



# Kerala Startup Mission Annual Report 2020-21



"ഭരണഭാഷ- മാതൃഭാഷ"



കേരള സർക്കാർ



സംഗ്രഹം

ഇലക്ട്രോണിക്സ് & വിവര സാങ്കേതിക വിദ്യാ വകുപ്പ് - കേരള സ്റ്റാർട്ടപ്പ് മിഷന്റെ 2019-20, 2020-21 വർഷങ്ങളിലെ വാർഷിക റിപ്പോർട്ടുകൾ അംഗീകരിച്ച് ഉത്തരവ് പുറപ്പെടുവിക്കുന്നു

ഇലക്ട്രോണിക്സ് & വിവര സാങ്കേതികവിദ്യാ (ഐ.ടി. സെൽ) വകുപ്പ്

സ.ഉ.(സാധാ) നം.34/2022/ITD

തീയതി, തിരുവനന്തപുരം, 24-02-2022

പരാമർശം:- കേരള സ്റ്റാർട്ടപ്പ് മിഷൻ സെക്രട്ടറി & രജിസ്ട്രാറുടെ 04.02.2022 ലെ KSUM/86/2022 നമ്പർ കത്ത്.

ഉത്തരവ്

കേരള സ്റ്റാർട്ടപ്പ് മിഷന്റെ ഇതോടൊപ്പം ഉള്ളടക്കം ചെയ്തിരിക്കുന്ന 2019-20, 2020-21 വർഷങ്ങളിലെ വാർഷിക റിപ്പോർട്ടുകൾ അംഗീകരിച്ച് ഉത്തരവ് പുറപ്പെടുവിക്കുന്നു.

(ഗവർണ്ണറുടെ ഉത്തരവിൻ പ്രകാരം)

എൻ സി സന്തോഷ്  
അണ്ടർ സെക്രട്ടറി

ഉത്തരവിൻ പ്രകാരം

**Signed by Sajeev K**

**Date: 26-02-2022 10:33:40**

സെക്ഷൻ ഓഫീസർ

ചീഫ് എക്സിക്യൂട്ടീവ് ഓഫീസർ, കേരള സ്റ്റാർട്ടപ്പ് മിഷൻ, ടെക്നോപാർക്ക്, തിരുവനന്തപുരം.

പ്രിൻസിപ്പൽ അക്കൗണ്ടന്റ് ജനറൽ (ആഡിറ്റ്) കേരള, തിരുവനന്തപുരം.

പ്രിൻസിപ്പൽ അക്കൗണ്ടന്റ് ജനറൽ (എ & ഇ) കേരള, തിരുവനന്തപുരം.

വെബ് & ന്യൂ മീഡിയ, വിവര പൊതു ജന സമ്പർക്ക വകുപ്പ്.

ഓഫീസ് കോപ്പി / കരുതൽ ഫയൽ.

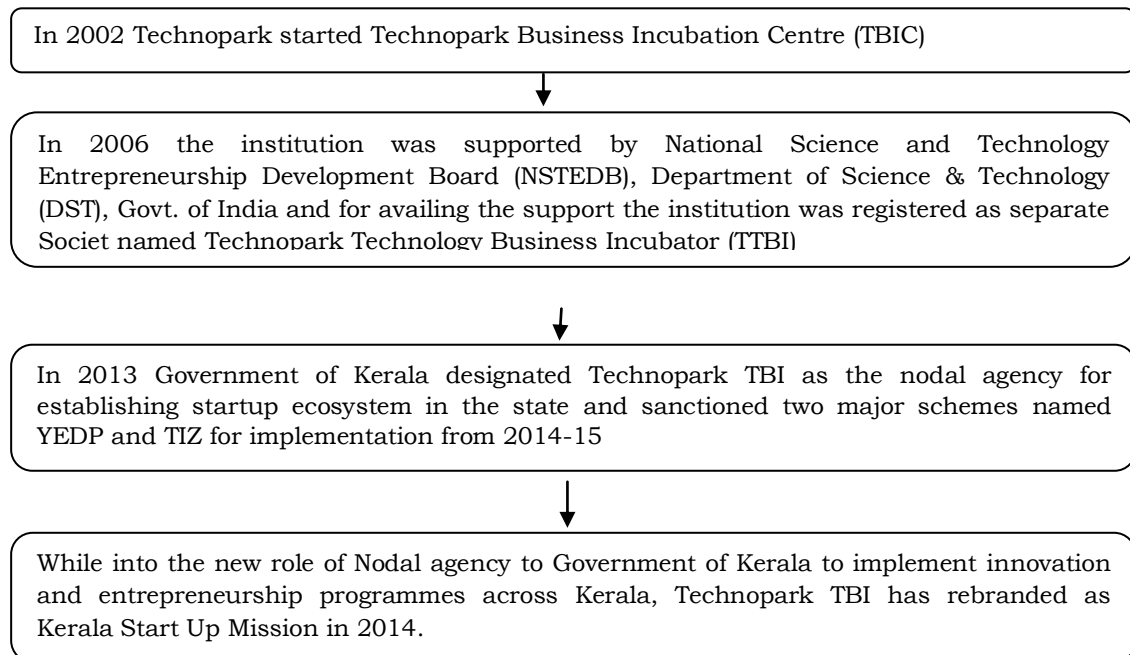
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## Introduction

Kerala Startup Mission (K-SUM) has been fast-tracking the start-up boom amongst the youth entrepreneurs in Kerala. K-SUM has been instrumental in many ways to create a successful springboard for the entrepreneur community to experiment their innovative technology product ideas and to come up with a new generation of promising startups. The organisation has a prominent role in contributing several good startups and in creating a congenial entrepreneurship ecosystem that enhances the nation's startup ecosystem in 2020-21. The activities of K-SUM are adhering to the Technology Innovation & entrepreneurship sub policy of IT policy 2017 declared by the State Government to promote youth entrepreneurship. K-SUM being the nodal agency for implementing the startup policy, implementing various schemes for achieving the goals in the Policy. The various schemes cover a broad range of youth entrepreneurship promotion right from schools, colleges and to professionals.

## Chronicle



## Governing Body

K-SUM is headed by its Chief Executive Officer, Sri Tapan Rayaguru (Dr Saji Gopinath was the CEO up to 16.09.2020 and thereafter Shri Sasi Pilacheri Meethal, CEO, Technopark was holding the additional charge of the CEO till Shri Tapan Rayaguru takes charge on ..... . The activities of K-SUM are managed and monitored by the Executive Committee, while formation of policy and the overall performance of the organisation are guided by the Board of Governors.

## Board of Governors

1. Chief Minister of Kerala- Chairman
2. Minister for Electronics & IT, Kerala- Vice Chairman
3. Principal Secretary/Secretary, Electronics & IT
4. Principal Secretary/Secretary, Industries
5. Principal Secretary/Secretary, Science & Technology
6. Principal Secretary/Secretary Agriculture
7. Principal Secretary/Secretary, Higher Education
8. Principal Secretary/Secretary, Finance
9. Chief Executive Officer, Kerala IT Parks

10. Vice Chancellor- APJ Abdul Kalam Technological University
11. Managing Director, KINFRA
12. Representative of NSTEDB
13. The Director, EDII Ahmedabad
14. Shri. S Gopalakrishnan, Vice Chairman, Infosys
15. Shri. Ajay Kumar IAS, Secretary (Defence) Government of India
16. Shri. Harish Krishnan, MD (Public Affairs & Strategic Engagements), CISCO India & SAARC
17. Shri. Sanjay Vijayakumar, Co-Founder & CEO, Pupil First & Former Chairman Startup Village
18. Shri. Jeby Cherian, Former Managing Partner, IBM Global Business Services, India & South Asia
19. The Chief Executive Officer, Kerala Startup Mission

### **Executive Committee**

1. Secretary, Electronics & Information Technology Department - Chairman
2. Principal Secretary. Finance (Expenditure) Department
3. Principal Secretary, Higher Education Department
4. Director, Kerala State IT Mission
5. Managing Director, KINFRA
6. Chief Executive Officer, Kerala Startup Mission
7. Director, IIITM-K
8. Chief Executive Officer, Technopark
9. Managing Director, KSITIL
10. Director ICFOSS
11. Representative of Bharath Petroleum Corporation Limited
12. Secretary-Registrar, Kerala Startup Mission

### **Location**

- Head office & incubator – Thejaswini Technopark Trivandrum
- Electronics Accelerator at CDAC building, Technopark, Trivandrum
- Fab Lab – IIITM-K building Technopark Trivandrum
- Sub Office, KSUM incubator, Scaleup Space, Super Fab Lab – Integrated Startup Complex, Technology Innovation Zone, Kalamassery Ernakulam.
- Incubator – ULCyber Park, Kozhikkode
- Open innovation centre – District Panchayath office building Kasargod.
- Palakkad Incubation Centre for Startups, Government Polytechnic College, Palakkad

### **Information Technology policy**

The Government of Kerala has announced Information Technology Policy as per G.O.(P) No. 9/2017/ITD dated 30.06.2017. The IT Policy contains the Kerala IT Policy Framework and 9 sub policies. The Sub policy No. 7 deals with the Innovation and Entrepreneurship Policy.

The Kerala Startup Mission has been designated as the Nodal Agency of Government for implementation of the Innovation and Entrepreneurship.

For implementation of the component of the IT Policy entrusted with the Kerala Statrup Mission, Government have sanctioned two major schemes namely Youth Entrepreneurship and Technology Innovation Zone for the year under discussion.

## **Schemes**

The Schemes sanctioned to the Kerala Startup Mission (KSUM) for the year 2020-21 are:

- 1) Youth Entrepreneurship
- 2) Technology Innovation Zone

### **SCHEME 1: Youth Entrepreneurship**

The main objectives of the Youth Entrepreneurship scheme are:

1. To strengthen the Startup Eco System to support Industrial growth of Kerala.
2. To address the ecosystem development challenges – Enterprise, Market, Product, Knowledge, Idea, Culture
3. To promote technology-based entrepreneurship activities from the school / college level and create an entrepreneurial ecosystem in the state.
4. Create the infrastructure and environment required for promoting entrepreneurial activities.
5. To implement industry institute linkages which shall foster in building an entrepreneurial culture in Kerala.
6. Promote research and development activities among the students / professionals in the state.

The Youth Entrepreneurship is a continuing scheme, which was first introduced through the State budget for FY 2014-15. The scheme was continued with slight modification in previous years and in the year under discussion. The components for the year 2020-21 are as follows:

1. Evangelisation Support
2. Incubators
3. Knowledge/ Skill Development
4. Accelerators
5. Funding & Enterprise Development
6. Productisation/ Marketing
7. Exchanges & Global Immersion
8. Women Entrepreneurship & Startup Program

The subcomponents of the above components are given below:

#### **I. Evangelisation Support**

1. Student Marquee Startup Support Program
2. Community Grants
3. Fellowship
4. New IEDC's
5. Grant to Existing IEDCs
6. Workshops in Colleges
7. IEDC Summit
8. Maker/Design Fest
9. Technology & Startup Evangelisation Roadshows

#### **II. Incubators**

1. New Technology Incubator
2. Scaleup Spaces for Startups
3. Startups Support Services
4. Operational Grant to Incubators, Technolodges

### **III. Knowledge/ Skill Enhancement**

1. CoE in Design/Robotics/AI etc – Establishment of centre of Excellence
2. Manufacturing Ecosystems
3. Super Fab & Main Fab/ Mini fab/etc – Fablabs
4. Knowledge Pogrammes - MDP's, mentoring, Workshops, knowledge programs, Deep Dive Reports, etc

### **IV. Accelerators**

1. Support to Accelerators (Establishment of Accelerators)
2. BRINC Operational Support – Operational Expenses

### **V. Funding & Enterprise Development**

1. IT Systems
2. Grant to innovative ideas
3. Seed Loans
4. Equity Through SEBI Accredited Funds
5. Patent Support to startups
6. Startup Market Access & Networking Programs
7. KSUM Collaboration & Brandings

### **VI. Productisation / Marketing**

1. Produstisation & Scale up Grants / R & D Grant
2. Marketing Support
3. R & D Connect/ Upgradation of Tech. Comm. Platform
4. Startup Product Expos

### **VII. Exchanges & Global Immersion**

1. International Business Connect
2. Exposure Programmes

### **VIII. Women Entrepreneurship & Startup Program**

1. Kerala Women in Nano Startup Programs (KWINS)
2. People with Special Ability

## **SCHEME 2: Technology Innovation Zone**

### **Incubation infrastructure development fund**

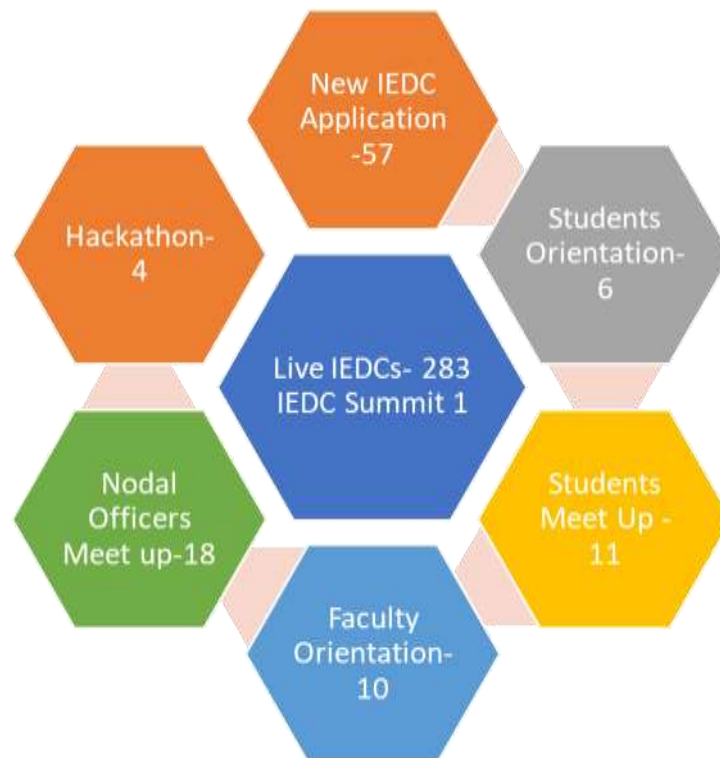
The Scheme for providing infrastructure facilities required for the establishment of better startup ecosystem.

### **Activities and Programs for implementation of the schemes**

The youth entrepreneurship scheme has been implemented during the year through various activities and programs. The main activities and programs under each component are detailed below:

## Evangelisation

### Innovation & Entrepreneurship Development Center (IEDC)



### Major IEDC Activities:

#### IEDC SUMMIT 2021

Kerala Startup Mission (KSUM) organized the fifth edition of the IEDC Summit 2021, Asia's Largest Virtual Aspiring Student Entrepreneurship Summit with the theme "Innovations and Creativity in Time of Crisis" from 28-30 January 2021 in association with Adishankara Institute of Engineering and Technology. IEDC Summit is an avenue for the aspiring student Entrepreneurs and innovators across the globe in which students get an opportunity to experience the technological diversities and advancements through a series of technology track events, brainstorming sessions, interactive community meet ups and product exhibitions.

The program had incorporated various virtual experiences which brought in an immersive effect on all the visitors of the event. The 3-day program was totally a secure and engaging event with a very novel experience for each participant.

The inauguration of the event was done by Sri T.K. Jose IAS, Additional Chief Secretary to Government and in the closing ceremony winners of challenges, hackathons and entertainment events were also announced.



*Inauguration of IEDC Summit 2020*



## IEDC Webinar Series - Inspire2innovate(I2i)

Kerala Startup Mission has organised a 21-day webinar series for the student champions in three major areas – Innovation, Technology, and Entrepreneurship from April 7th- April 27<sup>th</sup>, 2020.

Inspire2Innovate is conceived to engage the student community during the lockdown period due to Covid 19. Every webinar was 40min knowledge packed interactive session where key speakers including Startup founders, Academicians and Industry Leaders had share their knowledge & experience. We have collaborated with 21 IEDCs to co-host the webinar series.

Date wise   Session wise   Participation Snapshot				
Days	Date	Session	Speaker	Candidate Count
Day 1	7thApril2020	The Art of Innovation	Arun Surendran, Principal, Trinity College of Engineering and Technology	496
Day 2	8thApril2020	Need of skill training & student startup ecosystem	Santhosh Kurup , CEO ICT Academy Kerala	227
Day 3	9thApril2020	The Entrepreneurial journey	Nivedha R.M, Founder - TrashCon	390
Day 4	10thApril2020	Social Innovation and Sustainability	Robin Tommy - Incubation Lab Head, TCS	386
Day 5	11thApril2020	Embracing the Future: Innovation & Disruption	Dr Saji Gopinath, CEO KSUM	490
Day 6	12thApril2020	Zero to One - Startup Founder perspective	Vimal Govind MK, Co-Founder,CEO & Product Architect, Genrobotic Innovations	490
Day 7	13thApril2020	Leveraging Technology for Financial activities	Thomson Skariah, Chief Evangelist, Rapidor	252
Day 8	14thApril2020	Prototyping as a Process	Labby GeorgeSenior Fellow - Product Marketing, KSUM	228
Day 9	15thApril2020	Art of Story telling	Anisha Cherian Director - Chemmanur Academy &Systems	269
Day 10	16thApril2020	Acquisition story of a startup	iofin Joseph GM,FullContact Inc.	201
Day 11	17thApril2020	Technical prototyping Platforms- Fab Labs	Nadeem Ahmad - Technical Officer, Fablab & Research KSUM	219
Day 12	18thApril2020	How to market a SaaS Product?	Samjad Mooppan Co Founder - Spiraldesk	171
Day 13	19thApril2020	Scope of Fintech Innovations	Deena Jacob, Building Open - Digital banking Service for SMEs and Start-ups	139
Day 14	20thApril2020	Digital Marketing strategies	Ajay S Nair, Founder & CEO, Fresh Mind Ideas	157
Day 15	21stApril2020	My Startup Journey- Women in Entrepreneurship	Ganga Raj Co Founder & Director Wellness, I Love 9 Months	246
Day 16	22ndApril2020	Role of Future Technologies	Nikhil Chandran, Tiltlabs	69
Day 17	23rdApril2020	Basics of Startup Funding	Robin Alex Panicker Chief Product Officer - Finotes	163
Day 18	24thApril2020	The Entrepreneurial journey	Afsal Salu Co-Founder & CEO BestDoc Technology Private Ltd	112
Day 19	25thApril2020	Community Engagement & Tech Learning in Campuses	Moosa Mehar MP - Co-Founder - TinkerHub	134
Day 20	26thApril2020	Embracing the Future: Innovation & Disruption	Subish Ram, Director , Automation Leader - Enablement Services, EY	61
Day 21	27thApril2020	My Story	Shihab MuhammedFounder & CEO Survey Sparrow	75
				4975

Each webinar had one IEDC as the co-host for the session and an average of 250 attendees for each talk.

## IEDC Programme Handbook

An IEDC plays a major role in identifying the potential entrepreneur, right from the college level and nurture the talent and it undergoes multiple phases during its journey from identifying right students, right idea to growth and sustainability of the idea, team and IEDC. The Handbook for Nodal Officers of IEDC is created which highlights the major aspects of the preparatory and development phases of an IEDC and an IEDC Member journey.

## Compendium of Innovations at the Time of Corona

We have collected the details of Institutional Innovations from young minds across the state to provide them an exciting opportunity to showcase their innovations during the Covid period. The best Student innovations across the stage that have got potential usage in the current covid scenario will be showcased in the IEDC Virtual Innovators Meet & Expo 2020 held on 6th July 2020.

## IEDC – restructuring Brainstorming Session.

It was felt the need to redesign IEDCs in the context of changing world scenario. The lock down period was used successfully to interact with Nodal officers and student leads to get their insights and views related to. Seven such virtual focussed group discussions were organised out of which five were exclusively with Nodal officers. The sessions emphasized the need to move cluster based IEDCs and virtual IEDCs taking advantage of the technology advancement.

## Innovation and Entrepreneurship Development Center (IEDC) Industry Minor Programme

Govt: of Kerala has approved Industry Minor Programme for B Tech students, offered by prominent academic, research and industry organizations. Industry Minor is a supplementary programme that permits engineering students to engage and explore the many facets of industry, research, or academic institutions through a series of cutting-edge flagship subjects,

being offered by these institutions. The design, pedagogy, delivery, and evaluation of these courses are different from the conventional process. The Industry Minor Programme is being offered over and above the minimum graduation requirement credits for students, they are chosen by students based on their discretion.

#### **Technical workshops in Future Technologies for Student Innovators**

Startups in Kerala are stretching their limits as they focus more on future technologies and finding solutions for problems in ways not experimented before. World of work is rapidly changing because of the technology innovation and good entrepreneurship cannot happen without the right skill and is more relevant in the era of Industry 4.0 and recognizing this fact, IEDC gives ample thrust to empower its student members with relevant skill sets. In this context, IEDC Technical workshops in Future technologies are envisaged to empower students to get exposure to the emerging technologies and thereby provides opportunity to identify his/her technology interest inventory. IEDCs will organise a day long technical skill appreciation workshop in Future Technologies. 45 IEDCs have applied for the same and selected **20 colleges** for the implementation.

#### **Startup Bootcamps for Student Innovators**

The Innovation and Entrepreneurship Development Centres (IEDC) are platforms set up mainly in Engineering, Arts & Science Colleges and Polytechnics with an aim to provide students an opportunity to innovate and experiment. IEDCs works as the first launch pad for a student's entrepreneurial journey and provides them with access to cutting edge technology, world class infrastructure, high quality mentorship, early risk capital and external connects. IEDC Student leads play a major role in organizing and leading the innovation and entrepreneurial activities in the respective institutions. Though a lot of innovators enter the world of innovation through IEDCs, success of converting these innovators as startups is not successful due to various reasons. It is on this context, KSUM envisages a **two-day startup bootcamp** exclusively for student innovators. These bootcamps are designed to clear doubts regarding setting up of startups and help them to finetune their ideas. At the end of the bootcamps, student innovators would be able to have a deeper understanding about the nuances of startup functioning and have a solid idea to take it forward.

#### **Orientation Program for IEDC Nodal Officers and IEDC Handbook and IEDC Logo Release**

The objective of the orientation was to give the Nodal Officers the idea of Innovation and Entrepreneurship Development Centres (IEDCs) on 19<sup>th</sup> August 2020. The Participants Profile included Nodal Officers of 226 IEDCs where Redesigning IEDCs in the Era of Disruption-Innovation, Technology & Entrepreneurship was discussed by Dr. Saji Gopinath, CEO Kerala Startup Mission. The new structure of IEDC was explained and mentioned about a portal which will make the life of all stakeholders easier. The Evolution of IEDC - Then & Now, Positioning IEDC - An Innovation driven Learning Platform, Future of IEDC - Physical IEDCs, Virtual IEDCs, Cluster IEDCs, Expected Outcome from IEDC - A Test Drive Platform & Pipeline of Startups. The Programmes & Initiatives were discussed by the Project Director, Mr. PM Riyas. and the programme also covered the topics of who are the Innovators & the Change Makers, what is an IEDC and what is expected out of each IEDC, Role of KSUM, How does an IEDC works, Roles & Responsibilities as a Change Maker (Nodal Officer) were discussed in depth. IEDC Handbook 2020 for Nodal Officers has been designed by incorporating all the elements and activities to be done in an IEDC as a reference book. This is a playbook for anybody who is interested in knowing the nature of IEDC and activities to be done. The handbook was released during the Orientation Program for IEDC Nodal Officers.

#### **INNOVATE Portal - Management Support System for IEDCs**

A portal for IEDCs has been designed by KSUM for managing the activities and understand the student startup requirements. Presently, KSUM has 281 colleges under IEDC and student innovator count of all these year and real time Student stratus details from these institutions were not known. Hence portal was designed with the support of an KSUM incubated startup which will provide Student wise & Institution wise profile, Schemes that are rolled out in IEDCs, Activities under each IEDC, Mentors, Fund details, Startups sprouted, Quality Assurance, Evaluation and Monitoring of IEDCs, Accreditation Process, Idea to IP etc. The

Portal is released to the IEDC nodal officers, and the nodal officers are getting acquainted with the IEDC Portal.

### Young Innovators Program by K-DISC

YIP is an innovation program by KDISC to scout student innovations from schools / colleges and handhold them to give an immersive learning experience in product development. The YIP is implemented by KSUM in 2018 (fully) and 2019 (partially). KSUM's role on YIP 2020 is to support the initiative from an advisor perspective and empower the Program Executive of KDISC to run YIP 2020.

### KSUM-Wadhvani Webinar Series

A webinar series was organised to support MSMEs and Startups with the support of Wadhvani Foundation.

Sl no:	Date	Webinar Topic	Total Participant Count
1	11th April 2020	Doing Business in the New Normal	219
2	18th April 2020	Innovations in Logistics & Supply Chain Management	134
3	25th April 2020	Smart Finance	157
4	2nd May 2020	Jump Starting (Your Factory ) after the breakdown	180
5	9th May 2020	The New Retails - Trends, Behaviours and Strategies	207
6	16th May 2020	Sharing the PLE - Supply Chain Management	144
7	23rd May 2020	SME Loans and Financing - ATMANIRBHAR Bharat	312
8	30th May 2020	Business Re-modelling for Technology Companies	245
			1598

### Panel Discussion: Surviving the Unsettling Times: What next for Startups?

KSUM in association with TiE Kerala organised a virtual panel discussion on 'Surviving the Unsettling Times: What next for Startups?' on 3rd April 2020. 170 participants joined for this panel discussion.



### Masterclass with Wadhvani Foundation for Student Innovators

KSUM organized the Student Innovators' Meet on 25th July 2020. A masterclass on Innovation & Entrepreneurship for selected innovators was organized as part of the meet. The programme was hosted by Wadhvani Foundation and post the event an orientation for the students in foundation and advanced entrepreneurial skillset courses were offered and an orientation for the same to students were discussed to be held in the month of August 2020. The masterclass was attended by 40 students.

Speaker: Mr. Raj Bhat, Practise Head - Entrepreneurship Education, Wadhvani Global University at Wadhvani Foundation

The speaker presented Building a Sustainable Business Model for Business quoting relatable examples. Discussed examples, difference between Innovator and Inventor, being an innovator - How to see the possibility of businesses were the key topics discussed.

**Managing Virtual Offices - Opportunities/Challenges & Maximizing Employee Productivity Remotely by Nataliya Wiedemeyer, Dubai**

As the COVID-19 pandemic has pushed companies around the world into a work from home (WFH) mode, KSUM and TiE Kerala has organised a webinar to address the challenges of remote work and give a comprehensive yet pragmatic set of tips, tools, and examples for a successful transition to this new environment on 1st April 2020.

Speaker: Nataliya Wiedemeyer (Founder, Virtual Team Heroes, Dubai)

**Ask Any Questions Session**

Hosted first Ask Any Questions with Principal Secretary, Electronics & IT and Chief Executive Officer, Kerala Startup Mission. The session was organised on 16th April 2020. 180+ participants joined from different places for this 'AAQ' and cleared their doubts with speakers.

**Techstars Global Startup Weekend Online India Edition**

How 1000+ Inventors, Developers, and Entrepreneurs all over India came together to tackle COVID-19 at Techstars Startup Weekend COVID-19. For the first time ever, Techstars, the global platform for investment and innovation, hosted a Global Online Startup Weekend series, "Unite to Fight COVID-19." India was one of more than 70 countries around the world participating in this important event. Team Global Startup Weekend India - COVID-19 had a massive, brilliant 54-hour weekend event from 17th April 2020 to 19 April 2020. Participants from all parts of India worked together from their homes to tackle the challenges presented by the pandemic.



The top 20 teams from around the world can go on to participate in a Techstars Innovation Bootcamp experience and get 10,000\$ in funding from Differential Ventures. The event had 1027 attendees, 250+ ideas pitched, 105 teams formed, 50 mentors, and 15 State Government and National partners including Startup India, Kerala Startup Mission, and the Telangana State Innovation Cell.

**Location: A Key to Unlock Potential of Modern Age Technologies**

Organised Location is a key ingredient of modern applications, it unlocks the true potential of new age technologies. Internet of Things, Artificial Intelligence, Drones, Cloud computing, robotics, AR/VR and many more technologies in one way or another relies on location data for effective functioning. The session introduces a world of location services provided by HERE and how to use it. Services like interactive maps, weather, routing, geocoding and search, traffic, and fleet telematics total 146 people participated in the event held on 12<sup>th</sup> May 2020.

Speaker: Vidhan Bhonsle - Senior Developer Evangelist, HERE Technologies

### **Minimalism in Software Development**

Organised Importance of minimalistic approaches to survive in difficult times like this. Minimalism is the art of getting rid of the extras and focusing on the things that matter. This session insights to taking minimalistic approaches in software development practices. The event conducted on 15<sup>th</sup> May with 115 Participants.

Speaker: Girish Vengassery – Sr. Engineering Manager, HERE Technologies

### **IoT and Location Services: A Match Made in Heaven**

Organised IoT has revolutionized the way we look at the data. And location data has become a core component in IoT, producing various actionable insights. This webinar explored how to integrate the location in an IoT Ecosystem consisting of IoT Edge Devices, cloud and end-user application. The event conducted on 19<sup>th</sup> May with 134 participants.

Speaker: Vidhan Bhonsle - Senior Developer Evangelist, HERE Technologies

### **Compendium of COVID-19 challenges & programs**

Drafted a compendium document with details of challenges and funding programs announced across India for startups. Published the document and startups applied for sourcing funds to manage the slowdown in business. Corporates have started allocation of CSR to combat COVID-19 and they have offered support to the healthcare fraternity by providing diagnostic kits, PPEs, sterilizers, disinfectants etc. Research institutions, funds, financial institutions, and charity foundations have come up with programs to motivate innovators and entrepreneurs all over the world to solve the COVID-19 challenges. Kerala Startup Mission published compendium for entrepreneurs to source funding to solve the crisis that the world is going through. Moreover, many other challenges and schemes are also mentioned in the document. This is the second version of the document and will be constantly updated to include the latest Information.

### **KSUM Virtual Tour**

Organised KSUM Virtual Tour and get a 360-degree view of one of India's largest startup hub, Integrated Startup Complex. Around 100+ Participants joined (From 7 countries and different cities of India). Get first-hand answers on anything and everything that you wish to know about KSUM and support available for startups in this Open House (Webinar). The event was held on 16<sup>th</sup> May 2020.

### **Founders' Meet**

Hosted Founders' Meet with founders during covid19 time in Zoho Meet. This was the first founders' meet organised through Online. KSUM Founders joined from Australia and Germany for this roundtable founders' meet on 12th April 2020. Around 30 Founders joined this meet also this is continuing first Wednesday of every month.

### **Best SaaS Practices and Tools to Help You Through COVID-19**

Hosted a webinar with Mr Praveen Sridhar, Head of Presales, Freshworks to learn more about the 'Best SaaS Practices and Tools to Help You Through COVID-19' on 10th June 2020. 80+ Startup Founders joined for this webinar.

### **Financial workshop for startups on 9<sup>th</sup> March 2020:**

Full day workshop by Dr Thillai Rajan (IIT-Chennai) on understanding the financials of a startup which includes company valuation, auditor reports and more.

### **Discussion with 100X VC on 9<sup>th</sup> March 2020**

100X VC is an early-stage investor to startups. The discussion was to create a linkage with the fund and to review the startups in Kerala. The fund has agreed to review Kerala based startups for investments.

**As part of Learning & Development among stratus we have conducted the following web series**

<b>Sl No</b>	<b>Date</b>	<b>Program</b>	<b>Type of the Event</b>
1	April 3	Webinar: Surviving the unsettling times: What next for Startups? (8 Speakers)	Business Series
2	April 4	Webinar: Startups in Global Crisis by Vinod Narayanan, Corporate Mentor & Coach	Business Series
3	April 6	Webinar on Sales action during the Crisis by Subramanian Chandramauli	Marketing Series
4		MEET THE LEADER: MANISH MAHESWARI, MD Twitter India	Leadership Talks
5	April 7	Webinar on Financial Management by Sourabh Jain, Head of Paytm Build for India	Business Series
6	April 9	Webinar - Highly effective strategies for closing by Shaji P Unni, Sales Evangelist	Marketing Series
7	April 9	Webinar: Strategies and best practices for taking your product to market with Bala Girisaballa, President of Techstars	Leadership Talks
8	April 10	Webinar: Marketing in a Crisis by Mr Roshan Cariappa, Marketing Head, Vymo	Marketing Series
9	April 13	Webinar - Digital Marketing for Startups in 2020 by Mani Karthik	Marketing Series
10	April 16	Webinar: Ask Any Question with M Sivasankar IAS, Principal Secretary, Dept of Electronics & IT, Govt of Kerala and Dr Saji Gopinath, CEO, Kerala Startup Mission	AMA Session
11	April 15	Webinar: - Fundraising for startups post Covid: Relevance of Bootstrapping by Dr Thillai Rajan (IIT Chennai)	Funding Series
12	April 16	Meet The Leader - Mr Ashutosh Gupta, Country Manager, India - LinkedIn	Leadership Talks
13	April 16	Revising Business Strategies in Covid times and Beyond by Sridhar Rao	Business Series
14	April 18	How to market a SaaS Product by Samjad Mooppan	Marketing Series
15	April 23	Webinar: How to strengthen your brand in the time of COVID - 19 by Nidhi Bhasin, Founder - Bizwize Consulting, Executive coach	Marketing Series
16	April 24	Webinar on DIGITAL CONTENT BUSINESS - SUPPLY & DEMAND PERSPECTIVE by Mr Nikhil Prasad, Founder and Creative Head, Karikku moderated by Ms Nisha Krishnan, Founder & CEO, Channel I'M	Marketing Series
17	April 27	Panel Discussion on "Covering the Operational Expense of Startups and Revenue Generation Effectively"	Reduce Cost & Revenue Generation
18	April 30	Meet the leader: Resilience in the time of Adversity by Pradeep Parameswaran, Country head India & South Asia, Uber	Leadership talks
19	April 30	Webinar on Zero Based Budgeting by Dr Srikanth Parthasarathy	Funding Series
20	May 7	I2E Open House,	Rethink Community
21	May 13	Meet The Leader	Marut Setia - CMO - South Asia, GE Healthcare
		Tech Webinars with NASSCOM	
22	May 15	Healthcare innovation during and post pandemic and opportunities for startups	Panel Disucssion - 5person
23	May 19 <sup>th</sup>	Establishing deep customer connect in a virtual world by Rajani Kanth - Winwin leadership academy	Rajani Kanth (Business Series)



24	May 21	Webinar "bits and bytes to billion dollar"	Saket Modi
25	May 22	Webinar "Communication with Stake holders during testing times"	Rakesh Godwani, Adjunct Faculty IIM-B & IIM-U
26	May 27	Webinar with TCL	Arunava Sen, General Manager TCL
27	May 28	Meet The Leader	Avnish Sabarwal - MD, Accenture Ventures

### Innovations Unlocked

The 'Innovations Unlocked Kerala Student Innovators Meet' on 25<sup>th</sup> July 2020 by the Kerala Startup Mission (KSUM) proved the quality of talent in countering the pandemic since the start of the nation-wide lockdown.



Also, the virtual event selected innovators to groom them as entrepreneurs. More than 150 models were displayed at the interactive forum which featured 300 participants in the virtual expo held by KSUM in association with Wadhvani Foundation.

### Webinar on How to avoid litigation.



Know more about litigations, contracts and more by registering for the webinar handled by Advocate Ninan John, Corporate lawyer, High Court of Kerala. Topics Covered 1. Contract Management a. Customer Contracts b. Vendor Contracts c. Co-Founder Contract d. Employment Contracts e. Funding Contracts 2. IP for Valuation

**Webinar | Zero Based Budgeting by Dr Srikanth Parthasarathy**



Companies are embracing Zero Based Budgeting to empower individuals to take control and ownership of their budgets. It is more than just a cost-cutting exercise! The webinar by Dr Srikanth Parthasarathy Discussion Points What is Zero Based Budgeting? How will Zero Based Budgeting work post-COVID? Can Zero Based Budgeting be implemented? Challenges and issues in raising funds.

**Meet the leader Marut Setia, CMO, GE Healthcare - South Asia**



Marut Setia, CMO, GE Healthcare - South Asia interacted with startups through video conferencing to discuss "Healthcare business and innovation during Pandemic". Over the last few years, Marut has been the innovation catalyst for the company and has been a key driving force in expanding GE Healthcare's education capabilities across emerging markets.

**Startups and Gig workforce: A win-win deal**



Get insights into the benefits of gig talent economy in a specially curated session by Shreya Prakash, Co-founder of Flexibeers on 9 June 2020.



**Webinar-MSME Schemes for Startups**



Get insights into 'MSME Schemes for Startups' through an informative webinar handled by Mr G S Prakash, Deputy Director, MSME-DI, Thrissur. Covering points 1. The new schemes introduced by MSME in the context of COVID-19 2. How a startup can approach for MSME for availing the benefits 3. A basic insight on credit guarantee scheme for micro and small enterprises (CGTMSE)

**Sahayta Business Stability Program for SMEs**



Webinar jointly organised by #KSUM & Wadhvani Foundation where the speakers helped SMEs affected by COVID-19 to get back on track. Through the Sahayata Business Stability Programme, Wadhvani Foundation intends to help SMEs through short, standardised low or no-cost initiatives.

**Campus Green**



CAMPUS GREEN, a joint initiative of Departments of Higher Education, Environment & Climate Change, Government of Kerala, and Kerala Startup Mission, invites innovative and sustainable solutions for greening campuses. Selected students need to design, develop, and maintain a greening project in a minimum of three acres of area in the identified campuses.

## Webinar on GeM (Government e Marketplace)



## Webinar | GST & Income Tax for Startups



Kerala Startup Mission (KSUM) in Association with VRDDHI CTS conducted a webinar for startups to give the insight to make startup with GST and Income Tax.

### **ENRICH India Proposal**

Submitted a joint proposal for EU's ENRICH India program. The Proposal was to create and develop a network with Hubs of entrepreneurship, research and innovation in India that will actively support the introduction and matchmaking of European innovation solutions and actors to local challenges, such as tackling air pollution or improving waste management systems.

The members of the consortium are : 1. EIT Climate-KIC, 2. Science and Technology Park Pune IN, 3. Kalinga Institute of Industrial Technology, 4. Kerala Startup Mission, 5. DLabs - Indian School of Business, 6. Climate Collective Foundation, 7. Quercus Consulting Private Limited. The review is on HOLD, originally to be held in September 2020.

### **Workshop on Let's Go to market in association with Mobile 10X Calicut.**

Program conducted on 1<sup>st</sup> April 2021, 2 speakers and 60 people attended the event.

Speakers: Rahul Mohandas, Co-founder Weare product, Vishal Desai, Co-founder Weare product.

### **Student Startup Programme In association with Kasaracode Community**

This was an introductory session of the programme designed to build entrepreneurial skills among students during college days. Program conducted on 27<sup>th</sup> March 2021 including 1 speaker 23 people attended. The event Speakers: Mr Jemshid, Co-founder Ipordio Technologies

### **Startup Talks in association with Kasaracode Community**

Startup Talks is a monthly series where successful startup founders share their startup journey and deliver session on different topics related to building a startup. Program conducted on 27<sup>th</sup> March 2021; 35 people attended the event.

Speaker: Mohammed Hisamudheen, Founder EntriApp.

### **Startup Grind on 16th September 2020.**

KSUM partnered with Startup Grind Kozhikode for a webinar with social entrepreneur and designer Ms Lakshmi Menon whose life motto is to raise awareness in society about the importance of green living held on 16th September 2020. Topic was Design Thinking during COVID-19: Driving Innovation and Engaging Customers Remotely. Around 80 participants participated for the program.

### **Winning teams**

KSUM-incubated Riafy Technologies of Kochi was declared the 'Best Inclusive Startup' while IIMK Live of Kozhikode became the Best Inclusive Incubator. Sahridaya College of Engineering and Technology, Kodakara was chosen the Best Inclusive IEDC.

The most-awaited competition 'She Loves Tech India 2020' saw close to 100 participants vying for honours with their women-friendly products.

Bioscan Research Pvt Ltd qualified for the international level while the runners-up were Spookfish Innovations, AI, Infinite Circle Inc and India Pvt Ltd.

At 'She Loves Tech', 12 entrepreneurs presented their products to invite potential investors. As many as 28 entrepreneurs got expert advice from KSUM's Investor Café.

### **Awards and Recognitions for startups**

<b>Startup Name</b>	<b>Award/Recognition</b>
Fundfolio Ventures Pvt. Ltd	Selected into Y Combinator 2021 Batch
ACELR Tech Labs Pvt. Ltd.	TiE Kerala 2021 Award
T-Sanct Technologies Pvt Ltd	list as the top 5 Big data security startups by Startus Insights

### **Pallikkutam National Awards for Startups in Education 2020**

Organised Pallikkutam National Awards for Startups in Education 2020 With the objective of recognizing educational startups engaged in bringing about disruptive and frugal innovations in education, Rajagiri Media, the initiators of the Education Publication, Pallikkutam, the Education Observer, declares a National Award for Startups in Education 2020, promoted, and assessed by the Kerala Startup Mission and with South Indian Bank as the Title Sponsor.

## Incubators

Kerala Startup Mission has own incubators at Trivandrum, Ernakulam, Kozhikode, Palakkad and Kasargod.

**Occupancy at Incubators of Kerala Startup Mission (As per No of Companies as on 31.03.2021)**



**Kerala Startup Mission supported other incubators in the state.**

**1. Bionest**, the biotechnology incubator being run by the KRIBS, a society jointly formed by the Kerala Startup Mission and Rajiv Gandhi Center for Biotechnology. Free space at the Technology Innovation zone, Operational support, Extension of the benefits under the schemes to the startups in the incubator and other supports are being given to the incubator.

**2. Maker Village**, the electronic incubator jointly hosted by the IITMK, Ministry of Electronics and Information Technology and Kerala Startup Mission. The space for the incubator has been provided by the Kerala Startup Mission. The incubator is being run by the IITMK and operational support and other support to the incubates are being extended by the Kerala Startup Mission.

**3. Mobile 10X**, the sector specific incubator for mobile applications and other related products being run by the Internet and Mobile Association of India (IAMAI) & operational support and other support to the incubates are being extended by the Kerala Startup Mission.

**4. Foss Incubator**, the sector specific incubator for open and free softwares being run by the International Centre for Free and Open-Source Software (ICFOSS). The space availed by the ICFOSS at the Sports Hub, Karyavattom, Trivandrum for setting up of the incubator is furnished by the Support extended by the Kerala Startup Mission

**5. Startup Dreams**, the incubator for SC category of the Scheduled Caste Development Department being run by the Kerala Startup Mission, all the schemes of the Kerala Startup Mission are extended to the incubates of the Startup Dreams also.

**5. Palakkad Incubator**, the incubator set up by the Kerala Startup Mission at the space provided by the Government Polytechnic College, Palakkad which is being run by the Kerala Startup Mission.

**6. Technolodges**, are the incubators initiated by the Kerala State IT Infrastructure Limited. The Technolodges at Kannur, Muvattupuzha and Piravom are being supported by the Kerala Startup Mission by providing support for internet and payment of rent.

### **Fail Fast or Succeed (FFS) - MVP to Product**

FFS stage 2 is a structured 6-month virtual program for MVP stage startups given an opportunity to build a viable startup through right mentorship, market access and tools to

build the product. The FFS program will provide Mentorship, Market access, government connect, Investor connects, Legal support and tools to build the product.

### Chat with the Leader



Startups working in CleanTech, Sanitation, HygieneTech etc. finding a right mentor in these domains is not an easy task, yet it is probably one of the most important factors that determine the success of your startup! Here we, Kerala Startup Mission, opens the way to reach Domain Expert and entry to the Global Accelerator- ToiletBoard Coalition. Join the session Chat with Leader - Mr Venugopal Gupta, Director - Accelerator Programme, Toilet Board Coalition

### Founders' Collective: Interaction with a Startup Founder - (Founder Only)



Latest online edition of #KSUM Founders' Collective and hear it from the Founder & CEO of Farmers Fresh Zone, Pradeep P S. Learn more about surviving the pandemic by attending the session scheduled on 9 September 2020.

### Meet The Leader: Mr. Maneesh Sharma, Country Manager, GitHub





In the next edition of Meet the Leader, KSUM brings Mr Maneesh Sharma, Country Manager, GitHub. The topic 'Work Collaboration during Pandemic'.

### **Brand Building for Startups**

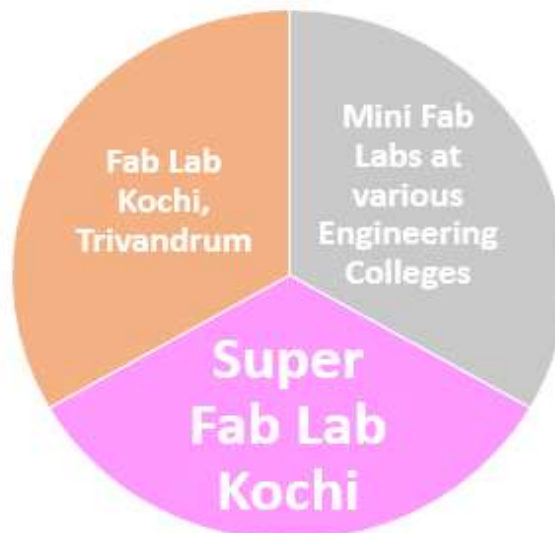


Kerala startup mission organised a session on the topic "Brand Building For Startups ". Mr Jayadevan P K from Freshworks handled the session and QA session following that.

### **Mentors**

Kerala Startup Mission has more than 110 mentors having expertise in various fields. The list of mentors is available on the website.

## **Knowledge and Skill Enhancement**



### **FAB KERALA**

#### **Super Fab Lab**

Super Fab Lab is one of its kind first outside United States established in association with MIT. The Lab has several unique machines supplied by the MIT and details of the machines are already included in the Annual Report for the last year. The following machines are added to the Super fab lab during the year under discussion.

### Artec LEO - 3D scanner

Easy 3D scanning: see your object projected in 3D directly on the HD display.  
*A smart professional 3D scanner for a next-generation user experience*



The first 3D scanner to offer onboard automatic processing, Artec Leo can provide the most intuitive workflow, making 3D scanning as easy as taking a video. As you scan your object, see the 3D replica being built in real time on Leo's touch panel screen. Rotate the 3D model, check if you have captured all areas, and fill in any parts you may have missed.

#### How it works

The scanner has two modes: Preview and Recording. Preview mode is designed for users to practice moving the device and holding it at the optimal distance, and to adjust settings. Pressing the red trigger button once will take you to Preview mode. Pressing it again activates Recording mode in which Leo records surfaces to a project. As you move the scanner, it captures a series of frames. Leo uses features in overlapping areas of these frames to automatically align them. This process is called tracking. The scanner displays a model built in real time and stores all frames to a project. Using a color-quality indicator, you can evaluate the captured area to determine which parts of the object require additional scanning.



## **Fablab**

The major focus of the lab during the year was into covid related projects. The list of covid related projects in connection to the Lab are given below.

Respiratory Assistant Apparatus in collaboration with Breath of Hope and Super Fab Lab



With the number of COVID-19 patients on the rise, the health sector is expected to face serious shortage of respiratory devices and the situation could worsen if a community spread happens. The government is in the hunt for a lowcost respiratory aid for COVID patients to replace the traditional ventilator which will have to be used for the critically ill during a crisis. Breath of Hope, a volunteer group supported by Kerala Startup Mission and Super Fab Lab at Kochi have developed a Respiratory Apparatus which could potentially free up ventilators for critical COVID patients and help saving lives. The team included social workers, doctors, and engineers from different fields of expertise. The design has completed initial trials on artificial lungs and currently, the team is converting the design into a manufacturable version that can be taken to production by industries. The team has developed the design which ensures that easily available components and materials are used and one that can be manufactured at scale.

### **Production of Swabs from bio compatible materials**

With the increase in the number of Covid 19 cases, governments and organisations around the world are scrambling to contain the virus. In this effort, the next crucial step to be taken here in India is the implementation of widespread testing in conjunction with social distancing. Along with the expected shortage of medical equipment during a crisis, other supplies will also run short, and one primary shortage will be that of test swabs which is crucial in the testing for the disease. Swabs are used to take samples from the posterior pharyngeal wall or nasal swab, and sterilization is a major consideration. KSUM is trying to develop the swabs with bio compatible materials using advanced 3D printers available at its facility. It is estimated that the facility can print 300 swabs in a single shot of print which will cost around Rs. 20 per swab. In-order to further catalyse the process, two different 3D printing technologies (a powder based and a liquid-based 3D printing method) are being evaluated for this.

### **KSUM in machine part replacement project for KSDP**

In the wake of the COVID-19 outbreak, Kerala State Drugs and Pharmaceuticals (KSDP) is a crucial part in the system under the government to fight the pandemic. An advanced tablet making machinery which has a capacity of making 20 lakh tablets in 7 hours suddenly came to a halt as a machine part broke down. The replacement of the component was made impossible due to the COVID-19 outbreak and the subsequent lockdown of the country even though the company had already placed the order for the component. With the resources and capabilities available in the Super Fab Lab facility, KSUM was able to replicate the machine part using high strength PA-12 (Nylon) material which can withstand up to 170 degrees Celsius. This has opened the scope for digital fabrication and rapid prototyping to step in and support critical



industries which are finding it difficult to repair and/or replace machine parts. KSUM is also exploring the possibility of identifying and fixing non-operational ventilators in the State to help against the crisis posed by the pandemic.



### **N95 Mask**

KSUM has been working closely with Maker Village, one of the incubators supported by KSUM, to develop a locally manufactured N95 equivalent mask. After initial positive test results, the masks have been sent to DRDO for further testing.

### **3D printed Jaw model for reconstruction surgery for Lake Shore hospital**



1. Took the CT scan of jaw from the patient
2. Convert DICOM data to 3D Printable model using software
3. 3D Print the Jaw
4. Create titanium surgical guide using 3D Printed model
5. Surgery done with the help 3D printable model and titanium guide which help to do the surgery precisely and with reduced time

### **Hood of Hope- Prototyping**



Hood of Hope is an aerosol proof PPE for doctors and medical professionals who will come in close contact with COVID-19 patients. It uses active suction to take in fresh air through a special filter. To allow comfortable voice communication it has a built-in microphone and speaker. There is also a provision to integrate electronic stethoscopes so that doctors can examine patients. The project is developed by Breath of Hope community using 3D printers at Fablab

### **IR based thermometer gun.**



3D Printed Infrared Thermometer- Printed case for IR Thermometer and assembled all parts. The case is 3d printed in an ergonomic shape and considering tooling requirements for mass manufacturing. Can be assembled without any tools or screws and has the latching mechanism 3d printed within the case.

### **Reusable mask prototyped for NIIST-CSIR Trivandrum**

NIIST-CSIR is developing the N95 filters for the same prototype shell of the mask designed and developed in fablab, which will be mass produced later. NIIST is working on several other research areas as well as part of the CSIR mission against COVID-19. This includes the development of antiviral materials and coatings for use in personal protection equipment and surfaces and preventive medicines and immunity boosters for geriatric health care. The institute is also looking at how common facemasks and surgical masks can be modified.

### **Automated hand sanitizer dispenser for doctors**

Sensor based fully automated hand sanitizer which completely removes contact between the user and the device.

### **Ventilator valves to control PO2(5 different types) for KIMS hospital**

For KIMS hospital under assistance from expert doctors fablab has designed and tested 5 different types of ventilator valves for controlled PO2 release.

### **Cloud based pulse oximeter pavilion- In progress.**

Cloud integrated pulse oximeter pavilion from which doctors can infer the health status of the patient that is relevant without contact.

### **Fabrication of KamiBot- Asimov Robotics**



Karmi - A robot which will aware & assist on safety etiquettes, made use of fablab for fabricate some parts using laser cutter.

### **Resanova - Fabrication**

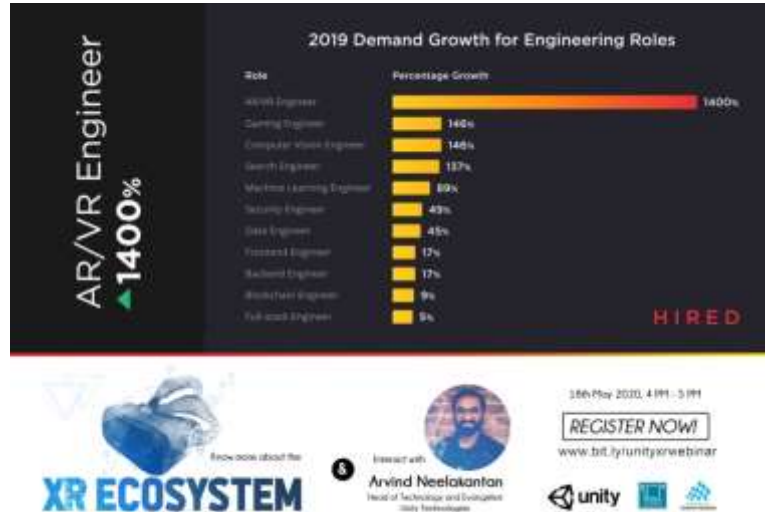
Resanova made use of fablab to design and develop Printed Circuit Board (PCB) for disinfectant tunnels (A mechanism to disinfect many people who enter certain premises).

## Future Lab

### Unity CoE

#### XR Ecosystem Awareness Program

A program aimed at educating all the University stakeholders on why it is necessary to have students trained in the XR domain. The session was handled by Arvind Neelakantan from Unity Technologies.



#### Train the Trainer Program - ICT and CDIT

This program was carried out by Unity Technologies to train the ICT trainers as well as employees from CDIT in Unity 3D. A 5-day session was conducted, which trained them to create Games and Experiences from scratch.

#### Fireside Chat - Indian XR Landscape and Key Players



Kerala Startup Mission in association with Unity Technologies hosted a Fireside Chat/Panel Discussion event on the 17th of June (Wednesday). The discussion was on, "Indian XR Ecosystem & Key Players" and was moderated by Jainaressh from Unity Technologies. Over 110 people participated in the session.

#### Covid Related activities

##### Breath of Hope Community

BreathOfHope is a community effort consisting of doctors, engineers, and people from different walks of life. KSUM supported this group by providing the support of the lab facilities. The medical supplies the BreathOfHope made include Face Shields used by airline personnel in the Vande Bharat mission to evacuate Indians from the Middle East, Portable Intubation Boxes, and protective Hood for doctors.

The Lab gave them a perfect environment to develop their products under the lockdown conditions, and to evolve into a professional community named BreathOfHope, which now aims to open-source every lifesaving medical equipment. The lab also provided prototyping and manufacturing support for the community. KSUM personnel in the lab have also supported the work of this volunteer community.

### Corona Safe VR War Room

Corona Safe is a project focused on helping the Govt. of Kerala on managing the various Covid related healthcare activities. It serves as a single portal which visualizes the impact of the virus on various zones within the state. Provides accurate statistics of the available healthcare facilities and help manage specific details through an online platform.

This platform has a VR counterpart to it, which provides a detailed visualization and projection of the important data associated with the spread. Through this program, multiple stakeholders can collaborate virtually and analyse the scenario with real time data. Certain decisions can be made and delegated to people on the field on a real-time basis.

The lab has been part of this VR platform development and has provided support by sourcing hardware components like High-end VR headsets and 360-degree cameras.

### Fab Academy

The 6th cycle of Fab Academy started in January 2021 with 8 students with the center as Fablab Kochi. Fab Academy is a distributed diploma course on digital fabrication led by Prof Neil Gershenfeld (Director of CBA, MIT) conducted in various fablabs all over the world. Fablab Kerala has been conducting Fab Academy since 2016



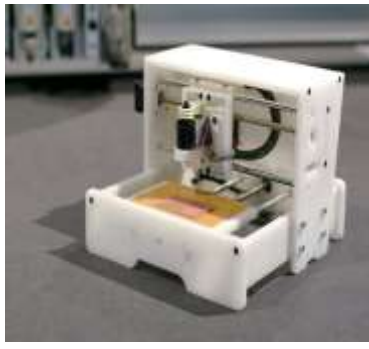
### Services

Fablab kerala has been providing machining and designing services to various startups, students and other individuals.

### Projects

Fablab Kerala have undertaken various service projects and research projects.

Project	Description	Photo
Fabrication of Retro reflective target tapes	Service project done for VSSC	

<p>Fabrication of milling machine</p>	<p>Internal research project collaborated with MIT. The objective is to make a milling machine using the machines available in super fablab.</p>	
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### Participation in Webinars & Panel discussions

During Covid- 19, Fablab Kerala has contributed and shared the experience of the journey with more. A few among the events are as follows.

Fab Foundation - Global talks , #FabDoesNotWait

KSUM, INspire to innovate webinar series

Panel discussion on Post covid business scenario by IEDC MESCE



### Software Support

As part of the scheme the Startups are supported with software. For facilitating the scheme, Adobe Creative Cloud support is made available to some of the startups during year under discussion.

### IT Activities

A number of apps and portals were developed inhouse by the Kerala Startup Mission during the year under discussion.

#### Fablab Invoicing - Web App

KSUM developed an invoicing App for raising the invoice against the machine usage/ project Development in fablab. This App is scalable for other departments also.

#### Work from Home - Portal

KSUM developed a Work from Home portal for raising the request for availing the work from home option. This application is scalable and the same was implemented in IITMK.

#### Break Corona - Portal

KSUM developed a portal for collecting the Idea as well as product details, which have potential usage in the fight against Corona Virus.



### **Airport Authority - Web App**

KSUM developed a web app for collecting the health-related data from the flight travellers (to avoid rush in the concerned department) and generating the QR code for the verification in the airport.

### **Contact database - Directory.**

KSUM is in the process of developing a market tool for running effective email campaigns. As a first step the development of contact list consolidation phase completed. This web portal is scalable to other institutes also.

### **Web Pages**

KSUM developed different web pages for the events and as well as schemes such as Single window, Raise Online Funding Summit, Fablab, Sclathon, Wing etc.

### **Cross Sell Platform**

KSUM developed a platform 'Cross Sell' for showcasing the startup products, running innovation challenges of industries, reverse pitching, industry connects, and running demo days which contains virtual stall creations, startup showcase and business connects. These platform modules can be scaled separately as different add ons and can be sold to other incubators/ Accelerators.

### **Industry Minor Programme**

Govt: of Kerala has approved Industry Minor Programme for B.Tech students, offered by prominent academic, research and industry organizations. Industry Minor is a supplementary programme that permits engineering students to engage and explore the many facets of industry, research, or academic institutions through a series of cutting-edge flagship subjects, being offered by these institutions. The design, pedagogy, delivery, and evaluation of these courses are different from the conventional process. The Industry Minor Programme is being offered over and above the minimum graduation requirement credits for students, they are chosen by students based on their discretion.

### **Masterclass with TCS Design Impact Square (TCS-DISQ)**

KSUM organized the Student Innovators' Meet on 25<sup>th</sup> July 2020. A masterclass on Social Innovation for selected innovators was organized as part of the meet. The Programme was hosted by TCS - DISQ through Airmeet webinar.

Speaker: Mr. Sameer Rawal, Social Innovation Coach, TCS - Digital Impact Square

### **Artificial Intelligence in Entrepreneurship**



Latest online edition of #KSUM Meetup Cafe featuring Mr Mathew Joseph, VP and head AI Labs for CIMB Bank & Startup Mentor, on 23 Nov'20 at 5.00 PM.

## Accelerators

**ACE at CDAC:** Kerala Startup Mission (KSUM) has set up an Accelerator for Electronic Technologies at the Building of the Centre for Development of Advanced Computing (CDAC) at Technopark Campus for supporting electronic startups. The area of about 50000 square feet has been fully furnished and equipped for the accelerator by the Kerala Startup Mission.



### UNDP Green Accelerator

Guidelines were revised to suit the post covid scenario approved by KSUM and Haritha Keralam the plan for launching the program, with more virtual aspects than field orientation as originally envisaged, in July 2020.

### BRINC: Hardware Accelerator

The 2nd cohort on boarded and the program commenced on June 2020. Around 200+ applications were received, out of which 12 teams were invited for the Investment committee meeting (final round) and 6 teams were selected for the 2nd cohort.

### AMA session with Google for Startups

Kerala Startup Mission has conducted a meeting with Google for Startups India team exclusively for KSUM Startups on 20<sup>th</sup> March 2021. This was a great opportunity to connect with GFS India team and understand more about the accelerator program offered by Google.

## Funding & Enterprise Development

The entire period of lockdown, KSUM focused to give opportunity to startups to present their products with different investors. The period has witnessed around 10 crore investments in five startups.

### Funding in startups

Number of startups investments – 5, Total funds invested – INR 9.9 Crores

### Investments announced.

Sl. No.	Startups	Sector	Investor	Funds raised
1	Sascan	Medtech	Unicorn	Rs. 2 cr.
2	Agreefy	B2B SaaS	Angel investor	Rs. 5.6 cr.
3	iBoson	AR/VR	Angel investor	Rs. 1 cr.
4	Toffee Ride	Edtech	TIMES (Brand Capital)	Rs. 1 cr.
5	Brainwired	Agritech	India Accelerator, Mumbai Angels	Rs. 30 Lakh

### Seeding Kerala – Angel Investors’ Summit

Seeding Kerala Angel Investors’ Summit was organized on the **12<sup>th</sup> and 13<sup>th</sup> of February 2021** virtually. More than 200 delegates participated in the summit including around 100 plus HNIs

& Investors and 50 plus entrepreneurs, other ecosystem players and media. Marquee investors from across India and abroad became part of the summit.

### **Snapshot**

- **50 plus HNIs**
- **50 plus Investors**
- **51 startups**
- **4 Investment Announcements**
- **Startup Challenges awarded Rs.2 Lakh prize money**
- **3 Keynotes**
- **Panel Discussions on various aspects of Angel Investing**
- **2 Startup Studio Masterclasses**
- **Angel Masterclass**

Due to the pandemic induced restrictions in organizing a physical programme, the summit was hosted on a virtual event web platform. The summit saw the presence of eminent personalities such as Mr. Kris Gopalakrishnan, Mr. Kiran Karnik and Mr. Raman Roy.

The summit also covered deliberations on various startup sectors Fintech, Healthtech, Consumer Tech and Remote Medicine. There was a dedicated module for startup entrepreneurs called “Startup Studio” where a masterclass on IPO for startups and a masterclass about offering ESOP as part of retaining core talents were organized.

An awareness session for HNIs about the Kerala Angel Investment Ecosystem was hosted by the Chairpersons of various native angel networks from the state. The Small-Town Boom session discussed how the investment ecosystems in Tier – 2 cities are going to lead its growth. Prominent Angel Investors in Kerala startups hosted a panel to share their insights about how they found out potential deals from the state, evaluated them and finally invested in them. The founders of the leading online marketplace of fresh fish and livestock produce from the country, Fresh to Home unfolded their story of meeting each other and set about to flourish the company across the country and abroad.

Seeding Kerala summit hosted 2 startup pitching challenges, Fintech Startup Challenge and Deeptech Startup Challenge. These were sponsored by KSUM Fund of Fund partners, Speciale Invest Fund, Salamander Excubator Fund (SEA Fund) and a fintech startup, Open Financial Technologies. The prize money sponsored was Rs. 1 Lakh for each challenge. Hubwords and E Wire shared the Fintech Challenge Award. Agrima Infotech won the Deeptech Challenge award.

Investment announcements were made during the summit by VCs and Angel networks attended the summit. There were four startups who raised investments, Verteil, Fedo, Rapidor, Ubifly. An undisclosed amount in Pre-series A round was invested in the startup, Verteil Technologies by investors including Mr. Kochouseph Chittilappilly, Chairman Emeritus of V-Guard Industries Ltd. Unicorn India Ventures and Salamander Excubator Angel (SEA) Fund announced that they invested 1 million USD in the startup, Fedo along with a few other investors. Davidsons Group invested Rs. 4 Crore in the startup, Rapidor (Acelr Tech Labs). Speciale Invest Fund announced its investment of an undisclosed amount in the startup, Ubifly. KSUM announced the winners of its Innovation Grant scheme also during the summit.

Another key session was the Angel University which is an exclusive Masterclass about Angel investments for the HNIs. The speaker for the session was Ms. Padmaja Ruparel, Co-founder of Indian Angel Network and Founding Partner of Indian Angel Network Fund. The masterclass discussed about how to angel invest and the benefits of investing, advantages of investing through networks, the risks associated etc.

### **Investor Cafe**

Startups looking to fundraise pitched to investors virtually through Online meeting. Startups shortlisted were given an opportunity to pitch to the investors. Founders were guided to format



their deck according to the guidelines. Mock pitches were organized with founders to complete this.

Startups Shortlisted – 20, Pitch coaching/correction – 15, Investors engaged – 11, No. of pitches – 40, startups shortlisted by investors – Chillar, Celebees, BPM Power, Onne, Waferchips

## Investment Education

### Raise Online Funding Summit

RAISE is an online funding summit organised by Kerala Startup Mission where investors and startups get a chance to learn how to thrive through the crisis. The speakers include marquee VCs, angel investors and other leading ecosystem players. The summit provided an opportunity for potential investors and startup founders to understand how to emerge from the crisis. There were Masterclass, Panel discussion and Fireside chat on day 1 and an online startup pitching on Day 2.

Participation

143	21	186	9
Interested Individuals	Potential Investors	Startup Founders	Startup Pitches

### IGNITE Angel Investment Masterclass

IGNITE is an Angel Investment workshop for potential Investors and HNIs to educate them about Angel Investing in startups. The initiative is mainly organised with the support of communities to generate interest among their potential members and to create angel investment groups.

During this period from April to December 2020, KSUM has organised 4 different IGNITE Masterclasses.

IGNITE with Central Travancore Chamber of Commerce & Industry

Date: 17th July 2020

Mode: Online through Airmeeet

Speakers:

Dr. Saji Gopinath, CEO, Kerala Startup Mission

Fr. Abraham Mulamoottil, President, Central Travancore Chamber of Commerce & Industry

Mr. P. K. Gopalakrishnan, Angel Investor, Indian Angel Network

A follow up meeting was also organised with the community to connect them to an angel investor to detail about the process of formation of angel networks.

IGNITE with Vellnez, Foundation Trust	15th October 2020 Online through Airmeeet	Speakers: Mr. Ajil Abdulla, Vellnez Foundation Trust. Mr. Riyas P. M., Project Director, KSUM. Mr. Robin Alex Panicker, Angel Investor & Venture Partner, Unicorn India Ventures
IGNITE with Integrated Professionals Forum	25th October 2020 Online through Zoom meeting	Speakers: Mr. Shamnad, Integrated Professionals Forum. Mr. Riyas P. M., Project Director, KSUM. Mr. Robin Alex Panicker, Angel Investor & Venture Partner, Unicorn India Ventures
IGNITE with Mar Baselios College Alumni Network	27th November 2020 Online through Zoom meeting	Speakers: Mr. Anoop, Head of Renewable Energy, Ras Al Khaimah Municipality Department Mr. P. K. Gopalakrishnan, Angel Investor, Indian Angel Network

IGNITE Angel Investment Workshop with Calicut Forum for IT (CAFIT)	11th December 2020 Online through Zoom meeting	Speakers: Mr. P. K. Gopalakrishnan, Angel Investor, Indian Angel Network Mr. Seshadri Nathan, Registered Valuer   Member, Mumbai Angels Network
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### **IGNITE Masterclass – Webinar Mode**

KSUM organized the IGNITE Angel Investment Masterclass for the potential HNIs from the Central Travancore on 17<sup>th</sup> July 2020. The programme was organized in webinar mode through Airmeet platform.

Speakers: Dr. Saji Gopinath, CEO, Kerala Startup Mission, Fr. Abraham Mulamoottil, President, Central Travancore Chamber of Commerce & Industry, Mr. P. K. Gopalakrishnan, Angel Investor, Indian Angel Network.

The Programme was organized to educate the HNIs about angel investing in startups and to invest in startups and thereby form an angel network.

### **Investor Café – Virtual Pitch**

Virtual edition of Investor Café was organized during June and July 2020. The investor interactions were one to one through online video conference.

**No. of pitches: 37 ,No of Investors attended: 11 , No. of startups attended: 24**

### **Other Investor Connects**

Other angel networks like Indian Angel Network, Mumbai Angels and Chennai Angels connected with the startups exhibited at the BIG DEMO DAY organized by KSUM. Venture Capital firm, Ivy Cap ventures and Siana Capital also participated in the Programme and met a few startups. Tutorcomp, an Edtech startup was connected to Mr. Yusuf from Emircom in continuation to the DEMO DAY. Mumbai Angel Network connected to 18 startups as part of the BIG DEMO DAY programme organized by KSUM. KSUM connected the founders to the investment team of Mumbai Angel Network for further evaluation.

### **Equipping startups for Investments**

#### **Online Mock Pitches**

KSUM has supported early-stage startups to prepare for an investor pitching. KSUM helps the founders to draft a pitch deck, trains the founders to present the deck in front of an investor. A mock pitch programme is organized with the startup founders. Founders will present the pitch as if they are in front of an investor. KSUM representative will share the comments about the deck and advises are offered to refine their decks and pitching. During the past few months, there were mock pitches organized for different startups. This is done through online video conferencing facility. 35 Online Mock Pitches finished. Out of which, 14 startups were ready for investor pitching and connected to investors.

#### **Investment Facilitation: Online Startup Pitching**

Startups looking to fundraise were connected to Angel investors and Early-stage VCs during the months of April, May, June, and July 2020. One to one meeting was facilitated through Video Conferencing format. 25 startups participated, 55 Virtual meetings, 13 Investors engaged, 9 startups got opportunity to have discussion with internal investment team of investors.

Among the startups who pitched through the virtual connects, OfficeKit (M2H Infotech), an HR tech startup raised funds from California based Expert Dojo Venture Fund II LLC in Safe note of \$50,000, and \$1 Million in the form of Warrant.

### **Investor Café – March 2021**

**Purpose:** Investor Café is a one-to-one meeting with investors and fundraising startups for the founders to interact with investors and raise investments. This is organized on the last Wednesdays of every month. The program was in physical format hosted at Kochi. Post the COVID-19 induced lockdown and restricted travel; the sessions are now on virtual mode and March month's investor conducted on 31<sup>st</sup> March 2021 10 AM to 5 PM using Google meet. The program was focused on Impact sector startups and investors interested in the sector.

Applications were invited from the startups in impact sector through online application form. Startups were selected based on the interest of investors on the products of these startups. The priority list shared by each investor was used to schedule one on one meeting. Selected startup founders were invited for online meeting with those investors who prefer to have meeting with him/her.

#### **Investor Café – Virtual Episodes**

Investor Café is a monthly programme to connect fundraising startups with Angel Investors and VCs. This is organized on the last Wednesdays of every month. To keep up with the “new normal”, Investor Café is now being organized as virtual episodes. Curated startups will get the opportunity to have one to one meeting with Investors. Three monthly editions of Investor Café were organized during September, October and November 2020.

#### **Participation**

**September 2020 Edition**, 15 startups, 9 investors engaged.

**October 2020 Edition**: 23 startups, 11 investors engaged.

**November 2020 Edition** : 12 startups, 4 investors engaged.

#### **Strategic Investments**

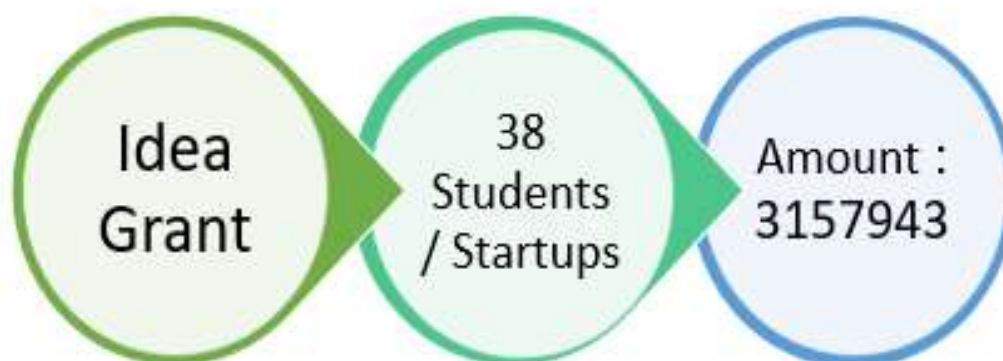
KSUM invited interest from startups looking for Strategic Connects. An interaction was made with the startups to analyse their expectations out of a strategic partnership. 23 startups joined the deliberations. 6 startups were connected to prospective investors looking for strategic connects.

#### **INNOVATION GRANTS**

The innovation grant has three components namely Idea Grant, Productisation Grant and Scale up Grant. The idea Grant is for the development of the prototype and a grant up to Rs. 2 Lakh is being granted under the scheme subject to availability. The Productisation Grant is for conversion of the product into the MVP and a support up to Rs. 7 Lakh is being granted subject to eligibility. The Scale up Grant is for the for scaling up of the product into a business and a support up to Rs. 12 Lakh is being granted subject to eligibility.

#### **Grant to Innovative Ideas**

Grant namely idea grant is being given to the innovative ideas for development of the same as prototype. The applications received for grant under the scheme are evaluated by the KSUM team and shortlisted applicants are invited to present their idea before the expert committee. Grant is being sanctioned based on the recommendation of the expert committee. Amount up to Rs.2 Lakh are given in instalments to startups or to the IEDC concerned for onward transmission to the students. The total number of grants sanctioned, and the amount released during the year under discussions are as follows



### Patent Support Scheme

The scheme is for supporting the students as well as the startups for getting IP for their products. As per the scheme, the cost incurred by the students and startups towards getting IP will be reimbursed subject to a maximum of Rs. 2 Lakh for Indian patents and Rs. 10 Lakh for international patents subject to actuals. The performance of the scheme for the year under discussion is as given below:

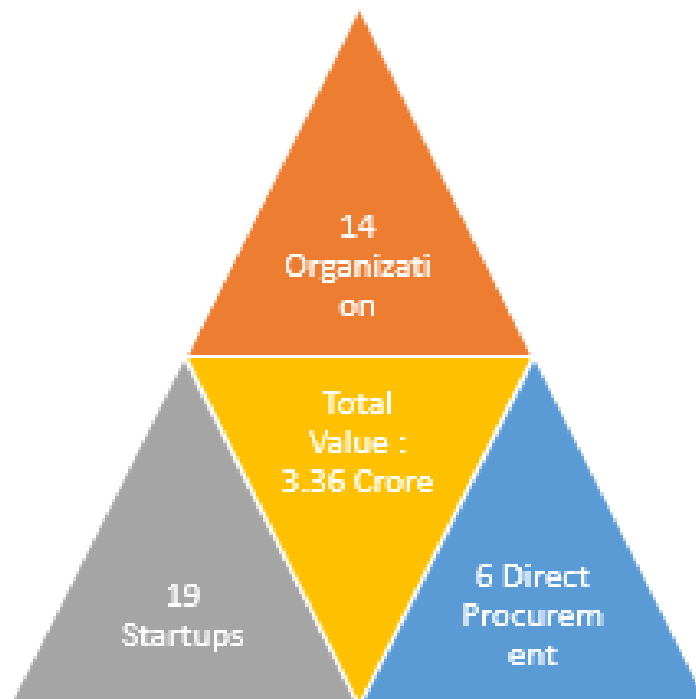


### Government as Marketplace

Kerala Government, in its IT Policy 2017 has indicated Government's intent to help the startups by becoming an early adoption market for startups. Kerala Startup Mission being the nodal agency for the startup in the state has been coordinating this by acting as a facilitator between the Government and the Startups.

In the last 2 years Kerala Startup Mission has been closely working with various Government departments for addressing their needs through startups. To effectively help in finding solutions for various department Government of Kerala has given provision for Department for procuring Directly from startups without any tender process upto Rs 20 Lakhs

This year's statistics is as follows.



## Connectivity

The Kerala Startup Mission has high speed connectivity at all our spaces, which is an important prerequisite of the Startups working in the Technology Sector. Trivandrum space and Kochi space are provided with two 200 Mbps connectivity apart from 30 Mbps connectivity for KSWAN for our office. The Calicut space has 200 Mbps connectivity and the Kasargode space has 100 Mbps broadband connectivity. Apart from this we have been providing 200 Mbps connectivity to the Mobile 10X incubator at Cyber Park Calicut. The Startup Dreams and Palakkad space having 20 Mbps, Fab Labs have also good connectivity. The Tecnolodges at Kannur, Muvattupuzha and Piravaom are also being supported for high-speed internet connectivity.

## RAISE Online Funding summit



RAISE is an online funding summit organised by Kerala Startup Mission where investors and startups get a chance to learn how to thrive through the crisis. The speakers include VCs, angel investors and other leading ecosystem players. The summit will be an opportunity for potential investors and startup founders to understand emerging from the crisis.

## Webinar on SME Loans & Financing “Atma Nirbhar Bharat”

Date: 23rd of May 2020

Govt. of India recently announced revisions in the definition of Micro Small and Medium Enterprises while delivering the economic package, part of the Aatma Nirbhar Bharat Abhiyan. A slew of measures also announced to rescue the struggling MSMEs in the country, including collateral-free loans up to Rs 3 lakh crore backed by a government guarantee, repayment of MSME dues within the next 45 days, among others. The webinar will throw light on how MSMEs can benefit from this package. Banking and Financial institutions play a vital role in helping MSMEs. This webinar will be the most sort after sessions for the entire MSMEs in India.

## Webinar on Communication with stakeholders during testing times



Get insight on How to pitch to raise capital. Register for the webinar on 'Communication with Stakeholders during testing times' by Mr Rakesh Godhwani, Founder, School of Meaningful

Experiences & Adjunct Faculty at IIM Bangalore and IIM Udaipur. Topics Covered Communication with the stakeholders - both internal and external. Internal stakeholders' would-be employees and external stakeholders' would-be investors, clients, customers, vendors etc. During and post covid crisis, how a leader/entrepreneur communicates with the stakeholders will be very crucial.

### **IGNITE - Angel Investment Masterclass**



Kerala Startup Mission organised an Online Angel Investment Masterclass on 17, July 2020. The session included opening notes by Dr Saji Gopinath - CEO of KSUM, and the session will be conducted by Mr P K Gopalakrishnan, Co-Founder of Malabar Angel Network, Kannur. The topics covered will be as follows: 1. How funding round happens 2. Growth capital fit 3. Angel investor 4. Difference between SMB & startups 5. Getting started with angel investing 6. Due diligence 7. Post investment activities

## **Productisation/ Marketing**

### **Productisation grant**

Productization grant is the scheme for supporting prototypes to products. The assistance is up to Rs.7 Lakh including idea grant if availed. The details of Productization grant for the year under report is given below.



**Scale up grant.**

Scale up grant is the grant for converting the product to a business. The assistance is up to Rs.12 lakh including the Idea Grant and Productization grant if availed. The details of scale up grant for the year under report is given below.

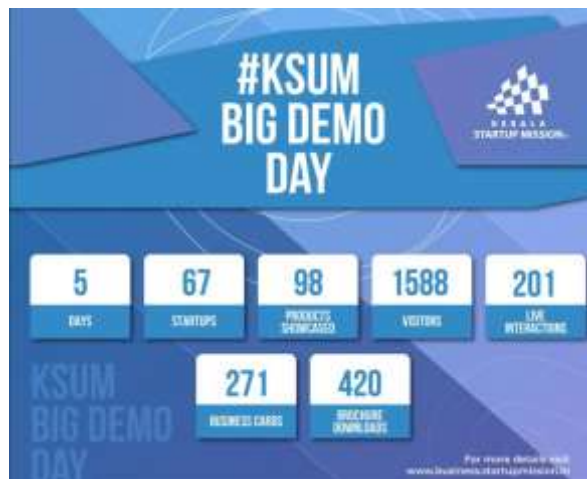


**Founders’ Meet on 16<sup>th</sup> August 2020.**

Hosted Founders’ Meet with founders during covid 19 time in Google Meet. This was the first founders’ meet organised through Online. KSUM Founders joined from Australia and Germany for this roundtable founders’ meet on 16<sup>th</sup> August 2020. Around 40 Founders joined this meet also this continuing every month of first Wednesday.

**Business4Startups**

Kerala Startup Mission has successfully completed the business for startups first edition on 30.06.2020 with 67 startups and 98 products showcased. 1588 visitors and 201 live interactions happened. A review will be taken and will analyse the flaws and finalize the improvement needed. The business for startups and one to one meeting results will be based on the follow up by Kerala Startup Mission and startups which will be done in the month of July.



**2 Days ONLINE SALES BOOTCAMP on 18<sup>th</sup> to 19<sup>th</sup> September 2020**

Kerala Startup Mission hosted this 2-day Online Startup Bootcamp In association with Carve Startup Labs. Aiming to raise the awareness about the current startup ecosystem and to promote entrepreneurship, Kerala Startup Mission in association with Carve Startup Labs has organised 2 days online Startup Bootcamp for the registered participants from 18<sup>th</sup> to 19<sup>th</sup> Sept



2020. Keeping in view of the current pandemic situation, the entire programme was conducted on a virtual platform through Airmeeet. Around 25 nos of active students have attended the Bootcamp. Mr. Vishnu Nagaraj, Entrepreneur & Founder of Carve Startup Labs was the mentor for the Bootcamp sessions.

**Webinar | Digital Marketing Strategies for Startups in 2020 by Mani Karthick**



How to measure if the marketing is working or not Which marketing channels should a startup go for? How to scale marketing effectively on a zero budget Trends in Marketing young startups should embrace Marketing Tools & Strategies for small team startups Mistakes young startups should avoid in Marketing.

**Webinar on Minimalism in Software Development**



Minimalism is the art of getting rid of the extras and focusing on the things that matter. Given importance of surviving in difficult times like this, this session will give you insights to taking minimalistic approaches in software development practices. A session by Girish Vengassery – Sr. Engineering Manager, HERE Technologies.

**Establishing deep Customer connect in the virtual world' a Webinar by Mr Rajanikanth K**





In this virtual world, it is important to establish a deep connection with your customers. This webinar is to address how can reduce the distance between you and your customers in spite of being located in different geographical locations.

## Exchanges & Global Immersion

### Global Entrepreneurship Week 2020

Kerala Startup Mission in collaboration with Global Entrepreneurship Network is hosted Global Entrepreneurship Week from 16-20 November 2020. Connect with various startup stakeholders around the world by being a part of this global event.

#### Webinar | Startup in Global Crisis by Vinod Narayanan

KSUM organised a webinar for entrepreneurs on the topic 'Startup in Global Crisis', handled by Mr Vinod Narayan to help to tackle the challenges startups are facing.



#### Webinar – Explore highly effective strategies for closing a deal by Dr Shaju P Unni.

Discussed highly effective strategies for closing a deal by attending the online sales workshop anchored by Dr Shaju P Unni, Sales Evangelist.



#### Webinar | Financial Management by Sourabh Jain, PayTM



Gain insights into financial management by signing up for a specially curated webinar on the topic by Mr Sourabh Jain, Head of Paytm Build for India.

**Meet the Leader Online | Manish Maheshwari, MD, India-Twitter**



**Meet the Leader - Mr Pradeep Parameswaran, Country Head - India and South Asia, Uber**



Mr Pradeep Parameswaran, Country Head - India and South Asia, Uber explained how and why it is important to stay resilient during tough times.

**Covid Testing: Story of MyLab Discovery Solutions by Dr. Gautam Wankhede**

Covid Testing: Story of MyLab Discovery Solutions A webinar handled by Dr. Gautam Wankhede, Director - Medical Affairs at Mylab Discovery Solutions



## KSUM Biz-Connects Webinar series- First Edition



First edition of KSUM Biz-Connects and hear it from the co-founder of ZappyHire, Mr Jyothis KS, as he shares his experience of cracking his company's first international corporate deal. Zappyhire got introduced to French incubator Freshlime via Kerala Startup Ecosystem. As part of this engagement, the Kerala startup onboarded its first customer from the European Union - TalentCoin (France): A Skills Bartering Marketplace.

## Opportunities in Germany for Kerala Startups



## Enabling Cooperation and Competition - Open Innovation Network



## Across the Counter with James Joseph

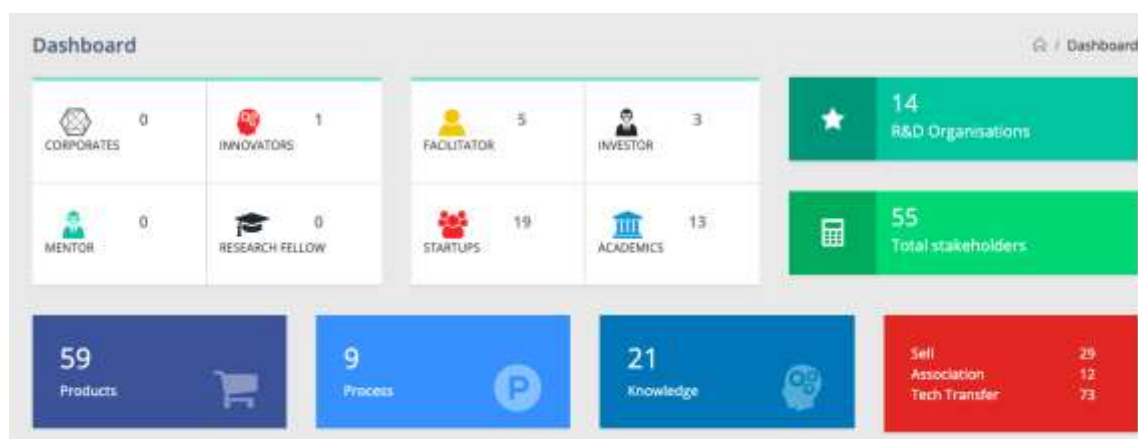


### Women Entrepreneurship & Startup Program Research Innovation Network-Kerala (RINK)

Over the years, Kerala has developed a network of scientific infrastructure with a host of dedicated institutions and a pool of scientific manpower. These institutions produce several innovations and inventions every year. Though many of these innovations have great business potentials, much attention is not given to translate the innovations into a commercial venture.

It is above this context, Kerala Start-up Mission (KSUM) has decided to take initiative to promote Entrepreneurship among Research Fraternity in general and facilitate technology commercialization through a technology intervention and a project is formulated under the title Research Innovation Network-Kerala (RINK).

Subsequently, KSUM has developed a Technology Platform in association with C-DAC Kerala to bring together all stakeholders into common platform. This would enable Researchers and Innovators to explore opportunities available in the entrepreneurship space to take up their inventions to marketplace.



RINK is guided by the following objectives:

- Facilitate communications between Research Community and Industry
- Promote Translational/Impactful Research
- Encourage synergy between Startups and Research Fraternity

- Strengthen access to cutting edge Research findings.
- Connect Investors with Startups and Researchers

Research Innovation Network (RINK) aims to bring Research Institutions, Startups, Investors, Industry and Government agencies into a common digital platform and thereby provide opportunity to take cutting edge research products into commercial space. RINK holds the vision of translating research products into a successful commercial venture.

The project was launched on **24<sup>th</sup> Feb 2021** by Dr. K M Abraham IAS CFA, Chairman - Kerala Development and Innovation Strategic Council (K-DISC) virtually with the active participation of all research Institutions and key Government Agencies with a total of 193 participants.

### Women Startup Summit

In the digital world, information is within the fingertips has intervened in many lives making a huge impact. With the rise in the gig economy, there was a paradigm shift in this trend. The gig economy has provided a promising dimension of work, offering the essential but elusive time, flexibility, and balance between personal and professional life. It is helping them spur their careers on without compromising on personal time, academics, or even recreation. And with the hit of the Covid 19 pandemic, the uncertainty of how gig economy would work successfully was proved positive. In this context leveraging the possibilities unveiled during this pandemic, Kerala Startup Mission is hosting the Women Startup Summit 2.0 Partnering with Startup India, TiE Kerala and Indian Women Network (IWN) the women wing of Confederation of Indian Industries (CII), on 31st October 2020, from 3pm onwards, virtually, with the theme "Women and Technology". The Women week will witness Global Startup Pitching, pre-registered National Level Hackathons, Mentoring Sessions, Funding Opportunities etc from 26th Oct - 31st Oct 2020.

The poster for the Women Startup Summit 2020 includes the following elements:

- Header:** 'WOMEN STARTUP SUMMIT 2020' on a red background, the '2020 WOMEN STARTUP SUMMIT' logo, and the 'KERALA STARTUP MISSION' logo.
- Link:** 'More details: <https://startupmission.in/womensummit/>
- SPEAKERS:** A grid of 18 speaker portraits with their names and affiliations listed below each photo.
- Vertical Text:** 'WOMEN STARTUP SUMMIT 2020' written vertically on the right side of the speaker grid.
- Partners:** Logos for 'PARTNERS' including Startup India, TiE Kerala, and Startupindia.
- Footer:** 'WOMEN STARTUP SUMMIT 2020' text at the bottom right.



## EDP for Women Entrepreneurs



## SHE Power Hackathon

The Power Virtual hackathon is to find suitable solutions in the areas of security, hygiene and re-skilling of women in India. The hackathon is targeting students, startups/enterprises, established or cofounded by women. Hackathon is organized by the US State Department, Kerala Startup Mission and Channeliam.com.

Direct benefits offered to the participants:

1. Mentoring sessions and advanced skills to run a startup
2. A community of founders for peer-to-peer learning and collaboration

Additional benefits include:

1. Incubation offers
2. Mentorship support
3. Access to corporates and govt departments as early adopters
4. Opportunity to pitch to investors
5. Media Exposure and more

Top 20 Selected teams appeared for the final pitch. and selected 3 Winners.

## Climate Ready for Women

The program had progressed as planned and completed. The Covid situation has not been a hindrance, rather most women entrepreneurs in the program have utilized this time to build up their capacities together. The curriculum completed are:

Module 1: Introduction to basic business concept; Module 2: Writing a company description and customer value proposition; Module 3 : Market research Follow on exercise : Group collaborative research project ; Module 4: Fundraising for women entrepreneurs in impact ; Module 5: Why networking is useful and important for women in business; Module 6: Information about Climate Launchpad ; Module 7: Application Support – how to write a good application.



### **Women Startup Summit**

Kerala Startup Mission concluded its pioneering six-day programme with a 'Women Startup Summit 2020' that made a clarion call for launching businesses that can improve the living standards of common people. State IT Secretary, Mohammed Y Safirulla, said new-age entrepreneurs should make greater use of modern technology that can resolve issues such as waste management and water. The winners at the summit should not lose time in hitting the market with their innovative gadgets, he told the delegates at the event organised in association with Startup India, TiE Kerala and Indian Women Network of Confederation of Indian Industry.

### **"Why Hack" - WhyHack Hackathon**

On International Women's Day, Kerala Startup Mission had organized an exclusive 24-hour Hackathon, "WhyHack" which thrived to address women-specific problems using technology. The event was held at Integrated Startup Complex, Kalamassery on March 7th & 8th, 2020. The problem areas identified were: 'Menstrual Hygiene and Awareness', 'Health Education and Monitoring Women in Workplace & Work Culture Improvement', 'Safety and Cyber Risk Awareness', 'Mom to Be – Guidance and Monitoring' and 'Geriatric Care'.

No of Participants: 150 Students with 60% women participants

No of Teams: 31 teams

No of Mentors (7th & 8th March 2020): 12 Mentors

Partnering Communities: TinkerHub, Pehia Foundation & GirlsScript Kochi

No of Volunteers: 10



### **Kerala Technology Innovation Zone**

Government of Kerala has designated the Kerala Startup Mission as the agency for establishment of Technology Innovation Zone at the 13.2-acre land transferred from the KINFRA at Kalamassery, Ernakulam. The zone will create world class infrastructure facilities for multi sector technology incubators to incubate their start-ups and to support home grown enterprises.

### **Integrated Startup Complex**

The Integrated startup Complex at the Technology Innovation Zone has been completed and it is fully functional. Apart from the KSUM Incubator there are Maker Village and Super Fab Lab are functioning there.

### **BTIC- Biotechnology Incubation Centre**

The joint venture Biotechnology Incubator of the Kerala Startup Mission and Rajiv Gandhi Centre for Biotechnology is function in the separate building called BTIC at the Technology Innovation Zone.

### **Construction of Building 1 & 2**

The construction of the building 1 & 2 at the Technology Innovation Zone is in progress.



Building 1

**(Audited Annual Accounts for 2020-21 form part of this report may be seen in the continued pages)**


**Technopark -Technology Business Incubator**  
**Thejasini Building , Technopark Campus,Trivandrum**

**BALANCE SHEET AS AT 31st March 2021**

Particulars	Sch.No.	31-03-2021	31-03-2020
<b>Source of fund</b>			
Corpus Fund	1	4,51,72,126	4,51,72,126
Capital Reserve	2	91,20,054	91,20,054
Income & Expenditure Account	3	1,27,13,063	1,73,92,244
Seed Funds	4	2,38,55,293	2,17,49,265
Innovation Fund	5	-	-
Grants from Government	6	1,02,79,70,141	78,86,64,043
<b>Total</b>		<b>1,11,88,30,678</b>	<b>88,20,97,733</b>
<b>Application of Fund</b>			
Fixed Assets	7	75,79,28,884	75,55,64,326
Less : Depreciation		15,45,60,880	11,59,77,575
Written Down Value		60,33,68,004	63,95,86,751
Capital WIP	8	18,35,09,444	5,76,97,835
Investments	9	27,99,39,369	19,27,05,160
Current Assets	10	17,92,55,302	9,32,29,587
Less : Current Liabilities	11	12,72,41,441	10,11,21,600
<b>Net Current Assets</b>		<b>5,20,13,861</b>	<b>(78,92,013)</b>
<b>Total</b>		<b>1,11,88,30,678</b>	<b>88,20,97,733</b>

Bishwanath Sinha  
Chairman -EC  
T-TBI

  
John M Thomas  
Chief Executive Officer  
T-TBI

  
B.Sreekumaran Nair  
Secretary & Registrar  
T-TBI

CA Roopesh R  
Chartered Accountant  
K Venkatachalam Aiyer & Co

**Technopark -Technology Business Incubator**  
**Thejasini Building , Technopark Campus,Trivandrum**

**INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31-3-2021**

Particulars	Sch.No.	31-03-2021	31-03-2020
<b>INCOME</b>			
License Fees	12	1,33,99,956	2,49,01,955
Other Income	13	5,20,36,827	5,04,79,384
Income from Investments		-	22,97,955
Capital Grant Written Back		3,69,08,128	2,05,04,413
Provision for loss on investment written back		-	25,70,935
Revenue Grant Utilized	14	23,83,16,263	23,72,60,436
<b>TOTAL (A)</b>		<b>34,06,61,174</b>	<b>33,80,15,078</b>
<b>EXPENDITURE</b>			
Salaries & Allowances	15	3,34,69,260	3,17,62,594
Operating Expenses	16	2,24,38,213	2,25,06,140
Administrative Expenses	17	1,25,33,314	1,32,85,444
Income from Investment of earllier years trasfered to Grant		-	11,04,714
Income from Investment credited to grant		-	22,97,955
Grant Receivable Written off		-	40,96,059
Depreciation		3,85,83,305	2,17,86,599
Expenses incurred out of Grant	14	23,83,16,263	23,72,60,436
<b>TOTAL (B)</b>		<b>34,53,40,355</b>	<b>33,40,99,941</b>
<b>SURPLUS</b>		<b>(46,79,181)</b>	<b>39,15,137</b>

Bishwanath Sinha  
Chairman -EC  
T-TBI

  
John M Thomas  
Chief Executive Officer  
T-TBI

  
B.Sreekumaran Nair  
Secretary & Registrar  
T-TBI

CA Roopesh R  
Chartered Accountant  
K Venkatachalam Aiyer & Co

**Technopark -Technology Business Incubator**  
**Schedule to Balance sheet as at 31-3-2021**

<b>1 CORPUS FUND</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
As per last Balance Sheet	4,51,72,126	4,51,72,126
<b>Total</b>	<b>4,51,72,126</b>	<b>4,51,72,126</b>

<b>2 CAPITAL RESERVE</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
As per last Balance Sheet	91,20,054	91,20,054
<b>Total</b>	<b>91,20,054</b>	<b>91,20,054</b>

<b>3 INCOME &amp; EXPENDITURE ACCOUNT</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
As per last Balance Sheet	1,73,92,244	1,34,77,108
Add/Less: Surplus/Deficit for the year	(46,79,181)	39,15,137
<b>Total</b>	<b>1,27,13,063</b>	<b>1,73,92,244</b>

<b>4 SEED FUNDS</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
<b>i) DST Seed Fund</b>		
As per Last Balance Sheet	8,40,518	8,40,518
Add: Refund by incubatees	-	-
<b>Sub Total</b>	<b>8,40,518</b>	<b>8,40,518</b>
<b>ii) TDB Capital Fund</b>		
As per Last Balance Sheet	27,92,776	2,01,629
Add: Refund by incubatees	46,517	25,91,147
Less:Interest on seed fund wrongly credited reversed	-	-
<b>Sub Total</b>	<b>28,39,293</b>	<b>27,92,776</b>
<b>iii) YEDP Seed Fund</b>		
As per Last Balance Sheet	1,02,25,815	25,73,635
Add: Seed Capital transferred from YEDP Grant	1,32,91,760	96,27,482
Add: Seed Fund refunded by incubatees	23,97,658	76,52,180
Less:Seed fund granted to Incubatees	1,32,91,760	96,27,482
<b>Sub Total</b>	<b>1,26,23,473</b>	<b>1,02,25,815</b>
<b>iv) Revolving Fund (Seed)</b>		
As per Last Balance Sheet	53,90,156	45,37,123
Add:Transfer from Innovation Fund	1,61,853	8,53,033
<b>Sub Total</b>	<b>55,52,009</b>	<b>53,90,156</b>
<b>V) Startup dreams (Seed)</b>		
As per Last Balance Sheet	25,00,000	40,00,000
Less: Seed assistance granted	5,00,000	15,00,000
<b>Sub Total</b>	<b>20,00,000</b>	<b>25,00,000</b>
<b>Total Seed Fund</b>	<b>2,38,55,293</b>	<b>2,17,49,265</b>

<b>5 INNOVATION FUND</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
As per last Balance Sheet	1,45,85,884	1,18,78,599
Add: Interest on Seed Funds	19,27,898	44,52,180
Less: Transfer to Revolving Fund (Seed)	1,61,853	8,53,033
Less:Interest on DST seed fund written off	-	8,91,862
Amount deducted as per contra	1,63,51,929	1,45,85,884
<b>Total</b>	<b>-</b>	<b>-</b>

<b>6 GRANTS FROM GOVERNMENT</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
<b>i) Grants from Government of Kerala (Utilised)</b>		
<b>Capital Fund</b>		
As per last Balance Sheet	64,92,07,683	41,85,43,420
Add: Grant utilized during the year	12,58,87,159	24,89,63,734
Less: Excess Grant transferred in last year reversed	-	11,74,108
Less: Depreciation for the year	3,11,65,407	1,71,25,363
<b>Sub Total</b>	<b>74,39,29,435</b>	<b>64,92,07,683</b>
<b>Fund for Fab lab</b>		
As per last Balance Sheet	4,06,42,411	2,24,59,899
Add: Grant utilized during the year	3,77,017	2,15,61,562
Less: Depreciation for the year	57,42,721	33,79,050
<b>Sub total</b>	<b>3,52,76,707</b>	<b>4,06,42,411</b>
<b>Grant for Investments</b>		
As per last Balance Sheet	14,71,54,660	11,97,49,696
Add: Transfer from YEDP grant	9,18,73,054	3,55,00,000
Add: Investment made out of fund from Infopark		
Add: Income from Investments	21,13,625	22,97,955
Add: Provision made earlier year has been written back	37,33,074	
Add: Income from Investments of earlier years trasfered	-	11,04,714
Less: Diminution in Fair value	-	37,33,074
Less: Transfer to Infrastructure Incubation Fund	-	-
Less: Disinvestment proceeds & Income transferred to YEDP	1,47,67,178	77,64,631
<b>Sub total</b>	<b>23,01,07,235</b>	<b>14,71,54,660</b>
<b>Total</b>	<b>1,00,93,13,377</b>	<b>83,70,04,754</b>

<b>ii) Grants from Government- Pending utilization</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
<b>Capital Grants</b>		
As per last Balance Sheet	-	-
Add: Capital grant received during the year	8,50,00,000	7,00,00,000
Add: Transfer from Infrastructure Incubation Development Fund	-	7,00,00,000
Less: Addition to Fixed Assets-transferred to Grant utilised	8,50,00,000	14,00,00,000
<b>Sub Total</b>	<b>-</b>	<b>-</b>
<b>Grant for Fab lab</b>		
As per last Balance Sheet	-	-
Grant transferred from YEDP	3,77,017	2,15,61,562
Less: Utilized and transferred to Grant for Fab Lab	3,77,017	2,15,61,562
<b>Sub total</b>	<b>-</b>	<b>-</b>
<b>Grant for Innovation Zone</b>		
As per last Balance Sheet	-	7,32,761.00
Less: Utilized during the year	-	7,32,761.00
<b>Sub Total</b>	<b>-</b>	<b>-</b>
<b>Revenue Grant</b>		
<b>Grant for Youth Enterpreneurship</b>		
As per last Balance Sheet	(4,83,40,711)	3,64,54,944
Add: Disinvestment proceeds & Income transferred from Grant	1,47,67,178	77,64,631
Add: Grant received during the year	43,69,00,000	31,56,66,659
Add: Excess grant transferred in last year reversed	-	10,39,344
	<b>40,33,26,467</b>	<b>36,09,25,578</b>
Less: Grant utilised for Youth Enterpreneurship	<b>23,83,16,263</b>	<b>23,72,60,436</b>
<b>Less: Amount transferred to</b>		
<b>Investments</b>	<b>9,18,73,054</b>	<b>3,55,00,000</b>
Amount utilised for Building under construction	4,08,11,609	10,53,16,809
Grant utilised for fab lab & super fab lab	3,77,017	2,15,61,562
Transferred to YEDP seed fund	-1,32,91,760	96,27,482
<b>Balance</b>	<b>1,86,56,764</b>	<b>(4,83,40,711)</b>



<b>Infrastructure Incubation Development Fund</b>		
As per last Balance Sheet	-	8,62,00,000
Add: Transfer from Capital WIP	-	-
Less: Fund transferred for Incubation facility at Kannur	-	1,62,00,000
Less: Transfer to Capital Grant	-	7,00,00,000
<b>Balance</b>	-	-
<b>Total- Grant pending Utilization</b>	<b>1,86,56,764</b>	<b>(4,83,40,711)</b>

**Grand Total**

**1,02,79,70,141**

**78,86,64,043**

<b>8 CAPITAL WIP</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
WIP Office Plaza Building	14,10,23,567	5,06,81,262
WIP Fablab Palakkad and Trivandrum	1,19,900	1,19,900
Building No 3 STPI	18,13,252	18,13,252
WIP-CDAC	3,54,69,304	-
Building No 1 ( ULCC)	50,83,421	50,83,421
<b>Total</b>	<b>18,35,09,444</b>	<b>5,76,97,835</b>

<b>9 INVESTMENTS</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Investment in Unicorn India Ventures Pvt Ltd	8,55,25,006	9,69,12,018
Investment in Unicorn India Ventures Pvt Ltd -II	5,00,00,000	-
Investment in Speciale Invest Fund(Net of Provision)	2,29,19,387	1,14,86,140
Investment in Salamander Excubator Angel (SEA) Fund	1,28,49,696	1,28,49,696
Investment in IAN	10,86,45,280	7,14,57,306
<b>Total</b>	<b>27,99,39,369</b>	<b>19,27,05,160</b>

<b>10 CURRENT ASSETS</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Receivables-License fee from Incubatee	2,20,18,455	1,76,20,125
Receivables-Interest receivable on Seed Loan	1,63,51,929	-
Less: Deducted as per Contra - Schedule No: 5	1,63,51,929	-
	<b>2,20,18,455</b>	<b>1,76,20,125</b>
Cash & Bank Balances		
a) Deposits with Banks & Treasury	6,58,46,938	2,54,66,101
b) Balances with Banks	6,42,11,259	3,08,12,500
	<b>13,00,58,197</b>	
Loans & Advances		
a) Advance Recoverable	1,52,72,013	1,07,83,064
b) Deposits	66,05,238	44,99,755
c) Staff Advance	65,899	74,681
e) Interest Accrued	4,82,552	3,94,535
f) Dividend Receivable	8,97,932	8,54,214
g) Tax Deducted By Customers	29,60,753	25,41,720
h) Rent Advance	1,54,994	1,82,893
i) Prepaid Expenses	7,39,269	-
<b>Total</b>	<b>17,92,55,302</b>	<b>9,32,29,587</b>

<b>11 CURRENT LIABILITIES</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Rent Deposit	74,500	66,600
Staff welfare Fund	34,784	13,573
Retention Money from Contractors	1,50,57,373	1,18,90,203
Security Deposit	7,45,513	7,85,730
Telephone Service Connection	5,000	5,000
Earnest Money Deposit	4,59,990	4,04,290
Caution Deposit-Fab academy	62,500	-
Other Liabilities	1,31,17,373	1,42,32,674
Sundry creditors	3,82,78,312	1,81,15,569
Other Creditors	94,06,096	56,07,962
Advance from Infopark	5,00,00,000	5,00,00,000
<b>Total</b>	<b>12,72,41,441</b>	<b>10,11,21,600</b>

**Schedules to Income & Expenditure for the year ended 31.03.2021**

<b>12 LICENSE FEES</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
License fee:		
For Space Usage	1,33,89,506	2,48,96,155
From Startup Dreams	10,450	5,800
<b>Total</b>	<b>1,33,99,956</b>	<b>2,49,01,955</b>

<b>13 OTHER INCOME</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Administrative Income	3,35,96,329	1,70,59,609
Operative Income form YEDP	1,28,33,097	1,89,38,458
Fab Lab Income	12,60,502	6,69,798
Interest received	22,12,949	20,71,437
Sundry Balances Written Back Net	-	8,15,901
Other Income	21,33,950	1,07,89,417
Depreciation short drawn from grant in last year	-	1,34,764
<b>Total</b>	<b>5,20,36,827</b>	<b>5,04,79,384</b>

<b>14 EXPENSES INCURRED OUT OF GRANT</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Acceleration	4,75,96,772	2,39,11,857
Evangelisation Support	1,92,68,637	1,02,56,261
Exchanges & Global Immersion	34,98,150	1,53,87,033
Funding & Enterprises	2,62,02,738	4,53,89,474
INCUBATION	5,33,76,687	3,95,53,458
Knowledge/ Skill Enhancement	6,38,72,855	7,58,86,043
Productisation / Marketing	1,92,11,812	2,68,76,309
Women Entrepreneurship and Startup Programme (WESP)	52,88,612	
<b>Total</b>	<b>23,83,16,263</b>	<b>23,72,60,436</b>

<b>15 SALARIES &amp; ALLOWANCES</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Salaries & Allowances	3,05,11,291	2,58,41,532
Salaries & Allowances to CEO	23,37,988	39,31,761
Staff Training Expenses	25,010	35,400
Medical Reimbursement	5,94,971	19,53,901
<b>Total</b>	<b>3,34,69,260</b>	<b>3,17,62,594</b>

<b>16 OPERATING EXPENSES</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
Power & Water Charges	97,63,809	86,32,819
Security Service Charges	47,71,064	46,05,014
Rent	33,81,290	34,88,375
Repairs & Maintenance	9,81,853	28,30,379
Common facility charges	10,92,233	7,71,974
AMC Charges	12,36,497	11,17,289
Fab Lab Expenses	4,11,950	5,71,339
Membership & Subscription	7,99,517	4,74,651
Project Training Fee	-	14,300
<b>Total</b>	<b>2,24,38,213</b>	<b>2,25,06,140</b>

<b>17</b>	<b>ADMINISTRATIVE &amp; OTHER CHARGES</b>	<b>Current Year (Rs)</b>	<b>Previous Year(Rs)</b>
	House keeping charges	76,39,862	23,85,080
	Internet, Fax, Email , Telephone, etc	3,59,314	2,64,548
	Postage & Courier Charges	16,206	29,190
	Printing & Stationery	1,13,470	3,23,718
	Administrative & Other Charges	7,85,954	16,72,314
	Vehicle Hire charges	8,44,331	18,39,765
	Travelling Expenses	4,95,825	41,68,899
	Auditor's Remuneration		
	For Audit	94,400	94,400
	For Taxation	-	53,100
	For Other Services	29,500	1,18,000
	Honorarium for Expert committee	66,000	2,70,020
	Promotional Expenses	10,000	1,33,200
	Professional Charges	3,79,254	9,93,136
	Car Parking Charges	92,040	1,37,797
	Advertisement Charges	5,22,455	3,74,185
	Bank Charges	20,407	68,645
	Miscellaneous Expenses	6,79,373	2,84,792
	Rates & taxes	3,84,923	74,655
	<b>Total</b>	<b>1,25,33,314</b>	<b>1,32,85,444</b>

**TECHNOPARK TECHNOLOGY BUSINESS INCUBATOR  
THE JASINI BUILDING, TECHNOPARK CAMPUS**

**SCHEDULE - 7**

**FIXED ASSETS**

DESCRIPTION OF ASSETS	RATE OF DEPRECIATION	GROSS BLOCK			DEPRECIATION			NET BLOCK		
		AS ON 01.04.2020	ADDITION DURING THE YEAR	Deletions	AS ON 31.03.2021	AS ON 01.04.2020	FOR THE YEAR	Del etions	AS ON 31.03.2021	AS ON 31.03.2020
LAND ( TIZ) Cost of Development		4,64,09,487			4,64,09,487				4,64,09,487	4,64,09,487
BTIC Building	5.00	13,26,79,514			13,26,79,514		43,00,781		8,17,14,839	8,60,15,620
Office Plaza Building	5.00	42,15,89,612			42,15,89,612		2,08,17,427		39,55,31,112	41,63,48,539
Computer and networking systems	40.00	51,48,892			51,48,892		10,65,857		15,98,785	26,64,642
Modular Work Station T-TBI PH I	14.00	23,15,500			23,15,500		1,59,688		9,80,937	11,40,625
Electronic Equipment KKD	40.00	2,57,280			2,57,280		46,633		69,949	1,16,582
Electronic Equipment TBI	40.00	5,33,390			5,33,390		1,49,222		2,23,834	3,73,056
Electrical Item	14.00	3,59,234			3,59,234		45,050		2,76,735	3,21,785
Electronic Incubator	14.00	3,28,51,185			3,28,51,185		26,06,783		1,60,13,098	1,86,19,881
Electrical Installation	14.00	41,80,884			41,80,884		3,08,535		18,95,285	22,03,820
Furniture & Fixtures	10.00	19,89,473			19,89,473		1,75,619		15,80,569	17,56,188
Software Packages	40.00	16,63,388			16,63,388		3,12,866		4,69,298	7,82,164
Interior Works	10.00	18,49,172			18,49,172		1,09,159		9,82,426	10,91,585
Other Assets	14.00	33,01,983	75,550		33,77,533		2,55,228		16,00,651	17,80,329
Water Tank Building (10 K)	5.00	1,40,62,928			1,40,62,928		4,75,881		90,41,745	95,17,626
Electronics Test & Measuring Eqpt	18.00	2,26,203			2,26,203		23,260		1,05,960	1,29,220
Super Fab lab Assets	14.00	2,15,61,562	3,77,017		2,19,38,579		30,69,993		1,88,58,521	2,15,51,497
Future Lab Assets	14.00	24,28,824			24,28,824		3,13,418		19,25,281	22,38,699
Fab Lab	14.00	3,66,39,344			3,66,39,344		26,72,728		1,64,18,186	1,90,90,914
		<b>73,00,47,855</b>	<b>4,52,567</b>		<b>73,05,00,422</b>		<b>3,69,08,128</b>		<b>59,56,96,698</b>	<b>63,21,52,259</b>
					<b>9,78,95,596</b>		<b>13,48,03,724</b>			

**TBI**

Other Assets (General)	10.00	7,76,446	1,18,568		8,95,014	3,45,048	49,471	3,94,519	5,00,495	4,31,398
Computer Systems	40.00	33,33,897	1,33,752		34,67,649	24,01,802	4,03,431	28,05,233	6,62,416	9,32,095
Net Working System	40.00	2,23,835			2,23,835	1,80,448	17,355	1,97,803	26,032	43,387
Furniture & Fixtures	18.00	36,64,506			36,64,506	21,23,075	2,77,458	24,00,533	12,63,973	15,41,431
Entrepreneurship Driving Resource	100.00	18,170			18,170			18,170	-	-
Interior Work	10.00	32,59,708			32,59,708	6,19,345	2,64,036	8,83,381	23,76,327	26,40,363
Computer System (Lab)	40.00	67,25,167			67,25,167	65,82,113	57,222	66,39,335	85,832	1,43,054
Electronics Test & Measuring Eqpt	14.00	35,01,270			35,01,270	25,42,280	1,34,259	26,76,539	8,24,731	9,58,990
Lab Equipment ( Telecom Based)	14.00	27,64,593			27,64,593	20,82,041	95,557	21,77,598	5,86,995	6,82,552
Lab Equipments (Software Packages)	40.00	91,968			91,968	90,666	521	91,187	781	1,302
Software Packages	40.00	11,56,911	11,80,000		23,36,911	10,96,991	3,31,757	14,28,748	9,08,163	59,920
BRINC Assets	14.00		4,79,671		4,79,671	-	44,110	44,110	4,35,561	-
<b>TOTAL</b>		<b>2,55,16,471</b>	<b>19,11,991</b>		<b>2,74,28,462</b>	<b>1,80,81,979</b>	<b>16,75,177</b>	<b>1,97,57,156</b>	<b>76,71,306</b>	<b>74,34,492</b>
		<b>75,55,64,326</b>	<b>23,64,558</b>		<b>75,79,28,884</b>	<b>11,59,77,575</b>	<b>3,85,83,305</b>	<b>15,45,60,880</b>	<b>60,33,68,004</b>	<b>63,95,86,751</b>

## TECHNOPARK-TECHNOLOGY BUSINESS INCUBATOR

### Note 18

#### Significant Accounting Policies forming part of the Balance Sheet and Income and Expenditure Account for the year ended 31<sup>st</sup> March, 2021

##### 1. Basis of preparation of Accounts-

The accompanying financial statements have been prepared in accordance with the historical costs conventions and on accrual basis, in accordance with the normally accepted accounting principles and comply in all material aspects with applicable accounting standards to the extent spelt out otherwise.

##### 2. Revenue Recognition-

Revenues are recognized on accrual basis.

##### 3. Fixed Assets and Depreciation:

3.1 Fixed Assets are carried at cost less depreciation. Cost of fixed assets includes all expenses wholly and exclusively incurred for acquiring/creating fixed assets. Assets acquired out of grants are carried at cost and the utilized portion of the grant is shown as "Grants Utilized".

3.2 All immovable assets and movable assets costing over Rs.15,000 are capitalized and movable assets costing less than Rs.15,000 are expensed in the year of acquisition.

3.3 Depreciation has been charged at the following rates on written down value method for the proportionate period in respect of assets capitalized / acquired and sold during the year.

Building	5.00%
Machinery and equipment (Incubator Equipment)	13.91%
Computer and Accessories	40.00%
Furniture & Fixtures	18.10%

3.4 Depreciation on assets acquired out of grants are charged to Income and Expenditure account and an amount equal to the depreciation on assets so acquired is drawn from "Grants Utilized" and credited to Income and Expenditure Account as Capital Grant written back.



**4. Government Grants:-**

Grants are generally accounted on receipt basis.

- 4.1. Capital grant received are utilized for the specific purpose for which they are received.
- 4.2. Revenue grants to the extent utilized are credited to the income and expenditure account in the year of utilization. Amounts spent on various schemes of government based on administrative sanction pending reimbursement is shown as grant receivable.

**5. Retirement Benefits:-**

- 5.1. Gratuity and Leave Salary are accounted as and when paid and no provision is made for the same on accrual basis.
- 5.2. Provident Fund being a defined benefit plan, the contribution is charged to Income and Expenditure account in the year of incurrence when services are rendered by the employees.

**6. Investment**

The Investments of the Society are in SEBI approved funds promoted for assisting startups as per the policy of the Government. These investments are stated at lower of cost or fair value on the Balance Sheet date. Being investments met fully out of grants provided specifically for this purpose, the incomes and/or losses, including diminution of fair value on these are adjusted against the grant.

**Notes on Accounts forming part of the Balance Sheet and Income and Expenditure Account for the year ended 31<sup>st</sup> March 2021.**

1. Administrative income is accounted for as income based on the actual utilization of grant at the rates specified in the plan proposal to the Government based on which administrative sanction was accorded for the specific projects/ schemes.
2. Interest on Seed Funds is accounted as receivable but its realisability is dependent on the successful graduation by the individual incubates and hence credited to Innovation Fund and not recognized as income. Realized interest is transferred to “Revolving Fund” for further assistance to incubate as per the terms of the grant/policy of the society and the Government. Repayments by the incubates for whom the repayment as per sanction was to commence before 01.04.2018 is appropriated against interest dues first and in respect of others, repayment are appropriated against principal first and then against interest dues.
3. Project Expenditure:
  - 3.1) External Project specific expenditures are charged to projects/schemes and proportionate common expenditures like Power, rent, facility charges, repairs and maintenance etc. attributable to incubates is treated as operational income.
  - 3.2) Approved Scheme Project specific expenditure is charged to Income and Expenditure Account and an equal amount is transferred to income as grant utilized. Proportionate common expenditures like Power, rent, facility charges, repairs and maintenance etc attributable to incubates is treated as operational income to the extent of Rs,2 Cr.
4. Amount paid for construction of Office Plaza building at Cochin and other assets acquired during the year for TIZ and additions to Capital Work in Progress met out of YEDP grant is specified in Schedule 6 forming part of Accounts.
5. Grants received for Seed Capital Fund:-
  - 5.1 As per GO No. 25/03/2008-NEB dated 12.09.2008 of Govt. of India, Ministry of Science and Technology, Department of Science & Technology has accorded sanction of Rs.2 Crores under the seed support system to T-TBI. The amounts are to be given as seed support to incubates, which are repayable after the initial moratorium period one year after the date of release along with interest @ 6%p.a. on EMI basis within 2 years. Interest due on such loan is accounted on cash basis and added to the Fund.
  - 5.2 As per GO No. TDB/E-41/2010-11 dt. 15.03.2011 of Government of India, Ministry of Science & Technology, Department of Science & Technology has accorded sanction of Rs.1 crore under the Seed Support System to T-TBI.  
The amounts are to be given as Seed support to incubates, which are to be repaid after the initial moratorium period of one and a half year after the date of release along with interest @

## *T-TBI (KSUM) -Accounting Policy & Notes to Accounts – FY 2020-21*

6 % per annum on EMI basis within two years. . Interest due on such loan is accounted on cash basis and added to the Fund.

5.3. Entrepreneur Seed Support – As per Go. No (Rt) No.184/2015/itd DT 10.08.2015 received seed support from Government of Kerala Rs.4,61,50,000 which is received during 2015-16 & 2016-17 & Go No. (Rt) No.173/2016/ITD dt 16.08.2017 received seed support of Rs. 0.86 crores during 2017-18 and Rs.2.005 Cr during 2018-19. . Interest due on such loan is accounted on cash basis and added to the Fund.

6. Innovation fund being Interest receivable from Incubates is shown as deduction from amounts receivable from incubates towards license fee, interest etc.
7. Government Vide GO(Ms) No. 12/2013/ITD dated 30/04/2013 have authorized KINFRA to lease 10 acres of land comprising of existing Start-up village to T-TBI with lease premium at an annual lease rent of Rs. 1/- per acre at Kalamassery, Kochi to start a Technology Innovation Zone. As per the order, cost of land development and cost of structures shall be paid by T-TBI to KINFRA. Consequent to this order, 13.2 acres of land including the land where Biotechnology incubation centre is located has been transferred to KSUM during the previous year.

Lease deed was entered into for 90 years on 05/03/2014 designating T TBI as the agency to set up and operate the Technology Innovation Zone in the KINFRA Hitech Park, Kalamassery.

T TBI was required to pay an amount of Rs.32.58 Crores cost of construction of Office Plaza Building at KINFRA Hitech Park, Kalamassery. A sum of Rs.13.50 Crores was paid to KINFRA on account of this and is included under Capital work in Progress.

8. Dis-investment proceeds, Income or diminution in fair value of investments in SEBI approved investments under Funding and Enterprise Development Scheme made out of Grants from Government of Kerala is adjusted against Grant for investments and the income received is reduced from the grants utilized for investment and carried to Grants pending utilization.
9. As per the MOU entered between T- TBI and IIITM-K on 17 May 2017, KSUM has been allotted 25000 sq ft space in the basement 1 of ISC Kochi from 2017 onwards for Maker village. And they have used additional space of 22,125 sq. ft for which T-TBI has charged rent of Rs.30 per sq.ft on additional space. Total amount of Rs.13.27 Lakhs has been charged during the FY 2019-20 for the month of February and March in the assumption of executing the agreement. Later the Additional Space has been reduced to 10859 sq.ft and the rent comes to Rs.325,770 per month. However, the agreement between T-TBI and IIITMK is not executed as on date and hence the rent due in the financial year 2020-21 is not accounted
10. Rs.500 lakhs was taken as loan from Info Park, Kerala for Investment in SEBI approved fund established for promoting start-ups. Out of this Rs.4,50,50,500 was invested in IAN Funds

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during the financial year 2019-20 and Rs.42,81,634 in Speciale Investment Fund during the current year. Till last year, this is shown as deduction as per contra and is netted against the receipts from Infopark. During the current year, these Investments are grouped under Investments and amount received from Info Park is shown as Current Liability.

11. Sundry debtors, Deposits and Creditors balances are subject to confirmation.
12. Cash and Bank balance includes Escrow Account with T-TBI in Canara Bank -A/c No 2762201000491 with Salamander Excubator Angel (SEA) Fund for Rs.2 Cr and the balance outstanding as on 31 March 2021 is Rs.1,21,49,624.
13. Sundry Debtors has increased by Rs.42.36 lakhs in comparison with previous year due to non receipt of license fee from the incubates on account of Covid Pandemic.
14. The Society was to receive a sum of Rs.40,96,059 from DST as reimbursement of certain expenses as per the order from DST. Despite repeated representations, DST has not reimbursed the same and hence it was written of during FY 2019-20. Follow up action for getting the same reimbursed is being continued.
15. Due to short fall and delay in receipts of Grants as per the Administrative Sanction given by the Govt. of Kerala, the Society had to foreclose a few short term deposits resulting in the banks deducting the difference between the interest as per the contracted rate credited on quarterly rests and the applicable interest as per its tenure on pre-closure, There exists difference between the income reported by the banks as appearing in the 26AS and its actual receipt accounted for in the books of the Society.
16. Society has obtained registration under Section 12AA of the Income Tax Act as a Charitable Society as per the CIT (Exemptions), Kochi order No: AAFFT4134M/09/17-18/S-0427 and is entitled to the benefits of Section 11 of the Income Tax Act with effect from 01.04.2017.
17. Previous year figures have been regrouped/rearranged wherever necessary.
18. Figures have been rounded off to the nearest Rupee.

Signatories to Schedules I to XVII

Bishwanath Sinha  
Chairman -EC  
T-TBI

  
John M Thomas  
Chief Executive Officer  
T-TBI

  
B. Sreekumaran Nair  
Secretary & Registrar  
T-TBI