

DFID-infoDev Low Carbon Initiative

A White Paper

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Imperial Innovations, India (“i2india”) Pvt. Ltd.



Collaboration Summary

- i2india can help accelerate DFID Program
 - Significant mission overlap
 - On-going, ground-up effort will anchor program beyond Ph I
 - Existing relationships with stake-holders key to DFID
 - Our UK roots create channel for “Technology Transfer”

Introduction- Imperial Innovations



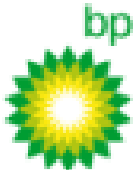
Imperial College London

- World's 6th best University
- Largest Medical School in Europe
- Multidisciplinary

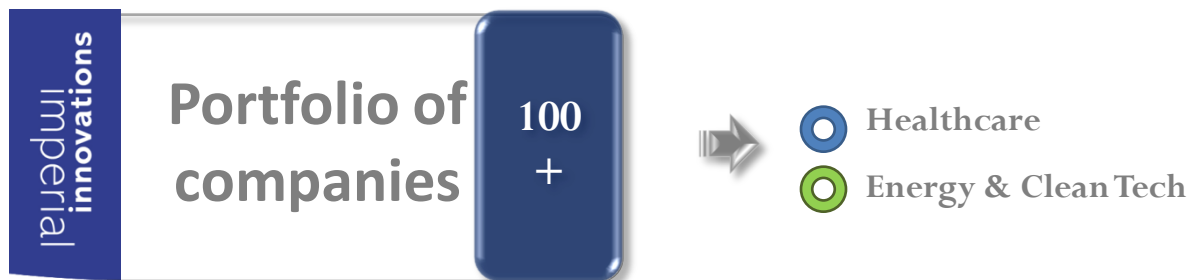


imperial innovations

- Established in 1986 by Imperial College
- Publicly listed in London - \$440M mkt cap
- Expertise in building technology ventures
- Setup i2india Pvt. Ltd. in 2008
- Portfolio
 - 100+ businesses created
 - 150+ Technology Transfer projects
 - Focus – Cleantech & Healthcare



Our Co-Investors in Early Stage



i2india – Local Advisory Board



Dr. Tidu Maini
Imperial College



Dr. R A Mashelkar
CSIR



Dr. D S Brar
Ex - Ranbaxy



Donald Peck
Ex-Actis



Lord Billimoria
Cobra Beer



Chris Mathias
Arbor Ventures



Graham Wrigley
Ex-Permira



i2 india

Replicate the Imperial Innovation model in India,
by collaborating with Indian research institutes



**HEALTHCARE &
LIFESCIENCES**



**CLEANTECH &
ENERGY**



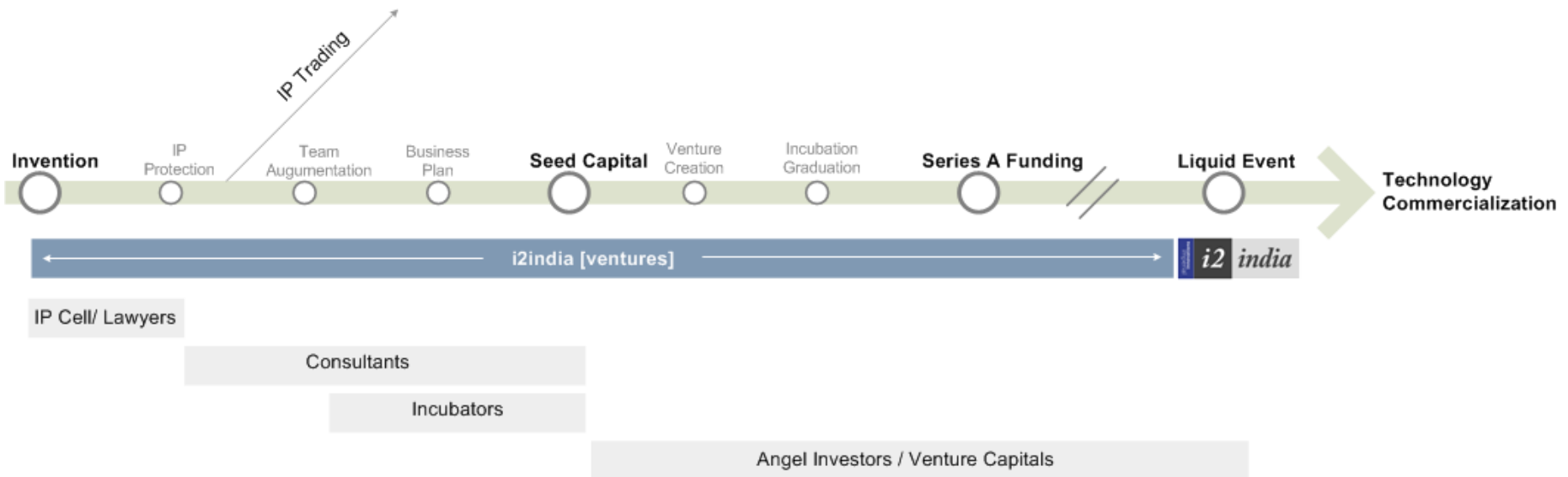
ENGINEERING & TELECOM

Our Model

Pro-actively bring:

Entrepreneurs-in-Residence + Unique IPR + Mentorship + Seed-Fund =

to create world-class companies



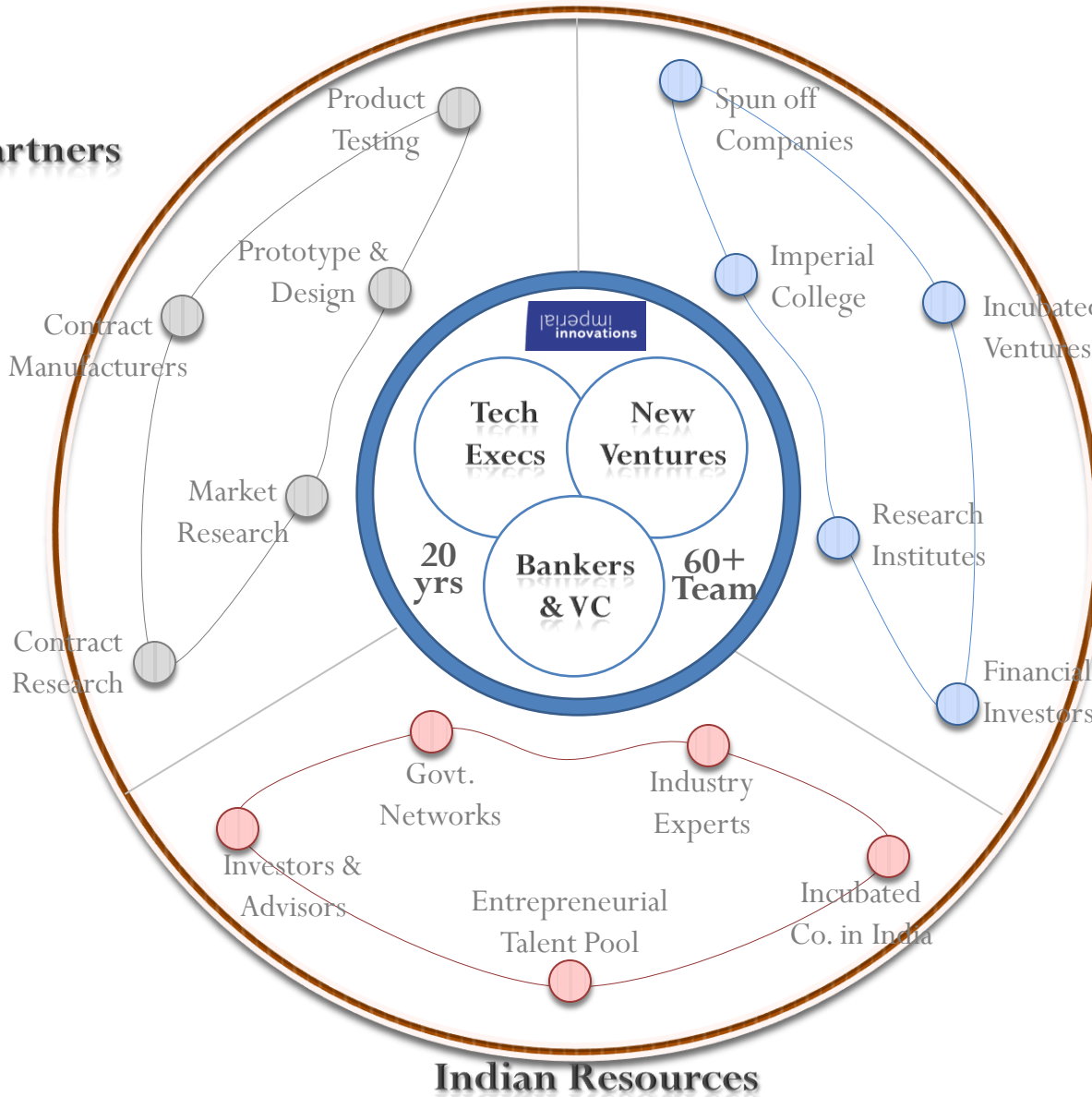
Indian Product Entrepreneurship landscape is fragmented & requires nucleation.

i2india is the first to provide all these skills and offerings under one-roof.

Ground-up Built Infrastructure

Global Partners

UK Resources



A White Paper

SUGGESTIONS FOR DFID / INFODEV

Anchoring the DFID Program in India

DFID & infoDev Low-Carbon Program

Entrepreneurs in Residence

Start-up Mentors

Anchor Incubators

Relevant Technology
Innovations

Government Support

Education / Training

Co-Investments

Integral to i2india Core Business

i2india extended network

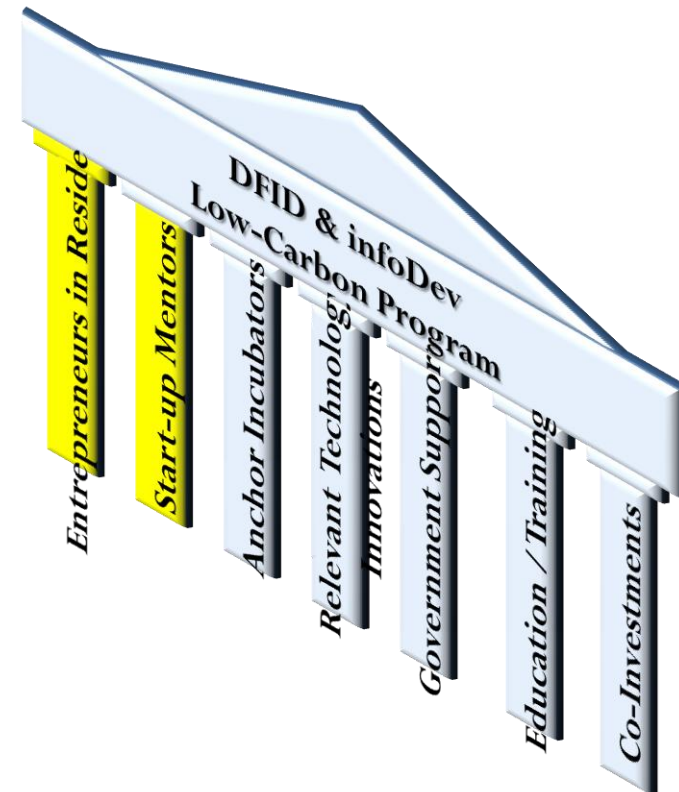
Partners and Entrepreneurs

Challenges encountered

- Product entrepreneurship is under-developed
- Unique solutions need to be evolved in partnership with local industry / academia and government

How i2india can help

- **Entrepreneur in Residence Programs:**
 - i2india partnered with MNRE EiR Program
 - i2india developing program with DBT, other VCs
 - TiE-Special Interest Group in Cleantech, Bangalore
- **Business Advisory Board**
 - i2india created a Cleantech Advisory Board
 - Includes industry, govt, academic experts
- **Global Links**
 - One key challenge with most grass-roots start-ups
 - Imperial UK, connection provides global links & market access



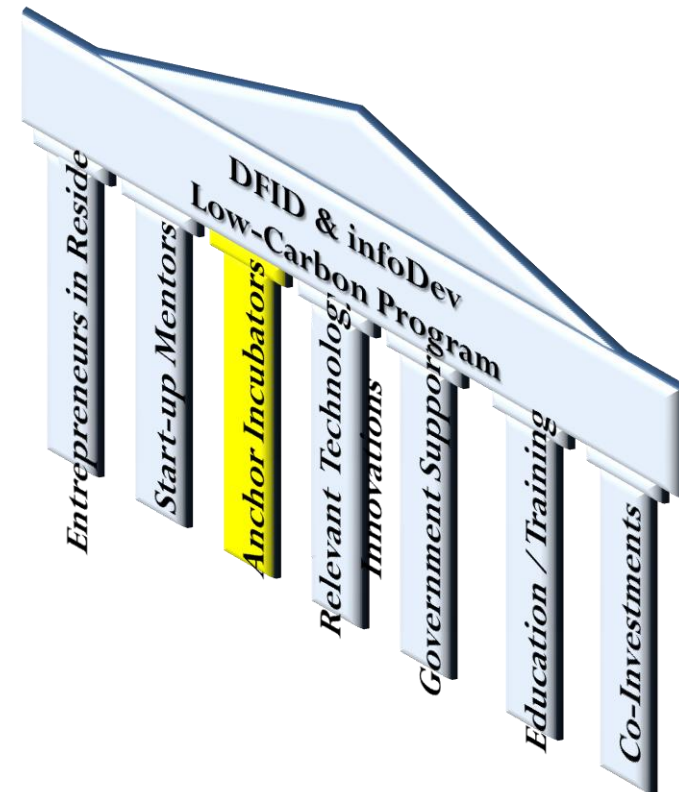
Anchor Incubators & Support

Challenges

- Most incubators lack resources & mentorship training
- Incentive issues, Academic-control and bureaucracy
- Seed funds rare, especially for product ventures

How i2india can help

- **NSTEDB (Nat'l Science & Tech Entrep. Dev. Bd.)**
 - i2india working closely with several NSTEDB-incubators
 - Supporting incubators with expertise, global links
 - NSTEDB keen on working with UK Partners
- **Proof-of-Concept Funds**
 - Pre-seed & Seed funds very hard for product ideas
 - i2india has focussed funds for Prototyping
- **Clean-tech Industry Partnerships**
 - i2india has setup a Clean-tech Seed Fund
 - Grantham funded Climate Change Ctr. @ Bangalore
 - Carbon Trust relationship - Imperial UK
 - Closely working with Cleantech Group @ Worldbank



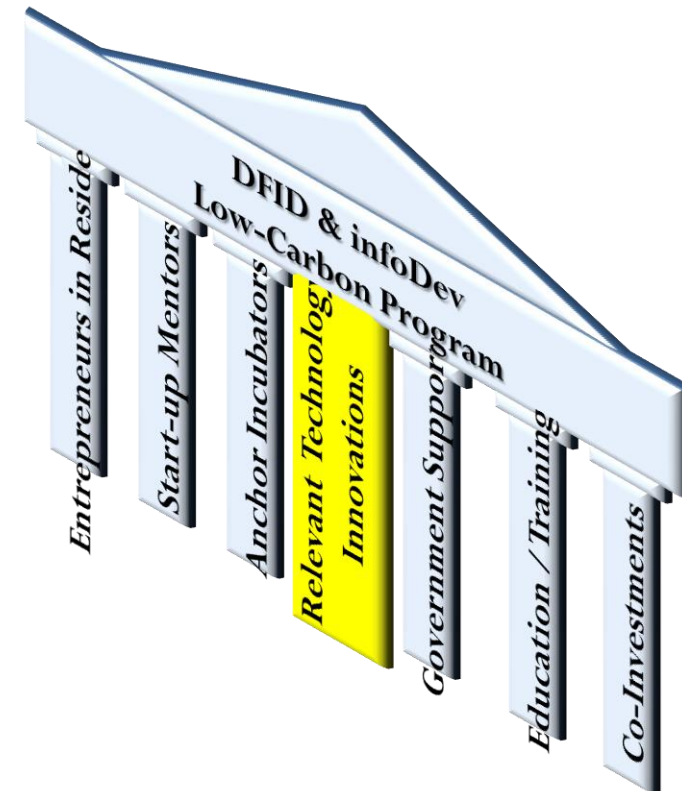
Relevant Low-Carbon Technologies

Challenges

- Key innovation has to be local to meet India's unique needs
- Identify, adapt and bring relevant technologies from Developed countries

How i2india can help

- **Clean-tech Focus**
 - i2india has core focus on Clean technology ventures
 - Identified core strengths of Indian R&D in Cleantech
 - Identified 10+ relevant projects to match with EiRs
- **Relationships with Relevant R&D Institutes**
 - Key CSIR Labs, key IITs etc.
 - Identified key thought leaders in the space
- **Relationships with Relevant Companies**
 - Strong network of companies in Clean-tech
 - E.g. Thermax, Selco, TataBP-Solar, Praj, Kenersys etc.



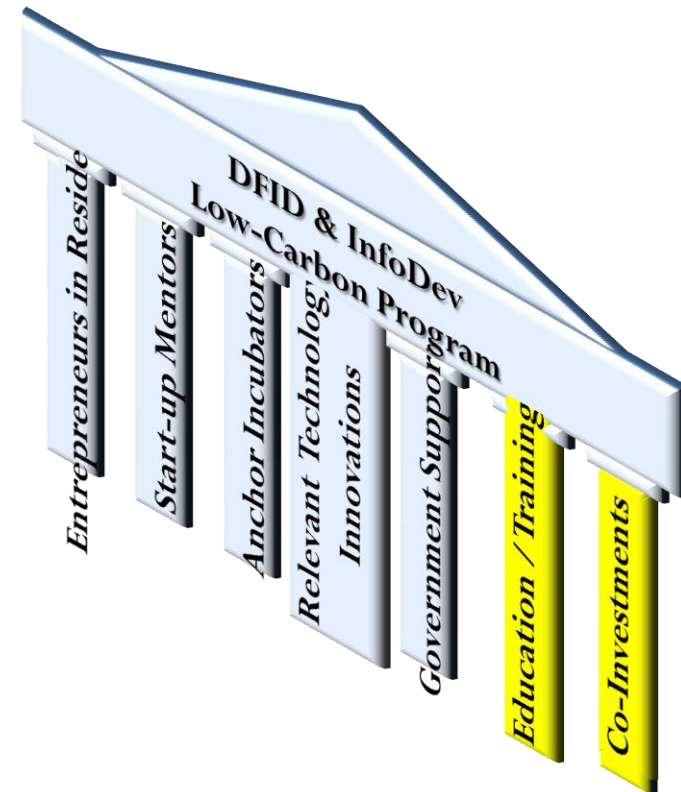
Education & Training

Challenges

- Scope of effort is large, but critical to sustain effort after DFID
- Collaborative programs take long time/effort

How i2india can help

- **Academic Partnerships**
 - **Potential DFID Low-Carbon Centre** - Climate Change Centre @ Bangalore
 - **Government Partnerships**
 - i2india helping DBT with similar program
 - Government may agree to cost share
- **Rajiv Gandhi Centre @ Imperial College**
 - Focussed on Entrepreneurship in India
 - Currently running a program on Cleantech in India



UK Connection

Need

- Co-ordination between Indian stakeholders and UK Partners e.g. DFID

How i2india can help

- **UK Presence**
 - Imperial Innovations based in London
 - Cross-country knowledge & technology transfer
- **British High Commission Links**
 - i2india routinely liaises with UKTI, UKERI & other UK initiatives
- **Carbon Trust Relationship**



Summary: i2india can help accelerate DFID/infoDev Plan

Few experienced **Entrepreneurs** in India especially in Products. i2 has a talent pool.

i2 partners with **MNRE** funded EiR program for mentoring and co-investing

Imperial Innovations is a significant investor and mentors i2 in strategy & operations

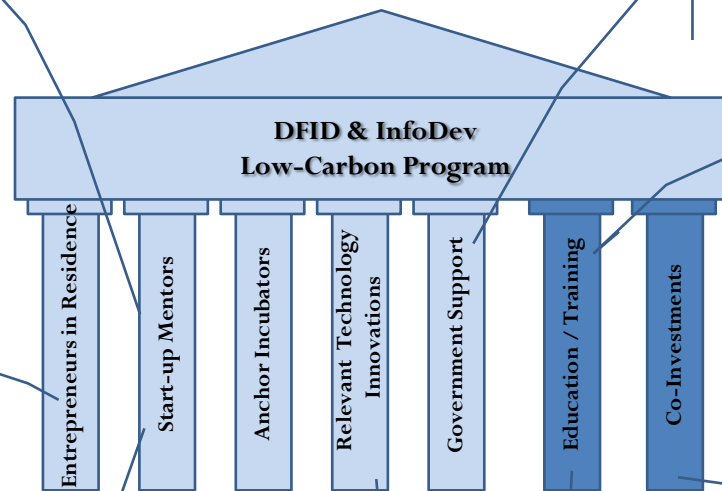
i2 works very closely with **DBT & CSIR** in national planning exercise

i2 works with **NSTEDB** both as a source of funds and incubator

Imperial Innovations partners with **Carbon Trust** as Incubation partner.

i2 partners with several **industry players**, Climate change centres and Institutions

i2 has UK roots & works closely with **British High Commission**



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Thank You

Comments / Questions

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