



Shashank Kumar Managing Director and Co-Founder, Razorpay

Shashank started Razorpay, along with Harshil Mathur, after discovering the dismal state of online payments in India. He graduated from IIT Roorkee and before taking the entrepreneurial route with Razorpay; Shashank also worked with Microsoft US as a Software Developer. With an idea to change the way online payments function in India, Shashank quit his full-time job.

By early 2014, Razorpay was conceptualized with a vision to simplify online payments. Razorpay is one of the only two India-focused companies to be selected for the prestigious Y Combinator (YC) program. Along with 33 reputed investors, the company is also backed by Lone Pine Capital, Alkeon Capital, TCV, GIC, Ribbit Capital, Sequoia Capital India, Tiger Global Management, Y Combinator, Matrix Partners and Mastercard with a funding of \$741.5 Mn from Series A, B, C, D, E & F rounds.

Three years after its founding, Razorpay rebranded itself in 2017 as Razorpay 2.0, a Converged Payments Solution company with a product suite designed to ease businesses of managing concerns around the flow of money in their financial systems. Over the course of time, Razorpay has acquired seven companies - **Ezetap** - India's leading offline POS company, **PoshVine** - India's leading fintech startup that provides payments-linked loyalty solutions to payment networks, banks, and businesses, **Izealiant** - A mobile-first, API-enabled, and cloud-ready payment solution, **RazorpayX Payroll (Opfin)** - a Payroll and HR Management Software company, to solve for seamless automation of a business's entire payroll process, **Thirdwatch**- an Artificial Intelligence (AI) driven company specialising in big data and machine learning for real-time fraud prevention, **TeraFin Labs** - The AI-based SaaS platform that facilitates digital financing solutions.

Recently, the company made its first international announcement by acquiring **Curlec** - A Recurring revenue platform. Progressing in its journey that started with Razorpay 2.0, the Company also launched its neobanking platform,



RazorpayX and lending platform, Razorpay Capital - both designed to power the financial systems for disruptive companies.

Razorpay has been charting exponential growth since its inception. The company today powers digital payments for over 10 Mn businesses including the likes of Facebook, Airtel, BookMyShow, Lenskart, Indian Oil, National Pension Scheme, Tata Consultancy Services, Ola, Zomato, Swiggy, Cred, ICICI Prudential among others. Razorpay has witnessed a Y-O-Y growth of 65% in FY'23. Currently, the company aims to further solidify its position as one of the largest full-stack fintech companies in the country.

Among other achievements, Shashank has also won **EY Entrepreneur of the Year** in 2022 & he also got recognized under **Forbes 30 Under30 ASIA** class of 2021, **Entrepreneur magazine's 'Top 35 Under 35' entrepreneurs** in 2021, **30 promising young Indian talent under the age of 30** in 2021, by Forbes, **40 Under 40 by Fortune India** in 2021, & was also featured as **LinkedIn's Power Profiles in India** (Technology) in 2017 & 2018.