

IIT Bombay



S I N E

Business Incubator

**SOCIETY FOR
INNOVATION &
ENTREPRENEURSHIP**

Technology Business Incubator



**Technology Business Incubator hosted by IITB,
set up as a non-profit entity in 2004**



**Functional autonomy under its own
Governing Board. Board members are
from IITB academia and industry experts**

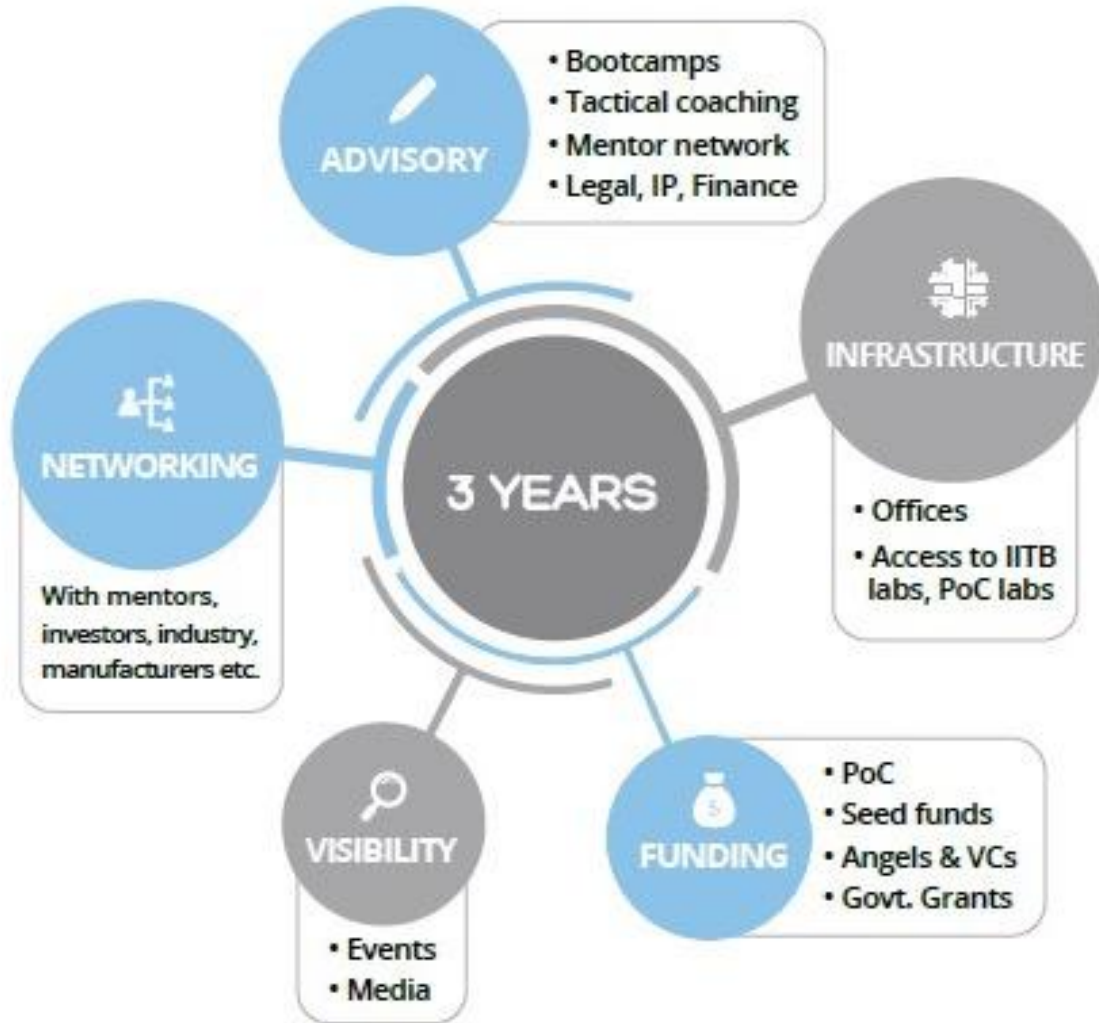


**Basis for incubation: Potential to
create economic growth, strategic
and social value**

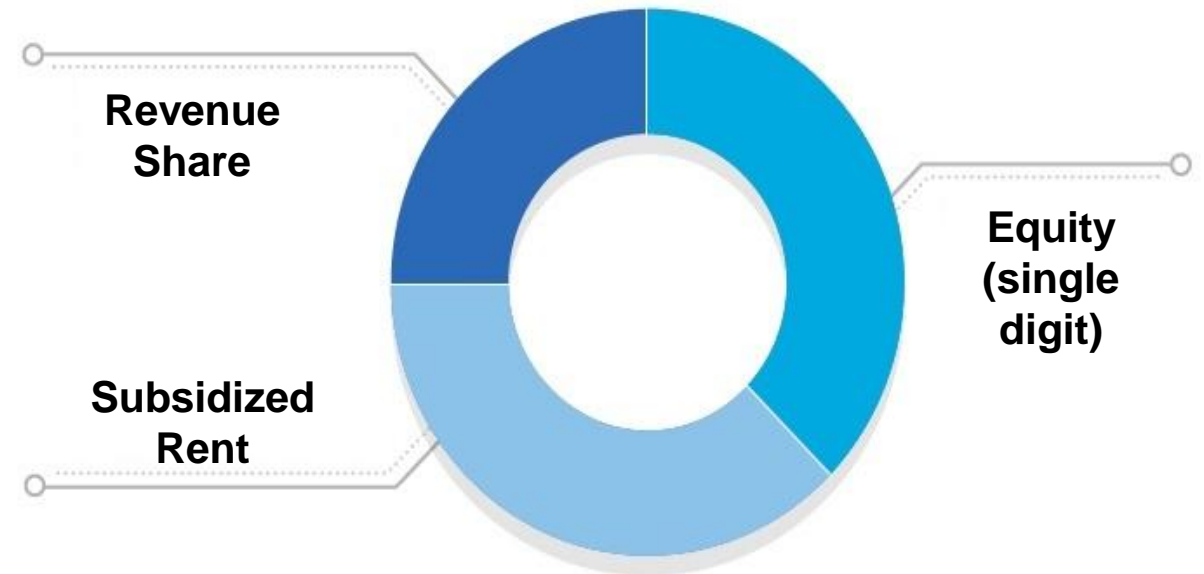


**Preference for intellectual property
based companies, IITB linkage**

Incubation Benefits & Terms



- **Terms favorable to entrepreneurs**
- **Operationally self-sustained using current revenue model**



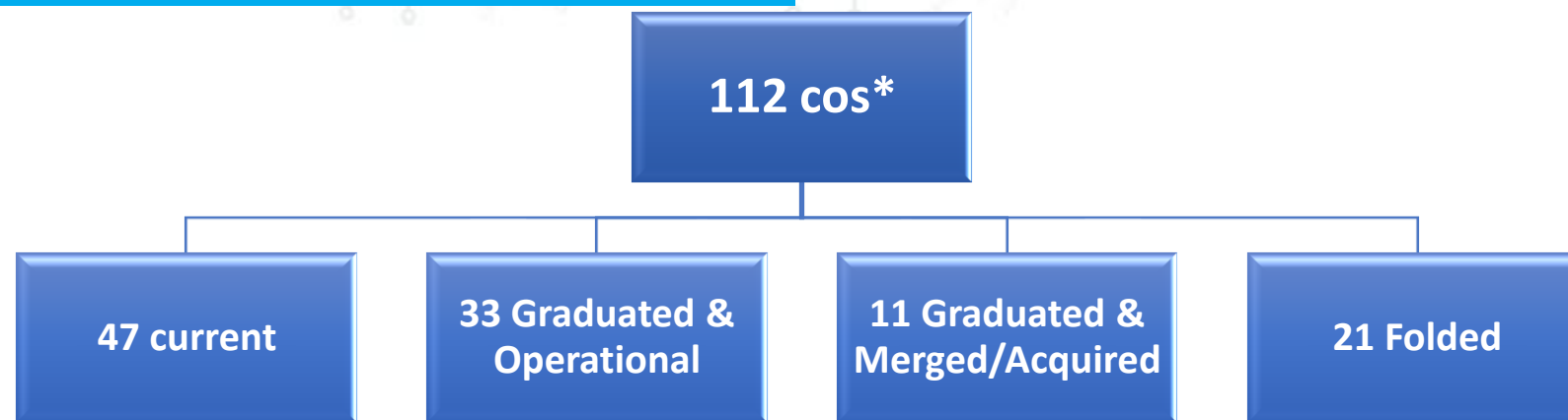
Examples of Programs



Academia industry training

Hackathons

Cross Border Programs



- ~**3,000** Jobs created during incubation
- 304** Entrepreneurs/Co-founders
- 28** IP from IITB commercialized
- 26** Firms with social/environment impact
- 11** Firms with indigenisation/strategic value~

\$150M Trailing 5yr cumulative revenue (all cos.)

Funding raised

36 Companies funded by Angels/VCs

18 Companies funded by bank, Govt.

~**\$155M+** external funds raised

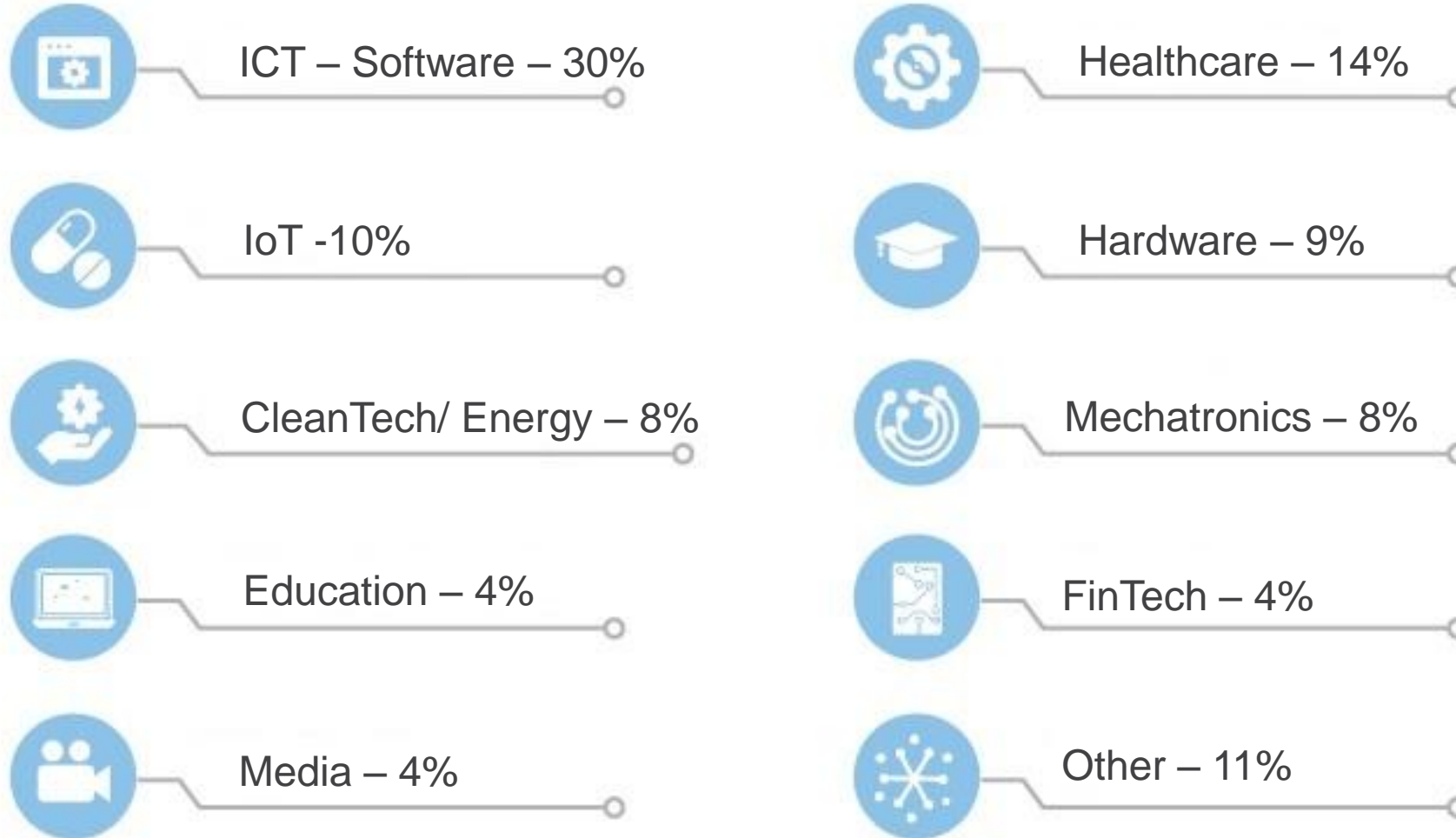
Ratio SINE: External funding = 1:150+

Intangible contributions:

IITB –centered startup cluster in neighborhood
Benchmark for academic incubation models in India
Innovators benefiting from training, networking, &
other events

Spectrum of Companies

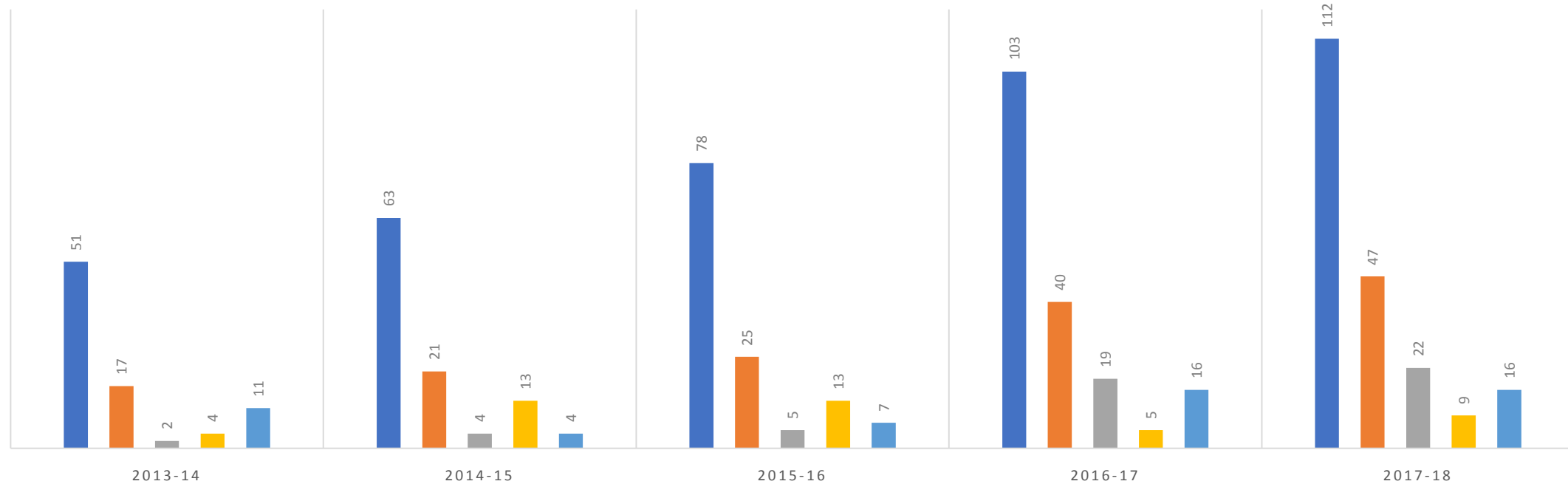
112* Cumulative number as of Aug'17



Spectrum of Companies

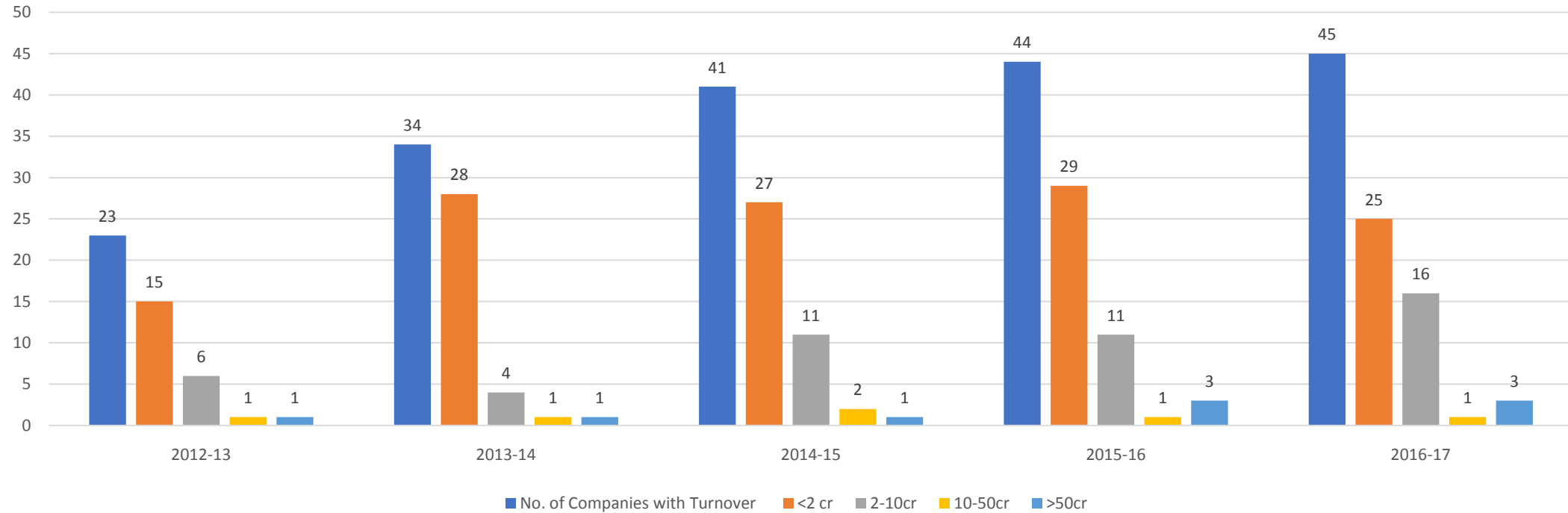
Years	2013-14	2014-15	2015-16	2016-17	2017-18
Cumulative # of companies	51	63	78	103	112
Under incubation (a+b+c)	17	21	25	40	47
(a) Virtual	2	4	5	19	22
(b) Pre	4	13	13	5	9
(c) Regular	11	4	7	16	16

■ Cumulative # of companies ■ Under incubation (a+b+c) ■ (a) Virtual ■ (b) Pre ■ (c) Regular

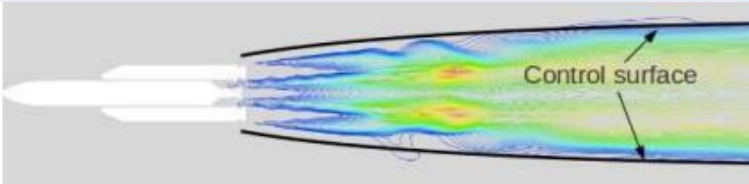




Spectrum of Companies




Years	2012-13	2013-14	2014-15	2015-16	2016-17
No. of Companies with Turnover	23	34	41	44	45
<2 cr	15	28	27	29	25
2-10cr	6	4	11	11	16
10-50cr	1	1	2	1	1
>50cr	1	1	1	3	3
Employment generated	800+	1000+	1500+	2500+	3000+



E.g. of Graduate Companies

	Zeus Numerix	IdeaForge	Sedemac
Summary	Computer-aided engineering design and analysis company	Pioneer in micro UAV segment in India	Products company focused on controls for small engines and powertrains.
Technology	<p>IITB technology spinout. Solutions in the field of Computational Fluid Dynamics (CFD), Computational Structural Mechanics (CSM), etc.</p> 	<p>Technology developed during incubation. Indigenously developed autonomous/ RC drones & fixed wing UAVs.</p> 	<p>IITB technology spinout. Smart Ignition Control for 2-3 wheelers. Genset Controller for diesel power generators.</p> 
Market	Defence, automobile, marine, nuclear and power.	Defence, Industrial applications	Transportation, power generation
Scale/ Impact	First indigenous CFD company. End-to-end solutions in 5 sectors.	Empanelled supplier to Indian Defence Forces. Co-developing industry guidelines with Govt.	Deployed in 10 million 2-wheelers. 300+ employees. INR 3 billion cumulative turnover

E.g. of Current Companies

	igrenenergy	Innovision	CareNx
Summary	Cleantech company working on improving efficiency of solar plants & batteries.	Assistive devices company. Lead product- Electronic braille device	Mobile healthcare platform for prenatal and infant care services to remote patients.
Technology	IITB alumni developed; 'packetization' of incoming power; software enabled 'processing, routing and scheduling' of the same 	IITB student-developed. Patents pending. BrailleMe enables reading via a tactile screen comprised of electromechanical pins. 	IITB student-developed. Smartphone integrated affordable point of care diagnostic test. 
Market	industry, corporates, household	Individuals, institutions	Healthcare Centres, Clinics, NGOs
Stage	Pilot trials in multiple countries. Angel funded.	Pilot trials in multiple countries. Funded by Angels & competitive grants	Revenue generating. Screened 8000+ pregnancies in 6 Indian states. Other products in development. Won several competitions.

Collaborations

SECTOR-SPECIFIC PROGRAMS



CSR FUNDING



GOVT. SUPPORT



- Combined experience 140+ years
- Combined Industry Experience >90 years
- Expertise: ICT, Electronics, Biotech , Health Care, Life Sciences, Finance & Banking, Legal & Compliance, Management & Operations, IT

3-year Plan



Higher
capacity
enhanced
facilities



60,000+
sq. ft



International
tie ups



Focused
verticals-
Healthcare,
Cleantech etc.

THANK YOU!

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www.sineiitb.org