

## Cleantech Investment Forum Asia

### *How to encourage investment into low carbon and cleantech SMEs in India*

22<sup>nd</sup> April 2016, Room: Forum 1, The Lalit Hotel, Mumbai

#### Programme 22 April 2016

8.00 – 9.00

**Registration, Networking coffee**

9.00 – 9.15

**Opening / Welcome**

Allison Robertshaw, Executive Director, SEED

9.15 – 10.30

**DISCUSSION: New trends in low carbon and cleantech business models: Can SMEs tap into the increased interest in environmental services and products?**

*OECD Style Panel*

Rural electrification, renewable energy, climate smart agriculture — governments are increasingly focused on turning towards a sustainable development path and to attracting investments from the private sector to address climate mitigation and adaptation. How does this impact the SME sector? Are there new business opportunities because of government investment or regulation? How can SMEs tap into these growing markets?

Speakers:

- Kunal Upadhyay, CEO of the Centre of Innovation Incubation and Entrepreneurship
- Jarnail Singh, India Programme Manager, The Climate Group
- A. Saji Das, Managing Director, BIOTECH Renewable Energy, Member of Ashden India Renewable Energy Collective

*Moderation: Mirko Zuerker, adelphi*



10:30 – 11:00

**Networking Coffee**

11.00 – 12:00

**DISCUSSION: The role of intermediaries, accelerators, and aggregators in expanding the market for green SMEs**

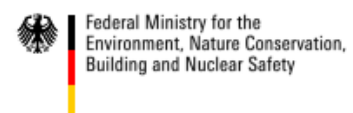
*OECD Style Panel*

Intermediaries play a critical role in lubricating the SME ecosystem by connecting social enterprises with investors and by serving as a voice for SMEs with regards to government policies and regulations. Additionally, they can be critical as repositories of regional or sector specific knowledge. How can these intermediaries improve their work? What do investors want to see intermediaries do differently? This session will explore how to improve the effectiveness of intermediaries by soliciting the opinions of the stakeholders they work with and identifying new partnership opportunities.

Speakers:

- Sanjoy Sanyal, Country Director, New Ventures India
- Ruchi Widge, Incubation Director, UnLtd India
- Arindam Dasgupta, CEO, Tambul Plates Marketing Pvt. Ltd.

*Moderation: Allison Robertshaw, SEED*





**SEED**  
10 YEARS OF  
SEED AWARDS  
2005 - 2015  
promoting entrepreneurship  
for sustainable development

Founding Partners



12.00 – 13:00

**DISCUSSION: The Ecosystem of Support for early stage low carbon and cleantech SMEs in India**

*OECD Style Panel*

Whilst later stage SMEs are starting to tap into traditional financial flows to expand their businesses, early stage enterprises are struggling to attract investment and working capital. This discussion will explore where the support needs to be further strengthened for early stage SMEs including in skills development, financing models, and regulatory support.

Speakers:

- Shashaank Awasthi, Advisor, Gray Ghost Ventures
- Thomas Pullenkav, Consultant in the area of Energy & Energy Access; Technical Advisor, SELCO Foundation
- Asha Jyothi, Partnership Co-ordinator, Clean Energy Access Network (CLEAN)
- *Moderation:* KS Ventagiri, Executive Director Designate, Confederation of Indian Industry (CII)



13.00 – 14.30

**Lunch**

14:30 - 16:00

**Investor Forum**

*Pitching / Showcase*

**Connecting Low Carbon Enterprises: Their side of the story**

During the afternoon session, 5 low carbon enterprises from India will present their businesses to the group. They will talk about what problem they're hoping to solve, explain their innovative business models, their growth plans and what they need in terms of funding, partnerships and support to achieve their plans. Following each presentation, there will be an opportunity for the room to ask questions, make connections and suggest possible solutions for the challenges facing the entrepreneurs. It will be a chance for take the high level discussion of the morning down to the concrete and see whether our ideas can provide specific help to those doing the work in their communities.

Companies presenting their work and experience include:

- Last Forest Enterprises
- Frontier Markets
- ONergy
- Pollinate Energy
- Tambul Plates Marketing Pvt. Ltd.



Federal Ministry for the  
Environment, Nature Conservation,  
Building and Nuclear Safety

*Moderation: Bertil van Vugt, Inclusive Business Accelerator*

16.00 –16.30

**Closing and wrap-up**



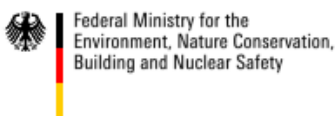
SEED is partnering in this forum with the ['Practitioners Dialogue on Climate Investments'](#) implemented by GIZ:



and with the [Asia Cleantech MSME Financing Network](#) supported by the European Union within the framework of SWITCH Asia:



The event is supported by the [International Climate Initiative](#) of the German Federal Ministry for the Environment, Nature Conservation, Building and Nuclear Safety.



The Investor Forum session is implemented in collaboration with the [Inclusive Business Accelerator](#).



Further information about SEED is available at [www.seed.uno](http://www.seed.uno), to register for the forum, please send us an email to [invest@seed.uno](mailto:invest@seed.uno).

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