



# Young Eco-Startups Confluence

Delhi-NCR Chapter

## 1. Introduction

Indian Youth Climate Network in collaboration with Centre For Global Affairs and Public Policy & Bharat Climate Startups hosted Young Eco-Startups Confluence. The Confluence was held on 18th February 2024 at India Accelerator Office, organized with the aim of fostering collaboration and investment opportunities between innovative startups and prospective investors. Young Eco-Climate Confluence witnessed participation of 75 individuals, 32 startups, from 10 cities. Participants included startup founders, students, investors and incubators/accelerators. 12 startups pitched their ventures to a diverse panel, which included - Anindya Sengupta - Director, Centre For Global Affairs and Public Policy; Gunika Grover - Lead, India Accelerator; Abhishek Chauhan - CEO, SAMVEDANAM Consulting and Learning Solutions Pvt Ltd, and Shweta Dalmmia - Founder, Climapreneur.





## 2. Opening Remarks

The summit commenced with a warm welcome address from Gunika (Lead, India Accelerator) , followed by Ashish Pahwa (President, IYCN), and Jasmine Kaur (Senior Fellow, CGAPP) setting the tone for the day's proceedings. Participants were introduced to the agenda, emphasizing the significance of bridging the gap between youth, startups and investors to drive innovation and sustainable growth.



**Event Partners** : WeIncubate, India Accelerator, Impact Labs, SAMVEDANAM Consulting and Learning Solutions Pvt Ltd and Earth Safety Valves



### 3. Navigating the Landscape of Impact Investment: Insights from Abhishek Chauhan and Munish Bhatia

Abhishek Chauhan from Samvednam and Munish Bhatia from India Accelerator shared valuable insights into the world of impact investment, specifically focusing on climate tech startups. The conversation delved into various aspects, ranging from the definition of climate tech under impact investment to the challenges and opportunities faced by entrepreneurs in this space.



- **Defining Climate Tech in the Realm of Impact Investment:** When asked about their perspective on climate tech under impact investment, both Abhishek and Munish emphasized the broad spectrum of impact investment, encompassing anything aligned with the Sustainable Development Goals (SDGs). Climate tech, being a significant contributor to environmental sustainability, naturally falls within this purview.
- **Balancing Social and Financial Impact:** The discussion turned to the balance between social and financial impact within impact company building. Munish highlighted the importance of considering financial returns for investors while also keeping in mind the social impact. He pointed out that finding this equilibrium is crucial for the sustainable growth of impact startups.



- **Challenges Faced by Climate Startups:** Addressing a common observation about big valuations not necessarily translating into profitability for climate startups, both Abhishek and Munish shared their perspectives. Abhishek emphasized the need for patience in building and testing prototypes, while Munish stressed the importance of every product or sale being profitable. This insight reflected the challenges inherent in the climate tech sector, where the development of sustainable and profitable solutions requires time and strategic planning.
- **Eligibility for Grants and Funding Sources:** Abhishek shed light on the eligibility for grants, indicating that even at the idea stage, startups can access funding. He recommended exploring government initiatives, particularly at the state level, and highlighted the preference given to women entrepreneurs. When discussing sources for investment, both speakers suggested exploring platforms like the Startup India website, joining startup incubators, and conducting market research to attract investors.
- **Funding Landscape for Impact Startups:** The conversation pivoted to the funding landscape for impact startups. Munish acknowledged the burn rate in many companies and explained that after the first round of funding, challenges often arise due to different business models and returns. He advocated for a hybrid approach, combining venture debt and equity, and highlighted the availability of venture debt at lower interest rates in various regions.
- **Insights on Valuations and Wealth Creation:** The second part of the discussion focused on valuations. Munish emphasized the importance of focusing on Social Return on Investment (ROI) and defining equity for organizations. Responding to the question of how much a startup should worry about valuation, Munish advised against excessive concern, emphasizing the importance of building a strong customer base.
- **Legal Considerations in Fundraising:** In response to audience questions regarding legal considerations in fundraising, Abhishek and Munish stressed the importance of understanding the terms and conditions of investment agreements. They highlighted the significance of legal advice, clarifying that CAs are not lawyers, and recommended involving legal experts to ensure clarity and transparency in agreements.





- **Founder Qualities and Investor Expectations:** When asked about the qualities they look for in founders before making investments, both Abhishek and Munish emphasized the founder's obsession with the idea, the ability to divide work, openness to ideas, and a team spirit. They shared that a lack of a founding team or unrealistic roadmaps could be red flags for investors.

**In summary, the insightful conversation between Abhishek Chauhan and Munish Bhatia provided a comprehensive overview of the challenges and opportunities in the impact investment landscape, particularly within the climate tech sector.** As impact investors, their emphasis on balancing financial and social impact, navigating the funding landscape strategically, and paying attention to legal considerations serves as valuable guidance for aspiring entrepreneurs in the climate tech space.

## 4. Entrepreneur Express: Pitch Your Ideas

The Young Eco-Startups Confluence hosted an engaging pitching session post-lunch, unveiling a spectrum of innovative solutions geared towards tackling urgent environmental challenges. From technology-driven ecosystem restoration to promoting sustainable lifestyle choices, the startups presented their ideas to the expert panel with fervor and purpose.

### The Panel Included:

- **Anindya Sengupta** - Director, Centre For Global Affairs and Public Policy
- **Gunika Grover** - Lead, India Accelerator
- **Abhishek Chauhan** - CEO, SAMVEDANAM Consulting and Learning Solutions Pvt Ltd.
- **Shweta Dalmmia** - Founder, Climapreneur
- **Nishtha Chaudhary** - Manager, Agility Ventures

### Startup Presentations:

1. **RUSBM Studio** - Specializing in sustainable architectural designs, RUSBM Studio aims to revolutionize the construction industry by incorporating eco-friendly practices into architectural projects.
2. **Vaidic Srijan** - Vaidic Srijan champions chemical-free agriculture through innovative technologies and practices, promoting sustainable farming methods for a healthier environment and community.



3. **OAR AGRI TECH PRIVATE LIMITED** - Offering green workspaces through plant rentals, OAR AGRI TECH PRIVATE LIMITED aims to enhance indoor air quality and create healthier work environments while reducing carbon footprints.



4. **Climate-B Ventures Pvt Ltd** - Climate-B Ventures Pvt Ltd focuses on managing climate risks for industries, providing solutions and strategies to mitigate environmental impact and promote sustainability.
5. **Scrapbuddy** - Utilizing tech-driven waste management solutions, Scrapbuddy aims to minimize waste and promote recycling, contributing to a cleaner and greener environment.
6. **Fermoscapes** - Fermoscapes is an artisan-led sustainable lifestyle brand, offering eco-friendly products and promoting conscious consumerism for a more sustainable future.
7. **Fitsol** - Fitsol specializes in sustainable logistics, providing greener transportation solutions to reduce carbon emissions and promote environmental sustainability in the logistics industry.



8. **Reenergizr Industries** - Reenergizr Industries focuses on green hydrogen production through geothermal energy, offering renewable energy solutions to combat climate change and reduce reliance on fossil fuels.
9. **Myplan8™** - Myplan8™ offers personalized carbon footprint reduction plans, empowering individuals and organizations to take meaningful steps towards reducing their environmental impact.
10. **Bdiapers** - Bdiapers provides hybrid and eco-friendly diapering solutions, offering an alternative to conventional diapers with a focus on sustainability and environmental consciousness.
11. **Resilient Inc.** - Resilient Inc. develops burnout prevention tools for resilient workplaces, promoting mental health and well-being in professional environments.

These startups present innovative solutions spanning various sectors, showcasing their commitment to environmental sustainability and social impact. The panelists bring diverse expertise to evaluate and support these ventures in their journey towards creating a more sustainable future.



## 5. The Climapreneur Show



The Climapreneur Show, hosted by Shweta Dalmmia (Founder, Bharat Climate Startups), provided a platform for eco-entrepreneurs to share their journeys, ideas, and challenges faced in their innovative ventures. The live telecasted session featured two inspiring founders, Naman Gupta (Founder, Code Efforts) and Akshay Deshpande (CEO, Switcheko), who discussed their experiences and insights in navigating the dynamic landscape of climate entrepreneurship.

Naman shared insights into the diverse range of products his company produces using cigarette butts. He envisioned creating innovative products using discarded cigarette butts as a raw material, thereby contributing to waste reduction and environmental conservation.

Akshay shared his journey of building his company, emphasizing that a concrete business model from the very beginning is not always necessary. He highlighted the importance of support from friends and family, both emotionally and financially, in the initial stages of establishing a startup.

The Climapreneur Show provided a platform for founders like Naman and Akshay to share their entrepreneurial journeys, ideas, and experiences with a live audience. Through candid discussions on challenges faced and lessons learned, the session offered valuable insights and inspiration to aspiring eco-entrepreneurs navigating the path of sustainability-focused innovation.





## 5. Testimonials - Igniting Momentum for Change

Attendees expressed appreciation for the event's quality content, valuable networking opportunities, and the vibrant community it cultivated. Testimonials collected highlighted the positive impact on participants' understanding of climate entrepreneurship and the inspiration gained from fellow innovators.

*"Thank you to everyone who contributed to making this Confluence a memorable and impactful event. It was a pleasure connecting with like-minded individuals." ~ Riyazul, RUSBM Studio.*

"Thanks to all the organizers, it was the first of its kind that I attended. I haven't in the past attended any focused discussion on climate space. Hoping to see the same faces in the future events while we make some more progress." ~ Kaustuv Ghosh, Trashfix

"Had a great time with all of you yesterday! Served as yet another reminder of how diverse the climate space is and yet we are all able to congregate in one place and ideate together. So, thanks again to the CGAPP team and the rest of the organizers for doing what you do! We definitely look forward to attending more such events in the future." ~ Barath Mahadevan, Climate-B Ventures.

"It was a great event packed with wonderful people, interactive sessions, deep insights and practical advice. Especially, when the subject is impact startups or investments, a close knit network of mindful people is mandatory, since it's a budding sector and we need such conclaves and interactions. We look forward to more events of this kind to explore and build the tribe of socio-economic & environmental impact entrepreneurs to save the planet. Thanks for organizing a splendid and meaningful event!" ~ Madhukar Swayambhu, Vaidic Srijan.



## 6. Organizers Social Media Handles

### Indian Youth Climate Network (IYCN):

LinkedIn: <https://www.linkedin.com/company/indian-youth-climate-network/>

Instagram: <https://www.instagram.com/iycn.in/>

Twitter: <https://twitter.com/iycn?t=4zeDEGHJMSbp64lqV4Kbpw&s=08>

### Center for Global Affairs & Public Policy:

LinkedIn: <https://www.linkedin.com/company/centre-for-global-affairs-and-public-policy-2021/>

Instagram: <https://www.instagram.com/cgapp2023>

Twitter: <https://twitter.com/CGAPPIndia>

### Climapreneur:

LinkedIn: <https://www.linkedin.com/company/climapreneur/>

Instagram: <https://www.instagram.com/climapreneur>

Youtube: <https://www.youtube.com/@climapreneur>