

Nexus India Capital

Investing behind CleanTech Entrepreneurs

Climate Change India 2008, Pune

April 23rd, 2008

Nexus India Capital

- Early to early growth venture capital fund
- Launched in June 2006
- Based in Mumbai, India and Menlo Park, CA
- Focus on early and early-growth opportunities
 - Global Technology
 - Consumer Services
 - Differentiated offshore service delivery
 - Clean technology

Investment Approach

- Market leaders
- Defensible and scalable business models
- Strong entrepreneur and management team
- True partnership to help management team scale the business
 - Organization development
 - Strategic planning
 - Future financings
 - Exits

Managing Directors

Naren Gupta

- ▶ Vice-Chairman, Former President/CEO; Wind River Systems and Founder/CEO, Integrated Systems
- ▶ Early investor in companies with Indian entrepreneurs and LP/Advisor to Draper International
- ▶ Ph. D., Stanford University, MS, California Institute of Technology, B Tech, IIT Delhi, President's Gold medal

Sandeep Singhal

- ▶ Founder/MD, eVentures India; Founder/ CEO, Medusind Solutions; Senior Engagement Manager, McKinsey and Co., New York
- ▶ 6 Year investment and operating experience in India
- ▶ MBA (with Distinction), Wharton School, Univ. of Pennsylvania; BSEE (with Honors), Stanford University

Suvir Sujan

- ▶ Founder/CEO, Baazee, Mumbai
- ▶ Regional Director, Paypal, Asia Pac; Country Manager, eBay India, Senior Consultant, Boston Consulting Group
- ▶ MBA, Harvard Business School; BSEE (Honors), *Magna Cum Laude*, University of Maryland

Investment Professionals

Atish Babu

- ▶ Battery Ventures; VP, Corporate Development, Vonage; Program Manager, BAE Systems
- ▶ MBA, Harvard Business School (2008) BS, Massachusetts Institute of Technology

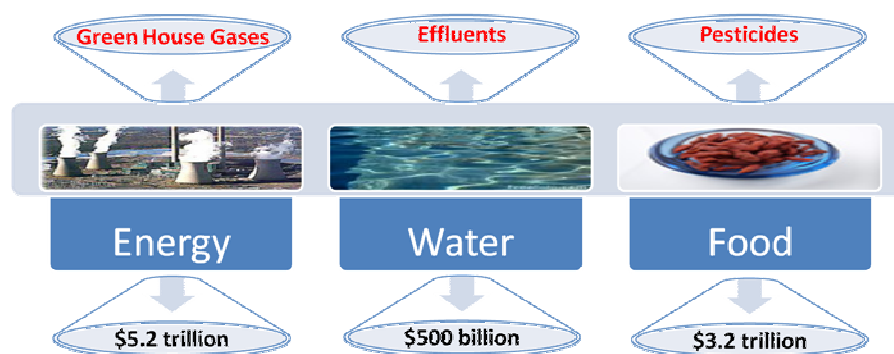
Manoj Gupta

- ▶ Founding Team member, WIT, San Diego
- ▶ Publications and Patents in Radio Frequency space
- ▶ MBA, IIM, Ahmedabad; C.Phil (EE), Univ of California, San Diego; MSEE, Urbana-Champaign, BS (Engineering Physics), IIT Mumbai

Jinesh Shah

- ▶ AGM, Finance, Datamatics; Finance Manager, Patni Computers; HCL Technologies
- ▶ Responsible for M&A, Treasury and MIS functions at Datamatics; Team leader from Finance for Patni's IPO and helped set up BPO subsidiary
- ▶ MMS (Finance), Jamnalal Bajaj School of Management, Mumbai; Associate, Institute of Chartered Accountants, India

Clean Tech Landscape



Big Problems → Big Opportunities

Choices in Energy



Energy Saving

- Efficiency improvement (Agricultural pumps, turbines)
- Smart monitoring and control (Lights, Heaters, AC)
- Waste Heat Recovery

Energy Generation with lower emissions

- Renewable sources (Solar, Wind, Biomass, Hydro)
- Clean Coal (Gasification, Carbon Sequestration)
- Biofuels, Biomass-to-Liquid
- Solar Thermal

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Entrepreneurial Activity



- Biofuels (D1 Oils, Roshni, GrowDiesel)
 - Plantation using contract farming
 - Jatropha, Pongamia
 - Algae based biofuels
- Own and operate model (KSK Energy, GreenKo)
 - Small Hydro, Biomass power plants
- PV cell manufacturing (Moser Baer, Tata BP)
- Energy efficiency (Tribi, Neureol)
- Waste energy recovery (Transparent Systems)
- Small scale wind turbines (UD, Unitron, Supernova)

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Challenges Ahead



Big Opportunities →
Big Challenges

Capital & Tech Intensity	<ul style="list-style-type: none">• PV Cell• Biofuels
Talent Availability	<ul style="list-style-type: none">• Science/Engineering• Sales & Marketing
Government policies	<ul style="list-style-type: none">• Subsidies• Feed in Tariffs

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Call to Action

- Make Capital and Technology available
 - Cooperation between global and local sources of capital
 - Incentives for technology development and deployment
 - Adapt technology to local conditions
- Build a talent pool like we did for IT/ITES
 - Make Clean technology the “cool” career
 - Create training platforms in energy, water, food
- Create a bridge between industry and policy
 - Co-opt the government – unlike IT this is for the domestic market
 - A Clean Tech specific/driven advocacy program

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