



Introduction to Venture Capital, ESG Investing and Sustainability

TERI School of Advanced Studies in collaboration with Viney Sawhney, Professor at Harvard University, is offering a high impact seminar on “An introduction to Venture Capital, ESG Investing and Sustainability”. This seminar on Venture Capital leverages TERI School of Advanced Studies’ thought leadership in ESG practices and sustainability developed over years of research, teaching, and application.

The TERI School of Advanced Studies (TERI SAS) is a higher education institute in New Delhi, India which specializes in the field of sustainable development. It was established in 1998 by TERI (The Energy and Resources Institute). In 1999, the TERI School of Advanced Studies was granted the 'Deemed to be University status by the Indian University Grants Commission (UGC).

Register Here: <https://bit.ly/3bDwz5m>

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Application Details

Venue: The Oberoi, New Delhi - Nilgiri Banquet Hall

Dates: 18th, 19th & 20th August, 2022

Time: 9am - 6pm (Indian Standard Time)

In-Person Fee: US \$1,925 inclusive of 18% GST per attendee. 25% *early-bird-discount* (US \$1,445) for registration before July 31st, 2022.

Digital Option Fee: US \$1,275 inclusive of 18% GST per attendee. 25% *early-bird-discount* (US \$ 955) for registration before July 31st, 2022.

Group Discount: Save 10% per attendee progressively available for groups of 2 - 5 attendees for registration before July 31st, 2022. GST fully absorbed by TERI.

Sponsorship Opportunities with Free Attendee Options:

Bronze Sponsorship: Rs. 2.5 Lacs / US \$3,350 (*Free Seat for 1 attendee*)

Silver Sponsorship: Rs. 5 Lacs / US \$6,650 (*Free Seat for 2 attendees*)

Golden Sponsorship: Rs. 7.5 Lacs / US \$10,000 (*Free Seat for 3 attendees*)

Platinum Sponsorship: Rs. 10 Lacs / US \$13,500 (*Free Seat for 4 attendees*)

Sponsor names and logos will appear in all seminar materials, external marketing and Oberoi Banquet Hall publicity.

Certification: Upon completion of the “An Introduction to Venture Capital, ESG Investing and Sustainability” seminar, participants will be awarded a certificate from TERI School of Advanced Studies in recognition of completion of the seminar.

Registration Link: <https://bit.ly/3bDwz5m>

Participant Profile

Ideal candidates for the Introduction to Venture Capital, ESG Investing and Sustainability seminar are professionals who are:

- Finance & Professional Services Managers
- Government Officials
- Corporate Attorneys
- Accountants
- Corporate Development Teams
- Consultants and Advisors
- Underwriters
- Analysts
- Aspiring Venture Capitalists
- Angel Investors



Outline

This seminar focuses on the venture capital cycle and typical venture-backed start-up companies. It covers the typical venture fund structure and related venture capital objectives and investment strategies, intellectual property, and common organizational issues encountered in the formation of start-ups. It covers matters relating to initial capitalization and early stage equity incentive and compensation arrangements, valuation methodologies, challenges of fundraising, due diligence, financing strategies, and harvesting. Attendees critically examine investment terms found in term sheets and the dynamics of negotiations between the owners and the venture capitalist. The seminar examines the role of venture capitalists in providing value addition during the growth phase for portfolio companies. Alternate financing channels that include incubators, accelerators, crowd-funding, angels, and super-angels are studied in depth.

ESG vision for India, mission, roadmap, ESG strategy for the Boards, ESG vision and policy evolution, challenges and limitations, evolving business models, Embedding ESG and Sustainability in investments, challenges, opportunities, Solutions and key activities are an integral part of the seminar.

Seminar Learning Objectives

The main objective of the seminar is to provide attendees with the necessary theoretical and conceptual tools used in venture capital deals. The seminar provides the intellectual framework used in the venture capital process, valuation in venture capital settings, creating term sheets, the process of due diligence and deal structuring. Other learning objectives include building an understanding of harvesting through IPO, divestitures or M&A and strategic sales.

Attendees will be able to:

- Develop a deep understanding of the fundamentals of venture capital
- Understand the fund-raising process and sourcing of investment opportunities
- Learn how to structure terms of investment
- Analyse fund size and portfolio construction
- Understand Value creation, Due-diligence, Board Composition and Exit Strategies
- Develop familiarity with ESG Vision for India and learn CSR, Sustainability and ESG Integration

Modules

Thursday, August 18, 2022 (Day 1): Introduction of Venture Capital

Session 1: Basics of Venture Capital

[09:00 – 09:15] – Inaugural Address

Speaker - Dr. Prateek Sharma, Vice Chancellor, TERI School of Advanced Studies, New Delhi

[09:15 – 10:30] – What is Venture Capital?

Understand the VC Deal Flow Process, Recognize the Risks and Rewards for Venture Investors,

Identify Startup Ecosystem Stakeholders and Learn How to Source Quality Deal Flow.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

[10:30 – 10:45] – Tea/Coffee Break

[10:45– 11:45] – What Makes a Good VC Investment?

Assess a Founding Team, Pressure-Test Founder Assumptions, Quantify the Size of a Market and Identify Which Metrics Matter Most When Evaluating Startups.

Speaker - Nipun Sahni, Partner, Apollo Global Management, Gurgaon

[11:45– 12:45] – Sourcing of Venture Capital Deals

A venture capital fund reviews thousands of investment opportunities originating from many sources. Sorting through these opportunities and making wise choices about which firm to invest in, is critical to the fund's success. Before making an investment, the venture capital fund must feel confident that management understands the critical risks, that they find acceptable, and that those risks can be mitigated.

Speaker - Hemendra Mathur, Partner, Bharat Innovation Fund, Delhi

[12:45– 01:45] – Lunch



Thursday, August 18, 2022 (Day 1): Introduction of Venture Capital

Session 2: Challenges of Launching a VC Fund, Deal Evaluation and Case Study

[01:45– 02:45] – Venture Capital Fund – Overview

Examining how venture capital funds are raised and structured. These funds often have unique financial features and the legal issues involved are complex. The structure of the funds has a profound effect on the behaviour of venture and buyout investors.

Speaker - Arvind Mathur, Chairman, Private Equity Pro Partners, Gurgaon

[02:45– 03:00] - Tea/Coffee Break

[03:00 – 04:00] – Key Elements of a VC Investment and Impact of ESG

Identify Key Elements and Measures That Make a Good VC Investment, Examine the Impact of Environment, Social, and Governance (ESG) in VC, Analyze the Elements and Measures of VC Returns and Review VC Research and Evaluate Findings.

Speaker - Timothy Hendrix, General Partner, Agility Ventures, San Francisco

[04:00 – 05:00] – How Do You Put the Deal Together?

Identify and Define the Main Components of a VC Deal, Review the Components of VC Deal Sourcing,

Time Management, and Relationships, Examine the VC Sales Process, List the Differences between Public and Private VC Companies, and Study the VC Valuation Process.

Speaker - Somak Chattopadhyay, Managing Partner, Armory Square Ventures, New York

[05:00 – 06:00] – Case Study: Openspace Ventures

The case describes a successful Singapore-based venture capital (VC) firm, Openspace Ventures, and its decision to incorporate elements of sustainable investing throughout its business.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi



Friday, August 19, 2022 (Day 2): Due Diligence, Value Creation and Understanding the Board Composition

Session 1: Due-Diligence, Value Creation and Portfolio Management

[09:00 – 09:45] – Due-Diligence and Associated Challenges

This session covers the intellectual framework necessary to perform due diligence in venture capital settings. Identifying challenges resulting from due diligence in the start-up environment and defining the framework.

Speaker - Inderveer Singh, Founder and CEO, EVAGE mobility Start-up, Chandigarh

[09:45 – 11:00] – Value Creation and Why it is Necessary

Value creation is the most common path to competitive advantage. But a value creation advantage comes in many different forms: different value propositions, scale, network externalities, a better business model and brand name.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

[11:00 – 11:15] – Tea/Coffee Break

[11:15– 01:00] – How Do You Manage a Portfolio?

Recognize the Role of Investors Post-Investment, Understand Portfolio Construction and Diversification, and Calculate the Return of a VC Portfolio.

Speaker - Shailesh Vickram Singh, Founder, Climate Angels Fund, Noida

[01:00– 02:00] – Lunch

Friday, August 19, 2022 (Day 2): Due Diligence, Value Creation and Understanding the Board Composition

Session 2 – Lessons learned, Board Composition and Case Study

[02:00 – 03:30] – Lessons learned from Successful and Failed Startups

Hear from Investors about Lessons Learned, Identifying Non-Negotiables and Red Flags

When Evaluating Startups, Develop a Personal Networking Plan, and Launch Your VC Career.

Speaker – Dr. Dileep Rao, Venture Capitalist and Professor, Florida International University, Miami

[3:30 to 3:45] – Tea/Coffee Break

[3:45 to 5:00] – Startup Board Culture and Orientation

The board of directors should be a representation of both management and shareholder interests, and consist of both internal and external members. An effective

communication with the board is necessary and is built upon best practices.

Speaker - Bharat Kaushal, Managing Director, Hitachi India, Delhi

[05:00 – 06:00] – Case Study: Alibaba Social Sustainability for E-Commerce

The case covers an evolution that is described from a social sustainability perspective, highlighting Alibaba's initial efforts to help small businesses in China access the world markets and later, its focus on facilitating e-commerce led entrepreneurship in rural parts of China.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi

Saturday, August 20, 2022 (Day 3): Venture Capital Exit Strategies, ESG Investing and Sustainability

Session 1: Liquidity Event for VC Funds, ESG Vision and Associated Challenges

[09:00 – 10:00] – Exit Strategies for Venture Deals

Rigorous Investment Thesis: Public and Private Investment, Exit Strategies: IPO Sale to Strategic

Buyer, Sale PE Buyer, Pricing Exiting—Elements of Return and Due Diligence Inquiry: Financial, Legal, and Operational.

Speaker - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

[10:00– 11:00] – ESG Vision for India

ESG mission, roadmap, ESG strategy for the Boards, ESG vision and policy evolution, challenges and limitations, evolving business models, Embedding ESG and Sustainability in investments, challenges, opportunities, Solutions and key activities.

Keynote Speaker - Manoj Kohli, India Country Head SoftBank, New Delhi

[11:00– 11:15] - Tea/Coffee Break

[11:15 – 12:15] – CSR, Sustainability and ESG Integration

Corporate Social Responsibility (CSR) and Environment, Social, and Governance (ESG) and Sustainability

policies guide business practices and inform about the values, goals, and risks of a company. Difference between the overlapping concepts of CSR and ESG and Sustainability and how each can be incorporated, measured, and refined.

Speaker - Dr. Mukesh Sharma, Professor, Indian Institute of Technology, Kanpur

[12:15– 01:00] – The war in Ukraine is an Incredible Challenge for the world of ESG

This conflict is forcing the questions: What is ESG Investing? Does it really work? And can we afford it?

Speaker - Deepak Bagla, Managing Director and CEO, INVEST INDIA, New Delhi

[01:00 – 02:00] – Lunch



Saturday, August 20, 2022 (Day 3): Venture Capital Exit Strategies, ESG Investing and Sustainability

Session 2: Negotiation Session and Concluding Remarks on ESG's Future

[02:00 – 04:00] – Case Study: WeWork - Quandary in Corporate Governance Case (Role Play/Negotiation Session)

The case covers the varied mechanisms that address two essential types of conflicts of interest that occur in corporations, both of which arise from the common feature of dispersed ownership: 1) conflicts between managers and owners, and 2) conflicts between controlling and non-controlling owners.

Moderator - Viney Sawhney, Professor, Harvard University, Cambridge, Massachusetts

Co-Moderator - Dr. Shikha M Shrivastav, Assistant Professor, TERI School of Advanced Studies, New Delhi

[04:00 – 05:00] – ESG's Moment of Reckoning

With allegations of green washing at the highest levels does it make sense for asset managers to package environmental, social and governance factors into investment funds.

Provisional Speaker - Adam Philips, Director, Head of America's ESG Research, Citigroup, New York

[07:00 – 09:30] – Networking Event, Cocktails, and GALA dinner at TERI campus.



Meet the Instructors & Guest Speakers



Dr. Prateek Sharma

*Vice Chancellor, TERI School of Advanced Studies
New Delhi*

Dr Prateek Sharma is presently working with TERI School of Advanced Studies as Professor and has served as Dean (Academic) in the past. He has more than 20 years of research/teaching experience. He received his Ph. D. degree in environmental engineering from Indian Institute of Technology, Delhi. He has Master's degree in hydraulics and flood control and Bachelor's in civil engineering from Delhi College of Engineering, Delhi.

His general research interests- focus on environmental systems modelling, statistical applications in environmental and water resources engineering, and environmental risk assessment. He has been regularly contributing to high impact academic journals. He has also authored two books (international editions) in the area of vehicular pollution modelling and stochastic modelling and one monograph.

Presently he is writing two books titled Environmental Data Analysis, and Environmental Modelling. He is a member of several professional societies. He has been admitted as a Fellow of Wessex Institute of Great Britain in 2004, in recognition of outstanding scholarly work.

Prior to joining TERI University, Prateek worked for the School of Environment Management, GGS Indraprastha University for eight years.



Viney Sawhney

*Professor, Harvard University
Cambridge, Massachusetts*

As a key member of the Finance Team at Harvard University for 13 years, Professor Sawhney is a consummate financial veteran and teaches Private Equity, Venture Capital, Investment Banking and Project Finance at the Faculty of Arts and Sciences.

Professor Sawhney has over 25 years of solid investment and commercial banking expertise via his association with Citicorp and other international banks around the world where he held senior level executive positions.

As a serial entrepreneur, Professor Sawhney launched his first independent venture involving floatation of a publicly quoted financial services company made up of 10,000 shareholders in Mumbai in 1986 and successfully exited the firm with significant capital gains. His second venture was the launch of a development bank in the State of Bahrain in the year 1992 dedicated to small and medium sized businesses and it continues to flourish as a viable financial institution to-date. The third start up was a Project Development firm based in Boston, Massachusetts in mid-nineties dedicated to establishing large scale energy related projects in emerging market countries assembling a record workload of over \$2.2 Billion in just 2 years.

Educated at MIT, Professor Sawhney is a frequent speaker at international forums and travels frequently to Asia, Europe and Latin America focusing on, "Technology and Innovation".

Professor Sawhney has spent over four decades in the corporate and start up world in multiple capacities as CEO, Chairman of board and advisory board member. He is uniquely positioned to evaluate the present-day challenges posed by financial markets due to inflation, supply chain bottlenecks and the prevailing uncertain political climate in Europe triggered by Russia/Ukraine conflict. He is a mentor to multiple startups in the US, helping founders to scale the businesses, craft optimal financing structures and forge deep relationships with industry leaders via Harvard networks.



Nipun Sahni

*Partner, Apollo Global Management
Gurgaon*

Mr. Nipun Sahni is a Partner at Apollo Global. He is part of the Asia leadership team that is responsible for investing across Asia. Apollo Global is one of the world's largest alternative investment managers with assets under management of \$500+ billion.

In a career spanning over 28 years he has vast experience of investment across various asset classes with primary focus on real estate. Prior to Apollo, Nipun was a Partner at Bank of America - Merrill Lynch and Managing Director at GE Capita.

Nipun is an elected member of the Core Committee at IVCA that represents the private equity and venture capital investors community and has over 220+ members.

Nipun is the Co Founder of Climate Angels that focuses on early stage investments in entrepreneurs/companies that are focused on finding solutions for the environment. The platform has scanned over 250 companies and made investments across the spectrum of air pollution, clean water, waste reduction, electric mobility. Climate Angel has emerged as the go to platform for entrepreneurs looking to raise early stage capital for these segments.

Nipun has previously served on the advisory boards of Royal Institute of Chartered Surveyors (RICS), APREA (Asia Pacific Real Estate Association), USIBC Committee (US India Business Council).

Nipun received his Masters in Finance (MFC) from the University of Delhi.



Hemendra Mathur

*Partner, Bharat Innovation Fund
New Delhi*

Over 25 years of experience in venture capital, private equity, management consulting and investment banking in India, South Asia, Europe and USA. He has about 13 years of experience in early-stage and growth capital investing working as Venture Partner with a deep-tech sector-agnostic fund. Raised a private equity fund earlier and managed a portfolio of mid- sized companies in the food supply chain.

Hemendra also has 12 years of management consulting and investment banking experience in the food, agribusiness, retail and consumer goods industry for corporates as well as the Government of India / state governments.

Skill set:

Venture Capital - deal sourcing, screening, investing, mentoring and ecosystem building

Private Equity - fund raising, investing and portfolio management

Entrepreneurship: Building and scaling start-ups and platforms for public good

Investment Banking - partner search, fund raising, merger & acquisitions

Management Consulting - business planning, entry / growth / sourcing strategy and implementation assistance

Policy making - drafting policy framework for state and federal governments



Arvind Mathur

*Chairman, Private Equity Pro Partners
Gurgaon*

Arvind is a pioneer of private equity and venture capital in the Asia-Pacific region. While at the Asian Development Bank, he invested in 30 funds as a limited partner (LP), and helped bring major institutional investors to Asia including CalPERS, CDPQ, AMP and several American and Japanese insurance companies in private equity fund structures.

As the President of the Indian Private Equity & Venture Capital Association (IVCA) he promoted best practices & reforms in private equity and venture capital. He rubbed shoulders with leaders like KKR, Sequoia, Tata Capital Growth Fund, HDFC Property, TVS Capital, Barings and many other funds, to promote best practices in private equity, buyouts and venture capital and help bring about reforms. As a member of SEBI's N.S. Narayanamurthy-led Committee on Alternative Investment Funds, along with KKR, TPG, Carlyle and others, he helped produce three reports on private equity & venture capital for submission to the Indian Minister of Finance.

Arvind has two advised four major multinational corporations in Switzerland and the US in their mergers and acquisitions and strategic investment activities. He mentored a start-up entrepreneur under a Goldman Sachs program. He has over 25 years' global experience in private equity, venture capital, IPOs, mergers & acquisitions and investments. He led a team of multinational professionals in managing a portfolio of direct investments and over 30 private equity and venture capital funds at the Asian Development Bank. He has exposure to investments in many Asian countries, besides India and China. He engineered several exits.

At Citi he helped structure a US \$ 1 billion private equity fund. His experience spans all stages of private equity including due diligence, valuation, fund formation, mobilizing LP commitments, making drawdowns, identifying and negotiating investments, adding value to funds and portfolio companies and exiting by a variety of methods including strategic sales, sales to other LPs, IPOs and other funds.

His investment banking role included M&A & IPOs at Citi & ADB. An FRM & a CFA Charterholder, he has attended executive education in private equity and hedge funds at the Harvard Business School, training at Cambridge, Mass. & in New York at Goldman Sachs and Citi and at the U.S. SEC in Washington D.C.



Tim Hendrix

*General Partner, Agility Ventures
San Francisco, CA*

Tim Hendrix is a venture capital investor at the US-based Agility Investment Fund, where he serves as a General Partner. Agility is headquartered in San Francisco and Boston. His specialties include early stage startup operations, organization building, and rapid business scaling.

He also currently serves as a Senior Director, previously Head of Operations, for healthcare technology startup Truepill in San Mateo, California. There he helped scale the organization from a Series B to a billion dollar valuation in Series D with exponential growth.

Previous to healthcare tech, Tim served in multiple operations roles with Tesla including: the critical launch and scaling of Model 3 and Model Y, push for profitability, and solidifying of the highest valued automotive manufacturer in the world. At Tesla, he was able to help improve accounting of the seat manufacturing plant, the Model 3 & Y production lines, and finally all of vehicle operations within the Bay area.

Tim earned a master's degree in finance at Harvard University where he concentrated on investment theory, including: portfolio optimization, venture capital, and financial analysis. He holds a bachelor's degree from Bellevue University in Supply Chain Management and multiple certificates. Outside of formal institutions, Tim has pursued additional training and education in real estate investing, strategic management, corporate finance, and consulting.

Tim has been recognized through his academic career for presentation and public speaking excellence. Outside of professional and educational settings, Tim often appears as a guest on multiple podcasts, lecture series, and fundraising events. Connecting with Tim is as easy as a direct message on LinkedIn where he is often sharing his passions and expertise.



Somak Chattopadhyay

*Managing Partner, Armory Square Ventures
New York*

Somak Chattopadhyay has been operating and investing in early-stage startups in New York State and other emerging venture regions since 1999.

Before launching ASV in 2014, he was a partner at Tribeca Venture Partners (formerly Greenhill SAVP, “Tribeca”), where he was instrumental in nearly every investment of its first fund and helped launch its second fund.

As a venture capitalist at Edison Ventures, Somak sourced and evaluated investments in the tech-enabled service sectors, managed deal flow referral networks and identified emerging growth companies in under-venture-invested regions across the Northeast.

Somak has also held senior marketing/business development roles at Medtower, a pharmaceutical IT software company; and DealTime, a comparison shopping company that went public (NASDAQ: SHOP) and was later acquired by eBay for \$620 million.

He has served on the boards of numerous companies, and is currently a board member of the Upstate Capital Association of New York.



Dr. Shikha M Shrivastav

*Assistant Professor, TERI School of Advanced Studies
New Delhi*

Dr. Shikha Mittal Shrivastav is working as Assistant Professor in Department of Business and Sustainability.

She has 12 years of experience in teaching, research, training and mentoring. She is an academician in the area of Finance & Accounting. She holds a PhD degree in Corporate Governance from Faculty of Management Studies, University of Delhi. She is UGC NET JRF Qualified and Gold medalist in MBA. She has published and presented various papers in National and International Journals and Conferences of repute.

Besides research and teaching engagements, she has also conducted MDP for the Government Officials at National Institute of Financial Management, Faridabad and FDP at Centre for Professional Development in Higher Education (a UGC and DU Initiative), IILM Graduate School of Management and other colleges in the area of Finance.

Her research interests include Corporate Governance, Ownership Structure, Mergers & Acquisitions, and Valuation.

**Inderveer Singh**

*Founder and CEO, EVAGE Ventures Private Ltd
Chandigarh*

Inderveer's entrepreneurial journey started in 2014, which led to the formation of EVage and conception of their first product – a four-wheeler, 1-Tonne commercial vehicle. As Founder and CEO, Inderveer is on a mission to lead EVage's mobility transformation dream for India and the world.

After completing his graduation he joined one of the top Automotive/Forging companies in India, where he was responsible for the growth of the company and was instrumental in setting up the R&D division from scratch. The R&D division led the charter for developing essential products and growing the business multifold in 8 years. He managed and expanded the business with Tier 1 OEs across the globe. He has also had a two-year stint in the US, where he set up a manufacturing facility that catered to the demand of North American clients.

With over ten years of extensive automotive experience spanning R&D, Plant Management, and Business and Sales Experience, he has also had the privilege of being mentored by Prof. Hitoshi Kume in TQM and Breakthrough Management from in Japan.

His curious mind and the ability to create innovative products are traits he has had since childhood – he created his first electric vehicle when he was just a teenager and dabbled with Window Cleaning Bots, Exoskeletons, HVAC Duct Cleaning & Sanitising Bots, to name a few.

Inderveer's ambition is to have the world's most empowered talent pool of engineers, innovators, techies and designers to come under the EVage banner.



Shailesh Vickram Singh

*Founder, Climate Angels Fund
Gurgaon*

Shailesh Vickram Singh is Founder- Massive Mobility and founder - GoMassive - a sustainability focussed investment network which is investing in companies solving Pollution/Waste issues. He is also trustee of Massive Earth Foundation - a non profit which is running accelerator LowCarbon.earth for UNEP and also setting up process to capture 9000 ton of plastic from leaking to water bodies. Massive Mobility is setting of dense network of smart chargers focussed on E-2 wheelers and E 3 wheelers In India in partnership with leading OEMs and fleet operators.

Prior to starting Massive, Shailesh was an executive director with SeedFund (\$54 mn fund), an early stage marquee VC fund in India, Before SeedFund, Shailesh was MD of a PE Fund (\$170 mn). Shailesh has over 20 years of experience in Entrepreneurship / Venture investing. Shailesh is a regular speaker and has written extensively on Agriculture, Farmer income, Economics, Venture capital and entrepreneurship.

Shailesh has been a speaker at various Industry forums / panel. Some of the notable ones are Financial Times Investing for Good, Hong Kong, UN regional Climate summit- Bangkok, SWITCH Asia Clear Air Summit Bangkok, ANDE Summit (Aspen Network of Development Entrepreneurs), United Nations Environment Assembly, Nairobi, UNEP High level Dialogue series, Delhi, multiple events at Assocham, CII conferences, and at leading Institutes in India (IIT Delhi, IIM Lucknow, IIT Kharagpur among others).

Shailesh's articles are regularly published at leading newspapers of India including Economic Times, Times of India, YourStory, Inc42, Swarajya Magazine, MoneyControl etc and he is a regular feature at on various TV shows including CNBC Awaaz, News24 etc on issues related to on Climate Investing, Venture capital and Entrepreneurship.

Shailesh earned his MBA from IIM Lucknow and B.Tech from GB Pant Univ.



Dr. Dileep Rao

*Venture Capitalist and Professor, Florida International University
Miami, FL*

Dileep Rao, PhD, was vice president of financing and business development and a board member at a venture development and finance institution for twenty-three years, where he financed the growth of hundreds of businesses and real estate projects.

Dr. Rao has started four businesses (including corporate ventures) and managed five turnaround businesses (four succeeded) where he was chairman and director of emerging ventures and financial institutions.

Dr. Rao advises on building big businesses with finance-smart strategies. His clients have included entrepreneurs; governments, including the US government; Fortune 1000 corporations, including Medtronic and General Mills; and financial institutions, such as banks and development financial institutions in the United States.

Dr. Rao is a clinical professor of entrepreneurship at Florida International University. Previously he was at the University of Minnesota. He has been awarded numerous awards for teaching at both universities. Rao has also taught at Stanford, INCAE (Costa Rica), and Harvard in addition to Executive MBA programs around the world. He is also a keynote speaker on how finance-smart entrepreneurs develop high-growth ventures with little or no venture capital.

Dr. Rao is a nationally acclaimed author and the entrepreneurship and entrepreneurial finance blogger for Forbes.com, one of the world's largest online business sites. He has two engineering degrees and a doctorate in business administration from the University of Minnesota.



Bharat Kaushal

*Managing Director, Hitachi India
New Delhi*

Bharat is the Managing Director of Hitachi India, effective June 1st, 2017. He is the first Indian to be appointed to this position. This includes managing 28 businesses with an employee strength of 30000 people, spread across 63 Manufacturing sites and multiple R&D centers. In his role, he focuses on promoting Hitachi's social innovation business in India, which resolves issues faced by society and customers, by combining advanced IT with operational technology (OT) and products/systems.

Bharat previously served as Chairman in India of Sumitomo Mitsui Banking Corporation (SMBC). He is also the first non-Japanese to be appointed as SMBC India's CEO and served the role between 2012 and 2015. Bharat was associated with SMBC for over 20 years and worked across different senior management roles including those of Managing Director and CEO. As the MD of SMBC, he oversaw an asset of USD 10 Billion. The role was monitored closely by the Reserve Bank of India, Insurance Regulation Authorities, Securities & Exchange Board of India. He spearheaded the implementation of the bank's India business strategy across corporate and institutional banking, structured and trade finance, treasury and transaction banking.

Bharat has over 25 years of industry experience specializing in macroeconomic policy, Government advisory, project finance, debt restructuring and mergers and acquisitions. He is currently a member of the Indo-Japan Task Force (IJTF) set-up by the two Governments and is the Convenor of the Financial Strategy Group to address policy as well as operational level concerns of Japanese Government and private sector institutions pursuing business opportunities in India.

While the greater part of his career has been in investment banking, he also served successful assignments as Strategy Advisor to the India Investment Centre, Department of Economic Affairs, Ministry of Finance, Government of India and as part of the Economic Policy Unit of the World Bank in Washington DC.

He was also Co Chairman of the Finance, Banking, Capital Markets and Insurance Committee at PhD Chamber of Commerce and Industry for 2 years.

Bharat is an alumnus of Columbia University, where he pursued a master's in international Affairs (MIA) and Northeastern University where he secured a Master's in Business Administration (MBA). He secured an LLB from Faculty of Law, University of Delhi. He graduated (Bachelors and Masters) from St Stephen's College, Delhi.



Manoj Kohli

*India Country Head, SoftBank
New Delhi*

I'm a professional entrepreneur who truly loves the challenge of shaping the industry transformations of mobile internet, renewable energy, digital unicorns, electric vehicles and hi-tech manufacturing plants etc. Always with a star team and a positive energy to create world leading businesses with a profound societal impact. *Excellence with integrity* is my motto!

I am the Country Head - SoftBank India supporting SoftBank Group and Vision Fund as one of the largest investors of \$15bn in over 25 AI focused portfolio companies in India. I support the entrepreneurs and CEOs to address the regulatory and government issues. I coach them for effective execution of the profitable growth strategy and embed a viable business model to enable the businesses to 10x-20x scale-up to their full potential in India and expand to many international markets. I support them in building a robust leadership team, e2e digitisation plan, an admired brand and a robust corporate governance.

Earlier I was the Executive Chairman of SB Energy from 2015 and achieved over 5GW of renewable energy - solar, wind and hybrid - capacity in India. Previously I was Managing Director and CEO, Bharti Airtel, for operations in 20 countries in Asia and Africa till 2015. I led the creation of the unique business model, an admired brand, high performance culture and the operations to scale from 2m to 400m 3G/4G customers to be the third largest telco in the world. I led formation of Indus/Infratel, the largest tower company in the world for achieving major infrastructural synergies.

I started my career in HR in 1979 with the DCM Shriram and held business leadership positions in the Foods, Chemicals, Refrigeration and Honda JV etc. After 16 years in the manufacturing sector, I led a mobile startup Escotel to achieve market leadership in 3 important markets in India. I was the Board Member of GSMA in 2008 and 2012 and the Chairman, CII Task Force on Ease of Doing Business and now the Chair of CII Future Business Council for attracting new tech investments in India.

Airtel got the "Company of the year" Award by The Economic Times in 2007 and "Airtel" became no 1 brand across all categories in India. I was adjudged "Telecom Man of the Year" in 2000, "Distinguished Alumni" by SRCC Delhi University and "Lifetime Achievement Award" in 2020.

I hold degrees in Commerce, Law and MBA from Delhi University. I attended "Executive Business Program" at Michigan and "Advanced Management Program" at Wharton.



Dr. Mukesh Sharma

*Professor, Indian Institute of Technology
Kanpur*

Dr. Mukesh Sharma, a Professor in the Department of Civil Engineering, Indian Institute of Technology (IIT) Kanpur, India, is a fellow of the Indian National Academy of Engineering and member of World Health Organization (WHO) advisory group on air pollution and UN Sustainable Development Goals.

Dr. Mukesh Sharma obtained his bachelor's degree in Civil Engineering from University of Indore, Master's degree in Civil Engineering from IIT Kanpur and a Ph.D. Degree from University of Waterloo, Waterloo, Canada in 1994. Prior to Joining IIT Kanpur in 1997, he was employed with Central Pollution Control Board (CPCB), Delhi. He has been a visiting professor at University of Guelph, Canada and Kyoto University, Japan. His areas of research: air quality monitoring, modelling and management, exposure assessment and simulations.

He has published/presented over 130 papers in journals and conferences. His significant contributions include (i) expert adviser to international agencies, WHO, International Council for Clean Transport (ICCT), Clean Air Asia, Manila, UNEP and the World Bank; (ii) development of national air quality index for the overall status of air quality and health impacts; and (iii) formulation of national air quality standards. International, national media and journals have highlighted his work; Nature, Science, The Economist, UK, British Broadcasting Corporation, Time Magazine, and Wall Street Journal.

Selected Awards and Recognitions:

- World Health Organization (WHO) Global Air Pollution and Health - Technical Advisory Group Member, 2021
- Air Quality Research Lifetime Achievement Award, 2020 (IIAQM; IIT Madras, University of Bath, UK, Australian National University, Canberra)
- Vasvik Award for Environmental Science & Technology, 2019
- Kong Ha Award in Air Quality from Clean Air Asia, a UN supported foundation, 2012
- Associate Editor, Int. Journal Env. Engineering Science and Journal of Urban Climate
- Member Editorial Board, Int. Journal Human and Ecological Risk Assessment
- Hiyoshi Environmental Award, Hiyoshi Corp., Japan, Excellence in Research and Technology, 2012
- Recipient of Japan Society for the Promotion of Science (JSPS) Fellowship, 1998
- Ministry of Environment (Ont.), Canada award for excellence in Research and Technology Development, 1994
- Recipient of Faculty of Engineering Award for Excellence in Graduate Studies, University of Waterloo, Waterloo, Canada in three successive years: 1991, 1992 and 1993.

**Deepak Bagla**

*Managing Director and CEO, INVEST INDIA
New Delhi*

Deepak Bagla has a professional career of over three decades, with the World Bank, Citibank, and Private Equity having responsibilities across Europe, Africa and Asia.

He is currently the Managing Director and CEO of Invest India, the National Investment Promotion and Facilitation Agency promoted by the Government of India. Invest India is also the execution agency for Start-up India and the Prime Minister's Science and Technology initiative.

He is a member of several High-level Government committees including Fintech, Innovation, and Infrastructure. Mr. Bagla is on the Advisory Board of the Government \$7 billion "Fund of Funds for MSMEs" and the Investment Committee for the Government US \$ 1.5 billion "Fund of Funds for Start-ups".

Mr Bagla has a bachelor's degree with Honors in Economics from St Stephens College, New Delhi and a dual Masters in International Diplomacy and International Trade and Finance from The School of Foreign Service, Georgetown University, Washington DC.

Mr. Bagla has been conferred "Grande Ufficiale dell'Ordine della Stella d'Italia" by the President of the Republic of Italy.



Adam Phillips (Provisional)

*Director - Head of America's ESG Research, Citigroup
New York*

Adam Phillips is the Head of ESG Research for the Americas at Citi, where he works closely with fixed income and equity research teams worldwide.

Before joining Citigroup, he led sustainable investments at the Office of the Representative of the Secretary – General at the United Nations Joint Staff Pension Fund, where he spearheaded ESG integration, research, and thought leadership. He has held various asset management positions over his twenty – year career, focusing on asset allocation, portfolio structuring, investment research, and trade execution.

Adam is on the adjunct faculty at New York University, where he lectures on sustainable finance and serves as the Co – Chair of the Sustainable Investing Thought Leadership Group at the CFA Society of New York.

Adam holds a Master's in International Finance and Economics from Columbia University and a Bachelor's in Economics and Finance from Georgia State University.

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