

The title "India Impact Report 2021" is displayed in a large, white, sans-serif font, positioned on the right side of the cover. The background is a night-time aerial view of a city with a bridge and water, overlaid with large, semi-transparent geometric shapes in shades of blue and purple.

India IMPACT REPORT 2021

ABOUT NEW ENERGY NEXUS



VISION

An abundant world with 100% clean energy for 100% of the population, in the shortest time possible.

PROBLEM

There are not enough diverse and thriving clean energy entrepreneurs to match the scale of the clean energy transition in India.

MISSION

New Energy Nexus aims to support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy.

2021 IN NUMBERS



22
STARTUPS



176
EVENT PARTICIPANTS

51
PARTICIPANTS
COMPLETED OUR
PROGRAMS



45%
FEMALE
ENTREPRENEURS
TRAINED



REACHING METRO
AREAS, TIER 1 AND
TIER 2 CITIES



97
STRATEGIC
PARTNERS
ENGAGED



7
ELECTRIC
UTILITIES



7
THINK
TANKS



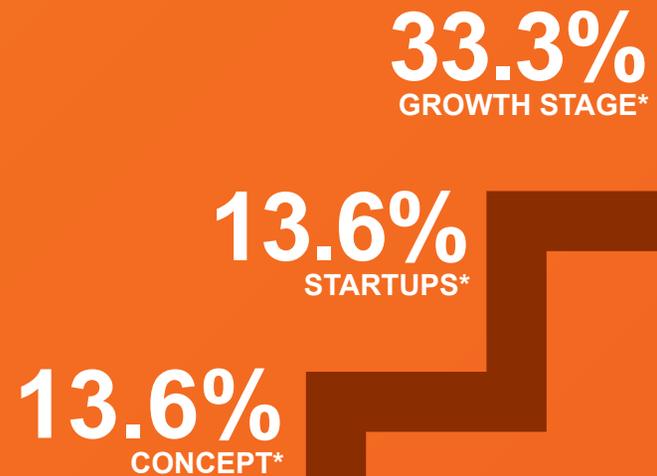
66
ACCELERATORS/
INCUBATORS



5
PRIVATE
FIRMS



22
OTHERS



*Excluding the
Climate Certificate
Program



PRATAP RAJU

Country Director

New Energy Nexus India

What are your major achievements of 2021?

It was a big year scaling our programs and building greater gender equity into the clean energy ecosystem in India. We piloted two new programs to address this: Climate Certificate and Climate Label for Women. We also launched our second edition of the ElectronVibe Challenge involving 13 startups after gaining two successful pilots with electric utilities in the last edition.

We also ran a five-month entrepreneurship development program for women in climate tech, called “Climate Ready for Women in Energy” - a flagship initiative in our Women in Climate Entrepreneurship (WICE) program. This cohort supported nine women founders in energy in different stages, ranging from ideation, prototype and pilot.

What major challenges have you identified and overcome in 2021?

Utility companies are crucial to engage because of their role in scaling and distributing innovation. But this can be a challenge due to their limited capacity, and low incentive, to work with startups. To solve this, we engaged utilities through roundtables and bilateral talks, facilitated participation through low-commitment asks, and identified ‘innovation champions’ within these corporations to support startups. This led to a larger number participating in the 2021 program compared to the pilot in 2020.

Secondly, to overcome the challenge of low applications from women-led startups in energy, we’ve increased the number of women in our programs through intensive outreach through more than 500 partners across India (universities, government agencies, NGOs, co-working spaces) and through social media. We also partnered with women networks to spread the message and formed strategic partnerships with key academic institutions.

What are you focusing on in 2022?

We aim to expand our programs even further! Our ElectronVibe challenge and Women in Energy Entrepreneurship will continue full steam ahead.

We’re excited to launch Climate Ready for Students, a pre-accelerator program designed to work on business literacy skills so that students with potential ideas in clean energy are more confident to launch their ideas. And we’re also excited about our program Act4Green II connecting climate-focused Indian and UK-based AI/big data startups with experts, VCs, corporate customers, and potential business and tech partners.

WHAT WE DO

In 2016, New Energy Nexus and Climate Collective partnered to run India's first Solar Hackathon in Delhi. Since then, New Energy Nexus and Climate Collective continue to grow one of the largest early-stage clean energy and cleantech startup platforms in India and South Asia.

New Energy Nexus India focuses on empowering women entrepreneurs and tackling the under-representation of women in the clean energy sector. We run four programs in India:

Climate Springboard Program

This program is building a network of incubators and accelerators to support climate tech startups within their portfolios, as most of the incubators/accelerators are sector agnostic. This program supports the ecosystem by helping climate tech startups through monthly knowledge building workshops or webinars on impact assessments, fundraising for impact startups and other domain specific topics.

Climate Certificate for Women Program

Climate Certificate for Women is a nine-month course for young women who aspire to start their entrepreneurship journey in clean energy. The course is designed to provide practical and quick training covering basic business literacy, business model development, and providing internship opportunities.

ElectronVibe

ElectronVibe is a business-case development competition that aims to identify and showcase innovations from mature power sector startups. This process potentially leads to pilot projects with Indian electric utilities. The competition identifies highly promising startups and supports them to propose innovative solutions to utilities in India, via a business case approach.

SOLUTION SPOTLIGHT



“I have been in the renewable sector for six years. But the amount of knowledge or confidence I am getting after being associated with [this program] is something beyond my expectations. The most amazing part is that all the mentors try their best to associate us with various opportunities that comes along the way. Thanks.. for giving [me] this opportunity to grow...”

Saikrishna Mohanty,
Founder & Managing
Partner, Solar Infra



SOLAR INFRA

Accelerating adoption of solar energy systems

Solar Infra specializes in solar installation, project works, assembling, and supplying solar products. Their products include solar power plants, and solar powered street lights, water heaters, home lighting systems, fencing systems, insect trappers, irrigation systems, and drinking water systems.

Impact

Solar Infra has installed more than 2.5MW of solar products. Their household products use brushless DC motors which lower electricity consumption. Through all the solar products installed and sold, Solar Infra has reduced ~1.8 tons of GHGs which is equivalent to 1.2 tons of Co2 over the last three years.

Their solar products such as solar sewing machine, incense machine, solar-operated drip irrigation for farmers, and rope making machines have provided livelihood opportunities for more than 700 households

Support from New Energy Nexus

Solar Infra is a part of our Climate Ready for Women in Energy program, which has provided business literacy skills, support on their pitch deck for investors and mentorship support to launch new livelihood products.

SOLUTION SPOTLIGHT

“ElectronVibe was a great opportunity to hear directly from Indian Discoms about their challenges and have no-holds-barred feedback about the problem we are solving for the electricity distribution grid...”

Meenakshi Vashist,
Founder & CEO,
TekUncorked



TEKUNCORKED

Reducing grid loss by more than 8%

India's electricity transmission and distribution losses are almost 20% of generation - one of the highest rates in the world. Grid losses are often due to equipment breakdowns, malfunctions, degradations, theft, leakage and environmental disasters.

TekUncorked builds, deploys, and manages an IoT platform to monitor and track assets in realtime to detect wastage, leakage, malfunction, and pilferage. The platform checks the health of grid infrastructure in real time.

Impact

TekUncorked's solutions can reduce grid losses by 8% or more. Larger amount of data enables the platform to provide deeper insights into the health, aging, and degradation in the infrastructure. It also allows utilities to optimize electricity distribution as consumer usage patterns can be monitored with more granularity. The solution leads to 40% of benchmarked cost savings for the utility.

Support from New Energy Nexus

TekUncorked was one of the winners of the ElectronVibe 2021 Challenge. New Energy Nexus assigned a mentor that was able to help TekUncorked with their business case, and helped them set up a pilot project.

WHO WE ARE



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