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2019

# THE CLIMATE SOLVER E-NEWSLETTER

The Climate Solver e-newsletter is a bi-annual update of WWF-India's innovation initiatives as well as other significant news from the cleantech innovation ecosystem.

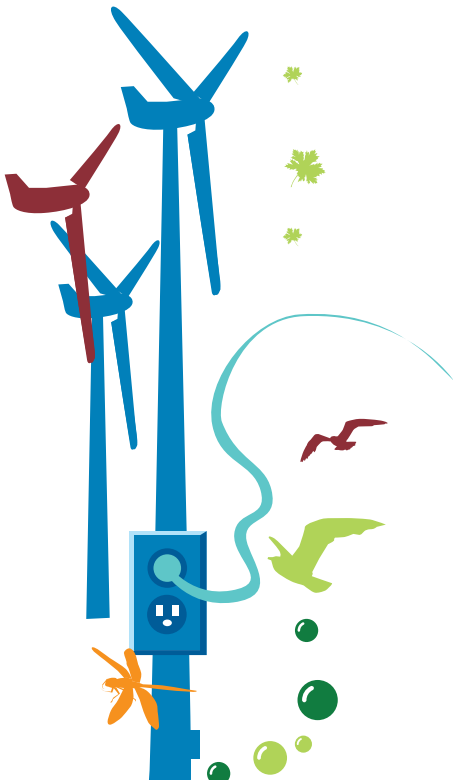


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The year 2018 was marked by significant thrust on the promotion of cleantech innovations by SMEs in India and WWF is proud to have played a role in it. As we set foot into 2019 with rich experiences and motivation from our initiatives in 2018, here's sharing a glimpse of the Climate Solver activities in India in the second half of the year. We are committed to further strengthen our efforts to support the country's development towards a low carbon, climate-friendly future.



## CLIMATE SOLVER BUSINESS ACCELERATOR AND CAPACITY DEVELOPMENT PROGRAMME CONCLUDED WITH A HIGH IMPACT PITCH SESSION

Earlier last year, WWF-India partnered with DLabs Incubation Association of the Indian School of Business (ISB-Hyderabad) to provide business planning support to select 19 cleantech SMEs to enhance the scale and impact of their climate innovations. On the basis of the growth stage and the type of support required, the ventures were assigned to two specially curated six-month programmes- the Business Accelerator (BA) programme and the Capacity Development Programme (CDP).

## A SNAPSHOT OF THE PARTICIPATING VENTURES



Ventures under Business Accelerator Programme



Ventures under Capacity Development Programme

These ventures went through intensive immersion sessions and capacity development workshop at ISB-Hyderabad, as well as series of webinars focused on communicating impact pitch, building a successful cleantech business, marketing, brand strategy, pricing strategy, human capital management, effective leadership, business models for scale-up, along with one-on-one mentoring sessions and networking opportunities.

The first editions of the Climate Solver Business Accelerator (BA) and Capacity Development Programme (CDP) culminated with an Innovator-

Investor meet held in December 2018 at New Delhi.

As part of the Innovator-Investor meet, 7 cleantech ventures made presentations about their technologies. For each, the presentation was the culmination of months of intensive work, all boiled down into a single 10-minute pitch, further delving into deeper discussions around their ventures with the potential investors. Going forward, these ventures will have access to top cleantech and social impact investors in India to enable scale-up of their climate innovations.



## PARTICIPATING VENTURES IN INNOVATOR-INVESTOR MEET:



## INVESTOR REPRESENTATION:



## SEE WHAT OUR INNOVATORS AND THE INVESTOR COMMUNITY HAVE TO SAY ABOUT THE PROGRAMMES AND THE INNOVATOR-INVESTOR MEET:

*“The Climate Solver Business Accelerator programme at ISB was very useful. There were some informative sessions on defining business objectives, identifying priorities, market segmentation, marketing, HR and prospecting for funds in the market. The investor meet at Delhi was very well organized and we were able to interest three investors with whom the dialogue is going on.”*

– R Ramarathnam, Chairman- Basil Energetics, Business Accelerator Venture

*“The CDP has been very useful to us. Coming from a tech startup, the interaction with professors, industry practitioners and fellow founders/tech startup employees has given an all-round perspective of what we have done well, what our improvement area is and what we must do in future. The programme has been very well-designed and all challenging areas that startups can be guided on have been considered and incorporated. Would particularly like to mention the two-way communication involved the entire time. The programme has not been a rigid, pre-decided one; participant feedback was taken and played a major role in determining the next steps. We look forward to many more such initiatives from WWF-India’s end.”*

– Namrata Venkatesan, Marketing Manager- Ecolibrium Energy, Capacity Development Programme Venture

*“The ISB - DLabs Capacity Development programme has been phenomenal with a lot of key takeaways in all aspects of doing business and the struggles of everyday life of an entrepreneur. Covering aspects like finance, HR, marketing & business, supply chain and lastly the most important one on how to get access to funds, have been amazing. It was also a superb knowledge sharing ground for us to understand the difficulties of other entrepreneurs in diverse fields, while growing in our respective fields.”*

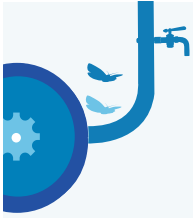
– Shweta Jaju, Communications Head- ONergy Solar, Capacity Development Programme Venture

*“The overall structure & scheduling of the Capacity Development Programme was quite good, and we could attend the program without affecting our regular work. There were some pressing concerns for us in sales and fund raising strategies that we could discuss directly with the experts which has helped us in a great way.”*

– Tanmay Pandya, Founder-Brisil Technologies, Capacity Development Programme Venture

*“Many good entrepreneurs often fail to impress investors if they lack a proper business plan presentation. This initiative by WWF-India to provide business planning support by ISB-DLabs has really helped these ventures polish their investor pitch. Overall well organized and useful event.”*

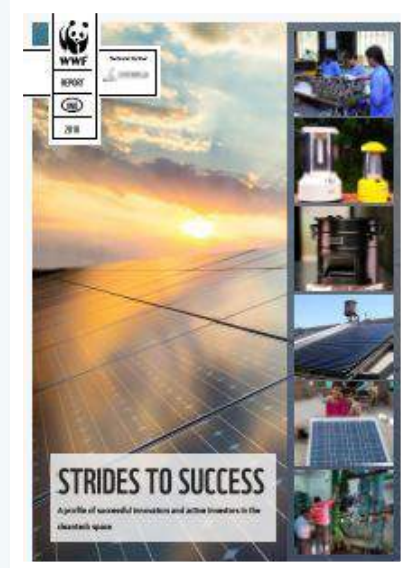
– Hemendra Mathur, Venture Partner, Bharat Innovation Fund



## DEEPENED UNDERSTANDING OF CLEAN ENERGY INNOVATION ECOSYSTEM WITH PROFILING OF SUCCESSFUL CLIMATE INNOVATIONS & CLEANTECH INVESTORS IN INDIA

To drive a deeper understanding of the capital available to cleantech SMEs in their lifecycle, WWF-India in association with cKinetics developed a finance-themed research study titled- **Strides to Success: A profile of successful innovators and active investors in the cleantech space**. Launched by Padmashree Dr. Ashok Jhunjhunwala, In-charge IITM Incubation Cell & IITM Research Park, at the Climate Solver regional workshop held in Chennai in December 2018, the report presents an overview on the development trajectory of six successful clean technology innovators and shares their learnings from their fund-raising efforts across their growth stages. In addition, the report maps the financing landscape with a directory of about 100 investors/funds that are operating in the clean technology innovation space in India.

Read the full report [here](#).



### WWF PARTNERS WITH MISSION INNOVATION AS FRAMEWORK EXPLORER THROUGH CLIMATE SOLVER

Mission Innovation (MI) - a global initiative of 23 countries and the European Commission (on behalf of the European Union) is working to reinvigorate and accelerate global clean energy innovation with the objective to make clean energy widely affordable. MI was announced at COP21, as world leaders came together in Paris to commit to ambitious efforts to combat climate change. Driven by public RD&D investments, MI is coupled with business leadership and connected to significant impact investors with power to bring high impact ideas into the mainstream.

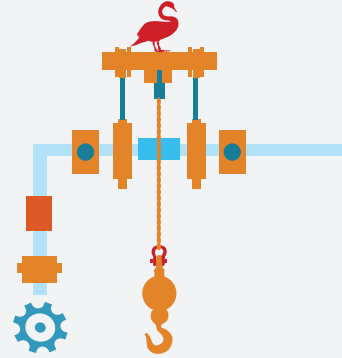
WWF through its Climate Solver platform, is now engaged with Mission Innovation framework to support its work on identifying and assessing climate innovations that will have potential to create significant positive climate impact if replicated at scale. WWF's Climate Solver tool is being used for quantifying and screening high impact innovations from around the world with an aim to select first 100 cases by May 2019 that is envisaged to grow exponentially to 1000 cases by May 2020. More details [here](#).



# 6th

## WWF CLIMATE SOLVER INDIA AWARDS

recognized SMEs with the potential to reduce GHG emissions by 40mn tonnes



The WWF-India Climate Solver 2017 winners were announced at the sixth annual Climate Solver Awards ceremony held on 8th October 2018. The two Indian SMEs - Carbon Masters India Private Limited and Chakr Innovation Private Limited - were conferred with the Climate Solver award under the Greenhouse Gas (GHG) reduction category. The innovative technologies developed by these SMEs have the potential to, together reduce GHG emissions, by 40 million tonnes by 2027, if implemented globally, whilst also addressing the critical environmental issues being faced in the country pertaining to air pollution and waste management.

The awards were presented by the Chief Guest, Sh. C. K. Mishra, Secretary, Ministry of Environment, Forest, and Climate Change, Govt. of India in the presence of Mr. Ravi Singh, Secretary General & CEO, WWF-India, Mr. V. Subramanian, Former Secretary, MNRE, Mr. Krishan Dhawan, CEO, Shakti Sustainable Energy Foundation, Ms. Seema Arora, Deputy Director General, CII-ITC Centre of Excellence for Sustainable Development and

Dr. Arunabha Ghosh, CEO, Council on Energy, Environment and Water.

With this award edition, the number of Indian entrepreneurs on the Climate Solver platform stands at 19 among the 107 honoured entrepreneurs recognized from around the world.

Read the full PR [here](#).

**Carbon Masters** was awarded for its innovative take on managing organic waste by collecting and converting the waste into clean fuel through a 360-degree waste management approach. Carbon Masters collects the waste generated in their bio-CNG trucks from various bulk waste generating establishments, and treats the waste anaerobically to produce methane gas and organic slurry. The gas is compressed and bottled to form Carbonlites which is used as a substitute to LPG for cooking and as fuel in vehicles, while the slurry is treated to produce organic manure which is used as a replacement to chemical fertilizers. Watch the innovation video [here](#).



### SNIPPETS FROM THE CLIMATE SOLVER AWARD CEREMONY



**Chakr Innovation** was recognized for its technology- Chakr Shield, which is a retrofit solution that captures up to 90% Particulate Matter (PM) from Diesel Generator (DG) thereby reducing the black carbon emissions to the atmosphere and improving the quality of air. The device is installed over the exhaust pipe of the DG that captures the exhaust and cools it to cause agglomeration of the soot particles. These soot particles, which primarily consist of PM, are collected as raw material for making inks and paints for use in merchandise. Watch the innovation video [here](#).

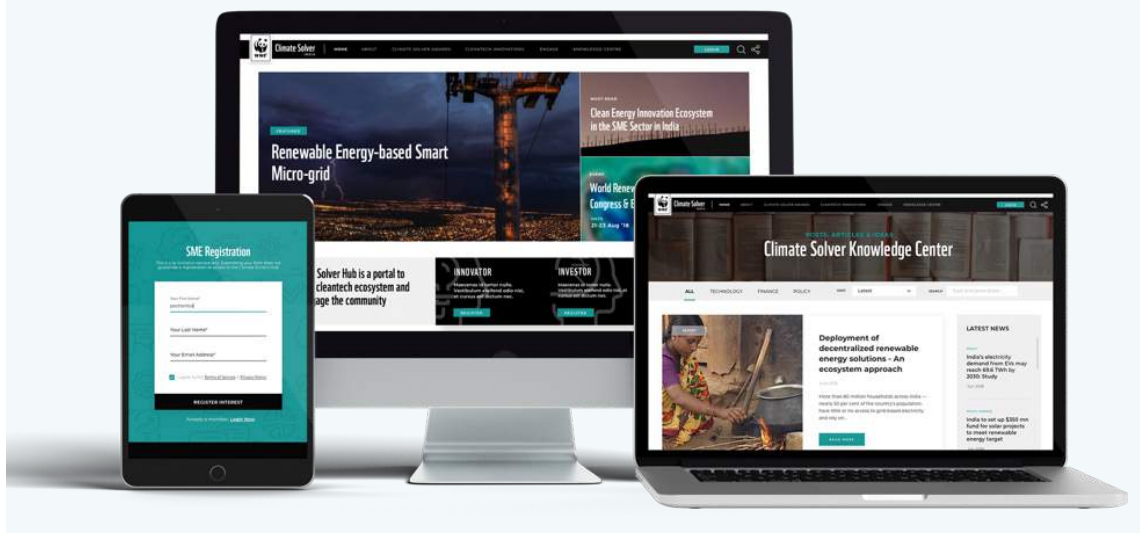
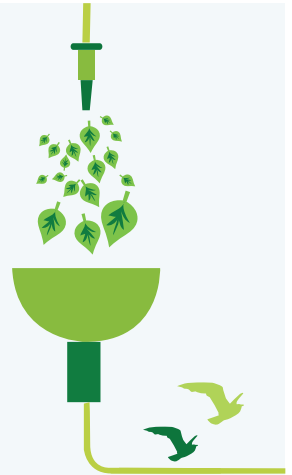


To get detailed information about the winning technologies, read the [Factsheet here](#).

WWF-India had partnered with the Confederation of Indian Industry (CII), Centre for Innovation Incubation and Entrepreneurship (IIM Ahmedabad), New Ventures India, Indian Angel Network, National Innovation Foundation and Technology Development Board (Department of Science and Technology, Government of India) for the 2017 edition of Climate Solver initiative.

## STRENGTHENING THE COMMUNITY OF PRACTICE THROUGH THE CLIMATE SOLVER HUB

In order to strengthen the climate innovation entrepreneurial ecosystem, the Climate Solver Hub, a one of its kind platform for knowledge sharing, collaboration and capacity building for the innovators, investors and corporate adopters of cleantech, was launched in October last year. The Hub serves as a platform for innovators to showcase their technology, and network with potential investors, as well as for investors and corporates to discover, finance and adopt innovations by SMEs in the clean energy space. Explore the Hub [here](#).





## EXPANDED REGIONAL REACH OF CLIMATE SOLVER PLATFORM

With an objective of broadening the reach of the Climate Solver platform, WWF-India conducted regional workshops this year, in the southern and western parts of the country.

WWF-India partnered with **Mahratta Chamber of Commerce, Industries and Agriculture (MCCIA)** for the Innovation Conclave held in association with GIZ and Ministry of MSME, Government of India, on 6 December 2018 in Pune, Maharashtra. The event brought together over 150 policy makers, industry leaders, educationists, incubators, SMEs in innovation space, corporate innovators as well as other professionals from industry and academia onto

one platform to deliberate on important issues related to innovation and industry academia linkages that would benefit the SMEs.

WWF-India partnered with **The Southern India Chamber of Commerce and Industry (SICCI)** for the regional workshop held on 20 December 2018 in Chennai. The workshop witnessed participation of over 80 representatives from the SMEs, government, incubation centres, universities, foundations, venture capitalists, financial institutions, industry associations and other relevant stakeholders in the clean energy space. The deliberations revolved around the role of incubators, investors, corporates & financiers in accelerating cleantech innovation, SME perspective and ease of doing business, securing investment and scaling up, as well as government policies & interventions.

### SNIPPETS FROM THE REGIONAL WORKSHOPS





# CLIMATE SOLVER CATCH UP

Nominations for the **7th edition of Climate Solver awards** closed on 31<sup>st</sup> January 2019, and received applications from across the country, the evaluation process of which shall initiate shortly. In addition to the adjudged awardees, select SMEs will also be provided third party business development support under the expanded initiative.

**WWF-India Climate Solver Awardee 2016- Basil Energetics** received the Solar Impulse Efficient Solutions label for its iGrid, an integrated rooftop solar grid and nanogrid for powering appliances in rural areas. The Solar Impulse Efficient Solutions

label certifies technological feasibility, environmental and socioeconomic benefits, and economic profitability. Basil Energetics has been recognized as one amongst the 1000 solutions across the world, delivering clean, efficient, and profitable solutions. Read more [here](#).

**WWF-India Climate Solver Awardee 2015 - Oorja Energy Engineering Services'** structural cooling technology was declared winner under the Commercial and Industrial Energy Efficiency contest organised by MIT Climate CoLab and Horizon18 - a global platform for clean economy. [Read more here](#).

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## OTHER EVENTS AND INITIATIVES

- ➔ **Department of Science and Technology**, Govt. of India is inviting applications for the National Grand Challenge Awards for Designing User Friendly Smart Solar Cooking Solutions. The objective of the award is to design efficient user friendly solar cooking solutions suitable for household cooking; as well as small and large community cooking. [Read more here.](#)
- ➔ The **Liveability Challenge**'s global call for submissions is now open. The challenge is reaching out to innovators, startups and anyone from anywhere in the world with ground-breaking solutions to speed up transformation in energy and the circular economy; to help unearth sustainable solutions for liveable cities. For more details click [here.](#)
- ➔ **India Smart Grid Forum (ISGF)** invites participation for the 5th edition of International Conference and Exhibition-India Smart Utility Week (ISUW) to be held from 12-16 March, 2019 in New Delhi. ISUW 2019 will be focused on Smart Energy, Gas & Water for Smarter Cities and will bring together India's leading electricity, gas and water utilities, policy makers, regulators, investors and world's topnotch smart energy experts and researchers to discuss trends, share best practices and showcase next generation technologies and products in smart energy and smart cities domains. More details [here.](#)
- ➔ **A Challenge from Sweden**, an initiative by the Swedish Energy Agency in co-operation with Swedish Incubators & Science Parks, invites the world's most progressive innovators and organisations to take part in unlocking the potential of sustainable mobility services. A total of €1.5 million is allocated for an open call grant to accelerate market introduction for 1-3 of the most transformational sustainable mobility solutions. [Read more.](#)
- ➔ **MIT Climate CoLab** is looking for high-impact proposals on addressing climate change. Ten new contests are open on the platform, on a variety of climate-related sub-topics such as GHG reduction in buildings, transportation, waste management, agriculture sector, & more. Winners will get a chance to present their proposals in international conferences conducted by MIT and join the Climate CoLab winners' alumni. [Know more here.](#)



**Why we are here**

To stop the degradation of the planet's natural environment and to build a future in which humans live in harmony with nature.

[www.wwfindia.org](http://www.wwfindia.org)