

Distress to Deal Flow: M&A in India's Stressed Startups

India's 2025 startup M&A market recorded 136 acquisitions — a 7% year-on-year rise — driven by two concurrent forces: strategic capability-led buyers hunting for IP and distribution

DATE
Friday, 7 August 2026

TIME (IST)
4:00 PM to 5:00 PM

FORMAT
Online · Zoom

ABOUT THIS SESSION

This webinar examines how Indian startups in capital-stressed sectors can approach inbound M&A and distress restructuring with commercial discipline — covering valuation benchmarks in a down-round environment, the IBC and SARFAESI levers available to founders and lenders, and how acquirers are pricing compliance readiness and IP defensibility in 2026 deals. The panel draws directly on live deal signals from the edtech asset sale cycle (BYJU'S, Unacademy M&A talks) and logistics consolidation to surface frameworks that attendees can apply to their own mandates.

WHO SHOULD ATTEND

- Founders of Series B/C startups in edtech, logistics, and real estate carrying stressed loan or vendor payment books
- CFOs managing covenant breaches or bridge-financing negotiations with NBFCs and venture debt lenders
- Business development heads at strategic acquirers in fintech and manufacturing scouting distress-priced targets
- Operations heads responsible for carve-out execution and post-merger integration in platform businesses
- Senior management at family offices and corporate venture arms building a secondary-deal playbook

WHAT YOU TAKE AWAY

- A valuation framework for pricing stressed startup assets in a down-round environment — including how acquirers discount BYJU'S-style book versus a clean logistics tech asset
- Clarity on which IBC and SARFAESI levers a founder-lender can trigger before a formal CIRP — and the timeline implications for each
- A peer signal on how two recent edtech and logistics distress deals were structured to protect employee dues and brand value
- A working view on how SEBI's DRHP scrutiny is shaping acquirers' appetite for targets with pending regulatory clearances
- An acquirer's checklist of the IP, compliance, and NDI-Rules due diligence items that are blocking or accelerating 2026 deal closures

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