



INDIA'S FIRST STARTUP DELEGATION TO SINGAPORE MAY 2022



IIT KANPUR



INCUBATION AND INNOVATION

STARTUP
INCUBATION AND
INNOVATION
CENTRE
IIT KANPUR



**UP START
INUP**
A Government of UP Initiative



Prof. Amitabha Bandyopadhyay
Professor-in-Charge, Innovation &
Incubation, IIT Kanpur

Professor Amitabha Bandyopadhyay is a scientist trained at Albert Einstein College of Medicine, New York, and Harvard Medical School, Boston. He established his independent research group in 2006 at the Biological Sciences and Bioengineering Department (BSBE) of IIT Kanpur. His research interests include the Developmental Biology of cartilage and bone, Osteoporosis, and Osteoarthritis. The overall objective of his laboratory at BSBE, IIT Kanpur is to uncover the molecular genetic circuit responsible for skeletal morphogenesis.

In 2012, Professor Bandopadhyay got involved with the institute's technology business incubator, the Startup Incubation and Innovation Centre. In 2018, he became the first occupant of the Kent Chair for Innovation and Entrepreneurship and took charge as Professor-in-charge of Innovation and Incubation at IIT Kanpur.

Apart from being a successful Scientist and Academician, in his 20 years of experience, Prof. Bandyopadhyay has served multiple roles of critical importance and published over five research papers, and Co-authored 'The Ventilator Project' – inspired by the real story of IIT Kanpur's Consortium built a world-class product during the COVID-19 lockdown.

Currently, Prof. Bandyopadhyay is actively involved in overlooking the incubation ecosystem at IIT Kanpur and the development of the School of Medical Research and Technology (SMRT), an ambitious initiative of IIT Kanpur.



Dr. Ankush Sharma
Co- Professor-in-Charge, Innovation & Incubation, IIT Kanpur

Dr. Ankush Sharma is currently an associate professor at IIT Kanpur in the Electrical Department. He comes with 5 years of academic experience and over 16 years of experience in the corporate with expertise in Domain Consultancy in Power System, Smart grid, and Smart City area.

He has previously served as the Director of the Startup Incubation Center at IIT Bhubaneswar overlooking the research and development on various Smart Grid Technologies.

He has previously authored and co-authored 8 research papers. Dr. Sharma has also been awarded the POSOCO Power System Award (PPSA) issued by POSOCO in the year 2015 and Best Student Project Award issued by the Power Grid of India and Ministry of Power.



Dr. Nikhil Agarwal
CEO - FIRST, IIT-Kanpur & AIIDE - CoE

Dr. Nikhil Agarwal is India's foremost Entrepreneurship, Innovation, and Policy expert. He is the bestselling author of the book 'Planet Entrepreneur'. His two more books 'The Start-up Masterplan' and 'Digital Economy: Actors, Issues and State's interest' are under publication.

He holds the dual charge of CEO of FIRST, IIT-Kanpur, and AIIDE, CoE. Foundation for Innovation & Research in Science & Technology (FIRST) is responsible for all the incubation, innovation, research, and start-up activities at IIT-Kanpur. Under his leadership, IIT Kanpur incubation activities have attained a leadership position in the country with 150 incubated companies and over 700 patents filed.

Artificial Intelligence and Innovation Driven Entrepreneurship - CoE (Center of Excellence) is a domain-specific facility that provides Mentorship, Networking opportunities, training, research & development, Infrastructure, and funding opportunities to the start-ups.

Dr. Agarwal has founded businesses and advised firms on strategic matters in the last 19 years of his career. He has worked with global multinationals like Cadburys and Zensar (RPG Group). He has lectured at leading global universities like Virginia Tech, University of Bradford, University of Edinburgh, and the University of Cambridge in visiting capacity. His interviews and work have been extensively covered in international media including HBR, Forbes, CNN Money, BBC Radio, and The New York Times to name a few.

Dr. Agarwal has travelled extensively around the world and worked with global institutions, corporations, and multinationals. He has published over 40 research papers, conference publications, and articles in top journals. He is regularly invited to speak at seminars and conferences around the world. He spends significant time in academic research at the University of Edinburgh. He writes his column "Snake Charmer" in The Times of India (TOI) and Economic Times (ET). TOI is the largest English newspaper in the world by circulation. He founded EntrepreneurCafe.org one of the world's largest entrepreneurship networks.

TABLE OF CONTENTS

Sr. No.	Particulars	Page No.
1	India- Singapore Relations- Overview	5
2	Brief - Singapore Delegation	6
3	India's Participation in the Delegation	7-8
4	How India can collaborate with Singapore for Start-up ecosystem	9
5	SIIC Engagement with Singapore	10-23
6	Key takeaways	24
7	Press Release/Social Media Coverage Snippets	25
8	Indian - Singapore Participation in the Delegation Annexure I & II	26-27

INDIA- SINGAPORE RELATIONS- OVERVIEW

India and Singapore share a long cultural history, which has helped shape economic and commercial relations between them over the years. This partnership garnered an impetus following the launch of India's 'Look East Policy' in the early 1990s and rechristened 'Act East' in 2015. The launch of 'Act East Policy' ushered in an era of reinvigorated partnership between India and Singapore.

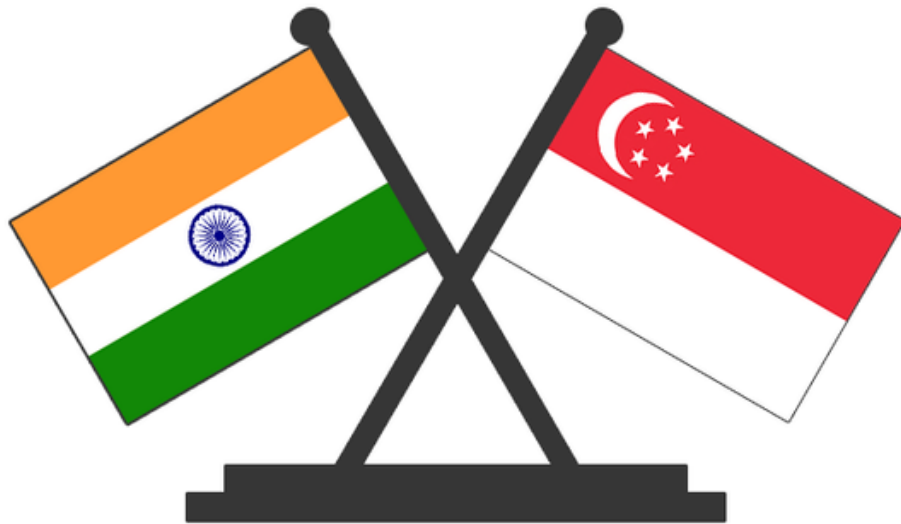
However, since their independence, both countries have followed entirely separate approaches to economic development. Where India's economy has progressed in recent decades, and Singapore has become a model for economic growth and a leading first-world country. Over the years, India and Singapore's economic ties have grown stronger, particularly in the commerce and investment sectors. The expanding importance of technology in India, especially artificial intelligence, data analytics, and healthcare digitization, gives a vast opportunity for both countries to collaborate.

India and Singapore added new momentum and direction in their strategic partnership to the leverage startup ecosystem when our Hon'ble Prime Minister Shri Narendra Modi visited Singapore in 2018 to strengthen India's presence in the ASEAN region. He indicated the many agreements signed in investment promotion, startups, FinTech, innovation, skills, artificial intelligence, data analytics, and water at the "India and Singapore: Stepping into the Future" summit.

The two leaders praised the India-Singapore Entrepreneurship Bridge (InSpreneur), an Indian programme that connects government agencies, startups, innovators, incubators, accelerators, and investors in the two nations. Moreover He also encouraged Indian entrepreneurs to explore Singapore's markets and establish an entrepreneurial bridge between government agencies, startups, innovators, incubators, accelerators, and investors in both regions.



BRIEF – SINGAPORE DELEGATION



IIT Kanpur's SIIC initiative has encouraged start-ups to create new opportunities to learn, imbibe, and implement global best practices in innovation and entrepreneurship. To demonstrate innovative technology, scale their ideas to business solutions, and facilitate them in new markets. The delegation focused on providing best-in-class support and a global network for promoting the entrepreneurial model.

The Singapore delegation was held from 16th May 2022 to 20th May 2022. This edition's theme of the delegation was "Connecting Businesses", which means "innovating and engaging as proposing ideas to establish a start-up ecosystem." This delegation was part of a business engagement that brought countries together through collaborative collaboration focused on scaling up and promoting Indian enterprises internationally.

The delegation, which included 16 prominent SIIC IIT Kanpur start-ups, showcased their unique technological innovations worldwide. The Five-day delegation's engagements with investors, venture capitalists, universities, and industrialists in Singapore offered a range of outcomes.

INDIA - SINGAPORE PARTICIPATION IN THE DELEGATION

A delegation led by Dr. Nikhil Agarwal (Chief Executive Officer) from Start-up Incubation Innovation Centre, Mr. Rahul Patel (VP - Strategic Initiatives), Mr. Mohnish Ahuja (Assistant Manager – Investments), and Mr. Prasanjeet Sinha (Assistant Manager – International Affairs) and the 16 start-ups that actively engaged in the delegation visited Singapore on 16 May 2020 for Indian start-ups who were part of the Singapore delegation; it was an enormous opportunity to develop the growth and innovation hub, with "openness, never-ending business potential for budding start-ups towards remarkable growth in both nations. Both countries' participation is placed in Annexures I & II.



Acquafront Infrastructure Pvt. Ltd.

Ankit Patel (Founder & CEO)
<https://www.acquainfra.com/>
 Design-led flotation products for inland and offshore marine exploration projects



Arishti Info Labs Pvt. Ltd.

Hardik Tarpara (CEO)
<https://arishiti.com/>, <https://www.dorje.io/>
 Your ICS & SCADA Security Partner



Bespoke Health Services Pvt. Ltd.

Dr. Madhu Vasepalli (Director)
<http://bhshealthtech.com/>
 BHS is India's Multi Integrated robotics company



Campus haat Solutions Pvt. Ltd.

Akshat Srivastava (CEO)
www.campusaat.com
 Home Made Food Delivery App



CyberWarFare R&D Pvt. Ltd.

Yash Bhardwaj (CTO & Cofounder)
<https://www.cyberwarfare.live/>
 Simulating warfare in cyberspace for securing critical infrastructure



Dilaton Technologies Pvt. Ltd.

Alok Gautam (CEO)
www.dilaton.ai
 Redefining Defence



Durmeric Naturaceuticals Pvt Ltd.

Mannar Mannan (Founder & CEO),
www.onedropwellness.in
 Complete Herbal Healthcare. In One Drop.



Surobhi Agro Industries Pvt. Ltd. (Farmology)

Anup Ganguly (Founder & CEO)
<https://www.surobiagro.in/>
 Creating Farmers of the Future



	<p>Hacklab Solutions Pvt. Ltd. Vikram Rastogi (Founder & CEO) https://new.hacklab.solutions/ Thinking about safety? Think Hacklab Solutions</p>	
	<p>Nishkam Technology Pvt. Ltd. Manas Agrawal (Founder & CEO) A solution for all your ventilation problems</p>	
	<p>Opt-Cyber Security Pvt. Ltd. Arjun Bhaskaran (Co - Founder and CEO) http://www.opt-cybersecurity.com/ Advancing Cyber Risk Quantification through innovation</p>	
	<p>Pradivya Software Pvt. Ltd. Prasoon Sharma (Founder & CEO) https://www.workerunionsupport.com/ A unified digital community for blue collared workers</p>	
	<p>Rosa Technology Pvt. Ltd. Rohit Anand (CEO) www.rosatech.in Efficient and Reliable range of Robots and embedded products</p>	
	<p>Brookshire Pvt. Ltd. (Sleeplabs) Taranpreet Singh (Founder & CEO) https://thesleeplabs.com/ Intelligent Sleep Solutions to improve your quality of Sleep</p>	
	<p>T-sanct Technologies Pvt. Ltd. NandKishore Harikumar(CEO & Co-Founder) https://www.technisanct.com/ AI Powered Real Time Risk and Exposure Monitoring Company</p>	
	<p>XTEN Networks Pvt. Ltd. Nitish Kund (CEO) http://xtennetworks.com/ Stop threats before it acts</p>	

Scan theQR code for detailed information of the startups

HOW INDIA CAN COLLABORATE WITH SINGAPORE FOR START-UP ECOSYSTEM

The Indian government is enlarging its partnership with foreign countries to boost the startup environment in the country. Since 2015, Hon'ble Prime Minister Narendra Modi has visited various countries to encourage bilateral talks with other nations, focusing on investing in science, technology, innovation, startups, and fintech emerging as the new spheres of bilateral engagement between the two countries. This unique opportunity will open new ways for India's startups to explore the Singapore market.

A startup environment is fostered by many variables; while ideas, innovation, and investments are critical, alliances and collaborations are becoming increasingly. This ensures that development and growth do not occur solely in geographical silos but that knowledge is disseminated across borders to inspire and solve world challenges. Singapore ranks in the top 10 best startup hubs globally and has one of the highest recruitment and employment rankings in startup companies. Now India is considering aggressive strides toward fostering its startup ecosystem.

Indian enterprises have established manufacturing and service activities in Singapore in recent years. Considering Singapore's excellent air connectivity, several Indian companies have established regional headquarters for their Asia Pacific operations there. For Indian enterprises, the country has become a vital offshore hub.

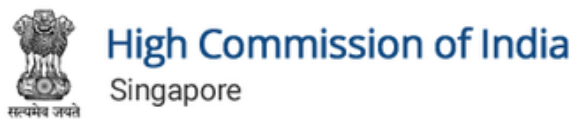
Recognizing the increasing role played by deep-tech, India and Singapore can cooperate in capacity building, research, and development in various domains such as the Internet of Things (IoT), Artificial Intelligence (AI), technology, and Cyber security others.

- Singapore is a global hub of fintech, and India can learn its strengths through active collaboration. Simultaneously to attract investments from Singapore. To create an open platform of finance protocols, a renewed focus on infrastructure finance and an understanding of change in jobs can leverage closer cooperation between the two countries.
- India and ASEAN can collaborate on agri- technologies for transforming agriculture across the value chain by connecting farmers to markets and shared equipment, automating farm management processes, and analyzing data to drive actionable insights for farmers. The increasing availability of real-time data from various sources can enable entities to offer customized advice to farmers, improving productivity.

Both nations present innumerable investment opportunities for investors from across the globe, across multiple sectors. The common denominator is a vibrant small and medium business ecosystem, booming technology-based startups, and progressive business-friendly policies. In the longer term, innovation in business models led by the adoption of technology and the emergence of the digital economy will be crucial in driving overall economic growth in both regions. In India, it is being led by the government's dedicated focus on digitalization, manufacturing, and skill development through various programs such as 'Digital India', 'Make in India', and 'Skill India'. Thus, both counties can collaborate and develop next-generation technology solutions to overcome the common challenges.

India has a pool of talent and an educated workforce that needs to be prepared to take on the new technologies for a better future for the economy and society through entering the global market. There is immense potential for collaboration between both nations in various sectors. As strategic partners, India and Singapore need to strengthen bilateral ties to build a robust startup ecosystem.

SIIC ENGAGEMENT WITH SINGAPORE



SIIC ENGAGEMENT WITH SINGAPORE

Day 1

- Meeting with Dr. Nisha Kohli, Founder & CEO of Corpstage.
- Meeting with executive members from IIT Alumni Association Singapore (IITAAS).

Day 2

- Meeting with Mr. Farhan Firdaus Co-founder of Meet Ventures and Ms. Preeti
- Meeting with Mr. Jack Sim, Founder, of the World Toilet Organization.
- Meeting with Mr. Maneesh Tripathi, Vice-Chairman, Singapore Indian Chamber Dubey, Founder, and CEO, Strive High. of Commerce & Industry (SICCI).

Day 3

- Session Kochhar & Company and Hawksford Singapore Pte Ltd.
- Meeting with team Social Collider.
- Informative Session with BG Consultancy Pte. Ltd.
- Meeting held with Singapore Fintech Association (SFA).

Day 4

- Meeting with NTUitive officials.
- An informative session with Prof. Archan Misra, Professor, SMU.
- Meeting with (High commissioner of India) Shri. P. Kumaran.

DAY 1

1.1 Meeting with Dr. Nisha Kohli, Founder & CEO of Corpstage

Corpstage is a consultancy organization that assists businesses in successfully managing their ESG journey and generating long-term value assessments, training, strategies, implementations, and rating services.



Dr. Nisha Kohli, Founder & CEO of Corpstage

The day started with a meeting hosted by Dr. Nisha Kohli, Founder & CEO of Corpstage, and Other highlighted speakers, including Mr. Rahul Singh, President of the IIMB Alumni Association, and Mrs. Meeta Natrajan, Advisor RG International Investments Ltd.

The session began with an energetic pitching session by SIIC start-ups. Investors and evaluators conveyed valuable feedback and emphasized ways to persuade investors with better proposals and cues for pivoting growth in business collaboration. The discussion then moved on to the importance of environmental and social governance and accountability standards for global business performance and understanding ESG norms and statistics. The session concluded the valuable inputs from Dr. Kohli, who said that by utilizing innovations, these start-ups assist in resolving a wide range of societal issues and addressing SDGs with deep technology, which appears more motivating.



Meeting with Corpstage

1.2 Meeting with Senior Officials of People of IIT Alumni Association Singapore

The IIT Alumni Association Singapore (IITAAS) is a NON-PROFIT organization devoted to fostering and promoting the IIT brand equity in Singapore by establishing a network of IIT alumni. Despite being in its early stages, the IITAAS has been able to achieve several goals in a short time because of the passion and zeal of its members. Moreover, it aspires high and, as a result, wants even more power and support to achieve its full potential.



The delegation met with Mr. Avish Joseph, president of IIT Alumni Association Singapore. A brief discussion outlined the session by Dr. Nikhil Agarwal, CEO, SIIC, IIT Kanpur, who shared informative insights on the scope and prospects for enhancing technical innovation between India and Singapore. Furthermore, the start-up gave sector-focused pitching to VCs and investors.

The start-ups received positive responses from investors. The areas of interest expressed by investors are as follows:

- Mentorship.
- Further connects in the circle
- Invitation to further funding opportunities.
- Development of ideas and business models.

The delegates learned about the opportunities for Indian startups in business and investment through profound tech innovation. The meeting also addressed the future prospects, wherein both the countries are expected to demonstrate joint determination to 'build back better' in the innovation ecosystem in various domains.



Meeting at IT Alumni Association Singapore

DAY 2

2.1 Meeting with Mr. Farhan Firdaus Co-founder of Meet Ventures and Ms. Preeti Dubey, Founder, and CEO, of Strive High

Meet Ventures is a consulting firm that specializes in innovation. Their area of expertise is assisting MNCs and government bodies in working with start-ups in Southeast Asia.



Meet Ventures

The successful meeting was held with Mr. Farhan Firdus, Co-founder of Meet Ventures, focused on the technical business potential for India's startups and the session was intended on how startups can formalize business by entering the Singapore markets and a joint force under profound tech innovations, both countries will demonstrate through collective determination to "build back better" in the innovation ecosystem in various domains. Additionally, He also emphasized the launchpad initiative between SIIC, IIT Kanpur & Meet Ventures to leverage deep-tech such as Ed-tech, HR-tech, and many more.

The following discussion continued with Ms. Preeti Dubey, Founder and CEO of Strive High. She gave a unique view on understanding the core value propositions to build stronger pitches and cues for pivoting growth for investor connect in Singapore.



Mr. Farhan Firdus Co-founder of Meet Venture



Ms. Preeti Dubey, Founder & CEO of Strive High

2.2 Meeting with Mr. Jack Sim, Founder of the World Toilet Organization

World Toilet Organization (WTO) is a global non-profit committed to improving toilet and sanitation conditions worldwide. WTO empowers individuals through education, training, and building local marketplace opportunities to advocate for clean and safe sanitation facilities in their communities.



Mr. Jack Sim, Founder of the World Toilet Organization

The session was led by Mr. Jack Sim, Founder of the World Toilet Organization, and talked about many funding and investment opportunities available for start-ups in Singapore. He also encouraged entrepreneurs to implement SDGs in their business plans to foster global innovation that is sustainable and environmentally helpful. Additionally, Mr. Sim added the importance of using an ESG framework to assist entrepreneurs in building more substantial firms.



Start-ups delegation at SDG centre Singapore

2.3 Meeting with SICCI officials

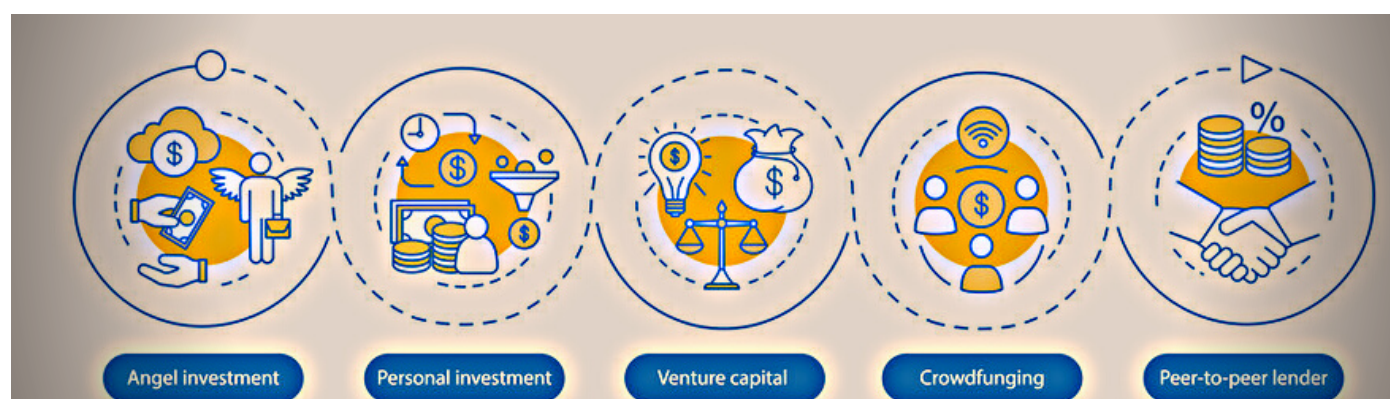
The Singapore Indian Chamber of Commerce and Industry (SICCI) is the country's leading commercial association for Indian companies in Singapore. With over 1000 members from various trades and industries, SICCI acts as a connector, facilitator, and advocate, assisting businesses in growing both locally and globally. The organization's goal is to give chances to Indian firms in Singapore, helping both local and foreign enterprises in reaching their full potential. SICCI aims to provide information, networking, and support services to help companies gain a competitive edge globally.



Singapore Indian Chamber of Commerce and Industry (SICCI)

The session was facilitated in the presence of Vice-Chairman Maneesh Tripathi, Singapore Indian Chamber of Commerce and Industry (SICCI). The discussion was outlined with the Start-up Incubation and Innovation Centre, IIT Kanpur delegates.

The informative session was held in the presence of Mr. Dinesh Singh, CEO of the Singapore Indian Chamber of Commerce & Industry (SICCI). The day witnessed the appearance of more than 20 investors mapped as per their sector inclination for business collaboration. The pitching proposition spanned an average of 15 min each. Intrigued by almost all the speakers, investors shared valuable feedback with the start-ups to build strong pitches, cues for pivoting growth and strategies to accelerate growth. The benefits of engaging with investors in Singapore were also discussed, as shown in the info-graphic below.



Highlighting Benefits of Investor Connect In Singapore

DAY 3

3.1 Visit the Kochhar & Company and Hawksford Singapore Pte Ltd

Kochhar & Co. is the preferred law firm for international organizations doing business in India, representing some of the world's most prestigious corporations from North America, Europe, Southeast Asia, and Japan, including 75 of the Fortune 500. The firm also advises several major and well-known Indian enterprises, including the Maharatna and Navratna conglomerates (Public Sector Enterprises).



Hawksford is a major provider of corporate, trust, and fund administration services, enabling clients in making the most of their business decisions and wealth by handling regulatory, financial, and tax compliance, corporate governance, and reporting requirements.



Kochhar & Company and Hawksford Singapore Pte Ltd

The third day began with a successful meeting with Kochhar & Company with Hawksford focussed on opportunities to formalize new business and identify challenges toward leveraging new opportunities creations. The speakers introduced the legal & compliance structure, the financial rules and policies for setting up a business or a partnership in Singapore, and how start-ups can contextualize the innovation in products/services in the new market. Additionally, the session continued with identifying friction zones that further feed the innovation in new opportunities in business. Speakers also shared the four key benefits of new business formalization in Singapore.

- A robust economy.
- A well-functioning government that is free of red tape or corruption.
- An efficient process for incorporating and running a new company.
- No restrictions on repatriation of profits or import of capital.

During the meeting, start-ups interacted with the country's transparent legal system and efficient cost-effective incorporation process.

3.2 Meeting with Social Collider

The Social Collider is a collaborative, co-working, and co-innovation facility in the center of Singapore's tech industry for impact organizations.



An interactive session with Social Collider

Social Collider hosted another insightful session for the delegates. During the discussion, Mr. Aldrin Tee of ThinkShiftDesign, Mr. Russ Neu of Social Collider, and Mr. Nitin Jain of GrowAsia collectively shared their valuable insights on how Indian businesses might explore potential partnerships and funding options in Singapore. Strengthening the funding ecosystem for research-based start-ups is imperative to effect sustainable growth in entrepreneurship-based activities. These collaborations shall give access to global best practices, which can then be customized to suit the Indian context, he added.

The speakers demonstrate an interest in working together with SIIC IIT Kanpur in the future to foster innovation and entrepreneurship in India and Singapore.

3.3 Meeting with BG Consultancy Pte Ltd

BG consultancy is a well-established firm that deals with a wide range of business difficulties using extensive technical knowledge and previous practical experience. They also deliver the best expertise to their clients, even in the most difficult situations. With each endurance stride that this organization has taken, and always given its all envisioned soaring and reaching new heights.



Meeting with BG consultancy

The session started with an informative discussion with Mr. Jack Ayyappan on Business implementation in Singapore, which included understanding various benefits like low taxes, solid infrastructure, strong government backing, and strategic proximity in the Singapore business environment. For an entrepreneur, having a world-changing creative idea is a great thing. However, it is equally important to figure out a way to action and convert that idea into a viable business. In Singapore, a corporate entity is the most common vehicle for an entrepreneur to launch and execute their vision. For the new venture to be successful, an entrepreneur must ensure that the corporate entity is established properly and promptly, he added.

Moving further, Mr. Narayana Mohan, SICCI's Past Chairman, shared his views on the multiple legal and financial declarations required for corporation registration and IPR rights over the formation of new companies in Singapore.

3.4 Meeting held with Singapore Fintech Association (SFA)

The Singapore Fintech Association (SFA) is a non-profit organization dedicated to fostering collaboration among all market participants and stakeholders in the FinTech ecosystem. They propose to be a useful platform for members to interact with a variety of stakeholders to find answers to problems.



The session started with Mr. Reuben Lim, CEO of SFA, who gave insight into the ASEAN fin-tech landscape and foremost funded fin-tech sectors. Singapore, Southeast Asia's financial hub, has become a magnet for fin-tech start-ups. With the large Asian market so near at hand, the fin-tech market is increasing rapidly by creating numerous opportunities for investors, entrepreneurs, and developers in the financial services industry. The strategic importance for enterprises to develop cutting-edge technologies and services in various aspects such as IoT, artificial intelligence, and blockchain. This disruptive technology has brought a significant change in creating new market structures in developing countries.



Meeting with Singapore Finetech Association

DAY 4

4.1 Mr. David Toh, CEO, NTUitive gave a presentation the on the journey of technology-intensive startups

NTUitive Pte Ltd is Nanyang Technological University's innovation and business company, as well as a wholly-owned subsidiary (NTU Singapore). NTUitive is responsible for handling the University's intellectual property, promoting innovation, fostering entrepreneurship, and facilitating research commercialization.



The Plenary and thematic sessions focused on the licensing philosophy and strategies for collaboration with NTUitive. He also shared his view on the challenges of the commercialization gaps in Singapore. The Startup delegation shared their kind gratitude to Mr. David Toh, CEO NTUitive, for enlightening the innovators and the leading team with a thorough presentation about technology-intensive startups' journey, the licensing philosophy, and strategies for collaboration with NTUitive. The delegation considered the production extremely instructive.



An Interactive Meeting with Mr. David Toh, CEO, NTUitive

4.2 Another brainstorming session was held with Prof. Archan Misra, Professor, SMU

The Singapore Management University (SMU) is a leading university in Asia, with a reputation for world-class research and outstanding teaching. SMU's objective, which began in 2000, is to produce broad-based, creative, and entrepreneurial leaders who will prosper in the global economy through cutting-edge research.



The session enlightened by Prof. Archan Misra, Vice-Provost, SMU, shared his insight that R&D and innovation can create a source of revenue and surge of growth for the firm. appropriate utilizing the best deep tech and resources in the management expects R&D facilitation to build innovation that will take the new business to new heights.

The delegation also interacted with the entrepreneurs incubated with SMU and discussed various opportunities in deep-tech, health-tech, rural-tech, e-commerce, and smart-city development. The active exchange of information and ideas was another essential agenda of the delegation that was successfully achieved.



Meeting with Singapore Management University

4.3 Meeting with (High commissioner of India) Shri. P. Kumaran

The High Commission of India abides set forth by India's foreign policy, which is determined by the Ministry of External Affairs, as well as the rules and regulations of the Indian government that apply to it in administrative, commercial, consular, and cultural affairs.



High Commission of India
Singapore

The session was facilitated in the presence of the Hon'ble High Commissioner of India, Shri. P. Kumaran, and Deputy High Commissioners of India Hon'ble Siddhartha Nath. The delegation met with the team and discussed the various opportunities for Indian startups to develop their business in the new market, build collaborations across borders, and provide need-based technology and innovation solutions to India to meet the development challenges of both nations.

His team highlighted the potential for Indian innovators and entrepreneurs to partner with Singapore firms and investors after Dr. Nikhil Agarwal emphasized a few proposals that Hon'ble Kumaran appreciated.



Meeting with officials at High commissioner of India Singapore

KEY TAKEAWAYS

The delegation aimed to engage with investors and businesses for their technology evaluation and growth, with measurable impact by encouraging Indian budding start-ups to establish and grow sustainable market-driven companies through technology and innovation in the new market. By interacting closely with various Singapore-based investors, the Indian start-ups have explored numerous opportunities for expansion in existing markets or new geographies for product launches by deep tech.

The delegation has adhered to the established principles to maintain authority and ensure that the intended result is worthy in these regards. delegation interacted with various VCs and investors, partnering to achieve new business growth goals, and received different positive responses from investors.

Following are the key takeaways of the delegation to create a robust bilateral relationship between India and Singapore.

- A launchpad initiative between SIIC, IIT Kanpur with various business affiliates such as SICCI, Meet Ventures, Social Collider, and other organizations will be formed soon.
- Start-ups pave the way for research collaboration with investors in the emerging areas of science and technology developments.
- Various significant opportunities for corporate expansion in Southeast Asia through collaboration.

PRESS RELEASE/SOCIAL MEDIA COVERAGE SNIPPETS

- <https://timesofindia.indiatimes.com/city/kanpur/siics-business-delegation-sent-to-singapore/articleshow/91605786.cms>
- <http://www.iitk.ac.in/new/siic-is-sending-delegation-to-singapore>
- <http://www.uniindia.com/iit-kanpur-s-siic-is-sending-delegation-comprising-16-of-its-incubated-startups-to-singapore/business-economy/news/2733100.html>
- <https://upjobsnews.com/siic-siics-business-delegation-sent-to-singapore-kanpur-news-more-news-here/>
- <https://eng.ruralvoice.in/technology-16/iit-kanpur-partners-singapore-to-enrich-indian-start-up-ecosystem.html>



Indian - Singapore Participation in the Delegation given in Annexure I & II

Indian Participation Annexure I

Sr. No.	Name of the Team Member	Start-up Name
1	Mr. Ankit Patel, M. Achin Agrawal, Yash patel	Acquafront Infrastructure Pvt Ltd
2	Mr. Hardik Tarpara	Arishti Info Labs Pvt Ltd
3	Dr. Madhu	Bespoke health Pvt Ltd
4	Mr. Akshat Srivastava, Mr. Guddu kumar	Campus Haat Solutions Pvt Ltd
5	Mr. Yash Bharadwaj, Mr. Manish Gupta	Cyberwarfare R&D Pvt Ltd
6	Mr. Nishant Nag, Mr. Alok Gautam	Dilaton Technologies Pvt Ltd
7	Mr. Mannar Mannan	Durmeric Naturaceuticals Pvt Ltd
8	Mr. Anup Ganguly	Farmology (Surobhi Agro Industries Pvt. Ltd
9	Mr. Vikram Rastogi, Bharat Bhushan	Hacklab Solution Pvt. Ltd
10	Mr. Manas Agrawal, Divyanshu Tripathi	Nishkam Technology Pvt Ltd
11	Mr. Arjun Bhaskaran	OPT-Cyber Security Solutions Pvt Ltd
12	Mr. Rohit Anand, Saket Anand	Rosa Technology Pvt Ltd
13	Mr. Taranpreet Singh	SleepLabs (Brookshire Pvt. Ltd.
14	Mr. Nandakishore Harikumar	Technisanct Pvt Ltd
15	Mr. Prasoon Sharma	Worker Union Support- Pradivya software Pvt Ltd
16	Mr. Nitish Kundu	Xten Networks India Pvt Ltd

Singapore Participation Annexure II

Sr.no	Orgainsation	Key Person	Designation
1	High Commission of India	Hon'ble P. Kumaran	High Commissionerr of India
2	High Commission of India	Hon'ble Siddharha Nath	Deputy High Commissioner of India
3	NTUitive Pte Ltd	Mr. Ashwin T. Chari	Director, Venture Building
4	NTUitive Pte Ltd	Mr. David Toh	Chief Executive Officer
5	NTUitive Pte Ltd	Mr. Srinivasan Thirumalai	Deputy Director
6	NTUitive Pte Ltd	Mr. Ashwin T. Chari	Director, Venture Building
7	SICCI	Mr. Dinesh Singh	Chief Executive Officer
8	Singapore Management Uni.	Prof. Archan Misra	Professor
9	Singapore Management Uni.	Mr. Christine Teo	Senior Associate Director
10	Singapore Management Uni.	Mr. Venkat SN	Adjunct Faculty
11	Singapore Management Uni.	Ms. Gabrielle Tan Lay Khim	Assistant Director
12	Singapore Management Uni.	Ms. Susan Tan	Assistant Director
13	Singapore Management Uni.	Mr. Jay Chandran K	Senior Manager
14	ALTRIA CAPITAL	Mr. Lincoln Kwok	Chief Compliance Officer
15	BG Consultancy Pte Ltd	Mr. Ayyappan. J (Jack), MIPA, AFA	ISCA Professional Business Accountant
16	Hawksford	Mr. Dario Acconci	Managing Director
17	Hawksford	Mr. Hamida Sultan	Business Development Manager
18	HHWT	Mr. Mikhali Melvin GOH	Co-Founder
19	INTERCORP	Mr. Kelvin Koh	Chief Executive Officer
20	JCL Engineering Pvt. Ltd.	Mr. Will Tan	Strategy Manager
21	MAPIC	HL Brandon Tan	Investor Manager
22	Quahe Woo & Palmar LLC	Mr. Lau Kiat Wee	Director
23	SFA	Mr. Reubem Lim	Chief Operating Officer
24	SGD Connect	Mr. Guru Krishnan	Senior Media Director
25	STADA	Mr. Vasanth Sankaran	Director
26	Strive High Pte Ltd	Ms. Preeti Dubey	Founder & CEO
27	Tam Yao Technologies	Mr. Will Tan	Marketing Director
28	The Right Company	Mr. James Sundram	Founding partner
29	Think Shift Design	Mr. Aldrin Tee	Founder & Partner

Dr. Nikhil Agarwal

CEO
FIRST, IIT Kanpur
& AIIDE, CoE

Mr. Rahul Patel

Vice President
Strategic Initiative,
FIRST, IIT Kanpur

Mr. Mohnish Ahuja

Assistant Manager, Investment
mohnisha@iitkfirst.com
+91-8437579536

Mr. Prasanjeet Sinha

Assistant Manager, International Affairs
prasanjeets@iitkfirst.com
+91-736961084

Startup Incubation and Innovation Centre, IIT Kanpur



SIBDI Building, Sixth Avenue, IIT Kanpur,
Kalyanpur Kanpur Nagar, Uttar Pradesh,
India - 208016

FIRST Innovation Hub, IIT Kanpur
Outreach Centre, C-20/1A/B Block C, Sectors-62,
Noida - 201309



siic@iitk.ac.in



+91 0512 259 7979



www.siicincubator.com

