

Lavelle Networks raises USD 2 million strategic funding led by YourNest Venture Capital

- The software defined networking solutions innovator plans for rapid enterprise business expansion

Bangalore, 29 March 2019 – Lavelle Networks, India's first SDN networking platform that solves the biggest challenges for enterprises connecting over a Wide Area Network (WAN), has completed a USD 2 mn Series A round of financing. YourNest Venture Capital led the funding round in addition to investments from existing marquee enterprise technology venture capitalists - Ideaspring Capital and from KAAJ Ventures (B V Jagadeesh), and ASM Technologies Limited.

In a short span of four years, the Company has secured strong enterprise wins in India, solving the most difficult data networking challenges for distributed enterprises in using cloud applications. Their first-in-the-market solution - Network-as-a-Service - uses the cloud to automate, optimize and secure enterprise networks using next generation traffic analysis.

The Series A funding builds on an exceptional year for Lavelle in the enterprise market in FY19 with a rapidly growing roster of clients combined with a solid market momentum. The fresh funding will accelerate the Company's rapid expansion program in FY20 into key digital transformation market opportunities.

Sunil K Goyal, Managing Director and Fund Manager, YourNest Venture Capital, said, "In the next two years, our focus through our second fund will be to identify nearly 20 deep-tech product companies that could be nurtured into market leaders globally. We are well on track to achieve this vision with Lavelle Networks joining our growing portfolio. It has shown great potential for enterprises where legacy network platforms are increasingly becoming a business bottleneck. The company's cloud-based WAN solution for enterprises is disruptive and is poised to solve many networking challenges."

"We are tremendously excited to partner with YourNest as we work to bring cutting-edge enterprise networking at transformative economies of scale to the emerging economies of the world. Back in 2017, Ideaspring joined hands with us to build a company we all want to be proud of and grow rapidly into a market force. We are extremely encouraged that such esteemed investors believed in us," said **Shyamal Kumar, Founder & CEO, Lavelle Networks**.

"Lavelle Networks has achieved phenomenal growth over the past two years. Ideaspring is very happy to participate in this round as we believe Lavelle Networks will be one of the premier SD-WAN company" said **Naganand Doraswamy, Managing Director, Ideaspring Capital**.

The SD-WAN segment in the Indian market is poised to achieve a size of USD 250-500 mn in the next 5-7 years. With close to 4X growth in the financial year just ended, Lavelle Networks is poised to become a disruptive force in enterprise networking in the ensuing years.

About YourNest Venture Capital

YourNest Venture Capital is a SEBI-registered, sharply focused, early-stage pre-Series A fund house from India which was started in 2011. Its first fund, YourNest Angel Fund-I was established in 2012, and has raised US\$ 14 mn (INR 90 cr) with notable investments such as Uniphore (speech recognition solution for enterprises speech analytics, virtual assistants and voice biometrics); KaHa Pte (world's first trusted social network that works with best global brands and collaborates on a unique IoT experiences for consumers in Safety & Health domain); Momspresso (India's largest and most

comprehensive content platform for mothers) and Golflan (Online Golf community and marketplace). The second fund, YourNest India VC Fund II started in 2016 and plans to raise a corpus of USD 65 mn (INR 450 cr) focusing on the new connected economy represented by the Internet of Things (IoT), Robotics, Electronic System Design, Enterprise SaaS comprising Artificial Intelligence (AI), Machine Learning and Blockchain. Lavelle Networks is the fifth investment from Fund II with the others being CRON Systems (developing state-of-art Intrusion Detection Systems); Emotix (India's first companion robot that has a unique IP in Robotics, Cognitive Science and AI); CredRight (serving credit-starved micro & small entrepreneurs through institutional credit leveraging ROSCAs/Chit Funds in India) and SmartVizX (India's first VR-based design visualization and collaboration product called Trezi for AEC industry).