



A Kalaari Capital Initiative

# No Ceiling Stories



**Neha Singh**

Co-founder and CEO,

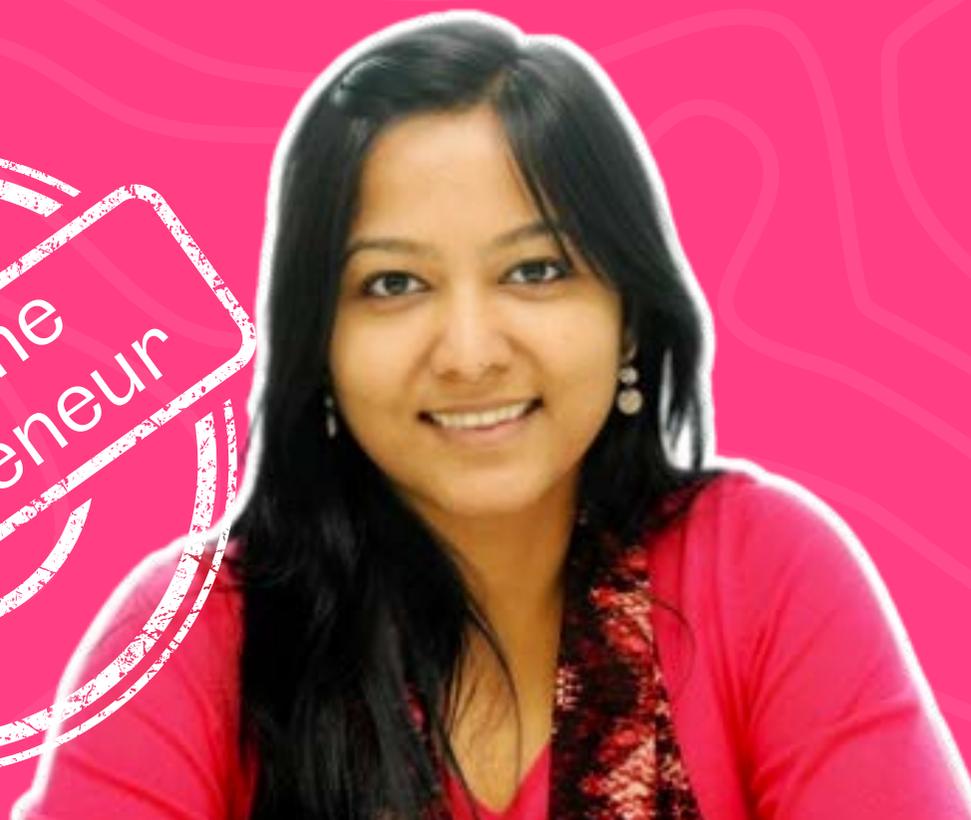
Tracxn



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Neha built  **Tracxn**, an innovative **data platform for private markets.**

- ✔ Built a data empire.
- ✔ In under a decade, **led her startup to an IPO.**
- ✔ Put Indian SaaS on the global stage.

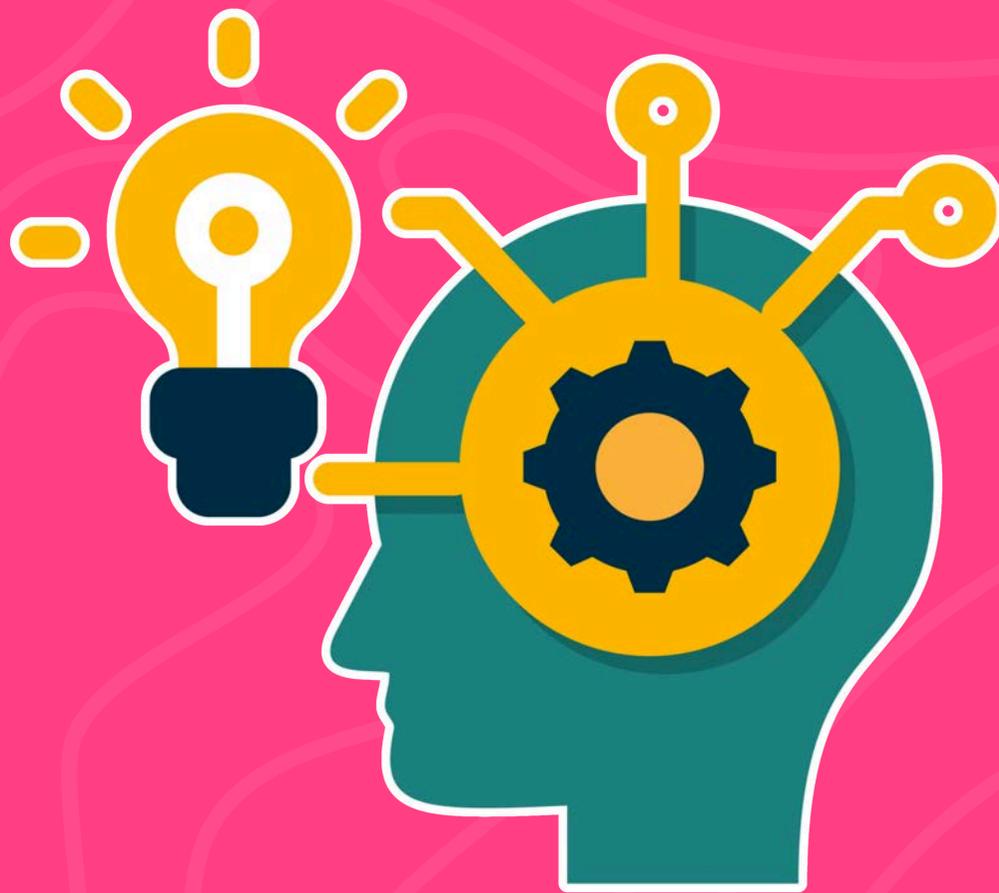




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Growing up in Bhabha Atomic Research Centre's residential township, Neha was expected to pursue academia.

But her mind was wired for something else — **something she could build.**





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**IIT gold medalist, Neha Singh chose problem-solving** over a secure career path.

Her journey into the unknown began with stints at **BCG** and **Sequoia Capital**.





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Spotting the **disorganized**,  
**unstructured** and **delayed access** to  
private company data in venture capital,  
Neha Singh decided to **build a solution**.

Fragmented

chaotic

Slow





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She initially **coded the first version** of the platform herself to solve this problem, leveraging her computer science skills.



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While pursuing her MBA at Stanford GSB, Neha connected with **Abhishek Goyal**, a techie turned investor.

They shared a vision for accessible private market intelligence—and he would go on to become her **co-founder** and **life partner**.

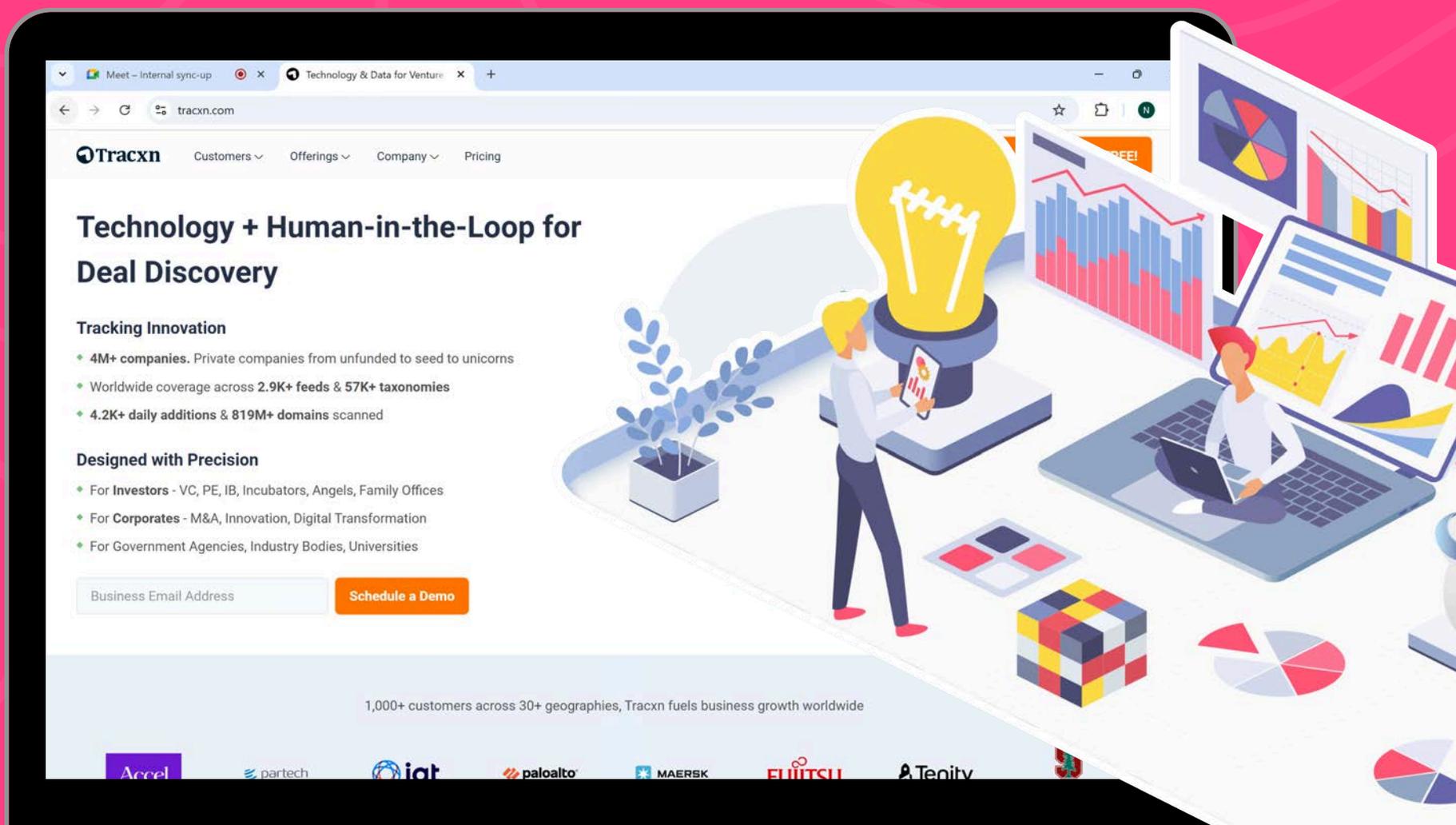




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In 2013, they launched  **Tracxn** from Silicon Valley.

A platform with a robust startup database, leveraging AI to track emerging trends.





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Neha faced financial uncertainties and many sleepless nights as Tracxn navigated the early, turbulent years.

Neha was **relentless in her outreach**. She cold-emailed some of India's biggest business icons.





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Neha's **compelling vision** and **bold approach** made the veterans say yes!

**2015:** \$10M seed funding landed from angels like Sachin and Binny Bansal.

**2016:** Ratan Tata's backing solidified belief in Neha's vision.

Tracxn gained credibility and early traction in the market.





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Today, Tracxn is among the world's **top 5 private market data providers.**

- ✔ Trusted by Fortune 500s and investment banks across 30+ countries.
- ✔ Tracks over 700 million entities.
- ✔ Customers span 50+ countries.





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## In just 10 years, Tracxn went public.

- First VC-backed Indian SaaS IPO in 2022.
- Successful listing despite market headwinds.
- Massive shareholder growth: ~30 to 1M.

“ Not an exit, but the start of another journey. ”

- Neha





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**And Neha's journey is far from over.**

The next chapter?

- ✓ Deeper AI capabilities.
- ✓ Cross-sector analytics.
- ✓ Real-time insights.
- ✓ Global leadership in private market data.





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## Neha Singh: A force to reckon with!

- 🏆 Featured in LiveMint's "40 Who Matters in the Indian Startup Ecosystem."
- 🏆 Recognized as "Outstanding Women in Business" by Outlook Business.
- 🏆 Featured twice on Fortune India's "40 Under 40."





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## **No Ceiling Stories**

Celebrating women  
who break barriers  
and redefine  
possibilities.

**Because if she can do it,  
so can you.**