

## India Innovation Initiative

Bengaluru, Conrad hotel, 17-18 September 2020

### ***Navigating through the programme:***

- What is India developing for the world: **Sessions in green**
- Engaging with India's startup ecosystem: **Sessions in red**
- The **must know** about India's development: **Sessions in blue**
- The global trends that impact us: **Sessions in orange**

*(As of 10 March 2020)*

<b>THURSDAY 17 September 2020</b>	
08 :15 - Ongoing	Registration of participants
08 :15 - 09 :15	<b><i>Special sign-up briefing over breakfast for startup founders</i></b>
09 :15 - 9 :30	Welcome to participants
09 :30 - 10 :45	<p>Plenary session  <b><i>Does India have what it takes to be a technology super-power? If so, what is needed to get there?</i></b></p> <p>Some key assets as a fledgling technology leader are here: India comes third in terms of AI capabilities behind the US and China, it has the third largest startup ecosystem in the world, a number of companies providing state-of-the-art, high end products and services to top global MNCs; the country is host to 1250 R&amp;D centers from MNCs, and it keeps jumping on the global Innovation Index – now at the 52nd position compared to 81th in 2015. However, quite a number of challenges need to be addressed for the country to become a full-fledged, major, player in the global technological innovation supply chain.</p> <ul style="list-style-type: none"> <li>✓ How could a better government/business/academia coordination help accelerate and expand the development of India's technology capabilities?</li> <li>✓ Are there missing elements in implementing the four prerequisites of: Vision, Policy, Resources, Execution ? And how to address them?</li> <li>✓ What is needed to improve the performance of India's education systems in math, science and technology?</li> </ul>

10 :45 – 11 :15	Networking break
11:15 – 12:30	<p>Session in parallel  <b><i>Welcome to the era of the Super-App and how it is reshaping the consumer market</i></b></p> <p>Over the last five years the trend towards “super apps” coming out of China has been gaining ground in different parts of the world, India included. Users are increasingly attracted to the convenience of a one-stop digital shop, seamlessly fulfilling a range of needs and opening the door to multifaceted experiences from financial transactions to ordering groceries or booking your next travel. With its densely populated, huge internet users and fast growing, urban areas and relatively small legacy infrastructure, India – like China - provides the perfect ground for the emergence of super app startups – and some of them are already emerging in the very promising way.</p> <ul style="list-style-type: none"> <li>✓ How can startups create their comparative advantage in front of the giants which are beginning to emerge?</li> <li>✓ What choices between building an in-house services stack taking the partnership route with different apps providers?</li> <li>✓ From super app to super brand: The road from fintech-as-a-service and transactional capabilities to utility, local convenience and the experience factor</li> <li>✓ What possibilities of partnerships between financial institutions and established companies and startups?</li> </ul>
11:15 – 12:30	<p>Session in parallel  <b><i>Leveraging AI as a service</i></b></p> <p>Artificial Intelligence is being leveraged by businesses in multiple areas like data-driven decisions, resources planning and utilization, improving customer experience, financial forecasting, , healthcare diagnostics, and more. In the last few years India has emerged as a major developer of AI solutions. The third-party offering of artificial intelligence outsourcing by high-tech giants as well as by startups allows a much greater number of companies to take advantage of AI resources without having to invest huge amounts of money, and at a much lower level of risk. Conservative estimates put the global AI as a service market at twelve US\$ billion over the next four years.</p> <ul style="list-style-type: none"> <li>✓ What is the potential of AI as a service to actually reshape the competitive landscape in the next few years by</li> </ul>

	<p>opening new opportunities for providers as well as customers of this service?</p> <ul style="list-style-type: none"> <li>✓ What kind of internal capabilities are required from Indian startups to harness the 'AI as-a-service' market domestically and at the global level in front of the tech giants already active in this sector?</li> </ul>
11:15 – 12:30	<p>Session in parallel: <b><i>India as a global biotech growth hub: Priorities for the next steps</i></b></p> <p>Over the last ten years India has emerged as a global biotech growth hub, now among the world's top 10 or 12 centers for biotechnology. Spurred by the emergence of a number of innovative startups – now close to 3000 -the country's biotech industry is expected to be worth US\$ 100 billion over the next five years, with bio-pharma and bio-services having the lion's share in terms of revenues, and the bio-agro sector rising steadily. However, a number of challenges need to be addressed before the bio-tech sector in India can achieve its full potential:</p> <ul style="list-style-type: none"> <li>✓ What synergies between bio-tech startups and academic research so that the flow of scientific advances in bio-tech can support the innovative drive of startups allowing them to compete with established players?</li> <li>✓ Do the various government programmes and funding schemes to help biotech startups to develop their activities fast and sustainably cover the needs? What could be improved?</li> <li>✓ Addressing the challenges to develop products for the global market</li> </ul>
12:45 – 14:30	<p>Plenary luncheon <b><i>Forget about tech ethics as a PR gimmick: Building an ethical corporate culture as a must for the age of disruptive technologies</i></b></p> <p>With their game-changing impact on the lives of individuals as well as on businesses and governments, with their reliance on exponentially increasing amounts of data collected on people and business activities, with the potential to be used for good or malicious purposes, disruptive technologies require a thorough thinking from the part of business leaders on the kind of ethical rules needed to ensure that these technologies will not be leveraged in a harmful way for people or society as a whole. The need for an ethical approach and the creation of a corporate ethical culture is also a social and political imperative as</p>

	<p>corporations cannot ignore or neglect the tremendous implications of disruptive technologies on employment and will not be able to obfuscate their responsibility for the re-skilling of the workforce. It is also a business imperative as corporations are asking customers to trust them in an unprecedented way, with respect to the daily amounts of data they are collecting on them. We have already witnessed the kind of backlash generated against companies when people realize that their personal data has been misused, when their privacy has been badly infringed.</p> <ul style="list-style-type: none"> <li>✓ How should corporations address the challenge of the re-skilling of the workforce as automation and robots are eliminating some jobs, creating new ones or transforming existing ones&gt;?</li> <li>✓ How to ensure that there is no gap between business leaders wanting to act ethically and their ability to follow through on their good intentions?</li> <li>✓ What should the key principles guiding an ethical approach and the building of an ethical corporate culture?</li> </ul> <p>With a keynote speaker</p>
14:45 – 16:00	<p>Session in parallel <b><i>Now to the real thing: Meeting the challenge of scaling up...And scaling to go global</i></b></p> <p>In 2019, nine new Indian startups reached “unicorn” status bringing the overall total to 24 and 52 more were upgraded to the soon-to-be unicorn list, according to a Nasscom report. Scaling up is a make-or-break challenge for the majority of startups. Move too fast and you endanger the sustainability of the business; wait too long and you may miss crucial opportunities and leave the door open to a competitor who might crush you later. And as more and more startups are looking at scaling up to go global this raises even more the stakes and requires not only doing it the right way at the right time but also providing answers to some key questions:</p> <ul style="list-style-type: none"> <li>✓ What are the key prerequisites to fulfill for a well-timed, well executed scaling-up?</li> <li>✓ How accelerators and mentorship programmes can make the difference between successful scaling up and a bust?</li> <li>✓ What does scaling up to go global require in terms of the <b><i>must</i></b> success factors?</li> </ul>
14:45 – 16:00	<p>Session in parallel <b><i>Yes, Blockchain is a potential business game-changer... But what next to get there?</i></b></p>

	<p>Blockchain technology has been acquiring momentum in India with a number of startups now leveraging the technology, a number of collaborative initiatives among the industry stakeholders, and government-led initiatives at the states and central levels. The Report and recommendations from Niti Ayog in January 2020 marked a new step in the central government push for a broader and faster leveraging of the blockchain technology potentialities.</p> <ul style="list-style-type: none"> <li>✓ How to attract a greater share of foreign and domestic VC investment in blockchain startups?</li> <li>✓ What should be done to accelerate the provision of skilled talent needed to develop blockchain applications?</li> <li>✓ What kind of new legislative and regulatory steps are needed to reduce the regulatory and legal risk around blockchain which is stymying investors interest?</li> </ul>
14:45 – 16:00	<p>Session in parallel  <b><i>2020 and beyond: The next stages of IoT transforming the enterprise</i></b></p> <p>India is rapidly becoming an IoT hub with a connected base growing at a double digit pace, with the country’s IoT market expected to be at US\$ 9 billion this year, according to a study by Deloitte.. While the focus was more on the IoT consumer market until recently, there is now a marked increase on, and focus to industrial IoT, especially in sectors such as manufacturing – especially automotive - healthcare, transportation and logistics, smart mobility, telecoms, retail, agribusiness etc. As corporate India accelerates its move towards Industry 4.0, industrial IoT adoption is going to expand even more rapidly opening new opportunities for IoT enterprise solutions providers.</p> <ul style="list-style-type: none"> <li>✓ How to stimulate and manage the organizational and mindset changes needed to optimize the benefits of industrial IoT?</li> <li>✓ How will Ai, blockchain technology, edge computing increase not only the capabilities of industrial IoT but its indispensability?</li> <li>✓ What solutions at hand to address the cybersecurity challenges created by IoT expanding adoption with huge amounts of data being concentrated in one source?</li> </ul>
16: 16:30	Networking break
16:30 – 17:45	Plenary session

	<p><b><i>Ahead with the mobility revolution: Thriving on disruptive technologies</i></b></p> <p>The mobility revolution is now accelerating as the leveraging of disruptive technologies in areas such as electric cars, smart cities, driverless and connected cars, automated transportation keeps accelerating and expanding. While expectations are quite high with regard to the transformative impact of technologies on mobility and on the ability of new business models to generate sustainability and profits, competition is intensifying between established players and new entrants and the overall level of risk for the industry remains quite significant, especially given the investments required and a number of uncertainties pertaining to regulations, implementation and users' acceptance.</p> <ul style="list-style-type: none"> <li>✓ What impact of the mobility revolution and new factors such as Electric and autonomous cars, ride-sharing on the overall automotive industry landscape? A new balance of forces between incumbent companies and new competitors?</li> <li>✓ What requirements for the automotive industry to make EV supply chains as efficient as those for fossil fuel vehicles?</li> <li>✓ How fast will it be possible to adjust and transform urban infrastructure to create really smart cities?</li> <li>✓ How could Public/Private Partnerships shape effectively the future of the mobility revolution?</li> <li>✓ How to ensure that relevant regulations help accelerate the leveraging of disruptive technologies to give full impact to the mobility revolution?</li> </ul>
<p>18:00 – 19:15</p>	<p>Plenary interaction <b><i>Startups and VCs: An outcome-oriented Meet Up</i></b></p> <p>An opportunity for startup founders and VCs executives to connect, allowing the former to create awareness about their endeavor and projects and the latter to seek new talents and the next unicorn in the making.</p> <ul style="list-style-type: none"> <li>✓ Global VCs getting a first -and look at promising Indian startups</li> <li>✓ Indian VCs expanding their connections with the startup ecosystem</li> <li>✓ Indian startups sharing their story and projects</li> <li>✓ Indian and foreign startups sharing prospects and experience</li> </ul>
<p>19:45 – 21:45</p>	<p><b><i>Opening gala dinner</i></b></p>

<b>FRIDAY 18 September 2020</b>	
08:15 – 09:15	<b><i>Special sign-up briefing over breakfast for startup founders</i></b>
09:15– 10:30	<p>Plenary session</p> <p><b><i>Making the future as bright as it should be: The India's startup ecosystems in the 2020s</i></b></p> <ul style="list-style-type: none"> <li>✓ From an India story to a global story?</li> <li>✓ rise of B2B models?</li> <li>✓ Moving up from the world's 3<sup>rd</sup> rank?</li> <li>✓ Ramping up the Unicorns emergence?</li> <li>✓ .....?</li> <li>✓ And here are the actions required for achieving all this</li> </ul>
10:30 – 11:00	Networking break
11:15 – 12:30	<p>Plenary in parallel</p> <p><b><i>The 5G wave of change for business: What next before it becomes a full reality?</i></b></p> <p>Many experts consider that India has the potential to achieve a one trillion dollars digital economy over the next five years and <b>5G</b>-enabled services and applications will be a crucial boost to reach this target. With its tremendous higher speed, quasi no latency, higher frequency bands, 5G is set to be a game changer in mobile phone applications use and consumer and industrial IoT development, with significant impact on growth potential, faster technology developments, consumer market expansion, new business models and productivity increases. Stakeholders in India, have been gearing up for the commercial launch of 5G this year. However, This launch is now being delayed, creating some serious setbacks while some issues remain to be solved:</p> <ul style="list-style-type: none"> <li>✓ What will be the impact of Telcos delaying the rollout of 5G by 5 years due to restricted availability and high base prices for spectrum and quantum issues? How will this impact on India's overall competitiveness as countries such as China are still planning to 2020 5G rollout?</li> <li>✓ How to accelerate the necessary fiber densification of the country in order to get maximum benefits from 5G</li> <li>✓ How to address higher cybersecurity and privacy risks as the 5G network will be based on software?</li> </ul>

	<ul style="list-style-type: none"> <li>✓ What kind of new opportunities could the deployment of 5G networks for startups and innovative companies?</li> </ul>
11:15 – 12:30	<p>Plenary in parallel</p> <p><b><i>Regulating disruptive technologies: What Dos and Don'ts?</i></b></p> <p>Disruptive technologies are raising new and complex challenges about whether these technologies should be regulated, how and by whom. In that respect, Artificial Intelligence with its leveraging of Big Data and its almost endless applications is a particularly acute and sensitive case in point, taking for instance the concerns about the spreading use of facial recognition technologies. In 2019 42 countries members and non-members of the OECD agreed on a global governance framework for AI. However, this framework defines non-binding “principles”, and different countries keep their different approaches, whether it is China, the US, India, the UK or Singapore.</p> <ul style="list-style-type: none"> <li>✓ Are there ways to address the problems created by the gap between the speed at which AI capabilities are advancing and the “structural” slowness of legal and policy systems?</li> <li>✓ What possible ways to avoid that hasty and misplaced regulations stymie the potential benefits of AI?</li> <li>✓ Would a differentiation make sense and be possible between AI research which could remain un-regulated and AI applications which should be regulated?</li> </ul>
12:45 – 14:30	<p><b><i>Plenary luncheon</i></b></p> <p>With a keynote speaker</p>
14:45 – 16:00	<p>Session in parallel</p> <p><b><i>Crying out for more Deep-Tech: Actions to meet this urgent need</i></b></p> <p>India's private sector and government entities are facing the growing need to adopt and leverage next generation technologies so the demand for advanced deep tech related technologies such as machine-learning, advanced robotics but also Nano and bio-technology, materials science, will witness is expected to increase significantly in the next few years. Close to 1500 deep-tech startups in India are today busy developing research and activities in these cutting-edge technologies. However, India is lagging behind in these domains, compared to the US, China,</p>



	<p>Japan or Israel. If India is ever able to meet its needs in the deep-tech domain to be a genuine digital economy and society and even to become a deep-tech nation a number of changes will need to happen sooner rather than later.</p> <ul style="list-style-type: none"> <li>✓ How to overcome the reluctance of most VCs to fund Deep-Tech startup given the longer incubation time for these technologies to become a business?</li> <li>✓ Delhi has taken some measures to promote Deep-Tech development and Niti Ayog has proposed the creation of international research centers in this domain, But institutional support for Deep-Tech remains weak. What should be the priority measures?</li> <li>✓ How to create the kind of Public/Private sector partnerships which have been effective in other countries to accelerate the development and adoption of Deep-Tech?</li> </ul>
<p>14:45 – 16:00</p>	<p>Session in parallel <b><i>A look at the future of Fintech: Bundled, global, mainstream... and what else?</i></b></p> <p>Technological and business models innovation by financial institutions, the rise of fintech startups and government policies for the sector, as component of the Digital India programme have generated an impressive development of fintech in India, bringing the country among the top three world leaders in terms of fintech adoption. According to Nasscom India's fintech software market should reach 2.4 US\$ this year. Strategic partnerships between Fintech startup companies and the traditional banking sector have been an important factor behind the rise of the fintech sector.</p> <ul style="list-style-type: none"> <li>✓ What next steps in addressing the issues of better security for the customer and usage of data to help accelerate the expansion of the Indian fintech sector and the activities of fintech startups?</li> <li>✓ Which way forward for Indian fintech companies? To what extent will the bundling of services be a crucial element for scaling up and future expansion?</li> <li>✓ What prospect for the Indian fintech sector going global? What will be required for that?</li> </ul>
<p>16:15 – 17:15</p>	<p><b><i>India and R&amp;D: The great catching-up that needs to happen</i></b></p> <p>The link between a knowledge- driven, high-growth economy and a vibrant Research and Development (R&amp;D) ecosystem is well</p>

	<p>recognized.. The Economic Advisory Council to the Prime Minister has set the target of 2% of GDP for R&amp;D expenditure by 2020, a very ambitious goal considering that R&amp;D expenditure to GDP has remained stagnant at 0.6 to 0.8% over the last 20 years – compared to 2.1% for China, 4.2% for Israel, 4.1% for Korea - and contributed almost exclusively by the central government. The picture of an India lagging behind is the same when it comes to R&amp;D personnel with, for instance, China at 2.5 million people against around 400'000 for India. This translates into the small output of the country in terms of patents and trademarks.</p> <ul style="list-style-type: none"> <li>✓ How to create the kind of interaction between business and academia that has been so propitious to successful R&amp;D in some other countries?</li> <li>✓ How to spur a radical change of mindset from the big business houses risk aversion about investing in R&amp;D on a long, or even medium, term vision?</li> <li>✓ With the central and state governments supporting innovation and entrepreneurship, what is still missing in the policies for a quantum leap in R&amp;D capabilities?</li> <li>✓ How to increase substantially the now non-existent role of the states in R&amp;D activities?</li> <li>✓ What need to be done to improve the national intellectual property rights system to further encourage R&amp;D and its leveraging in knowledge-intensive economic activities.</li> </ul>
17:30 – 18:45	<p><b><i>Would local capital please step up?</i></b></p> <p>From 2010 to 2019 investment in Indian startups has shot up from US\$ 550 million to US\$ 14.5 billion. While the role of domestic investors has significantly increased in the last few years, Indian startups still remain dependent on foreign capital. Even though one can expect inflows of foreign capital to continue to grow in the coming years as the vibrancy and innovation capabilities of India's ecosystem acquire even more momentum, there is definitely the need for domestic investors – corporate, government, individuals, family offices – to play a greater role. In the FY 2020/21 budget Finance Minister Nirmala Sitharaman announced a number of measures favorable to investment in startups, acknowledging that “Startups have emerged as engines of growth for our economy”.</p> <ul style="list-style-type: none"> <li>✓ How should the Budget's measures on investment in startups translate into reality?</li> <li>✓ What would be the efficacy of the development of funds of funds in mobilizing more local capital?</li> <li>✓ How to channel directly the resources of Family Offices into startup investments?</li> </ul>

18:45 – 19:00	<b><i>What do we take home?</i></b>  Identifying some key points, recommendations, actionable items that have emerged from the discussions.
19:00 – 19:45	<b><i>Farewell cocktail</i></b>