Headsup B2B Secures Rs. 16.65 Crore Debt Capital to Accelerate Growth and Innovation

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Headsup B2B, one of India's fastest-growing B2B procurement and technology platforms, today announced the successful closure of **Rs. 16.65 crore debt capital from its banking partners**. This infusion will fuel the company's growth journey as it targets a **Rs. 250 crore revenue milestone** in FY25-26 while strengthening profitability.

Sumit Kumar, Founder, Headsup B2B

As part of the deployment, **Rs. 5 crore will be channelled into exploring new opportunities in the B2B ecosystem**, further reinforcing Headsup B2B's leadership in infrastructure, construction, and green energy markets.

"*This round of debt capital marks a crucial step in scaling Headsup B2B. With the support of our banking partners, we are poised to expand rapidly, innovate across product categories, and deliver greater value to our ecosystem*," said **Sumit Kumar, Founder, Headsup B2B**.

The company also confirmed it is in **advanced discussions to raise an additional Rs. 14 crore in Q3 FY25-26**, underscoring its ambitious growth trajectory.

With an expanding portfolio spanning **steel, road safety, electricals, and renewable energy solutions**, Headsup B2B continues to emerge as a disruptive force in B2B procurement-empowering contractors, suppliers, and enterprises with streamlined sourcing, financing, and delivery at scale.

Further, the company is preparing to **pivot into Rapid Commerce (not quick commerce) in the home improvement and repair segment**, beginning with a strategic focus on Delhi NCR.

About Headsup B2B

Founded in 2022, Headsup B2B is India's first AI-powered B2B procurement and financing platform for the infrastructure and green energy sectors. Its proprietary CRM "**Gati**" and fast-growing marketplace have powered **Rs. 200 crore in lifetime revenue in just over two years**. The company works closely with EPC contractors, suppliers, and financial institutions to build a seamless ecosystem of procurement, credit, and supply-chain solutions-driving efficiency, scale, and profitability across India's growth industries.