



Government of India
Ministry of Commerce and Industry
Department for Promotion of Industry and Internal Trade

#startupindia



STARTUP INDIA INTERNATIONAL SUMMIT

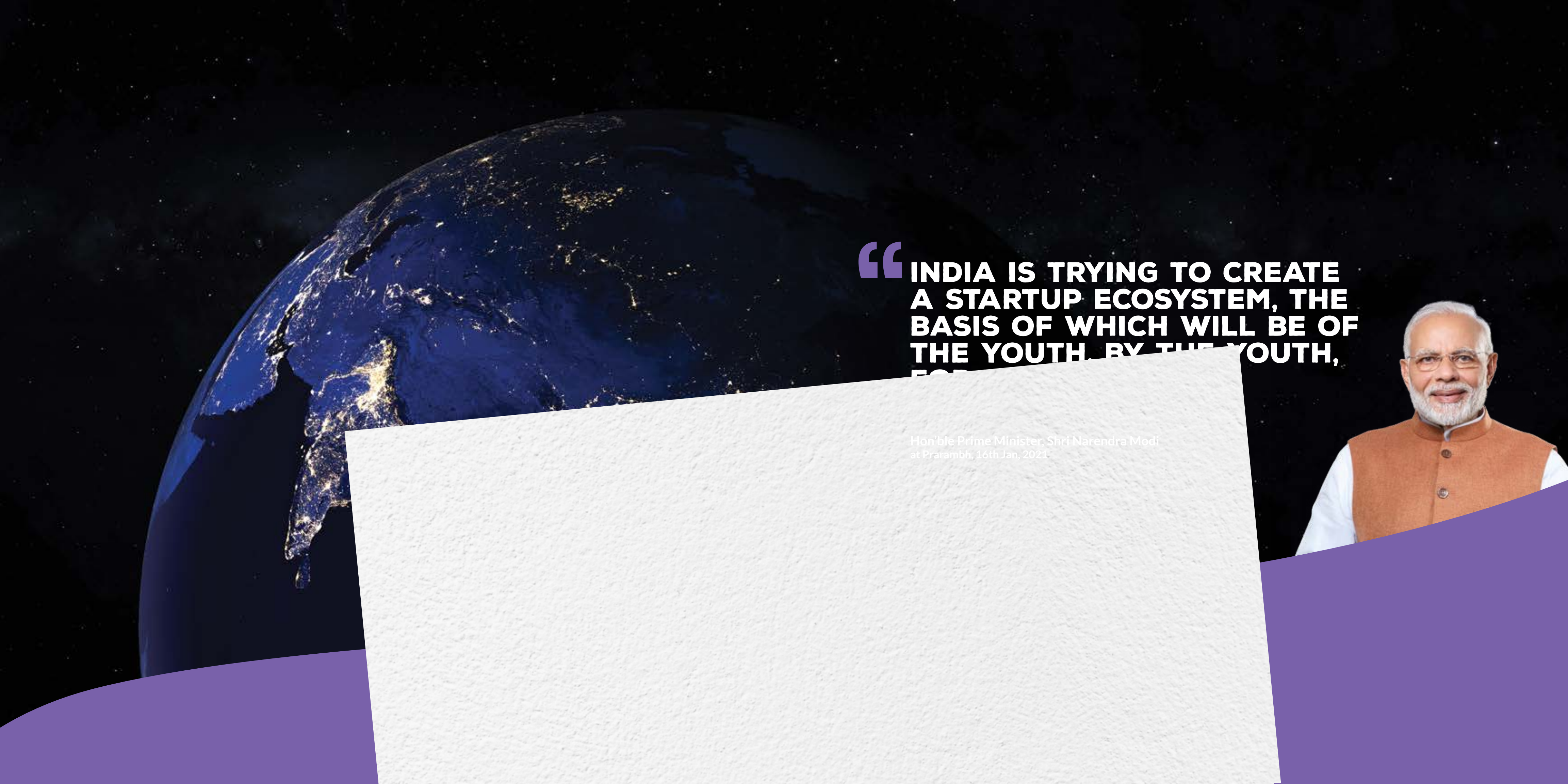
15-16 January, 2021

New Delhi



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**“INDIA IS TRYING TO CREATE
A STARTUP ECOSYSTEM, THE
BASIS OF WHICH WILL BE OF
THE YOUTH, BY THE YOUTH,
FOR THE YOUTH.”**

Hon'ble Prime Minister, Shri Narendra Modi
at Prarambh, 16th Jan, 2021

EXECUTIVE SUMMARY

The Prarambh: Startup India International Summit was hosted by the Department for Promotion of Industry and Internal Trade (DPIIT), Government of India on January 15-16, 2021. The summit marked the 5th anniversary of the launch of the Startup India Initiative, launched by the Hon'ble Prime Minister, Shri Narendra Modi on 16th January 2016, to build a strong ecosystem for nurturing innovation and entrepreneurship in the country.

The summit was also a follow-up to the Hon'ble Prime Minister's announcement at the BIMSTEC Summit in Kathmandu in 2018, where he had offered to organize a Startup Conclave at the regional level. Accordingly, the first day of the summit was hosted with a specific focus on the BIMSTEC region and saw active participation from stakeholders from the startup ecosystems of the BIMSTEC member states.

The summit was graced by the Hon'ble Prime Minister, Shri Narendra Modi and also Hon'ble Minister of Railways and Commerce & Industry and Consumer Affairs, Food and Public Distribution, Shri Piyush Goyal, Hon'ble Finance Minister Smt Nirmala Sitharaman, Shri Hardeep Singh Puri, Minister of State (Independent Charge) for Housing and Urban Affairs and Civil Aviation and Minister of State for Commerce and Industry and Shri Som Parkash, Minister of State for Commerce and Industry. The summit also saw active participation from other key government officials, ministers from BIMSTEC member states, startups, innovators, students, venture capitalists, angel investors, corporates, incubators, accelerators and academic institutions. **Over 1.2 Lakh registrations** were received from **56 countries** and **1100 high-quality innovations** from Indian and International startups were showcased at the summit.

The two-day long Summit hosted virtually, brought together over **200 marquee speakers** from across startup ecosystems within the country, BIMSTEC member states as well as other international geographies. The summit hosted **24 sessions covering all aspects of the innovation and entrepreneurship ecosystem**. The sessions focused on sharing best practices, knowledge exchange workshops, multilateral incubator programs, promoting social innovation, startup ecosystems in India, startup success stories, industry-academia partnership, international best practices, women entrepreneurship and much more. The summit also included a virtual startup showcase, closed-door B2B sessions and closed-door sessions on mobilizing domestic and global capital for Indian startups.

This report captures the key features and proceedings of the two-day summit. It also includes specific takeaways from each of the 24 sessions as well as the outcome and impact of the summit. The report also highlights the way forward defined by the Government of India for the startup ecosystem in the country, intending to nurture more and more startups in India, while becoming a powerhouse globally.



PEOPLE

Total number of people added to the virtual event till date	122,924
Total number of people who have ever logged into the virtual event till date	14,394



FEED

Total number of posts on the activity feed	1,134
Total number of comment that the posts have received in the activity feed	531
Total number of likes the posts have received in the activity feed	1,408



NETWORKING

Total number of messages exchanged by the people via chat	19,804
Total number of meeting requests sent	1,237
Total number of lounge meetings with the people	1,004



SPEAKERS AND SESSIONS

Total number of profile views all the speakers received	12,793
Total number of views of all the sessions	41,080
Total number of unique views to all the sessions	20,479
Average rating of all the individual sessions	4.6
Total number of replays of the sessions	5,219



STARTUP SHOWCASE

Total number of Virtual Booths in the virtual event	1,106
Total number of business cards dropped in the Virtual Booth by the people	1,126
Total number of profile views to the Virtual Booth	12,145
Total number of bookmarks to the Virtual Booth	2,589

EVENT AGENDA

DAY 1 | JANUARY 15

10:00 AM	Inaugural Session Inaugurated by Commerce & Industry Minister, with participation from all BIMSTEC member states. The inaugural session also included launch of the “Virtual Startup Showcase” which was hosted for the whole duration of the event.			
11:30 AM	Break			
	Hall 1 Sharing Best Practices	Hall 2 Knowledge Exchange Workshops	Hall 3 Closed Door Sessions/ B2B Sessions	Virtual Showcase Digital Platform
12:00 PM	Foundations of a Robust Startup Ecosystem	From Idea to Proof of Concept	Corporate and Investor Connect (Pitching Sessions)	Virtual Startup Showcase
1:00 PM	Promoting Women Entrepreneurship	Go to Market Strategy		
2:00 PM	Lunch Break			
	Multilateral Incubator Programs	Promoting Social Innovation		
2:30 PM	Building Successful incubators	Leveraging Power of Social Innovation		
3:30 PM		Enabling Market Access for Startups		
4:30 PM	Break			
7:30 PM	‘Star Talks’ Session by marquee global personalities			
9:30 PM	Break			
10:00 PM	Closed Door Roundtable on “Mobilizing Global Capital” with Global VC Funds			

All times are in IST

Public Sessions Closed Door Sessions Virtual Showcase Highlight Sessions

DAY 2 | JANUARY 16

10:00 AM	Journey of Startup India: Selected States and GoI Ministries to present their achievements			Virtual Showcase Digital Platform
11.30 AM	Break			
	Hall 1 Startup Ecosystem in India	Hall 2 Startup Success Stories	Hall 3 Closed Door Sessions	Virtual Startup Showcase
12:00 AM	Harnessing innovations in states	Building Unicorns	Closed Door Roundtable on “Mobilizing Domestic Capital for Startups”	
1:00 PM	Startup India - the Way Ahead	Champions of Change: Success with an Impact		
2:00 PM	Lunch Break			
	Industry – Academia Partnership	International Best Practices	Closed Door Sessions	
2:30 PM	Promoting Entrepreneurship in Educational Institutions	Global Best Practices – Advocating best practices of global innovation ecosystems	Promoting Women Entrepreneurship: Empowering The Economy	
3:30 PM	Industry-Academia collaboration to Promote Entrepreneurship	International Market Access for Startups – Expanding operations globally		
4:30 PM	Break			
5:00 PM	The Grand Plenary			

All times are in IST

Public Sessions Closed Door Sessions Virtual Showcase Highlight Sessions

GLIMPSES OF THE EVENT



INAUGURAL SESSION



HARNESSING INNOVATIONS IN STATES



THE GRAND PLENARY SESSION



STAR TALKS



JOURNEY OF STARTUP INDIA



BUILDING UNICORNS



SUCCESS WITH AN IMPACT - CHAMPIONS OF CHANGE



GLOBAL BEST PRACTICES - ADVOCATING BEST PRACTICES OF GLOBAL INNOVATION ECOSYSTEMS



LEVERAGING POWER OF SOCIAL INNOVATION



GO TO MARKET STRATEGY



BUILDING SUCCESSFUL INCUBATORS



PROMOTING ENTREPRENEURSHIP IN EDUCATIONAL INSTITUTIONS



INDUSTRY- ACADEMIA COLLABORATION TO PROMOTE ENTREPRENEURSHIP



FOUNDATIONS OF A ROBUST STARTUP ECOSYSTEM



ENABLING MARKET ACCESS FOR STARTUPS



FROM IDEA TO PROOF OF CONCEPT



PROMOTING WOMEN ENTREPRENEURSHIP: EMPOWERING THE ECONOMY



THE WAY AHEAD



INTERNATIONAL MARKET ACCESS FOR STARTUPS - EXPANDING OPERATIONS GLOBALLY





Aiming to bring India's entrepreneurial force onto the global map, the Department for Promotion of Industry and Internal Trade (DPIIT), Government of India hosted 'Prarambh: Startup India International Summit' on January 15 – 16, 2021. Prarambh, as a noun, implies 'an auspicious start' and, as a verb, implies 'to begin'.

The summit brought together top policymakers, industries, academia, investors, startups and all stakeholders of the startup ecosystem in the country and across the globe on one platform. The summit celebrated 5 years of the launch of the Startup India Initiative, which has played a pivotal role in spurring the spirit of entrepreneurship in every corner of the country. In addition to deliberating good practices from the best of the ecosystems across the world, the sessions of the summit were designed to showcase the spread and depth of entrepreneurship based on innovation in India. The summit aimed to attract the attention of global capital for startups in India, mobilize domestic capital, provide opportunities for accessing international markets and evolve enabling policy provisions.

The first day of the summit was devoted to hosting dignitaries and stakeholders from BIMSTEC member states. It witnessed the participation of renowned stakeholders from startup communities of BIMSTEC member states engaging in multilateral discussions and showcasing the best of their innovations.

The two-day long virtual summit brought together over 200 marquee speakers from around the world and India, facilitated discussions on technologies, innovation, robust policies and initiatives, enabled government and international organizations to share their views, to ignite the minds of young Indian entrepreneurs, driving them to solve the problems and challenges for not just India but also for the entire world.

OBJECTIVES

Encouraging and inspiring the youth for innovation and entrepreneurship.

Exchange knowledge on best practices on nurturing startup ecosystems.

Develop capacities of an entrepreneurial ecosystem.

Mobilize global and domestic capital for investments into startups.

Provide opportunities to startups for entering domestic (private and public) and international markets.

Showcasing high-quality, high technology and frugal innovations from India.

Enable ease of doing business for startups and investors.

KEY HIGHLIGHTS

Summit graced by Hon'ble Prime Minister, Shri Narendra Modi.

Featured 24 targeted and focused sessions covering all aspects of the startup ecosystem including Star Talks with marquee global personalities

Closed-door roundtables for mobilizing global and domestic capital for Indian startups chaired by the Hon'ble Commerce and Industry Minister Shri Piyush Goyal and Hon'ble Finance Minister Shri Nirmala Sitharaman, respectively.

Attended by senior ministers, key Indian government officials and representatives of the BIMSTEC member states.

Active participation from startups, innovators, venture capitalists, angel investors, corporates, incubators, accelerators, academic institutions and government stakeholders from across the world.

More than 1.2 Lakh registrations on the event platform from over 56 countries.

Closed-door roundtables saw participation from 58 funds with more than USD 40 bn investments in India and 30 regulators

Virtual Startup Showcase featured more than 1,100 high-quality innovations from across the length and breadth of the country. More than 100 startups from BIMSTEC member states also participated.

More than 10,000 people visited and interacted with the showcasing startups.

15 startups, 9 from India and 6 from the BIMSTEC member states, received an opportunity to interact with the Hon'ble Prime Minister at the Grand Plenary session.

Startup Champions program on Doordarshan launched at the Grand Plenary session by the Hon'ble Prime Minister.

Two key reports launched during the Grand Plenary session by the Hon'ble Prime Minister:

- Evolution of Startup India
- Startup India: The Way forward



STARTUP INDIA INTERNATIONAL SUMMIT

SESSION OVERVIEWS AND KEY TAKEAWAYS



SESSION 01: INAUGURAL SESSION



Shri Piyush Goyal,
Hon'ble Minister of Railways and Commerce & Industry
and Consumer Affairs, Food and Public Distribution,
Government of India



Shri Hardeep Singh Puri,
Minister of State (Independent Charge) for Housing
and Urban Affairs and Civil Aviation and Minister of
State for Commerce and Industry, Government of
India



Shri Som Parkash,
Minister of State for Commerce and Industry,
Government of India



H.E. Mr. Zunaid Ahmed Palak,
State Minister for Information and Communication
Technology, Government of People's Republic of
Bangladesh



H.E. Mr. Lyonpo Loknath Sharma,
Minister of Economic Affairs, Royal Government of Bhutan



H.E. Mr. Lekhraj Bhatta,
Minister of Industry, Commerce and Supplies,
Government of the Federal Democratic Republic of Nepal



H.E. Mr. Namal Rajapaksa,
Minister of Youth and Sports, Republic of Sri Lanka



H.E. Dr. Pun-Arj Chairatana,
Executive Director, National Innovation Agency,
Government of the Kingdom of Thailand



H.E. Mr. Tenzin Lekphell,
Secretary General, BIMSTEC



Dr. Guruprasad Mohapatra,
Secretary, Department for Promotion of Industry
and Internal Trade, Ministry of Commerce,
Government of India

MODERATOR:



Ms. Aastha Grover,
AVP & Head, Startup India Hub, Invest India

CONTEXT SETTING

The inaugural session highlighted:

The growth of the Indian startup ecosystem.

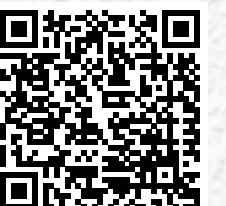
The role of the 'Startup India Initiative' in making India
the third largest startup ecosystem in the world.

The need for a robust startup ecosystem to accomplish
the USD 5 Tn economy goal set by Prime Minister, Shri
Narendra Modi.

The vision of "Aatmanirbhar" and the role of startups in
achieving this goal.

The importance of convergence and collaboration
between the BIMSTEC member states to further devel-
op their startup ecosystems.

The need for collaboration between various
stakeholders like entrepreneurs, industry, academia,
government and investors to further improve the
efficiency of the startup ecosystem in India such that
it supports new entrepreneurs and innovators.





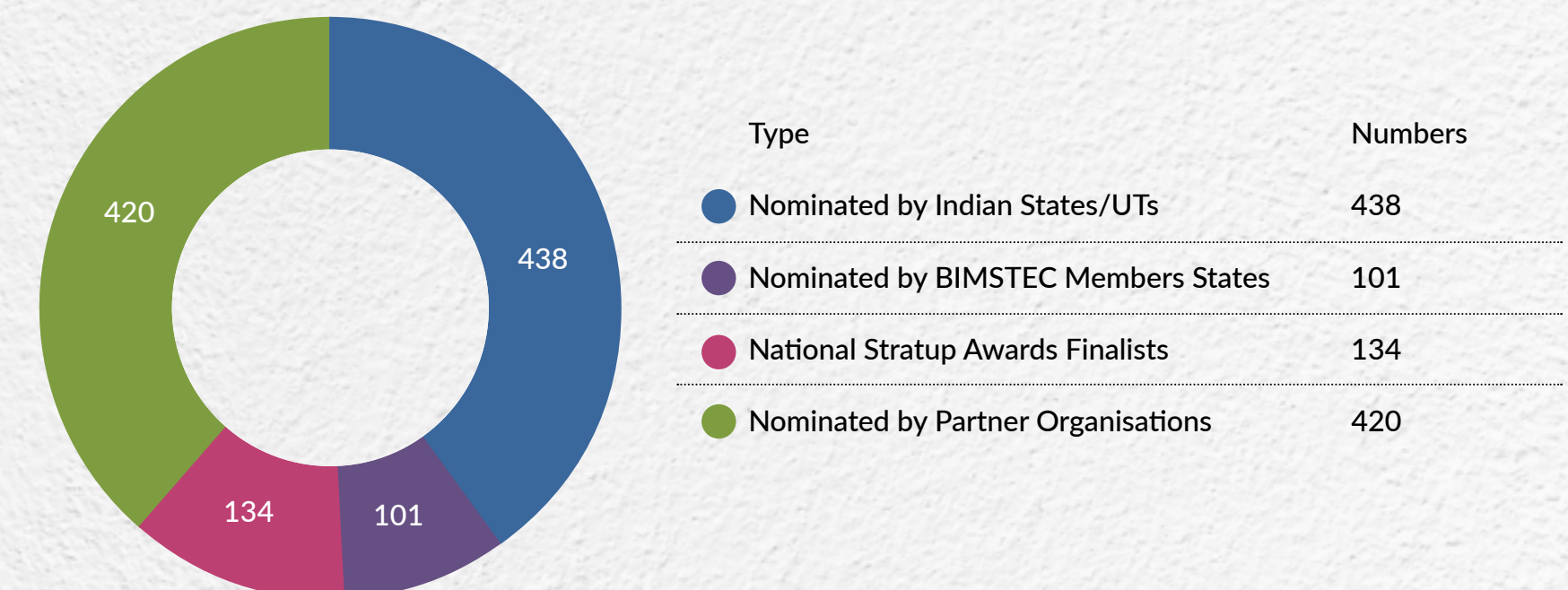
SESSION 02: VIRTUAL STARTUP SHOWCASE

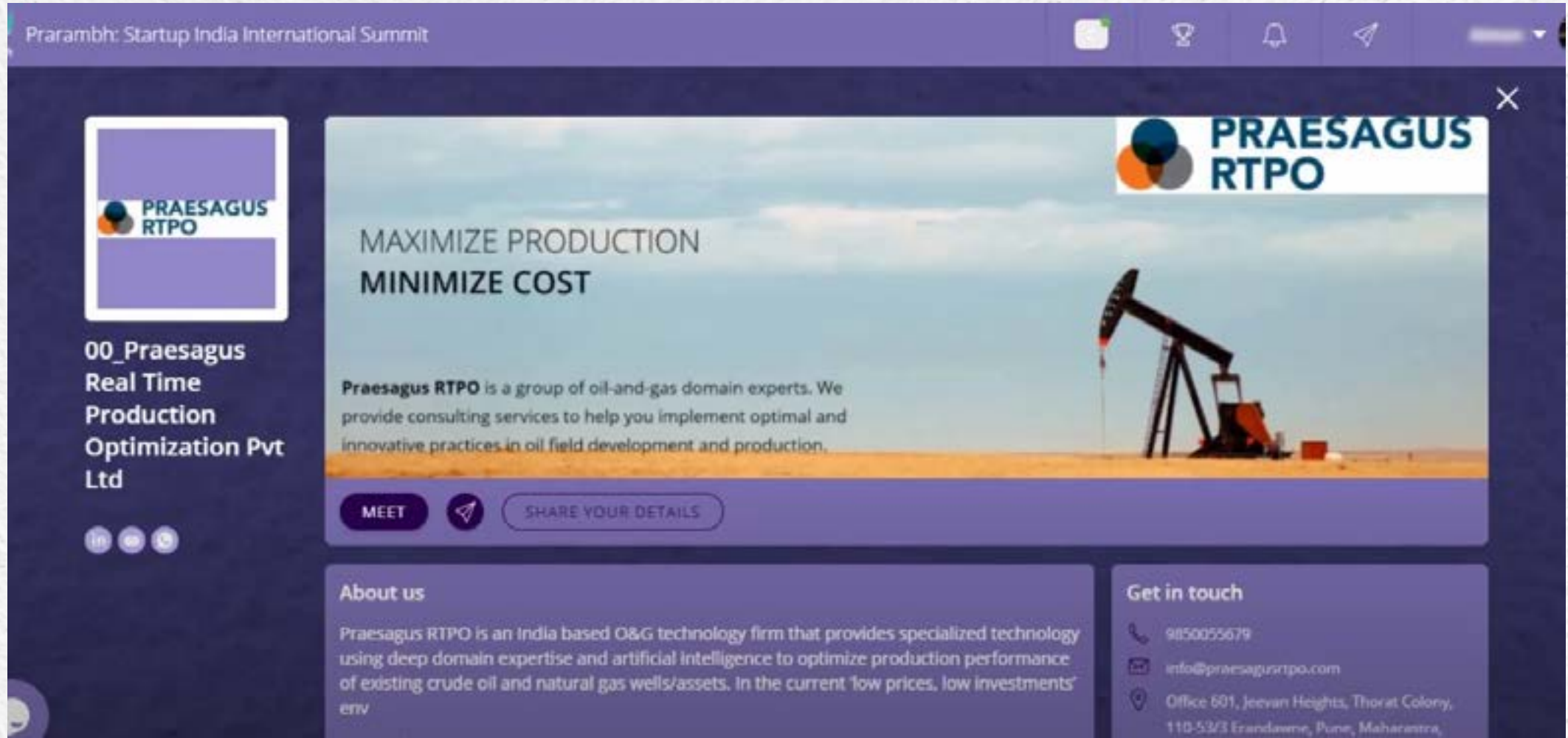
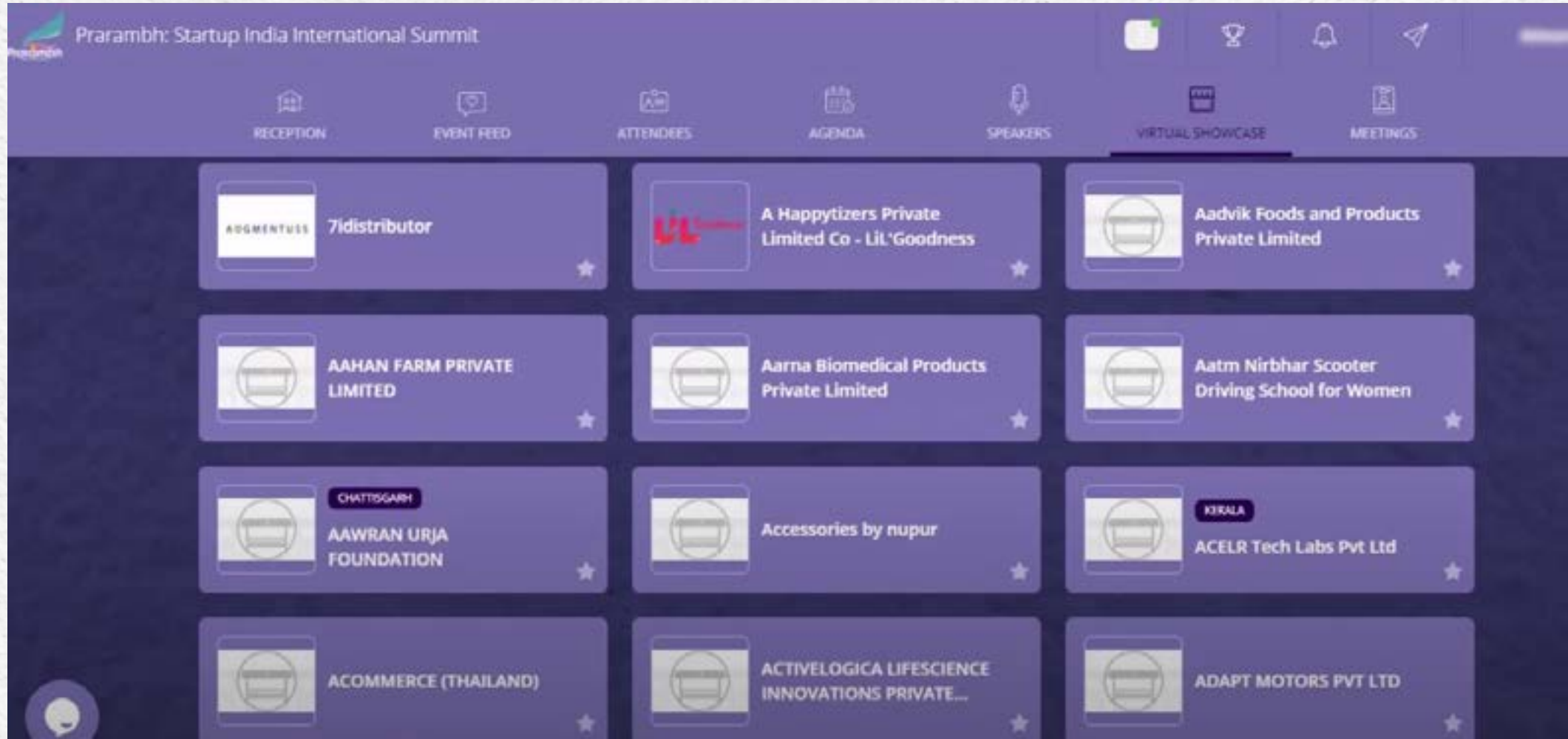


The Virtual Startup Showcase, was hosted on the event platform. It was an exhibition of exemplary and innovative startups from across India as well as the BIMSTEC member states. The virtual showcase provided the startups with a unified global platform for exhibiting their products & services and the opportunity to connect and network with the key stakeholders of the ecosystem. The startups represented a multitude of sectors and industries, varying across different stages of the startup lifecycle.

INTERACTIVE VIRTUAL BOOTHS AND PAVILIONS

The Virtual Showcase platform featured startups through state and country specific branded pavilions, enabling a seamless journey for the attendees to filter in and visit the startup booths of their interest. The startups who were the finalists in the National Startup Awards 2020 were also provided a showcase opportunity in a specially branded booth named “National Startup Award Finalists”. The below-mentioned chart highlights the representation of the various categories of startups in each pavilion:





SESSION 03:

FOUNDATIONS OF A ROBUST STARTUP ECOSYSTEM



TOPICS OF DISCUSSION

- Growth of startup ecosystems in various countries over the past few years
- Current policies and programs for startups in India and other BIMSTEC member states
- Key challenges faced by startups in scaling-up their business in various economies
- Importance of cross-border collaboration for the exchange of knowledge, investments and market access



Professor K. Vijay Raghavan,
Principal Scientific Adviser to the Government
of India, Chairperson, Prime Minister's Science,
Technology & Innovation Advisory Council
(PM-STIAC)



Mr. Arif Khan,
CEO and Managing Director, IDLC,
Bangladesh



Mr. Tandin Tshering,
Director General, Department of Cottage and
Small Industry, Ministry of Economic Affairs,
Bhutan



Marlar Myo Nyunt (Dr.),
Deputy Director-General, Directorate of
Investment and Company Administration,
Myanmar



Mr. Dipta Shah, Founder,
54i Ventures,
Nepal



Mr. Sachindra Samararatne,
Program Head, Information and Communication
Technology Agency (ICTA),
Sri Lanka



Mr. Pariwat Wongsamran,
Director of Entrepreneur and Enterprise,
Director of Startup Thailand at National Innovation
Agency (Public Organization), Thailand



Moderator:
Mr. Kris Gopalakrishnan,
Chairman Axilor Ventures;
Former President, CII



SESSION 04:

PROMOTING WOMEN ENTREPRENEURSHIP

TOPICS OF DISCUSSION

- Social and economic changes have created opportunities for women entrepreneurs.
- Identification of key challenges faced by women entrepreneurs across the countries.
- Supporting women-led businesses by identifying key enablers and policy drivers that help in encouraging entrepreneurship.
- Success stories of women entrepreneurs driving change in demographic characteristics of the business and economic growth.



Dr. Renu Swarup Secretary,
Department of Biotechnology, Ministry of Science
& Technology, Government of India



Ms. Tina Jabeen
MD & CEO, Startup Limited,
Bangladesh



Ms. Choitsho Eudel Dorji
Founder, Tse Organics, Bhutan



Ms. Mu Aye, Deputy Director,
SME Development Department, Ministry of
Planning, Finance and Industry, Govt. of Myanmar



Ms. Santoshi Rana Founder,
Bihani Social Venture, Nepal



Ms. Kasturi Chellaraja Wilson Group
CEO HEMAS Holdings PLC, Sri Lanka



Ms. Warangkham Phanwanich
CEO, Petaneer Co., Thailand



Moderator:
Ms. Shobana Kamineni,
Executive Vice-Chairperson, Apollo
Hospitals Enterprise Limited



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SESSION 05:

FROM IDEA TO PROOF OF CONCEPT



TOPICS OF DISCUSSION

- Knowledge sharing on how to convert an Idea into a Proof of Concept.
- Sharing of successful strategies on driving an idea towards reality and eventually a minimum viable product.
- Need for building up and customizing the idea based on the target customer segment.
- How early-stage entrepreneurs can build a proof of concept to get customer feedback and attract investors.



Prof. Ashutosh Sharma, Secretary,
Department of Science & Technology,
Government of India



Mr. Fahim Ahmed,
President and Chief Financial Officer
(CFO) at Pathao, Bangladesh



Mr. Sonam Wangchuk,
Founder and Developer,
The Tigers Nest Camp – Paro, Bhutan



Mr. Sixit Bhatta,
Previous Co-Founder & CEO, Tootle,
Nepal



Mr Lahiru Pathmalal,
Founder Takas.lk,
Sri Lanka



Mr. Ukrit Visitkitjakarn, CEO,
Earthcare Innosys Co. Ltd, Thailand



Moderator:
Mr. Deep Kalra,
Founder & Group Executive Chairman,
MakeMyTrip



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SESSION 06:

GO-TO-MARKET STRATEGY

TOPICS OF DISCUSSION

- Key ingredients of a robust Go-to-Market strategy
- Case Studies on best Go-to-Market strategies.
- Importance of identifying the correct market segment.
- Emphasis on international market strategies for startups



Mr. Kunal Bahl,
Co-Founder and CEO,
Snapdeal



Dr. Wunna Aung, Director,
Directorate of Investment and
Company Administration, Myanmar



Mr. Jay Parote Denskoon,
CEO and Co-Founder,
Zipevent, Thailand



Mr. Rahat Ahmed,
CEO of Anchorless,
Bangladesh



Mr. Amun Thapa,
Founder and CEO, Sastodeal.com,
Nepal



Moderator:
Mr. Manoj Kohli,
Country Head, Softbank India, S
oftbank Group International



Mr. Sonam Chopel,
Founder, Druksell,
Bhutan



Mr. Prajeeth Balasubramaniam,
General Partner/Co-Founder, BOV Capital,
Sri Lanka



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SESSION 07:

CORPORATE AND INVESTOR CONNECT



PITCHING
FORMAT

Each startup was provided with a slot of 15 minutes, which included time for pitch as well as the Q&A, enabling the startup to pitch their products and services and explore the opportunity of further discussions with the investors.

Customized parallel tracks of virtual closed-door rooms were designed to contain more startups pitching during the event and optimize the matchmaking of investors to the startup pitches as per their sectors of interest.

OUTCOME



A total of 18 pitching sessions conducted



Over 100 startups got the opportunity to pitch



A total of 165 Investors, ranging from the seed, early-stage as well as growth-stage funds



Total of 26 hours of pitching were conducted

Startups across 18 sectors:

Agritech	Hospitality & Tourism	Ecommerce
Healthcare	Urban Solutions	Consumer Tech
Cyber Security	Clean Tech	Gaming
Deep Tech	Retail	Food
Edtech	Fintech	Social Impact
Space & Energy	Sports	Assistive Technologies

The pitching sessions provided investors access to a unique and innovative set of startups emerging across the multitude of sectors and a unified window to initiate conversations with entrepreneurs on further collaboration opportunities and other engagements. The startups received feedback from the panel of investors not only on their execution strategies and developmental roadmap but also on financing, sales, and marketing as well as building a competitive edge in the market.

SESSION 08:

BUILDING SUCCESSFUL INCUBATORS

TOPICS OF DISCUSSION

- Share knowledge and perspectives between incubators from different countries.
- Build partnerships among incubator vehicles and entrepreneurs across various countries.
- The role played by the incubators in creating a sustainable and strong entrepreneurial support infrastructure.
- The key components concerning the KPIs and KRAs of various models of incubation.



Mr. R. Ramanan,
Mission Director - Atal Innovation Mission,
Additional Secretary, NITI Aayog,
Government of India



Mr. Samad Miraly,
Partner, IDLC Venture Fund 1,
Bangladesh



Dr. Tshering Cigay Dorji,
CEO, Thimphu Tech Park Limited,
Bhutan



Mr. Tashi Wangdi,
Founder, iHub and iTravel,
Bhutan



Mr. Narottam Aryal,
President, King's College,
Nepal



Mr. Mano Sekaram,
Founder & Chief Executive Officer,
99X Technology Ltd & Founder, StartupX,
Foundry, Sri Lanka



Mrs. Sansanee Huabsomboon,
Director, Business Innovation Centre,
National Science and Technology,
Development Agency (NSTDA), Thailand



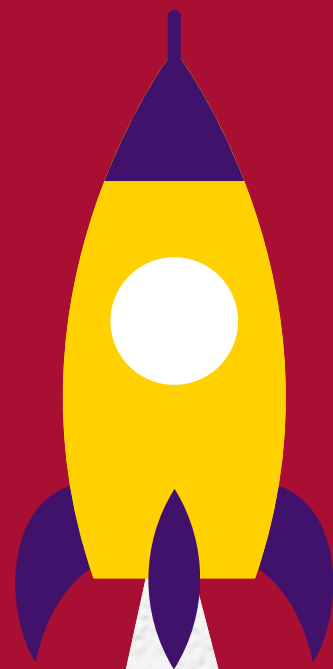
Moderator:
Dr. K Suresh Kumar, President,
Indian STEPs and Business Incubators
Association (ISBA)



Scan to watch the session

SESSION 09:

LEVERAGING THE POWER OF SOCIAL INNOVATION



TOPICS OF DISCUSSION

- Understand the role of social innovation in addressing real-life problems in India and other nations.
- Opportunities and challenges faced in developing a social enterprise in various economies
- Create awareness on social challenges and how various startups are addressing them.
- Share success stories to inspire people to collaboratively drive innovative endeavors for societal benefit.



Ms. Neera Nundy,
Founder, Dasra



Ms. Siffat Sarwar,
Co-founder, ShopUp,
Bangladesh



Mr. Sangay Dorji,
Bhutan Chamber of Commerce and Industry,
Bhutan



Dr. Nge Lay Khin (Ms.),
Deputy General Manager, The Office of the
Central Transformation Unit, Ministry of Planning,
Finance & Industry, Myanmar



Mr. Bibhusan Bista,
CEO, Young Innovations,
Nepal



Mr. Chandula Abeywickrema,
Chairman at LIIN (Lanka Impact Investing
Network), Sri Lanka



Mr. Teera Kanokkanjanarat,
Founder of Arincare Co., Ltd.,
Thailand



Moderator:
Mr Venkatesh Shukla,
Ex-Chair, TIE Global



SESSION 10:

ENABLING MARKET ACCESS FOR STARTUPS



TOPICS OF DISCUSSION

- Understanding the market access barriers and means for overcoming the same.
- Various avenues for startups enabling market access in terms of procurement.
- The Market access programmes and initiatives in India and other nations.



Dr. Rajeev Kandpal,
Chief Financial Officer,
Government E-Marketplace



Mr. Sanath Panawennage,
Director General and CEO, Arthur C Clarke
Institute for Modern Technologies, Sri Lanka



Mr. Bijon Islam,
Co-founder and CEO at LightCastle
Partners Ltd., Bangladesh



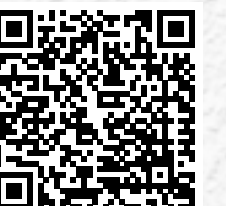
Mr. Rungsun Promprasith,
CEO, QueQ (Thailand) Co Ltd,
Thailand



Mr. Ugyen C Jamtsho,
Founder, I am an Entrepreneur,
Bhutan



Moderator:
Ms. Sruthi Kannan,
Head, CISCO LaunchPad



SESSION 11: STAR TALKS

TOPICS OF DISCUSSION

- Key learnings from individual journeys.
- Motivations as entrepreneurs and investors.
- Inputs on the way forward for the Indian startup ecosystem.



Mr. John Chambers,
Founder & CEO, JC2 Ventures and
Former Chairman & CEO, Cisco



Mr. Sunil Kant Munjal,
Chairman, Hero Enterprise



Ms. Priyanka Chopra Jonas,
Actress



Moderator:
Ms. Megha Vishwanath,
Assistant Editor, CNBC-TV18



Moderator:
Ms. Shereen Bhan, Managing Editor,
CNBC-TV18



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STAR TALKS



SESSION 12:

CLOSED-DOOR ROUNDTABLE WITH GLOBAL VENTURE CAPITAL FUNDS



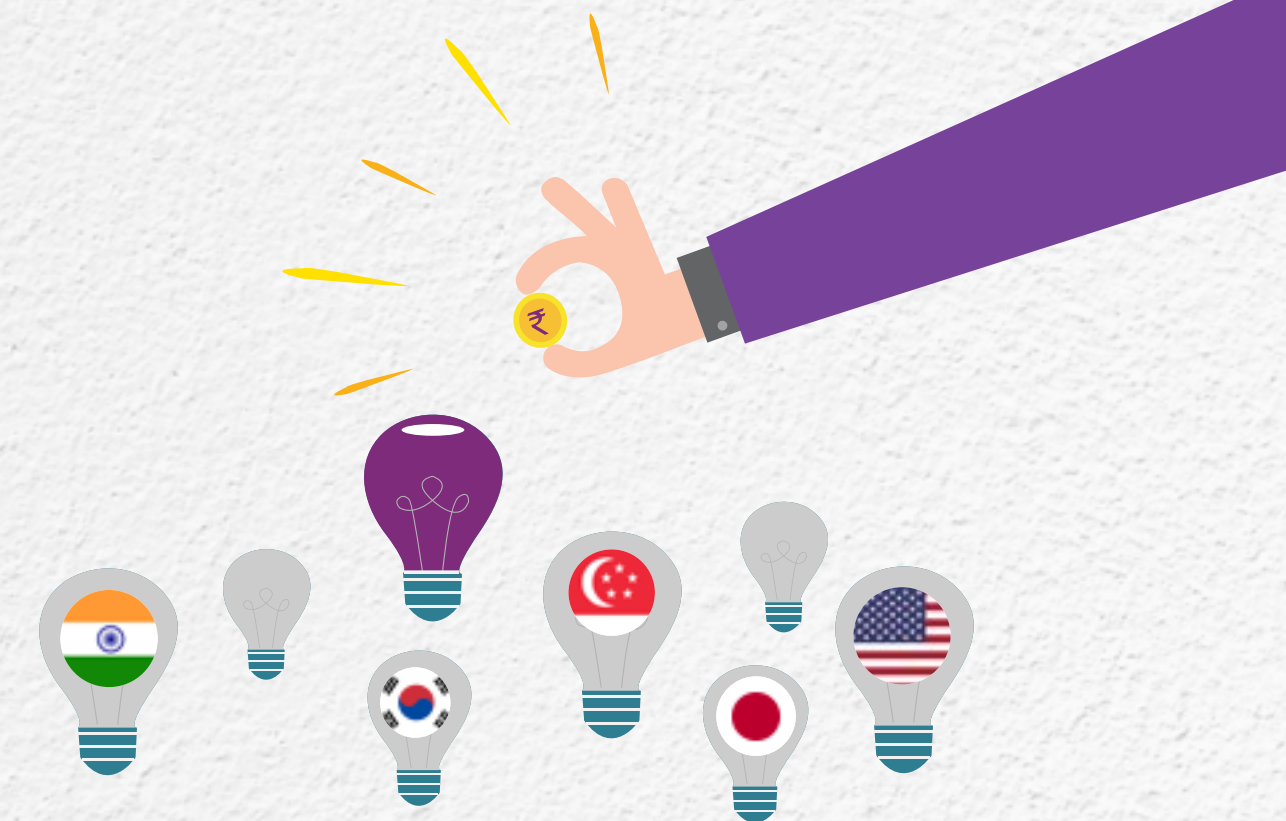
THERE IS HUGE INVESTMENT POTENTIAL OVER THE NEXT FEW YEARS IN SECTORS SUCH AS - HEALTHCARE, HIGH-END MANUFACTURING, FINTECH AND FINANCIAL SERVICES, CONSUMER-FACING, DIGITIZATION, IOT, AI, CYBERSECURITY, CLOUD-EDGE, SUPPLY CHAIN, EDUCATION, BEAUTY AND WELLNESS.

SOME KEY TAKEAWAYS FROM THE ROUNDTABLE DISCUSSION WERE

India has the third-largest startup ecosystem in the world and the ecosystem has seen a dramatic transformation over the past decade.

There has been a K-shaped recovery in the second half of 2020 – with sectors like education, healthcare, eCommerce, food delivery having been positively impacted, while sectors like travel and hospitality were severely impacted.

It was mentioned by certain funds that India has the potential to become the most innovative nation on the planet in the next 10-15 years.



SESSION 13:

JOURNEY OF STARTUP INDIA



TOPICS OF DISCUSSION

The session is aimed not only at recognizing existing initiatives but also ascertaining the future of startup ecosystem development in each unit of the nation. As Startup India embarked on a journey in 2016, of building a nation conducive to the advancement of innovation, the session embarked on a similar journey to ensure each endeavor highlighted the vision of cooperative federalism in India. The session was as much a showcase of best practices by States and Ministries as a platform for identifying and calibrating the next steps in taking respective ecosystems to the next level.

PARTICIPANTS AND CONTENTS OF THE SESSION



MODERATOR

Mr. Salil Seth, Senior Manager, Startup India Hub, Invest India

STATE/UT VIDEOS SHOWCASED DURING THE SESSION:

- Himachal Pradesh
- Punjab
- Mizoram
- Assam
- Odisha
- Andaman and Nicobar Islands
- Telangana
- Tamil Nadu
- Kerala
- Karnataka
- Goa
- Gujarat
- Uttar Pradesh

DEPARTMENT VIDEOS SHOWCASED DURING THE SESSION

- Department for Promotion of Industry and Internal Trade
- Department of Science and Technology



SESSION 14:

HARNESSING INNOVATION IN STATES



TOPICS OF DISCUSSION

- Initiatives by State Governments to promote entrepreneurship.
- Best practices initiated and followed by the State/UT.
- Way forward to boost entrepreneurship in respective State/UT.



Dr. E.V. Ramana Reddy,
Additional Chief Secretary,
Government of Karnataka



Shri Jayesh Ranjan,
Principal Secretary,
Government of Telangana



Shri M. K. Das,
Additional Chief Secretary,
Government of Gujarat



Shri Abhishek Dev,
Secretary (Industries), Administration of
Andaman & Nicobar Islands



Mr. Sibin C,
Director-cum-Secretary, Industries &
Commerce and State Startup Nodal Officer,
Government of Punjab



Moderator:
Smt. Shruti Singh, Director,
Department for Promotion of Industry and
Internal Trade, Ministry of Commerce,
Government of India



SESSION 15:

STARTUP INDIA: THE WAY AHEAD



TOPICS OF DISCUSSION

- Identification of Global Best Practices.
- Need for capacity building for a strong startup ecosystem in India.
- Learning from India's successes, such as IT/ Software Industry.



Shri Amitabh Kant, CEO,
NITI Aayog, Government of India



Shri Ajay Prakash Sawhney,
Secretary, Ministry of Electronics &
Information Technology (MeitY),
Government of India



Shri R. Umamaheswaran,
Scientific Secretary, Indian Space Research
Organization (ISRO), Government of India



Mr. T.V. Mohandas Pai, Chairman,
3one4 Capital, Co-Founder & Chairman,
Aarin Capital and Chairman,
Manipal Global Education



Ms. Nupur Garg, Founder,
WinPE Forum



Moderator:
Saurabh Srivastava,
Co-Founder, NASSCOM and Founder, TiE,
and Indian Angel Network



SESSION 16:

BUILDING UNICORNS



TOPICS OF DISCUSSION

India has become a center of entrepreneurship in the world. In the year 2020 alone, India has seen an addition of 9 new Unicorns. More importantly, More importantly, Indian startups have changed the landscape in many ways, by creating new forms of consumption and leveraging technology. The panel discussion, with leaders of unicorn startups, featured discussions on their journeys, learnings along the way, sectoral insights and their vision for the next set of Indian unicorns and the startup ecosystem at large.



Mr. Ritesh Agarwal,
Founder & CEO (Group),
OYO Hotels & Homes



Mr. Nithin Kamath,
Founder & CEO,
Zerodha/Rainmatter



Mr. Hari Menon,
Co-Founder & CEO,
BigBasket



Mr. Sridhar Vembu,
Founder & CEO, Zoho Corporation



Moderator:
Mr. Sanjeev Bikhchandani,
Founder, Info Edge India Ltd.



SESSION 17:

CHAMPIONS OF CHANGE: SUCCESS WITH AN IMPACT



TOPICS OF DISCUSSION

- A national strategy for impact investments.
- Growth capital to for-profit social enterprises through dedicated government funds and schemes.
- Fiscal incentives to invest in social enterprises including allowing CSR funds.
- Innovative financial models like impact bonds and guarantee structures to improve the effectiveness of public and philanthropic spending and unlock additional private risk capital.



Dr. Gururaj 'Desh' Deshpande,
President and Chairman, Sparta Group LLC
and Founder, Deshpande Foundation



Mr. Vineet Rai,
Founder and Chairman,
Aavishkaar Group



Mr. Pramod Bhasin,
Chairman, ICRIER; Founder,
Genpact Ltd., Chairman, Clix Capital and
Co-Founder, Asha Impact



Mr. Sonam Wangchuk, Founder,
HIAL and Co-Founder, SECMOL

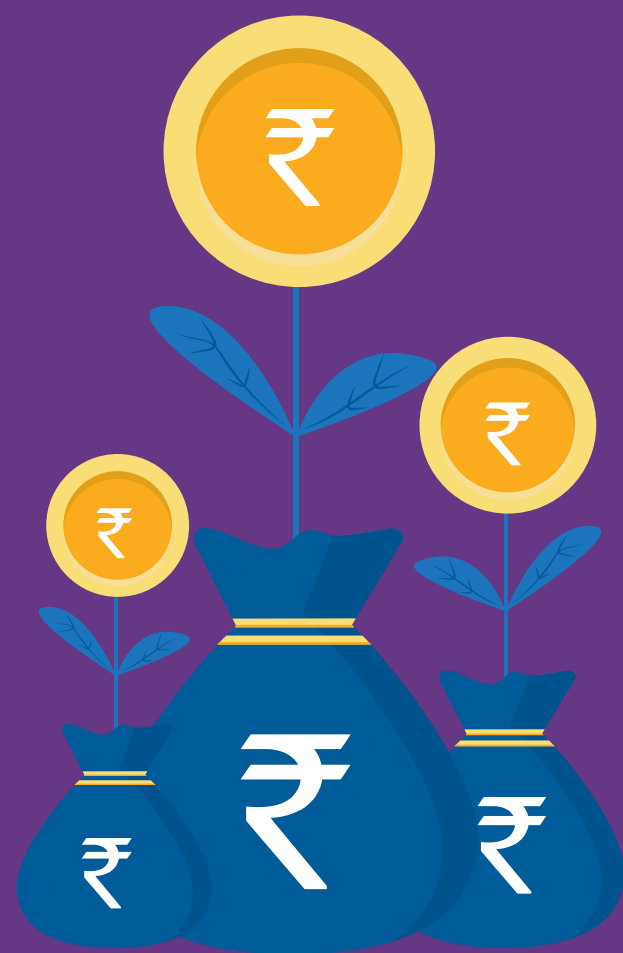


Moderator:
Dr. Ajai Chowdhry,
Founder, HCL and Chair,
FICCI Startup Committee



SESSION 18:

CLOSED-DOOR ROUNDTABLE ON “MOBILIZING DOMESTIC CAPITAL FOR STARTUPS”



Department for Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce and Industries hosted a closed-door roundtable on Mobilizing Domestic Capital for Startups on 16th January 2021 at Noon IST. The roundtable received the participation of around 60+ Indian VC fund investors having a combined AUM to the north of ₹1.4 lakh crores.

The meeting was chaired by Hon'ble Finance Minister Smt. Nirmala Sitharaman, Dr. Guruprasad Mohapatra, Secretary, DPIIT, Shri Anil Agrawal, Additional Secretary, DPIIT and attended by top domestic Industry Leaders, Family Offices, HNIs, Insurance Companies and Pension Authorities.

The session covered VC, PE, Startup industry recommendations aiming to enhance the availability of domestic capital for Indian Startups. Other discussions covered the overview of the startup and growth capital ecosystem along with the role & view of family offices, HNIs, Corporates, India Inc & Corporate VCs on Investing in Startups & AIFs.

Hon'ble Finance Minister Smt. Nirmala Sitharaman encouraged the engagement of Corporates, HNIs and Family Offices to contribute towards mobilizing domestic capital for startups and identify how Private Investors can invest more in India.

KEY TAKEAWAYS

Some key takeaways from the roundtable discussion were:

Domestic capital must be channeled into new asset creation - where startups thrive, creating jobs and growth.

Opportunity for Indian Domestic Capital to partake in the growth of the Indian Economy: Pension Funds, Insurance Companies, Banks, Asset Managers, Corporates, Family Offices and HNIs can allocate to this attractive industry via AIFs.

SESSION 19:

PROMOTING ENTREPRENEURSHIP IN EDUCATIONAL INSTITUTIONS



TOPICS OF DISCUSSION

- Impact of education on entrepreneurship.
- Role of entrepreneurship academies.
- Successful models of fostering entrepreneurship at primary, secondary and higher levels of education.



Prof. Ashok Misra,
Distinguished Professor, National Academy of
Sciences (NASI), Indian Institute of Science (IISc)



Prof. Ashok Jhunjhunwala,
Institute Professor, Department of Electrical
Engineering, IIT Madras



Prof. Anil D. Sahasrabudhe,
Chairman, All India Council for Technical
Education (AICTE)



Prof. Sudhir K. Jain,
Director, IIT
Gandhinagar



Mr. Kunal Upadhyay,
Co-Founder, Bharat Fund and
CIIE.CO



Prof. Amitabha Bandyopadhyay,
Professor-in-charge, Innovation & Incubation and
Associate Professor, Department of Biological
Sciences and Bioengineering, IIT Kanpur



Moderator:
Mr. Pramath Raj Sinha, Founder & Chairman,
Harappa Education and Founder & Trustee,
Ashoka University



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SESSION 20:

INDUSTRY-ACADEMIA COLLABORATION TO PROMOTE ENTREPRENEURSHIP



TOPICS OF DISCUSSION

- Successful models (in India and overseas) of industry-academia partnerships to boost entrepreneurship.
- Industry-Academia Collaboration in unprecedented situations such as the Covid-19 pandemic.
- Commercialization of IP being generated in academic and R&D labs.
- Policy level recommendations for incentivization of industry-academia collaboration.



Mr. Ullas Kamath,
Joint Managing Director,
Jyothy Laboratories Ltd.



Prof. V. Ramgopal Rao,
Director, IIT Delhi



Dr. BVR Mohan Reddy,
Founder and Executive Chairman,
Cyient



Prof. Shekhar C. Mande, Secretary,
Department of Scientific and Industrial
Research (DSIR) and Director General, Council
of Scientific and Industrial Research (CSIR),
Government of India



Moderator:
Dr. Anand Deshpande,
Founder, Chairman and Managing Director,
Persistent Systems Ltd.



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SESSION 21:

GLOBAL BEST PRACTICES: ADVOCATING BEST PRACTICES OF GLOBAL INNOVATION ECOSYSTEMS



TOPICS OF DISCUSSION

- Building startup ecosystems in respective countries.
- Success factors and metrics to be evaluated by nascent ecosystems.
- Sharing best practices of mature startup ecosystems.
- Future of Entrepreneurship.



Mr. Edwin Chow,
Assistant CEO,
Enterprise Singapore



Ms. Anat Bernstein Reich,
Chairperson, Israel-India Chamber of
Commerce



Moderator:
Ms. Debjani Ghosh,
President, NASSCOM



Mr. Moon Young Kim,
President, Korea Trade-Investment Promotion
Agency (KOTRA), South Asia Regional Head
Office



Mr. Kazuya Nakajo,
Executive Vice President,
Japan External Trade Organization (JETRO)



Mr. Joao Mendes Borge,
Executive Director, Startup Portugal



Mr. Rutger de Graaf, Director,
Netherlands Point of Entry,
Enterprise Agency, Netherlands



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SESSION 22:

INTERNATIONAL MARKET ACCESS FOR STARTUPS

KEY DISCUSSION POINTS

- Need for global market access for Indian Startups – key initiatives taken and in the pipeline.
- Leading bilateral programs and initiatives that have been launched by each of the representing countries to help the Indian entrepreneurs.
- Recommendation for the way forward to help the startups with global market access, to support investors invest in frugal Indian innovation and to support the government's vision of Make In India for the world.



H.E. Mr. Pavan Kapoor,
Ambassador of India to UAE



H.E. Mr. Sanjay Kumar Verma,
Ambassador of India to Japan



H.E. Ms. Sripriya Ranganathan,
Ambassador of India to South Korea



H.E. Ms. Mukta Dutta Tomar,
Ambassador of India to Germany



H.E. Mr. D. B. Venkatesh Varma,
Ambassador of India to Russia



Moderator:
Shri Anil Agrawal,
Additional Secretary, DPIIT,
Government of India



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INTERNATIONAL MARKET ACCESS FOR STARTUPS



SESSION 23:

PROMOTING WOMEN ENTREPRENEURSHIP: EMPOWERING THE ECONOMY



TOPICS OF DISCUSSION

- The current state of women entrepreneurship in India – opportunities, biases and challenges.
- Potential ways to increase access to funding for women entrepreneurs.
- Additional non-financial support, such as networking and mentorship required for women entrepreneurs in India.



Mr. Rajan Anandan,
Managing Director, Surge and
Sequoia Capital LLP



Ms. Anita George, E
xecutive Vice President,
Deputy Head - CDPQ Global, CDPQ India



Ms. Nivruti Rai, Country Head,
Intel India and Vice President,
Data Platforms Group, Intel



Moderator:
Ms. Padmaja Ruparel, Co-Founder & President,
Indian Angel Network and Founding Partner,
IAN Fund



Ms. Ritu Kumar,
Fashion Designer



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SESSION 24:

GRAND PLENARY

CONTEXT SETTING

The grand plenary session focused on summarizing the proceedings of the two-day summit, including the under-mentioned intended outcomes of the summit:

- Stronger linkages with the international venture capital and startup ecosystem.
- Mobilization of domestic and international capital towards the startup ecosystem in India.
- Encouragement to young innovators to establish their ventures and startups.
- Emphasis on international cooperation and coordination to improve the global and BIMSTEC startup ecosystem.
- Highlighting the evolution of the Startup India Initiative over the past five years.
- Establishment of the future roadmap for the Startup India Initiative.
- Encouraging High Net-Worth Individuals, Family Offices, Venture Capitalists, Angel Investors, Industry Stakeholders, multinational agencies, and other stakeholders to support more entrepreneurial endeavors.
- Encouraging domestic and global capital to be invested in the startup ecosystem.
- Encouraging the formulation of startup-enabling policy frameworks.
- The session also provided an opportunity for young entrepreneurs from India and BIMSTEC member states to interact with the Hon'ble Prime Minister Shri Narendra Modi.



Dr. Guruprasad Mohapatra,
Secretary, Department for Promotion
of Industry and Internal Trade,
Ministry of Commerce,
Government of India



Ms. Riva Ganguly Das,
Secretary (East),
Ministry of External Affairs,
Government of India



Shri Anil Agrawal,
Additional Secretary,
Department for Promotion of
Industry and Internal Trade,
Ministry of Commerce,
Government of India



Moderator:
Mr. Uday Kotak,
MD and CEO, Kotak Mahindra Bank
and President, CII



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GRAND PLENARY



TWO KEY REPORTS LAUNCHED

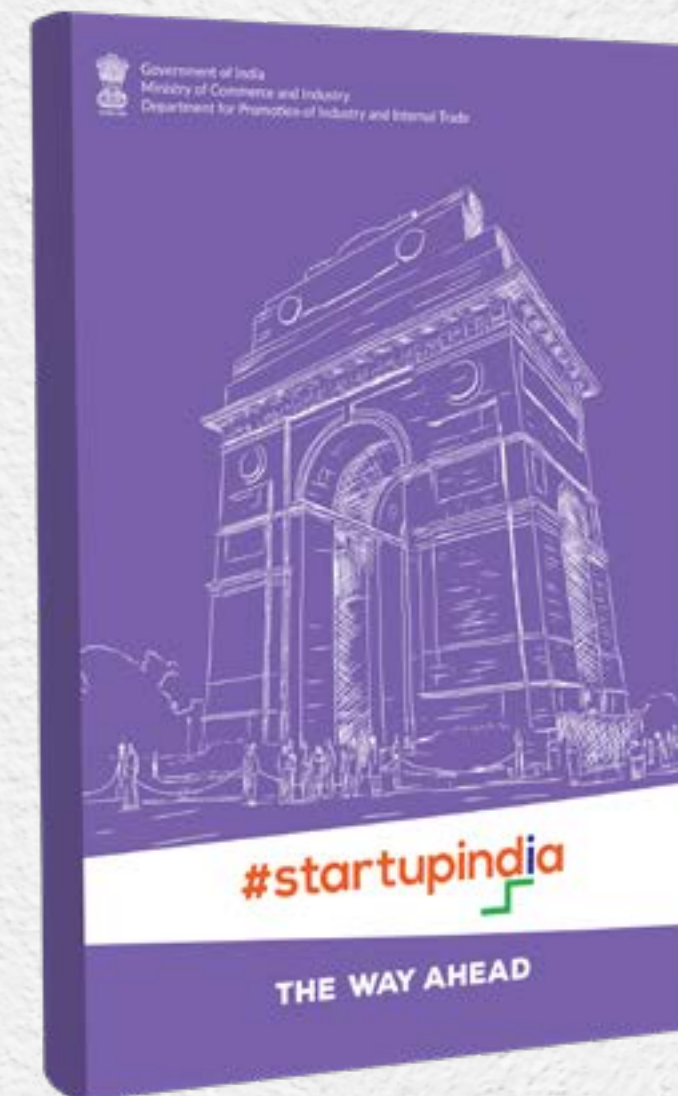


EVOLUTION OF STARTUP INDIA

The report shows the journey of the Startup India initiative in the 5 years since its inception. It throws light on the initiatives taken by the Department over and beyond the action plan. The report can benefit all stakeholders in understanding the outcomes and impact created by the Startup India initiative. The report also gives insights into the incentives provided startups that can shine a light on the required information for aspiring entrepreneurs to access.



[Click here to download](#)



STARTUP INDIA: THE WAY AHEAD

'Startup India: The Way Ahead' lays the foundation for further expansion for the Indian startup ecosystem. It includes actionable plans which will be important catalysts for directing efforts of the stakeholders at large towards the common objective of making India a global startup hub. The key objectives of Startup India: The Way Ahead are as under:



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STARTUP CHAMPIONS PROGRAM LAUNCHED ON DOORDARSHAN

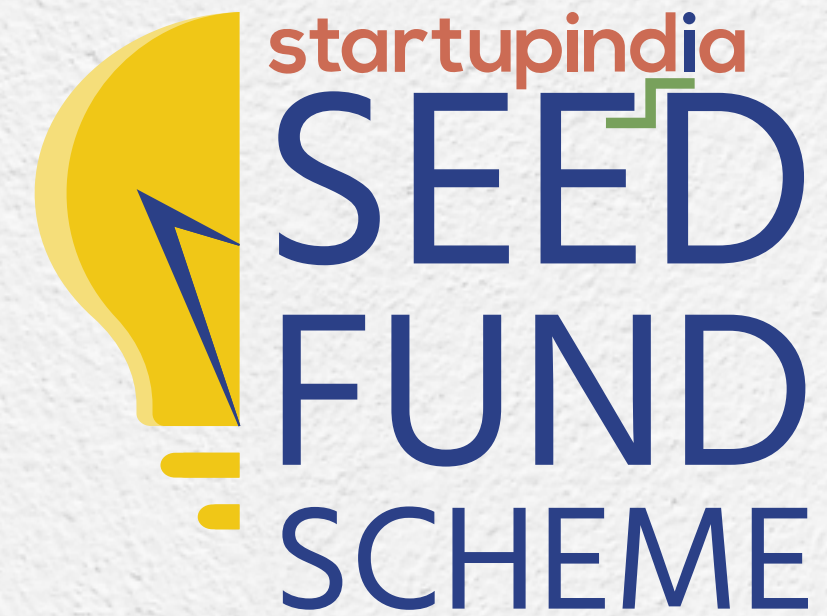
The program aims to highlight stories of the best innovations in the country, to faraway areas of our country and inspire our youth. The program will be telecasted in both Hindi and English across Doordarshan network channels. It will be a one-hour weekly program for 12 weeks.



सत्यम् शिवम् सुन्दरम्

LAUNCH OF RS 945 CRORE STARTUP INDIA SEED FUND SCHEME

The Startups India Seed Fund Scheme will offer financial assistance to selected startups and incubators in the country across five years, starting in 2021. The Seed Fund will be disbursed to startups through selected incubators across India.



IMPACT

PRE-SUMMIT ROADSHOWS:

As a pre-cursor to “Prarambh: Startup India International Summit”, over 40 national and international roadshows were organized to bring together the key stakeholders from the startup ecosystems to leverage their collective strengths. The roadshows saw active participation from government agencies, startups, incubators, accelerators, investors and other ecosystem stakeholders.

ROADSHOWS CONDUCTED IN:



36 Indian States and Union Territories.



15 Countries
United Kingdom, Myanmar, Bangladesh, Nepal, Thailand, Sri Lanka, Bhutan, USA, Japan, Singapore, Philippines, Canada, Australia, Russia and Israel.



29 local, regional and global organizations partnered with for the roadshows.

KEY HIGHLIGHTS:

The ‘Grand Plenary’ session saw the highest engagement with over **6 Lakh impressions across social media**

Over **30 Lakh impressions** on social media posts across 2 days of the event.

Social media posts from 1st – 16th January saw **1.6 crore impressions in total across social media platforms.**

Social media posts from 1st-16th January saw **1.6 lakh engagements** across social media platforms.

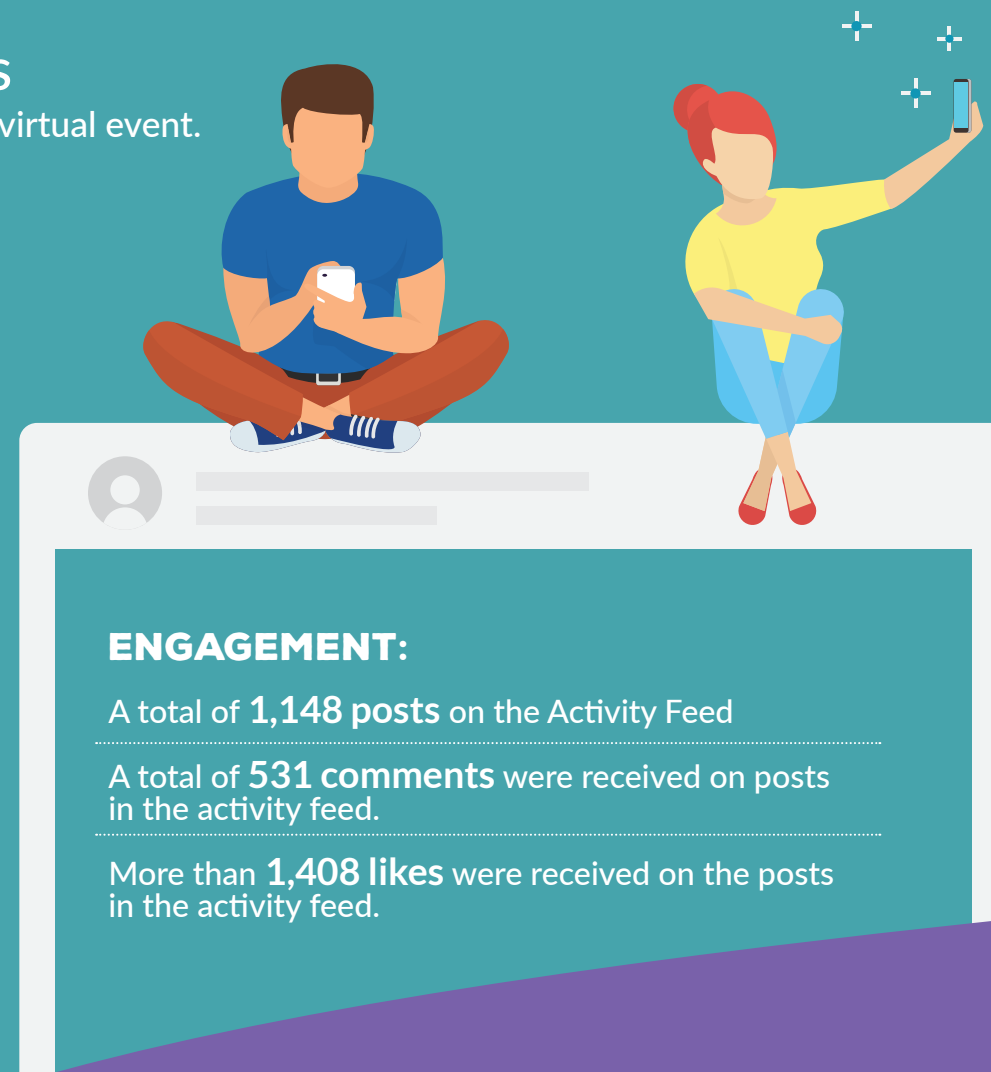
All public sessions have been uploaded on Startup India’s YouTube channel



EVENT PLATFORM & MICROSITE

PEOPLE:

A total of **1,23,062** users registered on the platform for the virtual event.



ENGAGEMENT:

A total of **1,148** posts on the Activity Feed

A total of **531** comments were received on posts in the activity feed.

More than **1,408** likes were received on the posts in the activity feed.



NETWORKING:

The highest number of users on the platform were pursuing entrepreneurship, followed by Education, the IT sector and manufacturing.

A high amount of interest was shown in the fields of Artificial Intelligence, Marketing & Sales, Management, Engineering and manufacturing by the users.

The maximum number of users were looking for investments, followed by Affiliate marketing and business development resources.

The majority of the users were Service Providers, followed by Consultants, Business Development Associates and various agencies.

A total of **19,832** messages were exchanged by users via chat.

A total of **1,237** meeting requests were sent.

Total of **1,004** lounge meetings conducted between users.

SESSIONS AND SPEAKERS

The speaker profiles received a total of over **12,929** views.

A total of **41,085** views were received for all sessions combined.

A total of **20,479** unique views of all the sessions.

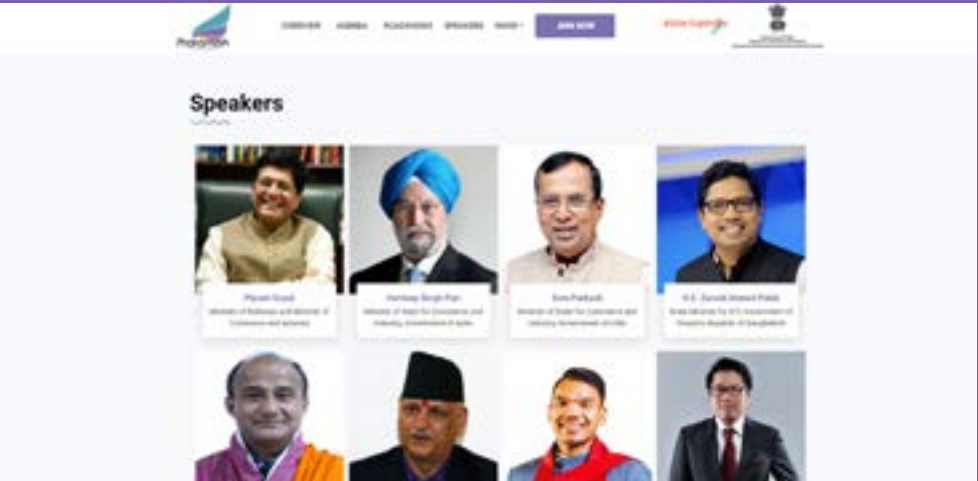
The average rating of all the individual sessions was **4.6** (out of 5).

MICROSITE USERS

Total number of unique users on the website: 86,000

Users from the following countries visited the website:

	India		Australia
	United States of America		Netherlands
	Bangladesh		Brazil
	UK		Srilanka
	Singapore		Hong Kong
	UAE		France
	Canada		Russia
	Germany		Myanmar
	South Korea		Soudi Arabia
	Nepal		Finland
	Bhutan		Sweden

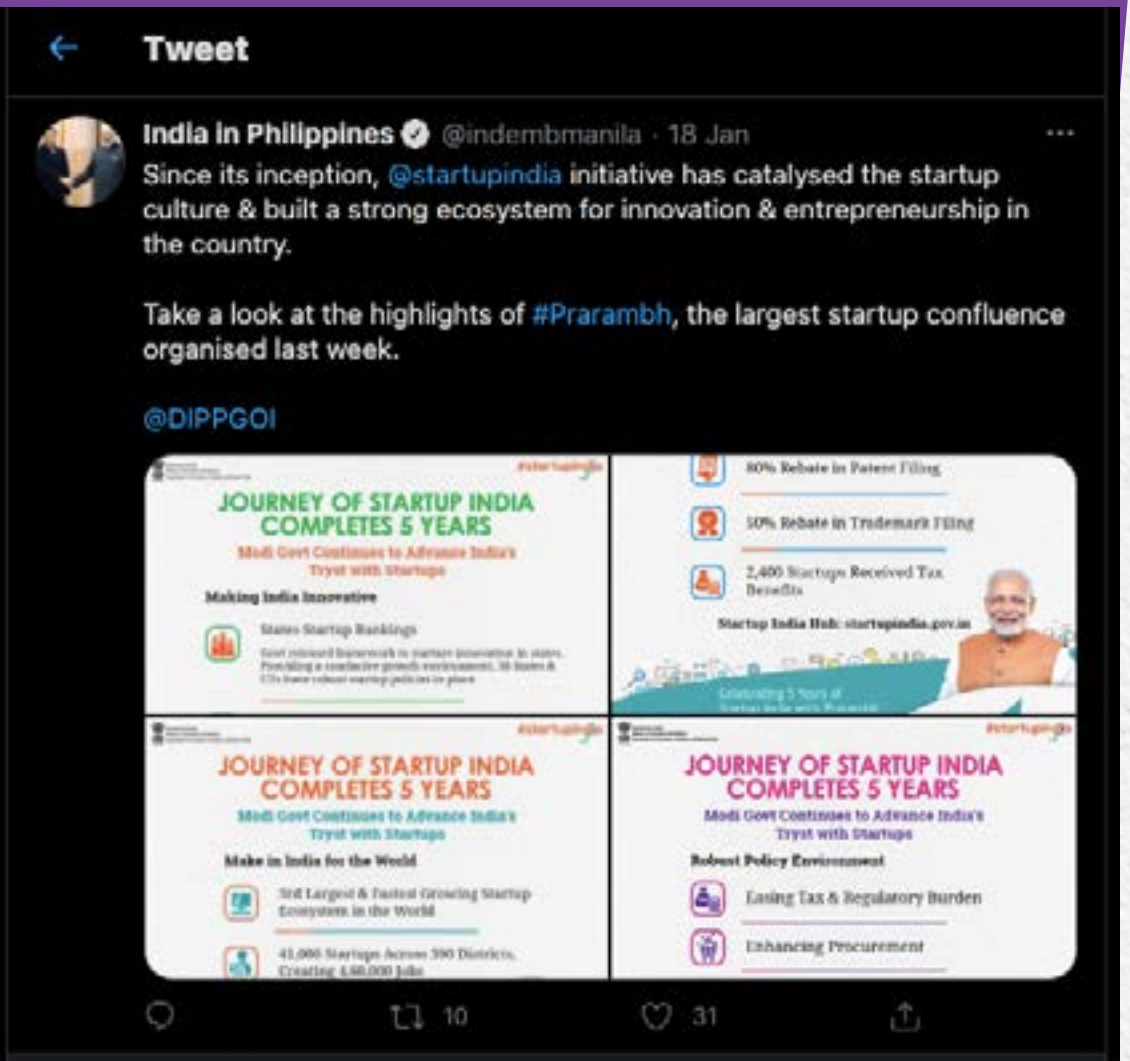


MEDIA COVERAGE

Prarambh saw widespread coverage from national and international news media. The Summit coverage focused on discussions around the sessions, with an added focus on the way ahead for the Indian startup ecosystem being discussed in multiple news outlets.



SOCIAL MEDIA



The summit witnessed extensive social media engagement over two days. a total of 260 combined posts were published across multiple social media platforms, including Twitter, Facebook, LinkedIn.

WAY FORWARD

Prarambh: The Startup India International Summit witnessed encouraging participation from senior government officials, distinguished speakers and innovative startups from India and BIMSTEC member States. The Summit was successful in bringing together some of the best entrepreneurial brains from the world on a single platform.

An outstanding set of ideas and collaboration opportunities have been discussed during the summit, to set the platform for the next wave of startup growth, not just in India, but across the world.

The Summit marked the beginning of the next movement of innovation-driven entrepreneurship. As India comes out of the dilapidating effects of the pandemic and continues with its upward growth, the government showed its commitment toward the startup community by holding this Summit.

SUGGESTION ON WAY FORWARD ARISING FROM VARIOUS SESSIONS:

The Summit highlighted the collective commitment of BIMSTEC nations to encourage and develop robust innovation and entrepreneurship ecosystems across all the member States.

Multiple sessions highlighted the need to encourage cross-border venture capital movement and market access for startups across the countries, along with the need for cross-border knowledge exchange to improve the capacities of the entrepreneurial ecosystem. Some sessions also encouraged co-incubation programs and startup exchange programs between the BIMSTEC States.

The closed-door Roundtable with Global Venture funds highlighted the growth potential of Indian startups and future opportunities in the GIFT City.

The Closed-door Roundtable on mobilizing Domestic Capital highlighted recommendations from VC, PE, Startup industry, aiming to enhance the availability of domestic capital for Indian Startups.

The Summit focused on the need for creating a stronger and more efficient collaboration model for the government, industry and academia.

The summit also focused on the need to establish international collaborative programs to increase knowledge transfer leading to solutions at the national, regional and global levels.

KEY OUTCOMES:

LAUNCH OF RS 945 CRORE STARTUP INDIA SEED FUND SCHEME:

The Startups India Seed Fund Scheme will offer financial assistance to selected startups and incubators in the country across five years, starting in 2021. The Seed Fund will be disbursed to startups through selected incubators across India.

Eligible startups include those that have a business idea to develop a product and viable commercialization plans, apart from having Indian promoters as majority shareholders. Additionally, incubators over two years old, which are assisted by central or state governments, can apply for the program.

STARTUP CHAMPIONS PROGRAM LAUNCHED ON DOORDARSHAN:

The program aims to highlight stories of the best innovations in the country, to faraway areas of our country and inspire our youth. The program will be telecasted in both Hindi and English across Doordarshan network channels. It will be a one-hour weekly program for 12 weeks.



Government of India
Ministry of Commerce and Industry
Department for Promotion of Industry and Internal Trade

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