

New Ventures INDIA



Confederation of Indian Industry
CII-Sohrabji Godrej Green Business Centre



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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.

Emerging Business Opportunities & VC Finance'

Highlights of the event:

- Over 150 delegates attended
- Over 30 speakers and panelists participated
- The Next 4 Billion Report released
- Rs 100 Crore fund announced for Green SMEs
- Parallel deal flow sessions

New Ventures India and the Indian Venture Capital Association (IVCA) jointly organized an Investor Summit titled "Emerging Business Opportunities & VC Finance" on April 26 at New Delhi.

Over 150 participants attended the event which focused on the most groundbreaking developments in equity financing as well as the emerging business opportunities in socially responsible industries, especially clean technology and renewable energy industries.

This one day unique event provided a platform for investment professionals to meet with policy makers, entrepreneurs, academicians and researchers for exchange of ideas and views.

During the event, Dr. Nachiket Mor, Chairman, New Ventures India Steering Committee and Deputy Managing Director, ICICI Bank announced a Rs. 100 Crore investment towards the innovation and development of green SMEs in India.

The green fund will look at underserved markets with a focus on SMEs in India. He also added that India needs careful planning and creativity to successfully execute the upcoming green business projects.

The Chief Guest for the event Dr. T Ramasami, Secretary, Department of Science and Technology, Government of India said that India offers a great opportunity for investors who can take risk, invest and take initiative and the current economical growth provides the right pace for venture funding to innovative projects. He also mentioned about Innovation that is holding the key to the growth of economy in the globalised economy.

Among the day's sessions was a one-of-a-kind deal flow session of 10 promising companies that successfully combine profitability with environmental benefits. Five of these companies were selected by New Ventures India in the 2006 cycle from the socially-responsible business plans that we received from all over India. These companies presented their plans to various investors from all over the country as well as abroad.

For more details please visit our website www.newventuresindia.org



Dr. Saurabh Srivastava, Chairman, IVCA delivering the address at the inaugural session of the event. Also seen are Mr. S Raghupathy, Senior Director & Head, CII-GBC, Dr. Nachiket Mor, Deputy MD, ICICI Bank, Mr. George Deikun, Mission Director-USAID India and Dr. Allen Hammond, Vice President for innovation, WRI



Dr. Nachiket Mor, Chairman, New Ventures India Steering Committee and Dy. MD - ICICI Bank during his welcome remarks and theme address



Mr. L K Singhvi, Ex. IRS & Senior Executive Director, SEBI speaking on the legal concerns and investment climate in India.

New Ventures India Steering Committee



Dr. Nachiket Mor, Chairman, New Ventures India Steering Committee and Deputy Managing Director, ICICI Bank Pvt. Ltd.

Dr. Nachiket Mor, Deputy Managing Director of ICICI Bank has accepted to chair the New Ventures India program this year. 11 other representatives of banks have also accepted to be the members of the committee. New Ventures India had its first steering Committee meeting on 25th April 2007 at Delhi. The second steering committee meeting is tentatively scheduled in August.

The Next 4 Billion Launch

Dr. Ramasami released the report titled **The Next 4 Billion: Market Size and Business Strategy at the Base of the Pyramid**, which talks about the market size and business strategy for four billion low-income people at the base of the people. The study, has adjusted consumption for exchange rate and purchasing power parity while making its calculations. Energy, health, housing and financial services account for a large portion of the Rs 54.25 trillion market.

The WRI report- The Next 4 Billion says that 70% of Indians earn less than \$1,500, and make up a potential market of Rs 31.11 trillion (the number has been adjusted for purchasing power parity on the basis of data for 2005). Purchasing power parity compares the real purchasing power of different local currencies in terms of a fixed basket of goods.

The report uses data from national household surveys in 110 countries to estimate the size of the global BOP market at \$5 trillion (Rs 205 lakh crore at the current exchange rate).

Estimates for India are based on the National Sample Survey. "Most of our expenditure comes from the topmost income bracket or just about 10 million households. This can go up to a maximum of 20 million to 25 million in the next two or three years. So, it would take at least 15-20 years for the lowest 75 million to 80 million to evolve into meaningful spenders.

India and China, countries that are perceived by many to be future engines of global growth, account for almost half of the overall 'bottom of the pyramid'.

According to Allen L. Hammond, Vice-President for innovation at WRI, "this is an interesting coincidence". "Their success, especially India's, in various experiments in selling to the poorest will become a model for many other nations," he added.

Hammond also said that the private sector would do better not "to run after India's mythical middle class and focus on the poorest instead".

To download the full report please click on the link: http://www.wri.org/business/pubs_description.cfm?pid=4142 or visit www.wri.org



Mr. Mahesh Murthy, Founder & CEO, Pinstorm India addressing the audience during the second session of the event on investing in early stage companies. Also seen are (L to R) Air Cmdr S C Kumar, Senior Adviser, CII-GBC, Mr. Alok Mittal, Partner, Cannan Partners, Mr. Rahul Khanna, Director, Clearstone Venture Advisors, Mr. Aseem Chauhan, Amity University and Mr. G Srinivasan, Co-Founder, Dawn Consulting.



The panelists of the session "Sector Overview-Promising Industries" during the Q&A session. (L to R) Mr. Ranjit Shastri, Managing Director, PSI Inc, Mr. Suneel Parasnis, Country Director, New Ventures India, Mr. Sumant Mandal, Managing Director, Clearstone Venture Partners and Ms. Kalpana Jain, Sr. Director, Deloitte Touche Tohmastu India Pvt. Ltd.



The panelist of the session (L to R) Mr. S Padmanaban, Dy. Director & Senior Adviser, USAID India, Dr. Prasad Modak, Adviser, IL&FS, Mr. G Balaji, CII-GBC, Dr. David Jhirad, Vice President, WRI and Mr. Terry J Hart, Vice Chairman & Technical Director, IT Power India during the Q&A session of emerging sectors in India.

New Ventures China Investor Forum

Held on May 31st, China's Investor Forum is an annual event that gives the country's top green enterprises a chance to showcase their business models for international investors.

Four outstanding sustainable enterprises were the winners of the Fourth New Ventures China Investor Forum. Some of the enterprises that showcased their business models have innovative products like water-free environmentally friendly sanitation technology, environment friendly fertilizers and bio-degradable polymers amongst others. The judging panel included representatives from the China Environment Fund, Booz Allen Hamilton, Citigroup, Asria, and the International Financial Corporation.

This event comes at a time when China is increasingly interested in sustainability, as evidenced by environmental legislation and the environmental goals in the Eleventh Five Year Plan. In all, the Investor Forum showcased 10 SMEs that are pioneering the growth of green sectors, and 24 more enterprises as part of a Sustainable Business Marketplace.

The Investor Forum featured Jonathan Lash (World Resources Institute), Richard Stanley (Citigroup China), Dr. Mao Yushi (Fuping Development Institute), and Dr. Tang Min (Asian Development Bank).

For more details please visit www.new-ventures.org

New Ventures India 2007 cycle

Starting this year New Ventures India invited the business plans from the SMEs across the country. New Ventures India received 150 plus good business plans and will soon be announcing its selected finalists through 5 rounds of screening process by a team of international repute.

The business plans received are from the sectors like renewable energy, clean technologies, organic farming, green building materials, water technologies, resources, recycling and reuse and eco-tourism.

The selected finalists will undergo pro-bono mentoring services and would also get an opportunity to present their business plans during the up-coming Investor Forum scheduled for 16-17 November 2007 at Taj Lands End, Mumbai.

Investor forum 2007

New Ventures India is pleased to announce its second annual Investor Forum on 16th & 17th November, 2007 at Taj Lands End, Bandra, Mumbai. This Forum is India's premier green investment platform, showcasing an elite group of entrepreneurs to the national and global investment and financial communities, as well as to potential partners and buyers of green products and services.

Unique Value of the Investor Forum 07:

- The only initiative that connects investors with sustainable businesses in India
- An informative program that will raise awareness of environmentally and socially responsible investment opportunities in India
- A unique platform for the interaction of various stakeholders SMEs, financial institutions, angel investors, venture capitalists, clients, buyers, consultants, and academics
- Focused panel discussions, including:
 - India- The innovation hub: Role of stakeholders
 - New investment trends: Clean energy & technologies
 - Challenges & opportunities in investment in sustainable enterprises
 - Innovation for sustainability



Dr. T Ramasami (2nd from right), Secretary, Department of Science and Technology, Government of India releasing the report "The Next 4 Billion". Also seen Dr. Al Hammond, Vice President for Innovation, WRI, Dr. Nachiket Mor, Chairman-New Ventures India and Mr. S Raghupathy, Senior Director & Head, CII-Sohrabji Godrej Green Business Centre (R to L).



New Ventures China portfolio entrepreneurs during the Fourth New Ventures China Investor Forum in Beijing.

**In Investor Forum one can meet and interact with:**

- International experts in sustainable development
- Indian and Global investors
- Indian Small and Medium Enterprises
- Research Organizations
- Government representatives
- Major Consulting Firms
- Incubators
- Technology transfer experts

For more details on Investor Forum 2007 and online registration, please visit: www.newventuresindia.org

For the Investor Forum 07 Brochure click [here](#).

New Ventures India Training Program

New Ventures India will be conducting a Training Program for its selected entrepreneurs on "Business Plan Development" on July 6, 2007 at CII-Sohrabji Godrej Green Business Centre, Hyderabad.

The program will focus on:

- Introducing New Ventures India Program
- Exposure to Equity as well as debt funding options
- Imparting the skills needed to develop and present a good business plan to attract the investments
- Awareness of the existing green investment opportunities available to SMEs.

This training program will help the selected entrepreneurs in presenting their business plans with appropriate emphasize on all the aspects as well as help finalize their need of debt and equity funding.

Upcoming Training Program**Orientation Program for Selected Entrepreneurs, 28 July, 2007**

New Ventures India will be organizing an orientation program for its selected finalists on 28 July 2007 at Hyderabad.

For more details please visit: www.newventuresindia.org