Emergent Ventures India

Corporate Profile & Experience
Introducing EVI

- At EVI, we work with clients to reorient business practices in a carbon constrained world. We play the role of a strategic partner to develop, implement and execute profitable business models that enhance renewable energy, clean technologies and promote sustainable development. Our strong carbon offset portfolio helps clients meet their offsetting demand with high quality credits.

- We work across various dimensions
  - **Carbon**
    - Help organizations source high quality offset credits from the right projects
    - Structure projects to earn carbon credits and monetize carbon reductions
  - **Strategy**
    - Build and implement a roadmap for a sustainable and profitable future in a carbon constrained environment
  - **Technology & Finance**
    - Incubate and develop low-carbon technologies for easy commercialization; Raise capital for new ventures engaged in clean technology projects

- **Our experience consists of 200+ client engagements in over 10 countries; Sourced more than 130 million USD+ in various vehicles to invest in Renewable Energy & Clean technology projects**
## EVI Offerings

### Strategic Advisory
- Policy Research and Advisory
- Climate Change Strategy
- Sustainability Reporting
- GHG Inventorization and Management
- Renewable Energy Advisory
- Carbon Neutrality Services
- Surveys and Business Rankings

### Carbon Advisory
- CDM/VER Feasibility study
- Project Conceptualization and CDM Due Diligence
- CDM Execution and CER generation
- Carbon Asset Management
  - Compliance Markets
  - Voluntary Markets
- Carbon Trading and Brokerage

### Finance and Technology Solutions
- Equity Financing of Projects
- Investor Financing of Projects - Syndication
- Engineering, Procurement and Construction services (EPC)
- Carbon Asset Management for in-house projects
- Overall development and management of Projects – Owners’ Engineer
International Presence

Offices
- India
- USA
- Malaysia
- Singapore
- Thailand
- Indonesia
- Australia

Countries having Strategic Partners
- UK
- France
- Germany
- Switzerland
- China
- Japan
- Egypt
- Kenya
- South Africa
Our Credentials

- Provided consultancy services to Infrastructure, Utilities, Cement, Steel, Pharma, IT, Hospitality and Financial sectors, Food & Beverages, Retail and Governments

- Cross-technological experience, including Wind, Hydro, Biomass, Solar, Waste, Energy Efficiency, (buildings, lighting, industrial) Forestry & Transportation

- 200 carbon offset projects (compliance & voluntary) 140+mn Certified Emissions Reductions (CERs), 32 registered as CDM and 25+mn Verified Emissions Reductions (VERs) covering different sectors

- Successful experience across various offset standards such as Clean Development Mechanism (CDM), Voluntary Carbon Standard (VCS), VER+, Gold Standard (GS), Chicago Climate Exchange (CCX)

- Expertise in providing end to end services including creation of climate change strategy, carbon footprinting, sustainability reporting, carbon neutrality, offsets creation & procurement

- Technical and market-related support and coverage during entire lifecycle of selected projects, products and strategic initiatives to constantly optimize returns and minimize costs

Sectors & Technologies

Carbon Portfolio

End-to-end Services
Advisory Experience

- Renewable Energy (wind, hydro, solar, biomass), Waste Management (industrial, Municipal, Animal), Transportation (BRTS, NMT, Braking Systems), Programmatic CDM (Municipal Lighting, Biomass Gasifiers, Low voltage-high voltage), Afforestation, Energy Efficiency, HFC23/N20 destruction, Sustainable Housing

- Consulting Experience:
  - State & Central Govt on renewable energy, CDM, policy
  - Corporate Sector: Strategic climate change advisory, fe-EVI green survey
  - Capacity Building: for Govts, corporate sectors

- Our Relationship with World Bank: Projects in India (AD Hydro, SJVNL, Programmatic CDM for PSEB, Indian Railways-Braking System Improvement); Nigeria (Waste Management)
Management Team

**Vinod Kala** - Founder director of Emergent Ventures India Pvt ltd (EVI). He has been instrumental in developing innovative solutions combining technology and finance and has led the expansion of the company into areas such as investing in renewable energy and technologies. Vinod has over 20 yrs of experience in strategy and finance areas and holds a post graduate degree from the Indian Institute of Management, Ahmedabad, India.

**Deepak Verma** - Chief Operations Officer and CEO Carbon Finance & Technology Solutions. Deepak has served as CEO of the Clinton Foundation’s HIV/AIDS Initiative, as CEO of eCredit, a venture-backed software company in Massachusetts, USA and as an Engagement Manager with consulting firm McKinsey & Company. Deepak has a MBA from the MIT Sloan School of Management.

**Ashutosh Pandey** - CEO - Advisory Business. Before EVI he consulted in the area of operational performance improvement, supply chain management and technology consulting. He has led EVI’s business development from start to current portfolio of 150+ projects, and is now involved in expanding operations to other countries. Ashutosh holds a post graduate degree from the Indian Institute of Management, Calcutta, India.

**Mahua Acharya** – Chief Strategy Officer. Before EVI, Mahua was with ArcelorMittal London where she established and managed the carbon investment business for the company, initially capitalized at $100M. She been with the carbon market and climate change mitigation for the past ten years, in roles at the World Bank, Washington DC and the World Business Council for Sustainable Development, Geneva. Mahua holds a masters degree from Yale University.

**Atul Sanghal** - Team Lead for ‘Project Execution’ in the Carbon Advisory Business. Atul has expertise in waste management, and has provided technical consulting to many organizations in India. Atul holds a masters degree in Energy & Environment from the Indian Institute of Technology, Delhi.

**Rishi Seth** - Head Business Development - Advisory Business. Rishi holds a degree in Economics Politics & Philosophy from Durham University. Before EVI he has held positions of CFO SEA & India at Teradata Corp, Solution Sales at Teradata Corp, CEO of an internet start-up firm, Corporate Finance and Strategy at Mahindra -British Telecom.
Discussion Points

- Carbon Markets – A project developers perspective
  - New Projects Pipeline
    - India: Govt sector- still slow to move; smaller community based projects- facing problems due to high cost of processing; RE- growing fast-however post 2012 uncertainty impacting financing
    - Others: buyer led model hence post 2012 uncertainty is impacting these projects; new kinds of projects such as RE power, EE etc; programmatic CDM route is still not explored; project financing issues in Africa
  - Execution Aspects
    - Bottlenecks increasing day by day!
    - Huge gap between projected & actual performance
    - Insufficient focus on robust monitoring systems
  - CERs trading
    - India: spot vs forward trading mindset; carbon financing still faces challenges; exchange based trading faces regulatory hurdles
    - Others: still very much forward market
Discussion Points

Others

- Growing awareness about climate change issues & impact on businesses
  - Innovative carbon reduction opportunities such as ODS destruction, travel emissions reductions etc
- National Action Plan on Climate Change and its impact on future carbon projects
  - REC/EEC & impact on CDM eligibility
- Emergence of local carbon markets
  - Credits purchase may start very soon especially from export related sectors
- CERC rules on CERs sharing
Discussion Points

- Mutual Business Opportunities
  - New business opportunities in different regions; new methodologies developments for agriculture etc; putting right monitoring systems in place for all CDM projects
  - Capacity building/origination for Govt sector, Africa, new areas, and smaller projects; for climate change markets in India
  - To remove bottlenecks/anomalies in the system
Thank You