# Impact Investment Thesis: Deep-Tech for Sustainable Transformation (India)

## Vision

To accelerate India's transition to a sustainable, inclusive, and technology-driven future by providing INR 3-15 lakh seed funding to 100 early-stage startups harnessing cutting-edge technologies AI, ML, Blockchain, Robotics, Geospatial and Biotechnology across high-impact domains aligned with the Section 8 company's objectives.

## Why Deep-Tech for Impact?

- **Transformational Leverage:** AI, ML, Blockchain, Robotics, Geospatial and Biotechnology are redefining how we address food security, health, environmental degradation, and social inclusion, enabling previously unimaginable solutions.
- **Unmet Needs, Scalable Solutions:** India faces urgent challenges in agriculture, healthcare, pollution, and resource management. Deep-tech startups offer scalable, cost-effective, and transparent solutions with global relevance.
- **Section 8 Advantage:** The Section 8 structure ensures investments are channeled towards public good, with robust governance and tax benefits.

## Funding Focus: Priority Domains

We will screen and support startups innovating at the intersection of deep-tech and the following domains:

- **Agricultural and Food Waste Valorization:** Startups using AI-driven optimization, smart logistics, and biotechnological breakthroughs to convert waste into valuable resources, fostering a circular economy and reducing environmental footprints.
- **Endocrine, Nutritional, and Metabolic Diseases:** Ventures leveraging AI/ML diagnostics, personalized nutrition, and behavioral science to tackle diet-related health challenges and promote healthier communities.
- **Soil Health & Conservation:** Solutions deploying IoT, remote sensing, and blockchain to enable regenerative farming, carbon sequestration, and biodiversity preservation, ensuring resilient ecosystems.
- **Air & Water Pollution Control:** Startups creating AI-powered monitoring, robotic clean-up, and decentralized purification technologies for cleaner air and water.
- **Sustainable Agriculture & Biodiversity:** Innovations applying quantum computing for crop resilience, blockchain for transparent supply chains, and biotechnology for food security and biodiversity.

- **Human Behavioral Influence:** Platforms using behavioral analytics and AI-driven nudges to inspire sustainable consumption, waste reduction, and eco-conscious lifestyles.
- **Societal impact**: Empowering underserved communities through strategic investments in modern technologies that drive impactful, technology-enabled solutions for societal upliftment.

## Funding Criteria

- **Deep-Tech Foundation:** Startups must demonstrate core innovation in AI, ML, Blockchain, Robotics, Geospatial or Biotechnology.
- **Alignment with Section 8 Objectives:** Each venture must directly further social welfare, environmental sustainability, or public health.
- **Scalability & Measurable Impact:** Preference for models with clear paths to scale and robust impact, (social and financial), measurement frameworks.
- **Diverse, Mission-Driven Teams:** Founders with domain expertise, passion for impact, and commitment to ethical innovation.
- **Openness to Collaboration:** Willingness to engage with mentors, investors, and ecosystem partners.

## Funding Structure

- **Ticket Size:** INR 3-15 lakh per startup up to 100 social ventures in next 5-7 years.
- **Instrument:** Grant, equity, or convertible note, on any other form permissible as per Section 8 guidelines and startup needs.
- **Value-Add:** Access to incubation, mentorship, and a network of like-minded investors and experts.

## Expected Outcomes

- **Catalytic Impact:** Enable 100 deep-tech startups to reach proof-of-concept, attract follow-on funding, and deliver measurable societal and environmental outcomes.
- **Ecosystem Building:** Foster a robust pipeline of deep-tech impact entrepreneurs and strengthen India's innovation ecosystem.
- **Transparency & Accountability:** Leverage blockchain and AI for real-time impact tracking and transparent reporting.

# Deep-Tech Impact Funding: 16 Key Pitch Deck Questions

**Core Foundation Questions** (1-10)

### 1. Problem Definition & Theory of Change

- What pressing problem are you solving, and why does it matter for society or the environment?
- What problems are you trying to solve? Clearly articulate the real-world challenge especially in domains like agricultural waste valorization, public health, pollution control, or uplifting downtrodden.
- What needs to change if the problem is to be solved, and why? Describe the systemic changes required and the root causes that must be addressed.

### 2. Technology & Innovation Foundation

- How does your solution leverage advanced technologies (AI, ML, Blockchain, Robotics, Biotechnology, etc.)?
- Demonstrate the unique role of deep-tech in your approach, highlighting how it enables outcomes that traditional methods cannot achieve.

### 3. Target Impact & Beneficiaries

- Who are your target beneficiaries or customers, and how will your solution elevate lives especially for marginalized or underserved communities?
- Describe specifically how your innovation will improve the lives of the downtrodden, promote inclusion, or address inequity.

### 4. Solution Design & Implementation Plan

- What is your core product or service, and how does it work?
- How do you plan to make change happen? Provide a clear, jargon-free explanation of your offering with visuals or demo.
- What can you do to solve the problem? Detail your unique capabilities and approach.

### 5. Market Opportunity & Scalability

- What is the size and nature of your addressable market or impact opportunity?

- Quantify the potential reach whether in terms of market size, number of lives impacted, or environmental footprint reduced.

**6. Business Model & Sustainability**

- What is your business or sustainability model?
- Explain how your startup will sustain itself financially while staying true to the Section 8 mission.

**7. Traction & Validation Evidence**

- What evidence do you have of traction or validation?
- Share early results, pilots, partnerships, user feedback, or any proof points that show demand, feasibility, or measurable impact.

**8. Competitive Advantage & Defensibility**

- How scalable and defensible is your technology or approach?
- Detail how your solution can grow and what makes it difficult for others to replicate.

**9. Team Credentials & Commitment**

- Who are the founders and core team, and what is their commitment and expertise?
- Highlight relevant experience, passion, and full-time dedication to both technology and impact mission.

**10. Funding Requirements & Milestones**

- What is your funding ask, and how will you use the capital to achieve clear milestones?
- Specify funding amount, intended use, and concrete outcomes you aim to achieve

**Strategic Implementation Questions (11-16)**

**11. Action Plan & Resource Requirements**

- What actions are you going to take to achieve these goals? What resources will you need?
- Provide a detailed roadmap with specific activities, timelines, and resource allocation (human, financial, technological, partnerships).
- Break down your implementation strategy into phases with clear dependencies and risk mitigation plans.

**12. Expected Results & Impact Framework**

- What results do you want to see?
- Define specific short-term (6-12 months), medium-term (1-3 years), and long-term (3-5 years) outcomes.
- Articulate both quantitative metrics (number of beneficiaries, environmental impact, revenue) and qualitative changes (behavior change, policy influence, ecosystem transformation).

**13. Success Measurement & Milestones**

- How will you know when you have achieved your short, medium and long-term goals?
- What signs, milestones, or 'indicators' should you be looking for?
- Present your theory of change with clear input-activity-output-outcome-impact chain.
- Define specific KPIs, impact metrics, and success indicators for each stage of development.

**14. Impact Assessment & Transformation**

- What will be different about the original problem at the end of the project, if you are successful?
- Describe the systemic change you expect to create and how the problem landscape will be transformed.
- Address both direct impacts on beneficiaries and broader ecosystem effects.

**15. Progress Tracking & Course Correction**

- How can you measure progress?
- How will you know if you are on the right track?
- Detail your monitoring and evaluation framework, including data collection methods, analysis processes, and feedback loops.
- Explain how you will adapt strategy based on learnings and changing conditions.

**16. Risk Management & Assumptions**

- What are your key assumptions and how will you test them?
- What are the main risks to achieving your impact goals and how will you mitigate them?
- Address technological, market, operational, and impact-related risks.
- Present your learning agenda and pivot strategies if core assumptions prove incorrect.

## Call to Impact Catalysts

Join us in backing India's most promising deep-tech impact startups. By pooling capital, network and expertise, we can drive scalable solutions for some of the world's most pressing challenges and demonstrate that technology, profit, and purpose can go hand-in-hand.

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