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

Confidential – For limited circulation only
Our Co-Investors in Early Stage

Portfolio of 100+ companies

- Healthcare
- Energy & CleanTech

Confidential – For limited circulation only
Replicate the Imperial Innovation model in India, by collaborating with Indian research institutes.
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
- Product Testing
- Prototype & Design
- Contract Manufacturers
- Market Research
- Contract Research

UK Resources
- Tech Execs
- New Ventures
- Bankers & VC
- 20 yrs
- 60+ Team
- Imperial College
- Spin off Companies
- Incubated Ventures
- Research Institutes
- Financial Investors

Indian Resources
- Govt. Networks
- Industry Experts
- Investors & Advisors
- Entrepreneurial Talent Pool
- Incubated Co. in India

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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

- Imperial Innovations is a significant investor and mentors i2 in strategy & operations
- Few experienced Entrepreneurs in India especially in Products. i2 has a talent pool.
- 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 partners with MNRE funded EiR program for mentoring and co-investing
- I2 has UK roots & works closely with British High Commission

I2 works with MNRE funded EiR program for mentoring and co-investing.
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Thank You

Comments / Questions
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