

India's leading Deep Tech Startup ecosystem

Empowering Innovation & Deep Tech driven Entrepreneurship to address national challenges through successful, self-sustaining companies that are redefining markets



IIT Madras Incubation Cell & sector-specific incubators

IITM
INCUBATION
CELL

Nodal Incubator of IIT-Madras
Recognised by DST & DIPP, GoI

200
IITM Cos.

Section 8 Company
Est. 2013

RTBii

IITM's Rural Technology
and Business Incubator

Society
Est. 2006



HTIC MedTech
incubator



Bio-incubator

Supported by BIRAC (DBT)

Board of Directors

Chairman



Prof. Bhaskar Ramamurthi
Director of IIT Madras

Co-chairman



Prof. Ashok Jhunjhunwala
Faculty-in-charge of
IITM Research Park

Faculty-in-charge



Prof. Mahesh Panchagnula
Dean of International &
Alumni Relations, IITM



Mr. T.V. Mohandas Pai
Chairman of Manipal Global
Education



Mr. R Ramaraj
Co-founder & Former CEO, Sify



Mr. Raju Venkatraman
MD & CEO, Medall



Mr. V. Shankar
Founder of CAMS
& Sterling Software



Mr. Sameer Mehta
Director CEO,
Dr Mehta's Hospitals



Prof. Krishnan Balasubramanian
Faculty-in-charge, GDC, IITM



Prof. Ravindra Gettu
Dean of IC & SR, IITM



Mr. Venket Viswanathan
Founder & Chairman, LatentView



Prof. Ligy Philip
Dean of Planning, IITM



Mr. Umesh Sachadev
Co-Founder & CEO, Uniphore

- Governed by a Board of Directors

- IITM Incubation Policy – evolved over the years

- Committees (& policies) governing
Incubation, Seed funding

IITM's Deep Tech startup hub

OUR WORK IN NUMBERS



200
STARTUPS

76
GRADUATES

₹2296cr
(US \$307M)

₹7670cr
(US \$1028.03M)
VALUATION

8
M&A

93
INCUBATEES

INVESTMENT
BY ANGEL/VCS

₹ 26 crore
Incubator Seed
funding

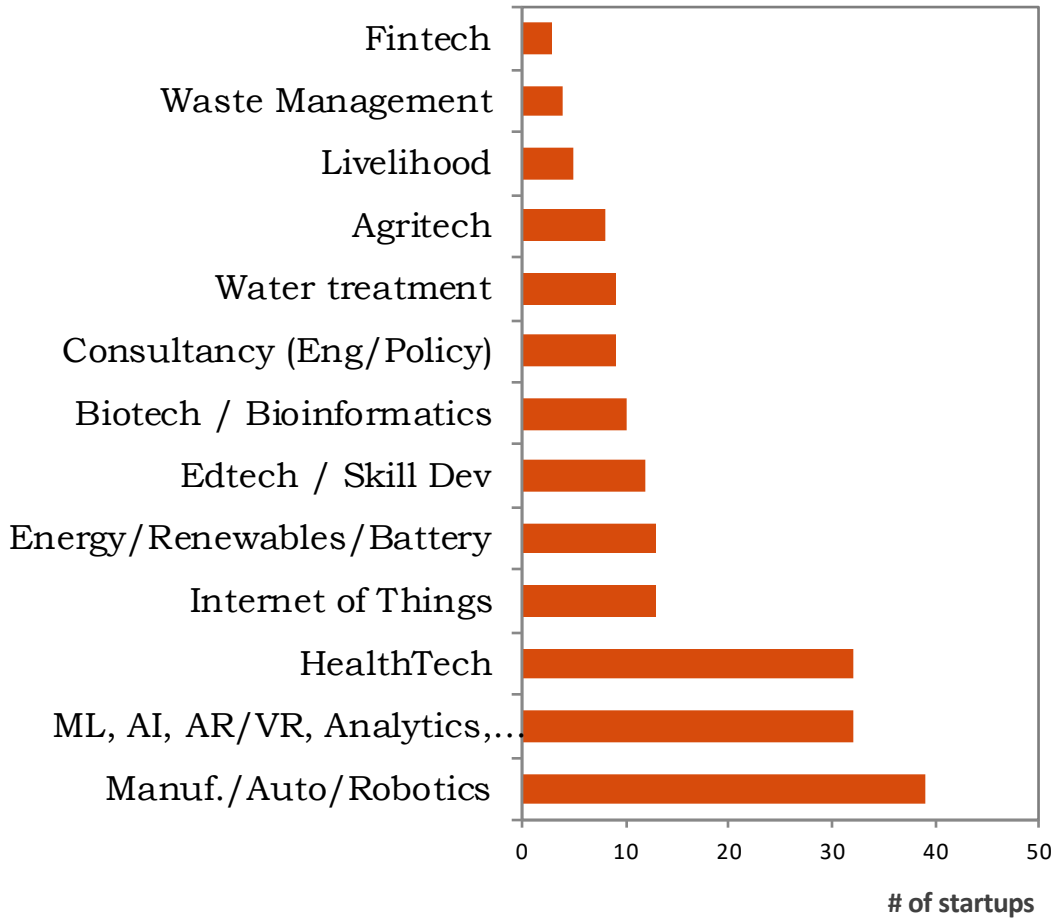
90
STARTUPS
IN MARKET

₹420cr
(US \$56M)
CUMULATIVE
REVENUE IN FY19-20

4000+
JOBS CREATED

100+
PATENTS FILED

SECTOR CLASSIFICATION



- IITM Startups transforming Industry/tech environment & adding value to society
- Innovations in robotics, materials, AI, AR/VR, IoT, nano & battery tech
- Impacting Transport, Energy, Water, Infra, Air Quality, Education, Manufacturing, Finance, Agri, Skill development, Healthcare, Automation...
- Incubating 40-50 new startups per year

Pipeline Of Startup Incubatees (200+) @IITMIC

Startups founded by (current trend):

1. External entrepreneurs
2. IIT Alumni
3. IITM Faculty & Project Staff
4. IITM Students

- Rise in Industry-academia collaboration
- Deep domain knowledge + high risk tolerance by young student/alum entrepreneurs → innovative/unique early stage deep tech startups

Training students



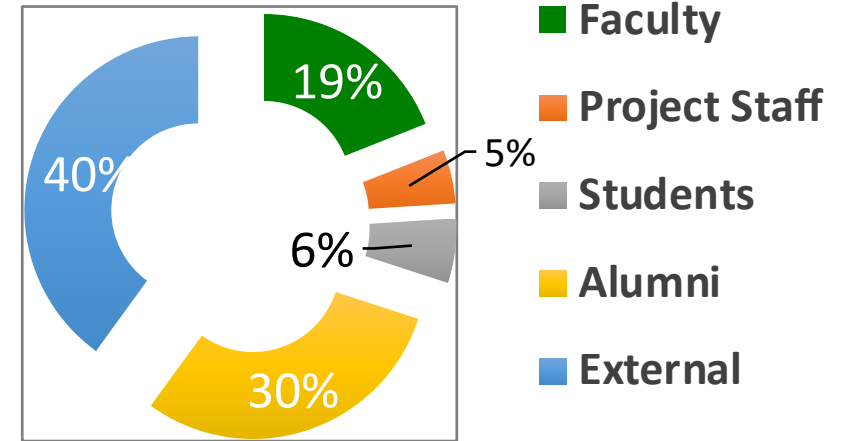
Nirmaan



Strong pipeline of deep tech startups

370 Startup Founders

74 Cos. (37%) have IITM Faculty as founders or minority shareholders



“University is the ideal Startup platform”

Support services extended to IITM incubated startups

MENTORSHIP

IIT Alumni (serial entrepreneurs, investors, domain experts), Industry Heads, IITM Faculty members & Investors partners (VCs, Angels)

BUSINESS SUPPORT SERVICES:

Accounting, CS, Legal, IP, design, HR

Value Additions

Startup Training: Talks & Workshops

Corporated connects & partenered programs: mentoring, first customer, funding.

Investor connects: Investor meets, Demo day, VC-in-house mentoring.

Startup hiring: Internship, Job Fairs, Institutional visits.



YouTube

SEED FUNDING

Fund sources

INDUSTRY CSR

GOVT / PSUs

ALUMNI donations

IITMIC Startup Fund: Grants, Loans, convertible notes, funding enabled from government, PSUs and corporates.

₹ 26cr

seed funding by incubator till date.

OFFICE SPACE & INFRA

Co-working space in incubators and rent offices in IITMRP (subsidized): 100K sq.ft

3D printing Lab, Elec/Mech workshops, product demo zones & Startup Lounges

18-36 months incubation period



APPLY



Key support extended to incubated startups: **MENTORSHIP**

- **Business** – **Alumni** (core mentor group - IITMEF), **Mentor-in-residence** (Industrialists), **Investor** (VC in-house) & CSR partners
- **Technology** – IITM Faculty, Heads of IITM's Centre of Excellence & senior project staff (domain experts)



Mentoring Clinics (weekly) + Assigned Mentors

Alumni mentors (35 IITMEF mentors in Chennai - serial entrepreneurs, industry heads)

- Participants: Incubatees, students, alumni
- Regulars: 20+ startups; **Assigned mentors: 23**

- Bi-weekly meetings bt IITMIC & EF + reporting to EF core committee

Mentoring sessions with Investors (bi-monthly)

Mentors-in-residence

MM Murugappan: 20+ startups

Puneet Gupta (IFMR Trust Group & founder CEO, Kaleidofin)

IITM Faculty, Heads of IITM's Centres of Excellence, Graduated Startups, Industry partners (domain experts)

'Entrepreneurs learn most from each other'

Consultant clinics (bi-monthly) – CS/legal, accounting

IITMIC PARTNERS

Ecosystem Partners



Government Partners



CSR Partners (17)



Other Partners



O&G



Investor partners



TOP VALUED COMPANIES



Conversational Service Automation

Now each customer voice is heard



Conversational Automation & Analytics



Conversational Assistant



Conversational Security

USA • Singapore • India

www.uniphore.com



A Conversational / Voice AI tech company

Uniphore sells software for Conversational Analytics, Conversational Assistant and Conversational Security.

Global presence: The company has dual headquarters - Palo Alto, CA & Chennai, India, along with offices in Singapore, Tokyo & Bangalore

July'19: \$38M raised in **Series C** round led by California-based March Capital Partners, National Grid Partners, Sistema Asia Fund, Patni Wealth Advisors & Chiratae Ventures. Series B was led by **John Chambers**





DESIGNED,
NOT BUILT



An Indian EV company founded by Tarun Mehta & Swapnil Jain in 2013. Manufactures India's first smart electric scooter (Ather 450 & 450X). Also establishing electric vehicle charging infrastructure Ather Grid.





Bringing Internet of Things & Cloud Computing to Dairy Industry



Our Partners



India's first & largest dairy IoT company - focuses on automation, data acquisition, ML

They serve dairy farms, cooperatives, private dairies by optimizing entire dairy supply chain, including milk production, procurement & cold chain logistics and improve dairy farmer income

Stellapps France

Stellapps, start-up indienne basée à Caen, Normandie, développe des technologies pour améliorer l'accès à des produits laitiers de qualité.

Empowering Indian Dairy Sector with Technology





India's #1 Online Doctor Consultation App With Over 5 Million Users



GET IT ON
WWW.DOCSAPP.IN

3000+ MD
Specialist Doctors

24x7 Doctor
Availability

Order Medicines
& Lab Tests



cygni

Cygni's **Solar DC solutions** or **DC Micro-grid**
makes green solar energy & DC power affordable



SOLAR WATER PUMP



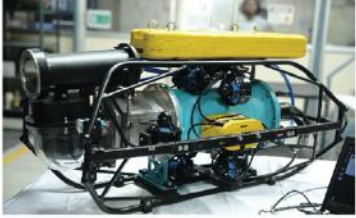
LI-ION BATTERY FOR EV



PRODUCTIVE APPLIANCES



PIONEERS IN UNDERWATER ROBOTIC INSPECTION SOLUTIONS IN INDIA



ROV MIKROS



ROV BELUGA



ROV MIKE

ADVANTAGES OF USING PLANYS ROVS

- Steady, reliable & repeatable data capture using robotic technology
- High Definition (HD) videography and photography
- High endurance up to 8 hours per day of continuous inspection
- Access to depths up to 120m
- Access to live streaming of data to asset owners or maintenance engineers
- Extremely safe for engineers during operations
- No risk to human life from marine creature/toxic chemicals

SECTORS



India's first OEM for submersible robotics

Specialises in **underwater robotic inspection** services for maritime, infrastructure (dams, bridge river crossings) & energy sectors globally



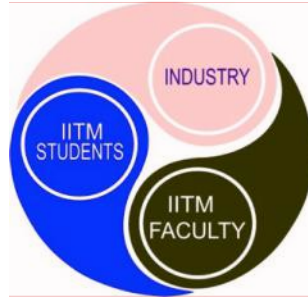
2019: **NETHERLANDS** subsidiary
Operating in Singapore & Middle East



IITM's incubator & Startup hub is located @ IIT MADRAS RESEARCH PARK

India's first & largest University based Innovation park

Innovation thrives when 3 sets of people interact in a formal & informal environment



IITMRP is an effort to catalyze **Industry - Academia collaboration** & enable Technological Innovation & Entrepreneurship



INDUSTRY R&D CENTRES (80+)
IITM'S CENTRES of EXCELLENCE (8)
STARTUP HUB: 4 IITM INCUBATORS

Total built up area of **1.2M sq. ft.**

- **Phase I** (0.4M sq.ft.) operational since Mar 2010
- **Phase II** (0.8M sq.ft.) since 2016 | **INCUBATION & STARTUP floors: 100K sq. ft.**

A non-profit Section 8 company
Governed by a Board of Directors - eminent academics, industrialists & Govt personnels



IITMRP houses 80+ clients (incl. Fortune 50, 150)



- **80 R&D clients**
(private sector/MNCs, PSUs, SMEs)
- **8 IITM Centres of Excellence**
- **4 IITM Incubators**
+ Startups (150)

To Conclude

- IITM has a thriving ecosystem for Innovation
 - IITM Research Park, Industry Collaborations
 - IITM Incubation Cell, deep tech Startups
- IITM Startups transforming Industry / tech environment & adding value to society
 - New and exciting solutions to old problems
 - Innovations in Robotics, materials, AI, AR/VR, IoT, nano-tech & battery tech
 - Impacting Transport, Energy, Water, Infra, Air Quality, Education, Manufacturing, Finance, Agri, Skill development, Healthcare, Automation...
 - Incubating 50 new startups per year

We invite Industry, Investors, Alumni, Govt. agencies, Institutions to partner with IITMIC & contribute to IITM's Startup vision for the nation

Support Startup growth @IITM through: mentoring, validations, anchor customers, funding, deliver quality Training programs, creating 'design & fabrication facilities' (with naming rights),...



30/11/2019, Hon'ble Prime Minister meets IITM incubated startups



Stay Connected:

D Block, 3rd Floor, IITM Research Park, Taramani, Chennai - 600113, Tamil Nadu, India



office@incubation.iitm.ac.in



91 (0) 44 6646 9869



www.incubation.iitm.ac.in



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