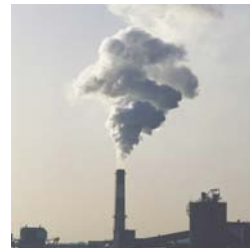


New Ventures India



Initial Results and Learnings



New Ventures in a Nutshell

Mission: Promote high-growth SMEs with strong environmental and social benefits

Building the Capacity of On-the-Ground Partners

- Enterprise Development
- Investment Facilitation

Global Hub of Sustainable Entrepreneurship

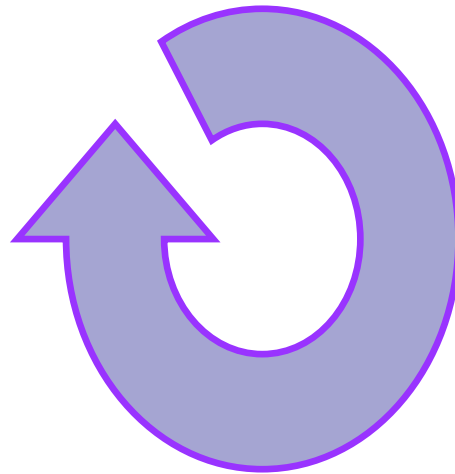
- Start-up and support various local operations
- Provide relevant research and information
- Provide useful linkages



New Ventures Cycle

**SHOWCASING &
DEAL FACILITATION**

**ENTERPRISE
IDENTIFICATION**



**MENTORING &
BUSINESS PLAN DEVT.**

**ENTERPRISE
SELECTION**

New Ventures in a Nutshell

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New Ventures Sectors



- Clean Energy
- Clean Technologies
- Recycle, Reduce & Reuse
- Green Construction
- Sustainable Transport
- Eco-tourism
- Sustainable Agriculture and Fore

Results



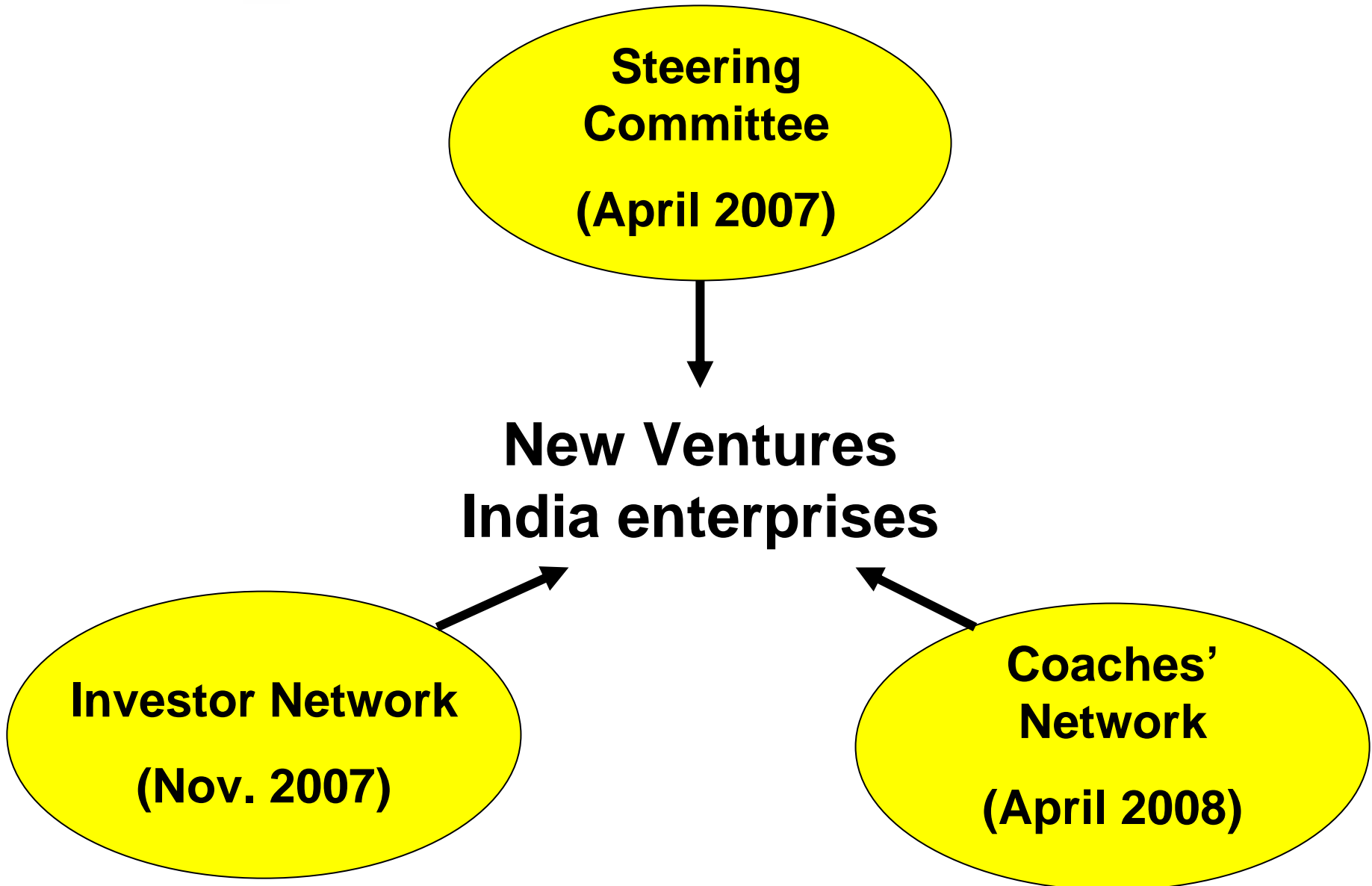
➡ 5 countries

➡ 178 SMEs

➡ \$120M
invested

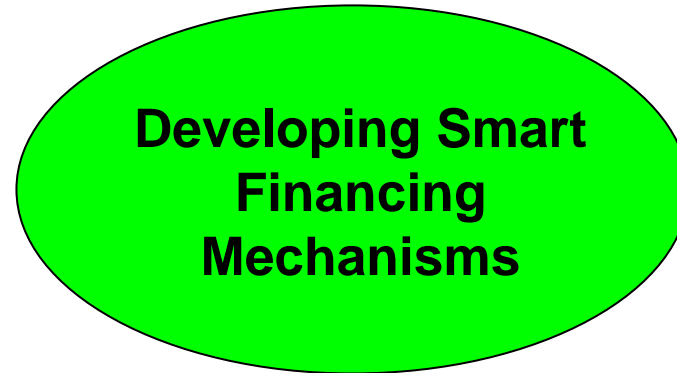
➡ 98% still in
operation

New Ventures India Support Community





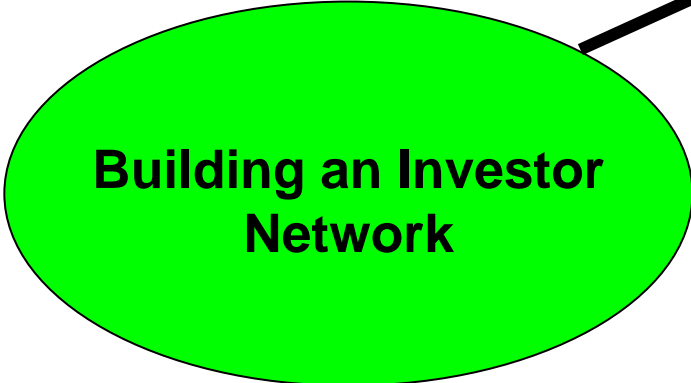
Accelerating Clean Energy Markets



Goal: \$125M in committed investment for clean energy enterprises



Investment Capacity Building



Green Investor Network

- Venue for showcasing sustainable SMEs and sharing knowledge/trends in sustainable sectors
- Membership-based group with benefits
 - Access to year-round deal flow
 - Exclusive privilege to have one-on-one meetings at events
 - Investor Network meetings
 - Privilege to be part of the Selection Committee
- Membership fees contribute to financial sustainability

Initial Results

- Started recruitment in January 2008
- Status: 10 confirmed members
- Goal: 15 members in 2008, 20 members in 2009

SEQUOIA  CAPITAL

U.S. CHINA INDIA ISRAEL

NEXUS
INDIA CAPITAL

acumen
FUND

@t@e

rianta

Initial Results

\$14 million facilitated in New Ventures India companies within 19 months

| Name of Organization | Investors |
|--------------------------------|------------------------------------|
| HMX Sumaya Systems | ICICI Bank Ltd/ ATE Enterprises |
| Conserve HRP | Best Seller - Denmark |
| Natura Fibers | Canara Bank |
| Suminter India Organics | Nexus India Capital |
| Tribi Embedded Technologies | Sequoia Capital |
| SBA Hydro | Acumen Fund |

Case Study: SBA Hydro

- Heard of New Ventures India program: early 2007
- Presented business at New Ventures India Investor Forum: Nov. 2007
- Met by Acumen Fund during Investor Network one-on-one meeting: Nov. 2007
- Received equity funding of \$900K from Acumen: May 2008



Case Study: HMX Sumaya

- Presented business at Investor Forum: Nov. 2006
- Introduced to ICICI Bank: mid-2007
- Closed \$1.25M in debt funding: Oct. 2007
- Approached by ATE Enterprises who saw them via NV: early 2008
- Closed \$1.75M in equity funding: April 2008
- ATE signed up as an Investor Network member: April 2008



Initial Learnings

- Priority #1 is to have a strong and diverse pipeline of enterprises
- Build the foundation and the brand first
- It is important to have a support community and individual champions
- Show to investors that you are constantly working for them

Thank you

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