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Mr. Michael Owen, US Consul General, Western Region delivering the address during the inaugural program of the Investor Forum 2006. Also seen Mr. Banmali Agrawala, Chairman, Power Sub Committee, CII (Western Region)



Mr. Jamshyd N Godrej, Chairman, CII - Godrej Green Business Centre delivering the speech during the inaugural function.

INVESTOR Forum 06

EVENT HIGHLIGHTS

- » Over 200 delegates attended
- » Over 50 speakers and panelists participated
- » 4 content sessions
- » Excellent Network Opportunities
- » Ten Investment opportunities showcased
- » Three winners selected
- » MOU's signed between CII-GBC with YES Bank and EXIM Bank

THREE NEW VENTURES FINALISTS DECLARED WINNERS



ABT Bio-products receiving the Winner's certificate from Dr. G.D. Gautama (IAS), Principal Secretary, SME's, Cottage Industry, Eco-Tourism, Govt. of West Bengal.



Natura Fibretech, one of the Winners.



Mr. Vaidyanathan of HMX Sumaya receiving the Winner's Certificate from the Chief Guest. Also seen are Mr. Luiz Roa, Director- Markets & Enterprises, WRI, Mr. Sudhir Trehan, Managing Director, Crompton Greaves Ltd. & Mr. S. Padmanaban, Senior Adviser Energy, EEE, USAID. (From L to R)

New Ventures India

New Ventures India is working to accelerate the growth and investments in sustainable SMEs that generate economic, social, and environmental benefits. SMEs, accounting for 80 percent of employment and 60 percent of GDP in emerging economies, make a major impact on the use of natural resources and economic development. New Ventures supports sustainable enterprise growth by providing innovative entrepreneurs with management training, business advisory services, professional mentoring and access to capital and markets.

The only program of its kind, New Ventures aligns social and environmental development with local economic growth to create lasting change in emerging economies like India.

Investor Forum 2006

On November 2-3, the first ten New Ventures finalists were recognized as prime investment targets at the first New Ventures India Investor Forum in Mumbai. The companies presented their business plans to investors and potential partners who operate in the green construction, organic agriculture, clean energy & other green sectors.

New Ventures selected these ten finalists based on their business models to produce eco-friendly goods and services which will offer attractive financial returns to potential investors. These companies are providing solutions in the energy, alternative materials, eco-tourism, and agricultural sectors.



Mr. Nandan Maluste, Senior Vice President, Kotak Mahindra, addressing the delegates during the first day of the Investor Forum. Also seen Ms. Mandakini Raina, Deputy Director, SEAF India and Mr. Sasi Kumar, Senior Vice President - SREI Venture Capital Ltd.



Dr. David Jhirad, Vice President for Science & Research, WRI addressing the delegates during the Investor Forum 2006.

Potential investors at the Forum saw new products and services such as energy-efficient air conditioning systems, rural energy for entrepreneurial clusters, and bio-diesel. Alternative materials, such as recycled plastic for fashion accessories, coir used in the building sector, bio-degradable cutlery, eco-tourism and organic agriculture were also showcased.

Over 200 participants attended the forum to hear the featured finalists and learn more from panels addressing sustainable investment and business development in India. Corporate and investment leaders spoke on issues like sustainability, socially responsible investments, green supply chain initiatives and entrepreneurial development in India.

The Event's Welcome Remarks were given by Mr. Banmali Agrawala, Chairman, Power Sub Committee, CII-Western Region and the Guest of Honor was Mr. Michael Owen, US Consul General-Western India. Mr. Sudhir M Trehan, Managing Director, Crompton Greaves and Past Chairman, CII-Western Region spoke on the booming



A Panel Session in progress

sustainable businesses in India during the Valedictory session of the event.

The budding entrepreneurs had an opportunity to listen and even interact with some of the speakers and panelists like Mr. Jamshyd N Godrej (Chairman, CII - Godrej Green Business Centre), Mr. Somak Ghosh (YES Bank), Mr. S R Rao (EXIM Bank), Mr. Krish Murali Eswar (QAI India Ltd.), Mr. S Sivakumar (Times Private Treaties), Mr. Terry Hart (IT Power India), Ms. Mandakini Raina (SEAF India), Mr. Nandan Maluste (Kotak Mahindra), Mr. Tom Wood (Avalon Consulting), Mr. Sanjay Bhoosreddy (IAS), NEDA, Mr. Param Kannampilly (Kamath Group of Hotels), Dr. R Balakrishnan (NABARD), Dr V Chandrasekhar (ISB), Mr. Chandrasekhar Hariharan (Bio-diversity

Conservation India Ltd.), Mr. Ajay Kapur (SIDBI Venture Capital), Mr. Mahesh Murthy (Pinstorm India Ltd.), Mr. Arun Diaz (Aavishkaar India Microventures Capital Fund) and others.

Investor Forum was an endeavor to help all the companies in the New Ventures portfolio to pitch their ideas effectively to VC's and investors. The speakers highlighted the increasing levels of investment in green sectors of emerging economies as well as the growing importance of small businesses that form the economic backbone of emerging countries like India.

Please visit our website www.newventuresindia.org for the full investor forum programme and the power point presentations.

CII-Sohrabji Godrej GBC signs MOU with YES Bank & EXIM Bank

During the inaugural ceremony of the Investor Forum, CII-Godrej GBC signed MOUs with EXIM Bank of India and YES Bank to promote New Ventures India objectives.

The partnership with EXIM Bank of India seeks to promote green enterprises with special export and import needs. Specifically, the partnership will:

- » Provide technical assistance in packaging products and accessing export markets
- » Incubate and scale-up sustainable SMEs through promotion of their products which have the potential for export and further making these products export worthy
- » Identify buyers in export markets for green products and services
- » Strengthen mutual networks to facilitate support for green SMEs



Mr. S R Rao, Executive Director, EXIM Bank of India exchanging the MOU with Mr. Jamshyd N Godrej, Chairman, CII-Sohrabji Godrej GBC.

The partnership with YES Bank will help facilitate the scale-up and investment of green enterprises. Specifically, the partnership will:

- » Provide mentoring, technical assistance, and financial links to sustainable SMEs
- » Strengthen mutual networks to facilitate as many SMEs as possible to create a strong deal flow for New Ventures India
- » Develop targeted Socially Responsible Investment (SRI) Venture funds
- » Enable models for attracting SRI funding to listed companies in India
- » Develop targeted research of benefit to the New Ventures enterprises



Mr. Somak Ghosh, President, YES Bank exchanging the MOU with Mr. S Raghupathy, Senior Director & Head, CII-Godrej GBC.

Business Plan Competition Results

The Three Winners are:

ABT Bio-products - offers a full line of products for organic farming needs, including soil fertility enhances, bio-pesticides and plant growth promoters.

Natura Fibretech - creates sustainable materials that serve as an innovative timber substitute for use in the construction sector.



Sumaya HMX- has successfully tapped into India's \$1.8 billion thermal comfort market with energy efficient climate control systems that have earned the company an 86 percent compounded annual growth rate since 2001.

The other Seven Finalists are:

B K Edible Bio-products - launched a line of edible cutlery to counter the environmental detriments of the traditional plastic and disposable cutlery.

Clean Star - designs and implements environmentally responsible and commercially viable biomass energy systems for energy production in rural areas of India. The company grows jatropha on marginal lands and processes this material to produce high-quality substitutes for diesel and coal.

Conserve HRP - blends design and innovation to create fashion handbags and accessories from recycled plastic bags.

DESI Power - establishes decentralized biomass power plants and promotes micro-enterprise clusters in rural villages.

EcoMantra - is an eco-tourism and corporate training company that promotes responsible tourism using a non-formal, non-conventional and experiential approach. The company conducts learning eco-camps for corporates and other groups close to Pune and Mumbai.

Gram Mooligai - markets its herbal products under the "Village Herbs" label in India. These products include a range of herbal remedies based on ayurveda with the rigorous discipline of modern scientific standards and processes.

Suminter India Organics - produces and exports organic products such as fruits, nuts, grains, beans, and spices. The company serves as a transparent bridge between its farmers and the global market and lends expertise in market development.





Dr. Sharan of Desi Power, giving his presentation during the business plan competition.



Prof. Anil Gupta, Executive Vice Chairman, National Innovation Foundation, IIM A addressing the delegates on the second day of the Investor Forum 2006.

Judging Process

New Ventures India invited a select panel of judges to analyze the finalists based on the company's environmental benefits, management capabilities, and financial model. After individual meetings with each company and public presentation of the business plans at the Investor Forum, the judges selected three winners.



Interaction of the finalist with the judges' panel.



The WRI Team: From R to L: Mr. Suneel Parasnis, Country Director, New Ventures India, Ms. Sheri Willoughby, Associate II, Senior Manager, Markets & Enterprises, Virginia Barriero, Director, New Ventures Global Operation, Mr. Luiz Ros, Director, Markets & Enterprises and Ms. Amy Sprague, Associate.

New Ventures India would like to express special appreciation to the judges' panel:

- » Mr. Luiz Ros, Director of Markets & Enterprise, World Resources Institute
- » Mr. S Padmanaban, Senior Advisor Energy, EEE USAID
- » Dr. Terry Hart, Director, IT Power India
- » Mr. Viraal Balsari, Head-Sustainability & Corporate Responsibility, YES Bank
- » Mr. Niranjan Khatri, General Manager-Welcom Environ Initiatives, ITC
- » Mr. Sunil Kulkarni, CEO, SEK CDM Technologies

Upcoming Events

New Ventures India will be conducting various training programs and workshops in 2007. Workshops will cover the New Ventures India green sectors, business plan development, and best practices. Dates and locations will be announced shortly.

New Ventures India will be also hosting Investor Luncheons and a Green Investment Summit. The Green Investment Summit is tentatively scheduled for late April in Delhi.

Venture Capitalist looking for Green Investments

Indian Venture Capital Association (**IVCA**) and New Ventures India have decided to work together to facilitate green investments for New Venture India portfolio companies.



Launch of Investor Forum 2007

New Ventures will be accepting business plans for its second cycle from January 1 through April 15. Selected businesses will receive business mentoring and a chance to present at the second New Ventures India Investor Forum, which is currently scheduled for October 9-11, 2007.



The New Ventures Finalists



Dr. R Balakrishnan, Executive Director, NABARD moderating one of the sessions.



Mr. Mahesh Murthy, CEO, Pinstorm India Ltd. speaking on Venture Capital Investments.

For Business Plan submissions, please visit our website www.newventuresindia.org or write to Madhav.kamath@ciionline.org



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