

NEW ENERGY NEXUS India

IMPACT REPORT
2022



ABOUT NEW ENERGY NEXUS

New Energy Nexus is the world's leading clean energy ecosystem builder. We provide funding, accelerators, and training to help diverse entrepreneurs build a 100% clean energy future, from emerging tech through to clean energy adoption and distribution.

Our Vision

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

Our Mission

To support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy.

Our Goal

To reach 100,000 entrepreneurs by 2030.

Our Impact



Tackling climate change



Building an equitable clean energy economy



Increasing energy access



Creating green jobs



Connecting innovation ecosystems

2022 IMPACT IN NUMBERS

INDIA

Entrepreneur Data



72

Entrepreneurs supported



57

Women entrepreneurs

Startup Data



11

Startups supported
through incubator, accelerator, scale or funding programs.

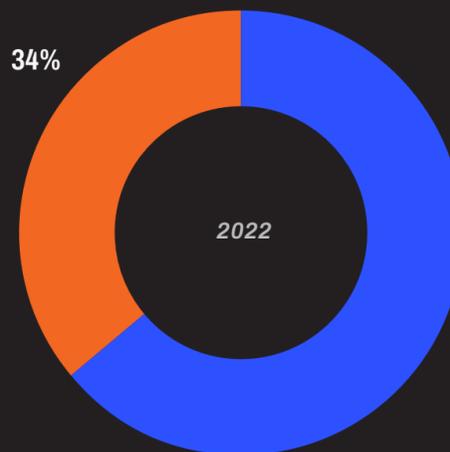


18.8%

Women-led startups

Startups by sector

EV Infrastructure 34%



64% Energy Efficiency

Ecosystem Data



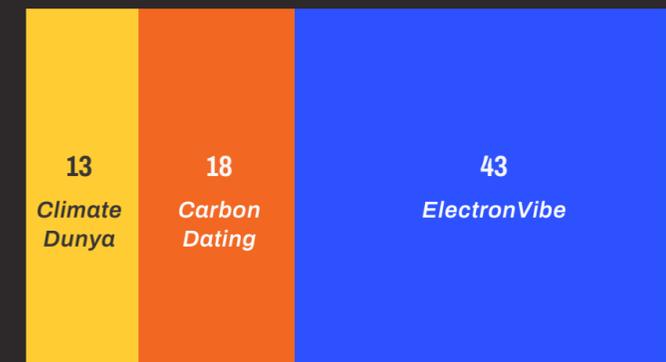
22

Strategic partners engaged
(through participation, joint programming, sponsorships, or other forms of collaborations)



74

Participants in ecosystem support programs and events



74 Participants



Q&A WITH PRATAP RAJU

Country Director at
New Energy Nexus India



What are your major achievements of 2022?

We ran two significant programs in 2022. Through the ElectronVibe program, we were able to get leading Indian power-generation companies in roundtables for discussions. Through these we are set to expand our program beyond utilities to these companies. With the Women in Energy Entrepreneurship initiative, we were able to support a significant number of women entrepreneurs and women-led startups in clean energy. We were able to integrate this program to build and test our self-guided courses as a part of our Startup Earth Centre and Climate Jobs Board to kickstart green careers for women.

What unique role does New Energy Nexus play in India?

There are very few startup support organizations in South Asia that focus specifically on climate and clean energy (read more [here](#) and [here](#)). New Energy Nexus India fills a critical gap in the ecosystem by providing access to the most suitable networks of mentors, technical advisors

and committed investors to climate tech startups. Given climate tech startups have unique challenges compared to traditional tech, being sector-focused is a robust value proposition. We also run the largest program in India that supports women-founders.

What are you excited about for 2023?

New Energy Nexus India's in-country partner, Climate Collective, is launching one of the largest ecosystem support platforms, the 'Climate Accelerator'. This will be an acceleration platform for cleantech startups from the incubation stage up to the early stages of scale. It will focus on: Climate Change (Energy, Carbon Capture, Usage and Storage), Circular Economy and Adaptation & Resilience. We also intend to expand ElectronVibe to include power generation companies, and will continue to focus on gender and youth as key indicators in our programs.



WHAT WE DO

In 2016, New Energy Nexus and Climate Collective partnered to run India's first Solar Hackathon in Delhi. Since then, we've continued to grow one of the largest clean energy ecosystems 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 ran these programs in India in 2022:

ElectronVibe

ElectronVibe is a business-case development competition to identify and showcase entrepreneurial and technological innovations by mature power sector startups for Indian electric utilities. The program is running two concurrent tracks: EV Infrastructure and Grid Modernization tracks.

The goal of the program is to introduce innovation from power sector startups to utilities that could eventually enable:

- › *More electricity produced from renewable energy*
- › *Higher quality of electricity supply to consumers in India*
- › *Higher number of EVs on India's roads*

Climate Ready for Women in Energy

Climate Ready for Women in Energy is an ongoing entrepreneurship development program to increase the number of cleantech founders who launch startups or join cleantech accelerators prior to launching. The program consists of capacity building modules focused on business literacy, one-on-one technical and business mentoring sessions, networking events, application support to join further accelerators to accelerate commercialization. The cohort has founders from energy access, mobility, clean energy, carbon capture, energy efficiency.

SOLUTION SPOTLIGHT



“Kazam joined the New Energy Nexus program...and we have been able to cater to a lot of utility, grid companies and their problem statements. We also had an opportunity to do a proof of concept with them and understand how the real-world problems can be solved. New Energy Nexus also gave us access to a lot of enthusiastic mentors in the space who helped us in getting better reach for our solutions and products.”

— Akshay Shekhar,
Co-Founder and CEO of Kazam

Kazam

Building India's largest EV charging station network

Kazam is an agnostic EV charging software platform building India's largest smart and affordable EV charging network. Through their partnerships with fleets, CPOs, RWAs and OEMs they have been able to create a charging network with over 3000 devices on their platform.

Kazam's solution helps expand the EV charging network in India, allowing for more EVs on the road. Kazam's technology has a positive climate impact because it helps replace ICE (Internal Combustion Engine) vehicles with EVs. Kazam is in line to install 30,000 such charging stations in 2023. Having a strong presence in the city of Delhi, we have installed our charging stations in over 400 residential societies till date. This will also lead to the growth of the EV Infrastructure.



Support from New Energy Nexus

Kazam joined, where our partner utility selected them as the winner of the ElectronVibe 2022 program, specifically for the EV Infrastructure track where they were selected as the winner by our partner utility. Kazam completed a pilot demonstration over the course of the program and is executing a large project with the partner utility as a direct result of ElectronVibe 2022.

SOLUTION SPOTLIGHT

“The ElectronVibe program of New Energy Nexus helped us in connecting with utility companies and helped us understand the challenges faced by them. It also helped us in gaining technical know-how and gave us the business perspective of working in the energy sector.”
—Venkatesh Prasanna,
Director of EmbedSense Solutions

NEW ENERGY NEXUS

2022 INDIA IMPACT REPORT

EmbedSense

Tech solutions for a more efficient grid

EmbedSense makes passive grid structures “smarter” by enabling them with Artificial Intelligence and Machine Learning (AI/ ML)/ML technology enabling identification of overloading, line surges, defects due to aging, and improper maintenance.

EmbedSense’s IoT based grid monitoring unit, as well as its accompanying electricity management system, are installed at distribution transformers.

These solutions have already been rolled out by utilities and other industries in India (not as a direct result of the ElectronVibe program). The goal of the program is to introduce innovation from power sector startups to utilities that could eventually enable:

- › Fewer electrical accidents
- › 24x7 monitoring of grid assets
- › Reduction of power outages
- › Predictive maintenance alerts to ensure better service
- › Reduced property damage due to electrical faults

Support from New Energy Nexus

EmbedSense joined the ElectronVibe 2022 program, as part of the Grid Modernization track. The program helped them understand the needs of the partner utility, and to develop a clear value proposition through the submission of a business case. Their business case involved two components: modern fault detection and alert systems for the grid; and a redesign of Auxiliary Distribution Panels with integrated modern data technology.



WHO WE ARE



PRATAP RAJU
*Country Director, India,
New Energy Nexus*



NALIN AGARWAL
*Program Director, India,
New Energy Nexus*



RISHI NAIR
*Program Manager, India,
New Energy Nexus*



KRISHAN KUMAR GUPTA
*Program Manager, India,
New Energy Nexus*



POULOMY BANERJEE
*Impact Consultant, India,
New Energy Nexus*



JUI JOSHI
*Program Lead - Women in
Energy Entrepreneurship*



PRIYANKA BHANDARI
*Program Manager, Climate
Ready for Women in Energy*



SHRUTI JOSHI
*Program Coordinator,
Climate Ready for Women
in Energy*



For more information about
New Energy Nexus,
please contact us by email:

pratap.raju@newenergynexus.com



Thank you to our funders who make this impact possible

SED Fund
Good Energies Foundation

Thank you to our partners

Outreach Partners:

*InFED - Indian Institute of Management Nagpur (IIM Nagpur)
Maharashtra State Innovation Society (MSINS)*

Knowledge Partner:

School of Business, Mody University

Program Partners:

*Centre for Strategic & International Studies (CSIS)
Centre for study of Science, Technology & Policy (CStep)
RMI India
Council on Energy, Environment and Water (CEEW)
Institute for Energy Economics and Financial Analysis (IEEFA)
WRI India
India Smart Grid Forum (ISGF)
Auroville Consulting
India Energy Storage Alliance (IESA)
MP Ensystems
Customised Energy Solutions
Power for All*