

Shark Tank India

Past, Present & Future

How does a Startup Secure an Opportunity to Pitch on Shark Tank India



Application and Initial Screening

The Show's Producers review and screen Entrepreneur applications to identify promising candidates for participation

On-Air Pitch

Entrepreneurs pitch their business ideas to the Sharks within a tight 2-3 minute timeframe on the show



Negotiation and Investment Offer

After the pitch, Sharks can question, negotiate terms, make investment offers, and potentially compete for the same business



Due Diligence













After the show, both the entrepreneurs and the **Sharks** conduct due diligence to ensure the proposed deal is viable and agreeable in terms



Closing the Deal

If due diligence checks out, the deal is finalized, and the shark becomes an investor in the entrepreneur's business

Judges Season 2 v/s Season 3

Season 2			Season 3		
Judges	Net Worth ¹ as on 2024	Invested ¹	Judges	Net Worth ² as on 2024	
 <p>Amit Jain CEO and Co-founder – CarDekho Group</p>	₹2,900 Cr	₹8.66 Cr	 <p>Ritesh Agarwal Founder and CEO – OYO Rooms</p>	₹16,000 Cr	
 <p>Aman Gupta Co-founder and CMO – boat</p>	₹700 Cr	₹17.84 Cr	 <p>Ronnie Screwvala Co-Founder and Chairperson – UpGrad Founder – UTV, RSVP movies</p>	₹12,800 Cr	
 <p>Namita Thapar Executive Director – Emcure Pharma</p>	₹600 Cr	₹19.4 Cr	 <p>Deepinder Goyal Co-founder and CEO - Zomato</p>	₹2,000 Cr	
 <p>Peyush Bansal CEO and Founder – Lenskart</p>	₹600 Cr	₹16.16 Cr	 <p>Azhar Iqbal Co-founder and CEO - Inshorts</p>	₹500 Cr	
 <p>Vineeta Singh CEO and Co-Founder – Sugar</p>	₹300 Cr	₹9.69 Cr	 <p>Varun Dua CEO and Founder – ACKO</p>	Unavailable	
 <p>Anupam Mittal Founder – Shaadi.com, Makaan.com, Mauj</p>	₹185 Cr	₹9.77 Cr	 <p>Radhika Gupta MD & CEO - Edelweiss Mutual Fund</p>	₹41 Cr	

Shark Tank India – Season Comparison

Parameters	Season 1	Season 2	Season 3 till now
Number of Deals showcased*	117	165	15
Deals closed	66 (56%)	104 (63%)	10 (67%)
Average valuation sought	₹ 40 Cr	₹ 58 Cr	₹ 65 Cr
Average closing valuation	₹ 8.6 Cr	₹ 24 Cr	₹ 45 Cr
Equity offered	4.96%	3.25%	1.89%
Equity taken	16.02%	6.62%	3.07%*

Season 3 is shaping up to be exciting with entrepreneurs **commanding higher valuations, sealing more deals, yet parting with less equity than before**, and a new twist where **Sharks are now also taking a bite with royalty from sales.**

Shark Tank India v/s Shark Tank USA

Parameters	Shark Tank India ¹	Shark Tank USA ²
Seasons	2	14
Companies Appeared	283	1,274
Deals Made	170	766
Most popular industry: Food & Beverages	27%	22%
Most Prolific deal-maker	Aman Gupta – 70 deals	Mark Cuban – 229 deals
Average TV Viewership per episode	Season 1 – 7 Million ³	Season 14 – 4 Million ⁴
Invested Capital	\$13.4 Million	\$ 231.9 Million
Average Investment per deal	\$ 80K	\$ 300K
Average equity given	10.26%	19.4%
Average valuation per company	\$ 800,000	(2x of India) \$ 1.5 Million

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