



CLIMATE- TECH GATEWAY TO INDIA

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www.eai.in



HELPS GLOBAL FIRMS ENTER THE INDIAN CLIMATE-TECH AND CLEAN ENERGY MARKET BY ASSISTING THEM IN



Market Intelligence

- Market potential analysis
- Competitor intelligence
- Policies and regulations
- Supply chain intelligence



Partnerships

- Technology and business partner identification.
- Distribution and sales partner identification.
- Partnerships for research & innovation



Techno-Economic feasibility studies

- Country readiness for specific technology & solutions
- Estimates & analysis for investments and returns



Leadership Hiring

- Assists in recruiting the following senior level positions.
 - >country heads,
 - >marketing & sales heads,
 - > operations heads



Marketing & Distribution

- Helping in focussed marketing and awareness strategy
- Identifying effective sales, distribution, and value-added reseller partners



Prospects Generation

- Qualified prospects using our vast network.
- Support in organizing road-shows



Professional Contacts

- Identifying hi-impact business contacts for specific domains using our network and knowledge.



On-the ground help

- Identifying experts for
 - >legal & tax support
 - >Infrastructure Setup
 - >Governments liasions and approvals

G2I ASSISTANCE - EXAMPLES



Market Intelligence

Provided focused inputs on all aspects of the Indian electric 2-wheeler market for a Japanese firm, keen on expanding their electric bicycle and motorcycle market to India.

Assisted trade commissions of multiple countries (USA, Canada, Mexico, Spain, UK) in gaining deep knowledge of Indian markets for bio-fuels, electric vehicles, solar, and waste management for investments from the respective countries.



Partnerships

Assisted a global leader in measurement, control & optimizations in identifying partners in multiple parts of the Green Hydrogen value chain - research & development, pilot projects, and logistics.

Assisted a global top 3 beverage company in gaining key intelligence about technology and research partners for recovering value from food waste.





G2I ASSISTANCE - EXAMPLES

Techno-Economic feasibility studies

Assisted a Fortune top 10 oil and gas firm in comprehensive analysis of technical suitability and market potential for converting MSW to ethanol, and other bio-fuels.



Marketing & Distribution

Helped a Brazilian biomass pellet supply firm to identify key marketing & distribution partners for supplying to the fast growing Indian industrial and powerplant markets.



Professional Contacts

Co-ordinated and curated engagements with multiple technology and innovation experts in waste management for one of the world's largest philanthropies.



Leadership Hiring

Assisted a global environment investor in identifying senior management roles in corporate sustainability and supply chain for some of their Indian investee companies.

Prospects Generation

Assisted an innovative German solar powerplant monitoring firm in identifying and engaging with qualified EPC prospects one of whom became the first customer.

On the Ground Support

Assisted an international solar developer in gaining a thorough understanding of solar powerplant approvals and connecting with the relevant experts for further action.

ABOUT EAI



EAI is a boutique management and market consulting firm with a focus on clean energy & sustainability sectors.

Our work has assisted companies both large and small in four key cleantech domains -

- Electric Mobility,
- Solar power,
- Biomass Energy & Solutions, and
- Green Hydrogen.

Founded by professionals from the IITs and IIMs, EAI's consulting has provided assistance to Indian and global firms on market intelligence and management strategic support since its inception in 2008. Our work has spanned:

- **Strategy consulting & market intelligence** - Assistance that has benefitted over 250 firms - including global leaders (GE, Exxon Mobil, GSK, Amway, Toyota, Bill & Melinda Gates Foundation...) as well as dozens of small, innovative startups.

More details of our consulting practice:

- ◆ E - Mobility - <https://www.eai.in/consulting/strategy/e-mobility>
- ◆ Solar Energy - <https://www.eai.in/consulting/strategy/solar>
- ◆ Bio-energy - <https://www.eai.in/consulting/strategy/bio-biz>
- ◆ Green Hydrogen - <https://www.eai.in/consulting/strategy/gh2>

ABOUT EAI



- In-depth market reports - Over 2500 companies, Indian as well as international, have benefitted from our industry research reports in the fields of solar power, biofuels, bio-based materials and electric mobility
- Diverse events and workshops - 30+ events organised by EAI in climate tech in the past decade across India - comprising national & international conferences, workshops, and networking events. These events were organised either by EAI on its own or in partnership with state governments (Tamil Nadu, Uttar Pradesh, Kerala), or with corporates, organisations & institutes (UL, IITs, InterSolar...)
- In addition to our deep knowledge of specific climate tech verticals, EAI has one of the largest professional networks for climate tech in India. Our network of over 5000 professional and industrial contacts across India, comprise:
 - 1500+ solution providers
 - 500+ large end users & corporates
 - 1000+ startups
 - 200+ investors
 - 1000+ research & academic professionals
 - 100+ government officials & bureaucrats



WE WORK ACROSS

01

Renewable Energy



02

Low Carbon Mobility



03

**Energy
Storage**



04

**Energy
Efficiency**



05

**Waste
Management**



06

**Low
Carbon
Materials**



07

**Low Carbon
Agri & Food**



08

**Water
Sustainability**



09

CCUS



WHY ARE WE UNIQUE?



DEDICATED CLIMATE TECH FOCUSED

The only boutique Indian consulting firm with a laser focus on climate-tech for **15 years**



ACROSS ALL CLIMATE TECH SECTORS

Worked across clean energy, materials, water, waste management & agriculture



DEEP SECTOR EXPERTISE

Specialized divisions

- Bio-Energy (Biobiz)
- Electric Mobility (EVNext)
- Solar (Solar Mango)



OTHER HIGH IMPACT EFFORTS

Climate education – Clidemyl
Climate innovation – Climafix
C3 – Chennai Climate Consortium



Large Industry Network

Over 3000 strong expert and professional network across all climatetech sectors



OUR PROMINENT CLIENTS






WORK ACROSS CLIMATE-TECH DIMENSIONS

+ Clidemy | www.clidemy.com

Aimed at providing effective **education**, training & skills for climate action on a massive scale - to 1 billion people by 2030 and 3 billion by 2035.

+ C3

The Chennai Climate Consortium, known simply as C3, is a pioneering effort by EAI and its business partners to dramatically accelerate **decarbonization for Chennai**-based industries & commercial units through a Think Local approach.

+ Climafix | www.climafix.in

India's **largest climate startup summit**, with over 500+ startups and 150+ investors, along with corporates and entrepreneurs. Organised with IIT Madras Energy Consortium

+ Biobiz | www.biobiz.in

Catalyst to develop a sustainable bio-economy

+ EVNext | www.evnext.in

Guiding Indian industry on the future of electric mobility

+ Solar Mango | www.solarmango.com

Expert guidance for the adoption of solar energy



WELCOME TO INDIA

G2I division of EAI looks forward to assisting you in entering and benefitting from the Indian climate-tech market.

TALK TO US

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