Accel India Management LLP and Andale Information Technologies Private Limited. He has been recognised as part of the '40 under 40' list by Fortune India in 2018 and 2019.

## OUR BUSINESS OVERVIEW AND STRATEGY

**Company Overview:** We are among the leading global market intelligence providers for private company data and rank among the top five players globally in terms of number of companies profiled offering data of private market companies across sectors and geographies (*Source: Company Commissioned F&S Report*). We have one of the largest coverage of private companies in emerging technology sectors including IoT, artificial intelligence, virtual reality, robotics, blockchain and electric vehicles (*Source: Company Commissioned F&S Report*). We have an asset light business model and operate a Software as a Service (“SaaS”)-based platform, *Tracxn*, that scanned over 662 million web domains, and profiled over 1.84 million entities across 2,003 Feeds categorized across industries, sectors, sub-sectors, geographies, affiliations and networks globally, as of June 30, 2022. Our platform has 3,271 Users across 1,139 Customer Accounts in over 58 countries, as of June 30, 2022. Our Customers include a number of Fortune 500 companies and/or their affiliates.

**Service Offerings:** The Company operates a Software as a Service (“SaaS”)-based platform, *Tracxn*.

**Geographies Served:** Our platform has 3,271 Users across 1,139 Customer Accounts in over 58 countries, as of June 30, 2022.

(in ₹ thousand, except for percentages)

Particulars	For the three months ended June 30, 2022	For the three months ended June 30, 2021	For Fiscal 2022	For Fiscal 2021	For Fiscal 2020
Revenue from Operations	184,044.95	149,720.96	634,535.12	437,786.71	373,342.21
EBITDA <sup>1</sup>	1,852.19	(11,451.23)	(64,064.44)	(170,584.33)	(224,468.79)
Restated Profit / (loss) after tax and exceptional items	8,359.42	(7,202.04)	(48,476.71)	(53,476.60)	(540,328.37)
RoNW (in %) <sup>2</sup>	3.64%	(3.27%)	(23.49%)	(24.06%)	(39.95%)

1. EBITDA = Restated profit for the year/period plus tax expense, depreciation expenses, less other income, less other gains/(losses) – net.

2. RoNW = Restated profit / (loss) for the period / year as divided by the absolute value of total equity as at the end of the period / year.

**Client Profile:** Our customers span various industries including investment industry, financial services, technology, healthcare, CPG, auto, manufacturing, education, non-profit and social impact. Our Customers include some of the world's largest organisations including a number of Fortune 500 companies and/or their affiliates.

**Industries Served:** We also provide global coverage of emerging technology sectors with 2,003 Feeds categorized across industry, sectors, sub-sectors, geographies, affiliations and networks globally, as of June 30, 2022, including sectors such as internet first insurance, life sciences technology and regulatory technology.

**Intellectual Property:** Our success and ability to compete depend in part upon our ability to protect our technology and to establish and adequately protect our intellectual property rights. We have obtained 12 registrations for trademarks, including 'Minicorn', 'Soonicorn', 'Tracxn' and 'Tracxn.com' under various classes in India, as of June 30, 2022. Also see, "Risk Factors – We may be unable to successfully protect our intellectual property rights from being infringed by others, including competitors" on page 42 of the RHP.

**Market Share:** Not available

**Manufacturing Plant, if any:** Not Applicable

**Employee Strength:** As of June 30, 2022, we had 808 full-time employees on our payroll. For details see 'Our Business – Human Resources' on page 155 of the RHP.

## BOARD OF DIRECTORS

Sr. No.	Name	Designation	Experience & Educational Qualification	Directorships in other companies
1	Neha Singh	Chairperson and Managing Director	Neha Singh is the Chairperson and Managing Director of our Company and is a founder of our Company. She holds a bachelor's and master's degree in technology, with specialisations in computer science and engineering, from the Indian Institute of Technology Bombay, as part of its dual degree program, as well as a master's degree in business administration from the Leland Stanford Junior University. She has previously served as an associate with The Boston Consulting Group (India) Private Limited, and an investment analyst with Sequoia Capital India Advisors Private Limited. In 2016, she was profiled as an 'Outstanding Woman' by Outlook Business, and as being amongst 'The 40 who matter in the Indian start-up ecosystem' by Mint. She was recognised as part of the '40 under 40' list by Fortune India in 2018 and 2019. She was also recognised as being amongst 'The Most Powerful Women', as part of the 'Rising Stars' category by Business Today in 2019.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>Reindeer Software Solutions Private Limited</li> </ul> <i>Foreign Companies</i> <ul style="list-style-type: none"> <li>Nil</li> </ul>
2	Abhishek Goyal	Vice Chairman and Executive Director	Abhishek Goyal is the Vice Chairman and Executive Director on the Board of our Company and is a founder of our Company. He holds a bachelor's degree in technology, specialising in computer science and engineering, from the Indian Institute of Technology, Kanpur. He has previously served as a consultant with 3i Infotech Limited and Erasmic Consulting Private Limited, and has also worked with organisations such as Amazon Development Centre (India) Private Limited, Yahoo Software Development India Private Limited, Accel India Management LLP and Andale Information Technologies Private Limited. He has been recognised as part of the '40 under 40' list by Fortune India in 2018 and 2019.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>Reindeer Software Solutions Private Limited</li> </ul> <i>Foreign Companies</i> <ul style="list-style-type: none"> <li>Nil</li> </ul>
3	Ravi Chandra Adusumalli	Non-Executive Director	Ravi Chandra Adusumalli is a Non-Executive Director of our Company. He holds a bachelor's degree in economics and government from Cornell University. He is currently the managing partner of Elevation Capital.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>Le Travenues Technology Limited</li> <li>Rivigo Services Private Limited</li> <li>Urbanclap Technologies India Private Limited</li> <li>Capfloat Financial Services Private Limited</li> <li>Nextgen Project Management Systems Private Limited</li> <li>One97 Communications Limited</li> <li>Paytm E-Commerce Private Limited</li> </ul> <i>Foreign Companies</i> <ul style="list-style-type: none"> <li>SAIF Partners India IV Limited</li> <li>SAIF India IV FII Holdings Limited</li> <li>SAIF Partners India IV Holdings Limited</li> <li>SAIF Partners India IV Investors Limited</li> <li>Elevation Capital V Limited</li> <li>Elevation Capital V FII Holdings Limited</li> <li>Elevation Capital V Holdings Limited</li> <li>Elevation Capital V Management</li> <li>Elevation Capital VI Limited</li> <li>Elevation Capital VI FII Holdings Limited</li> <li>Elevation Capital VI Holdings Limited</li> <li>Elevation Capital VI Management</li> <li>Elevation Capital VII Limited</li> <li>Elevation Capital VII FII Holdings Limited</li> <li>Elevation Capital VII Holdings Limited</li> </ul>

**IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS**

Sr. No.	Name	Designation	Experience & Educational Qualification	Directorships in other companies
				<ul style="list-style-type: none"> <li>• Elevation Capital VII Management</li> <li>• Elevation Company Limited</li> <li>• Software Is Correct Inc.</li> <li>• Pactora Inc.</li> <li>• Plena Data Inc.</li> <li>• Zeni Inc.</li> <li>• Journey Front Inc.</li> <li>• Elevation Capital VII DA Holdings Limited</li> <li>• Elevation Capital VIII Limited</li> <li>• Elevation Capital VIII FPI Holdings Limited</li> <li>• Elevation Capital VIII Holdings Limited</li> <li>• Elevation Capital VIII Management</li> <li>• Elevation Capital VIII DA Holdings Limited</li> </ul>
4	Vivek Kumar Mathur	Non-Executive Nominee Director*	Vivek Kumar Mathur is a Non-Executive Nominee Director on the Board of our Company and has been nominated to our Board by Elevation Capital pursuant to the terms of the Shareholders' Agreement. He holds a bachelor's degree in engineering, with honours, specialising in the chemical branch, and a masters' degree in science, with honours, specialising in chemistry, each from the Birla Institute of Technology and Science, and a master's degree in business administration from the Graduate College of the University of Iowa. He has previously served as the executive director for customer service at Dell International Services Private Limited and is currently a partner at Light Ray Advisors LLP.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>• Paytm Payments Services Limited</li> <li>• Paytm E-Commerce Private Limited</li> <li>• Busybees Logistics Solutions Private Limited</li> <li>• One97 Communications India Limited</li> <li>• One97 Communications Limited</li> <li>• Senco Gold Limited</li> <li>• Aye Finance Private Limited</li> <li>• Elixa Technologies Private Limited</li> </ul> <i>Foreign Companies</i> Nil
5	Brij Bhushan	Independent Director	Brij Bhushan is an Independent Director on the Board of our Company. He holds a bachelor's degree in technology, specialising in computer engineering, from Maharshi Dayanand University, Rohtak and post graduate diploma in management from the Indian Institute of Management, Bengaluru. He has previously worked with Bain & Company India Private Limited, Flextronics Software Systems Limited and Infosys Technologies Limited in software engineering and consultancy roles and has served as a vice president of the corporate department of Nexus India Capital Advisors Private Limited. He is the co-founder and chief executive officer of Samast Technologies Private Limited.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>• Samast Technologies Private Limited</li> </ul> <i>Foreign Companies</i> <ul style="list-style-type: none"> <li>• PT Samast Technologies Indonesia</li> </ul>
6	Nishant Verman	Independent Director	Nishant Verman is an Independent Director on the Board of our Company. He holds a bachelor's degree in science, with a specialization in computer engineering from The University of Michigan along with a master's degree in business administration from the Northwestern University. He has previously worked with Flipkart Internet Private Limited and Canaan Advisors Private Limited, and is currently the chief executive officer of Overleap Networks Private Limited (Bazaar.com).	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>• Overleap Networks Private Limited</li> </ul> <i>Foreign Companies</i> Nil
7	Payal Goel	Independent Director	Payal Goel is an Independent Director on the Board of our Company. She holds a bachelor's degree in arts, with honours, from the University of Delhi. She has also completed the post graduate program in management at the Indian School of Business, Hyderabad, India. She has previously worked at Peepul Capital Advisors, Aspada Investment Advisors Private Limited and Flipkart Internet Private Limited. She is currently working as a corporate development principal at Google India Private Limited.	<i>Indian Companies</i> Nil <i>Foreign Companies</i> Nil
8	Rohit Jain	Independent Director	Rohit Jain is an Independent Director on the Board of our Company. He holds a bachelor's degree in technology, specialising in computer science and engineering, from Indian Institute of Technology, Delhi and a master's degree in science from The University of North Carolina at Chapel Hill. He has previously worked with Microsoft Corporation, IBM India Private Limited and Google India Private Limited in software engineering and research roles. He has also worked as a principal at SAIF Advisors Private Limited and is currently the managing partner of Pravega Ventures, a technology venture capital fund.	<i>Indian Companies</i> <ul style="list-style-type: none"> <li>• Fyle Technologies Private Limited</li> <li>• JSM Advisers Private Limited</li> <li>• 9Main Advisers Private Limited</li> </ul> <i>Foreign Companies</i> Nil

\* Nominee of Elevation Capital, pursuant to the Shareholders' Agreement. For more information, see the section "History and Certain Corporate Matters" on page 161 of the RHP.

For further details in relation to our Board of Directors, see "Our Management" beginning on page 167 of the RHP.

**OBJECTS OF THE OFFER**

The Offer comprises an Offer for Sale by the Selling Shareholders of Up to 38,672,208 Equity Shares.

**Fresh Issue:** Not Applicable

**Means of finance:** Not Applicable.

**Details and reasons for non-deployment or delay in deployment of proceeds or changes in utilisation of issue proceeds of past public offers / rights issues, if any, of our Company in the preceding 10 years:** Not Applicable.

**Terms of Issuance of Convertible Security, if any:** Not Applicable.

**Name of Monitoring Agency:** Not Applicable.

**Shareholding Pattern as on the date of the RHP:**

Category of shareholder	Pre Issue number of shares	% Holding of Pre issue
Promoters and Promoter Group	51,084,368	50.93
Public	49,225,817	49.07
<b>Total</b>	<b>100,310,185</b>	<b>100.00</b>

**Number / amount of Equity Shares proposed to be sold by the Selling Shareholders, if any:**

S. No.	Name of Selling Shareholder	No. of Equity Shares offered in the Offer for Sale
1.	NEHA SINGH	Up to 7,662,655 Equity Shares aggregating up to ₹ [●] thousand
2.	ABHISHEK GOYAL	Up to 7,662,655 Equity Shares aggregating up to ₹ [●] thousand
3.	BINNY BANSAL	Up to 1,263,096 Equity Shares aggregating up to ₹ [●] thousand
4.	SACHIN BANSAL	Up to 1,263,096 Equity Shares aggregating up to ₹ [●] thousand
5.	SAHIL BARUA	Up to 207,548 Equity Shares aggregating up to ₹ [●] thousand
6.	DEEPAK SINGH	Up to 315,774 Equity Shares aggregating up to ₹ [●] thousand
7.	ELEVATION CAPITAL	Up to 10,980,885 Equity Shares aggregating up to ₹ [●] thousand
8.	TRUSTEES, KOLLURI LIVING TRUST	Up to 267,915 Equity Shares aggregating up to ₹ [●] thousand
9.	MILLIWAYS FUND LLC	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand
10.	RATHNAGIRISH MATHRUBOOTHAM	Up to 295,952 Equity Shares aggregating up to ₹ [●] thousand
11.	APOLETO ASIA LTD	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand
12.	TRUSTEES, NRJN FAMILY TRUST	Up to 591,904 Equity Shares aggregating up to ₹ [●] thousand
13.	MANOJ KUMAR GANDHI	Up to 147,976 Equity Shares aggregating up to ₹ [●] thousand
14.	WGG INTERNATIONAL LIMITED	Up to 881,602 Equity Shares aggregating up to ₹ [●] thousand
15.	ACCEL INDIA IV (MAURITIUS) LIMITED	Up to 4,017,506 Equity Shares aggregating up to ₹ [●] thousand
16.	SCI INVESTMENTS V	Up to 2,181,692 Equity Shares aggregating up to ₹ [●] thousand
17.	PRASHANT CHANDRA	Up to 636,000 Equity Shares aggregating up to ₹ [●] thousand

**SUMMARY OF RESTATED FINANCIAL STATEMENTS**

(₹ in thousand except per share data)

Particulars	As at and for the three months ended		Year ended		
	June 30, 2022	June 30, 2021	March 31, 2022	March 31, 2021	March 31, 2020
Revenue from Operations	184,044.95	149,720.96	634,535.12	437,786.71	373,342.21
Restated Profit/ (Loss) before tax and exceptional items	8,359.42	(1,941.87)	(3,568.78)	(53,476.60)	(540,328.37)
Restated Profit/ (Loss) after tax and exceptional items	8,359.42	(7,202.04)	(48,476.71)	(53,476.60)	(540,328.37)
Equity	100,310.18	8,960.35	100,310.18	8,960.35	2,026.05
Other equity	129,508.76	211,472.92	106,100.93	213,271.42	(1,354,452.79)
Net worth	229,818.94	220,433.27	206,411.11	222,231.77	(1,352,426.74)
Basic Earnings / (loss) per Equity Share (in ₹)	0.08	(0.07)	(0.48)	(0.55)	(5.54)
Diluted Earnings / (loss) per Equity Share (in ₹)	0.07	(0.07)	(0.48)	(1.52)	(5.54)
Return on Net Worth (%)	3.64%	(3.27%)	(23.49%)	(24.06%)	(39.95%)
Net asset value per Equity Share (in ₹)	2.29	2.25	2.06	2.28	(13.87)



**INTERNAL RISK FACTORS**

*Below mentioned risks are the top 5 risk factors as per the RHP:*

1. If we are unable to attract new customers, maintain our existing Customer Account base or expand Users within existing Customer Accounts of our platform, our revenue growth and profitability may be adversely affected.
2. We derive, and expect to continue to derive all of our revenues from operations from subscription by customers of our Tracxn platform. If our customers do not renew or expand their subscriptions, or if they renew on less favourable terms, our future revenue and operating results may be adversely affected.
3. If there are interruptions or performance problems associated with our platform our business and financial condition may be adversely affected.
4. We may be required to raise additional funds through equity or debt in the future to continue to grow our business, which may not be available on favourable terms or at all. Further, we will not receive any proceeds from the Offer. The Selling Shareholders will receive the net proceeds from the Offer.
5. We face competition from and could lose market share to our competitors, which could adversely affect our business, financial condition and results of operations.

**SUMMARY OF OUTSTANDING LITIGATIONS, CLAIMS AND REGULATORY ACTION**

- A. A summary of outstanding litigation proceedings as on the date of the Red Herring Prospectus as disclosed in the section titled “Outstanding Litigation and Material Developments” in terms of the SEBI ICDR Regulations and the Materiality Policy is provided below.

Category of individuals / entities	Criminal Proceedings	Tax Proceedings	Statutory or Regulatory Proceedings	Disciplinary actions by SEBI or Stock Exchanges against our Promoters in the last five years, including outstanding action	Material civil litigation <sup>#</sup>	Aggregate amount involved* (₹ in thousand)
<b>Company</b>						
By the Company	Nil	Nil	Nil	Nil	Nil	Nil
Against the Company	Nil	1	Nil	Nil	Nil	3,179.04
<b>Directors</b>						
By the Directors	Nil	Nil	Nil	Nil	Nil	Nil
Against the Directors	Nil	1	Nil	Nil	Nil	137.98
<b>Promoters</b>						
By the Promoters	Nil	Nil	Nil	Nil	Nil	Nil
Against the Promoters	Nil	Nil	Nil	Nil	Nil	Nil
<b>Subsidiaries</b>						
By the Subsidiaries	Nil	Nil	Nil	Nil	Nil	Nil
Against the Subsidiaries	Nil	Nil	Nil	Nil	Nil	Nil

<sup>#</sup> Determined in accordance with the Materiality Policy.

<sup>\*</sup> To the extent quantifiable.

For further details, see “Outstanding Litigation and Other Material Developments” on page 291 of the RHP.

B. Brief details of top 5 material outstanding litigation / legal proceedings initiated against the Company and amount involved: None.

C. Disciplinary action taken by SEBI or stock exchanges against the Promoters in last 5 financial years including outstanding action, if any: None.

D. Brief details of outstanding criminal proceedings against the Promoters: None.

For further details of the outstanding litigation proceedings, see “Outstanding Litigation and Material Developments” on page 291 of the RHP.

**DECLARATION BY OUR COMPANY**

We hereby certify and declare that all relevant provisions of the Companies Act, 2013 and the rules, regulations and guidelines issued by the Government of India, and the regulations or guidelines issued by SEBI established under Section 3 of the SEBI Act, as the case may be, have been complied with and no statement made in the Red Herring Prospectus is contrary to the provisions of the Companies Act, 2013, the SCRA, SCRR and the SEBI Act, 1992, each as amended, or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements in the Red Herring Prospectus are true and correct.

**DECLARATION BY THE SELLING SHAREHOLDERS**

Each of the Selling Shareholders, hereby confirm and certify that all statements, disclosures and undertakings made or confirmed by them in the Red Herring Prospectus about or in relation to themselves, as a Selling Shareholder, and their respective portion of the Offered Shares, are true and correct. Each of the Selling Shareholders assume no responsibility as a Selling Shareholder for any other statements, disclosures, and undertakings, including any statements made or confirmed by, or relating to, the Company or any other person(s) in the Red Herring Prospectus.