



**Innovate  
UK**

**Global Business Innovation Programme - India  
Chennai and Kolkata**

**Urban Systems in India | 22<sup>nd</sup> July – 26<sup>th</sup> July 2024**



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## WELCOME

**As part of our Global Business Innovation Programme, Innovate UK are delighted to bring a delegation of some of the UK's leading urban systems innovators building smart solutions at the core of their value proposition.**

This GBIP contributes to Innovate UK's ongoing commitment to tackle the challenges faced in urban systems by driving research, development, and commercialisation of novel technologies in the UK's industry through joint innovation and international collaboration.

Our delegation of 15 ambitious UK companies will use this innovation visit to Chennai and Kolkata, India, as an opportunity to engage with key stakeholders from the global industry, network with other professionals and initiate forward-focused collaboration. The combination of commercial expertise, creative excellence and

technological innovation across the UK and India has the potential to generate significant value for companies operating in the field and contribute to the global advancement in the broad areas that urban systems cover. We hope you enjoy sharing insights, thought provoking ideas, and making new connections that can help shape the growth of these exciting companies and start to open new business opportunities. On behalf of the GBIP organisers, we would like to thank our gracious hosts, attendees, delegates, and all our partner organisations for their invaluable contributions to this programme.

# LEADING THE VISIT

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## James Taplin

Innovation Lead, Innovate UK

James is the International Innovation Lead in the Net Zero Places Team at Innovate UK. He helps run the flagship domestic programme working with UK Local Authorities and businesses to better understand what people really want, and then unlock the largely non-technological barriers to providing them in a way that also furthers a just transition to net zero.

As part of this work, it is also essential that we help share and learn from the best of the innovation happening around the globe as well, and by bringing new ideas and approaches to similar problems together we can evolve improved solutions that accelerate sustainable change. Prior to working at Innovate UK, he spent ten years providing strategic sustainability board-level advice to International blue chip companies, and before that he spent another ten years working with the World Bank and others on biodiversity and climate-change analysis in East Africa.



James Taplin

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## Charlie Fraser

Partnership Manager India Innovate UK

Innovate UK is the UK's Innovation Agency and part of UK Research and Innovation (UKRI). It focuses on driving productivity and growth by supporting UK businesses to identify and realise the potential in new technologies and turn them into the new products, processes and services that will significantly grow the UK economy.

With over a decade of professional experience, Charlie has worked and develop her skills across the private, charity and public sector.

As the India Partnership Manager at Innovate UK, she specialises in facilitating high-growth, innovative SMEs to grow and scale into the Indian market by fostering strategic collaborations with key stakeholders including Government of India, research/academic organisations, and industry leaders.



Charlie Fraser

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# LEADING THE VISIT

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## Sunny Claire

Senior Innovation & Growth Specialist

Sunny Claire has over 15 years of experience in managing and delivering international projects and programmes. He started his career leading the delivery of the Enterprise Europe Network here in the West Midlands region, the largest business support network with a prime focus on assisting SMEs to expand within the European Union and accelerate growth in global markets.

Since then, Sunny has actively been supporting SMEs across the West Midlands region acquiring extensive knowledge and expertise in supporting these businesses with developing their innovation capacity, providing mentoring and coaching support, accessing funding and finance, business growth, protecting and managing intellectual property and expanding into new international markets.

Sunny has a vast amount of experience in leading numerous trade and innovation missions across Europe and Asia, more recently with a prime focus on India, supporting businesses with identifying joint R&D and collaboration opportunities.



Sunny Claire

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## Anurag Kapoor

Senior Innovation & Growth Specialist

Anurag Kapoor is a Senior Innovation & Growth Specialist at Innovate UK Business Growth. In his previous roles, he was co-founder of GHV Accelerator, India, where he inducted 100+ start-ups, accelerated 50+ start-ups, mentored 500+ founders on various subjects to support in their business growth. He has built and operated multiple innovation programs for enterprises, and advised CXO's on digital transformation, market entry planning and execution support, leading internationalisation missions /delegations, and strategic global partnerships. His entrepreneurship journey was followed by a decade of working with various corporates such as Evalueserve, Cairn Energy, Copal Partners, and GE.

His sector/ technology focus has been agnostic; however, he has worked closely with start-ups in metaverse mar-tech, mobility, predictive analytics (manufacturing tech), supply chain, robotics, along with some D2C start-ups.



Anurag Kapoor

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# OVERVIEW OF COMPANIES

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## **ActivePure Air LTD**

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## **CrowdHouse Energy Ltd**

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## **Engas Global**

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## **Flax & Teal**

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## **Water Offsets**

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# 1. ACTIVEPURE AIR LTD

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## Business Overview and Specialist area

Picture a solution that transforms urban environment into bastions of health and safety. Enter ActivePure, a groundbreaking air and surface purification technology that surpasses traditional filtration methods. Inspired by NASA science, ActivePure utilizes potent oxidative molecules to continually sanitise indoor spaces, eradicating 99.99% of airborne and surface air contaminants, including viruses bacteria and mould.

In urban cities where density and shared spaces amplify health risks, ActivePure provides an active defense, it doesn't merely purify the air, it actively neutralizes pathogens on surfaces, reducing the transmission of infection in hospitals, schools, offices and public transport. Supported by rigorous testing and validated by peer review studies, ActivePure demonstrated efficacy against a broad range of pathogens including those responsible for HAC's and community acquired infections.

## Visit Objectives

For the Urban Cities Project, ActivePure isn't just a product, it's a vital element in creating healthier more resilient communities. By integrating ActivePure into urban infrastructure, we can mitigate the impact of outbreaks, enhance public healthcare outcomes, and instill greater confidence in shared spaces. Join us in revolutionizing urban health with ActivePure – because cleaner air and surfaces mean safer cities.



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## 2. CROWDHOUSE ENERGY LTD

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### Business Overview and Specialist area

CrowdHouse Energy are innovators in the clean tech space, with a current focus on megawatt scale onsite renewable energy generation. The company was incorporated in 2019 following years of success in other renewable energy markets. Our senior management team have over 50 years collective experience in renewable energy and over 8 years of experience in delivery of complex infrastructure projects. In that time, CrowdHouse Energy has worked with numerous high-profile clients and contractors to deliver renewable energy schemes across the UK, both directly and working with main contractors and consultants as part of larger project delivery teams.

In 2022 CrowdHouse Energy designed and launched its own patent applied for modular bifacial parking canopy system, Helios Volt ®. Since its launch Helios Volt ® has achieved a company valuation of £10.4m.



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### Visit Objectives

CrowdHouse Energy aims to better understand the Indian market and explore the opportunities to collaborate with potential partners.

As the states of West Bengal and Tamil Nadu are two of India's strongest manufacturing centres, we are keen to discuss the application of Helios Volt® within a range of industries including manufacturing, engineering, food production, healthcare, transport etc.

We aim to work alongside government and the construction industry to help create Smart Cities and Energy Positive cities with the establishing of an infrastructure that can cope with the rise in demand for electric vehicles that is on the horizon.

We want to create a cleaner, greener, and more just economy in India, with the focus on alleviating pollution levels in the main cities to improve life expectancy and quality of life.

We want to create green jobs for Indians, raising the standard of living and wealth in the country; we have the ambition of establishing our Indo-Pacific factory here in India which will export Helios Volt® in this region.

### 3. ENGAS GLOBAL

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#### Business Overview and Specialist area

Engas Global Ltd brings three products to India:

1. an electrolyser for hydrogen production,
2. hydrogen compressor for refuelling of hydrogen vehicles and boats,
3. a biogas scrubber and bio-CNG vehicle refuelling plant.

These products offer longer duration energy storage for zero emission transport solution and for gas powered EV charging infrastructure. Green hydrogen and oxygen creates more value than the input electricity and water used to make it.

#### Visit Objectives

Our objective is to manufacture our electrolysers, hydrogen compressors, and biogas upgrading plants in India, and then to

export these products to Engas Global UK to sell into the European markets. We are looking to build local partnerships in India for project development under a joint venture agreement to scale up manufacturing in India and to sell our products locally in India and abroad.

Engas has started a company in Kolkata, Engas-India, to manufacture electrodes for our electrolysers to export to the UK for final assembly for the UK and EU countries.

Our model is to build, own, operate plants, and sell hydrogen, oxygen and bio-CNG fuel which is attractive for customers to reduce their need for capital.

Engas demonstrated its Biogas upgrading plant in Kolkata in 2016 under the Govt of India DSIR funding. This highlights the economic feasibility of bio-CNG powered solution in micro-grid applications e.g. clean cooking, to offgrid EV charging; Engas has a number of ongoing projects in the UK.



**Engas Global**  
an electrolyser and H<sub>2</sub> compressor company

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## 4. FLAX AND TEAL

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### Business Overview and Specialist area

Dr Philip Weir is the founder and technical lead of Flax & Teal Limited, a Belfast-based firm, founded in 2013. Flax & Teal Limited focuses on open-source technologies for industrial, government, and public policy applications.

Flax & Teal Limited has developed “Our Raging Planet” (ORP), a cutting-edge platform for on-demand simulation. ORP uses sophisticated simulation technology and real-time data to model natural disasters - uniquely, by allowing geophysicists to add their emerging research models to an algorithm marketplace, for use by urban planners and government.

Providing invaluable tools for urban planning and community resilience. The platform is currently in advanced prototyping and testing stages, with successful pilot programmes demonstrating its effectiveness.

The Flax & Teal team boasts international experience, having collaborated globally with the Open Data Institute, Deloitte, and public sector organisations. These projects span Europe, North America, and Asia, showcasing the company’s capability to deliver robust and scalable solutions.

### Visit Objectives

The objectives of Phil’s visit to India include establishing strategic partnerships with leading Indian institutions and organisations. By collaborating with esteemed entities like IIT Madras and IIT Tirupati’s Navavishkar I-Hub Foundation (NiF), Flax & Teal Limited aims to build ORP in the Indian context, integrating local data and expertise. This visit underscores Flax & Teal Limited’s commitment to leveraging technology to build resilient communities, foster international collaboration, and contribute significantly to global disaster preparedness efforts.



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## 5. FLYBOX (MANA BIOSYSTEMS LTD)

### Business Overview and Specialist area

Flybox is pioneering the development of the world's first end-to-end modular insect farms for Black Soldier Flies (BSF). Our system transforms organic waste into high-quality protein, lipids, and frass – a bio-fertilizer. The modular design of our farms allows for customization based on customer needs, facilitating the creation of starter farms, scaled farms, breeding farms, or a comprehensive 360 farm. Our FlyBox system is currently at Technology Readiness Level 7 (TRL7), demonstrating system prototype demonstration in an operational environment. The patent-pending technology maximizes space and efficiency within shipping containers, utilizing advanced sensing instrumentation and control logic to optimize rearing conditions for BSF larvae.

Flybox has validated its technology through rigorous testing in diverse environments, including projects in Kenya and the UK. Our solutions are designed to meet the needs of various global markets, ensuring scalability and adaptability. Gaining traction in international markets will accelerate Flybox's growth. Forming partnerships and finding synergies within our sector and adjacent sectors through programs such as GBIP facilitates this process.

### Visit Objectives

India represents a significant market for us, offering vast opportunities in the waste management and agri-food sectors given the growing need for sustainable solutions. Recently, Flybox has attracted interest from Omnivore, an Indian investor keen on introducing our technology to the country. The GBIP provides a platform to connect with industry partners in these sectors, affording us the opportunity to:

- Establish strategic partnerships and collaborations with local stakeholders and decision-makers.
- Gain insights into the Indian market dynamics and regulatory environment.
- Showcase Flybox technology to Indian clients and investors.

Explore manufacturing opportunities to leverage India's cost-effective production capabilities.



## FLYBOX

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## 6. GREENENCO LTD

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### Business Overview and Specialist area

GreenEnco is a technical advisor and engineering solutions provider for solar, energy storage and solar EV projects, boasting over 11 GW of services across 16 countries on 4 continents.

Developers, government organisations, commercial & industrial entities and investors are benefiting from the below GreenEnco's solutions:

1. Solar EV is a solution help accelerating decarbonise of the transport sector by demonstrating faster and commercially attractive transition from net-zero transportation to zero-emission transportation.
2. PV Asset Performance Management (pvAPM) is a systematic approach towards generation optimisation of exiting solar assets, driven by a combination of high tech (AI and ML algorithms, specially designed for solar PV) and high touch (domain expertise with human intelligence). pvAPM has helped increase an average 8% generation gain of operational solar assets in

Asia and Europe.

3. Bankable Owners Engineering (OE) and Technical Due Diligence (TDD) solutions from feasibility to construction phase and M&A stage for solar and battery energy storage system (BESS) for utility scale and commercial and industrial behind the meter projects.
4. 360° value engineering solutions takes care of technology optimization, engineering optimization, land optimization with 3D terrain analysis, energy yield optimization and commercial value optimization.

### Visit Objectives

We are keen to establish partnerships with local representatives, local authorities, commercial and industrial partners to provide tailor-made solutions for their need to a seamless net-zero transition.



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## 7. HILO EV LIMITED

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### Business Overview and Specialist area

Hilo EV is a UK-based low-carbon vehicle technology SME, developing a safety-centric technology brand for the mobility sector. Its primary innovation is IRIS (Intelligent Road Illumination System) that puts safety front and centre.

Increased adoption of Light Electric Vehicles (LEVs) will, reduce congestion, benefit the environment, and significantly contribute to global net zero targets. However, poor safety records discourage potential users, particularly at night when the majority of accidents occur. In 2022 India saw a record 75,000 two-wheeler related deaths, and change is needed to empower individuals to choose safe, sustainable mobility.

IRIS, an AI-assisted safety technology, will significantly reduce the risk of accidents compared to other safety lighting systems. This intelligent, 360-degree illumination makes the rider more visible to other road users, communicates rider intentions, and should a vehicle or pedestrian come too close,

IRIS will automatically warn the rider and offending vehicle.

IRIS has been demonstrated on multiple LEVs, including e-Scooters and e-Cargo bikes, generating market traction and securing an LOI for 4,000 units. IRIS is now being productionised and is poised to set the standard in safe vehicle illumination.

Zoe Skirrow represents Hilo as Head of Engineering. Her passion for sustainability and strong engineering background is driving innovation in the mobility sector.

### Visit Objectives

Hilo looks to explore collaboration opportunities in India with key two-wheeler OEMs to integrate IRIS, and enhance vehicle safety, to work with legislators to improve road safety, and to build relationships with potential manufacturer partners.



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## 8. OFFGRID WORKS

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### Business Overview and Specialist area

Offgrid Works is a UK-based deep-tech, net-zero construction company with the potential for over 1Gt of CO<sub>2</sub>e reduction annually by 2050. This is through our own patent-pending carbon-negative autonomous construction method that is quicker, cheaper and uses less carbon than traditional methods. We can now finally facilitate the scalable construction of affordable, smart, net-zero, next-gen homes. Offgrid Works is currently not only building in the UK, but have Pilot projects lined-up in Taiwan, Saudi Arabia and Europe, so we will soon be able to roll out our construction method at scale.

### Visit Objectives

We would like to make significant network connections with developers, the city government and other construction specialists

in Chennai and Kolkata who could help us start construction on our first pilots in the region. If we can learn more about the housing market and specific climate conditions and requirements for affordable homes and how they could be integrated into the wider smart city context to not only reduce carbon emissions but also the cost of housing.

Our plan would be to build on the successes in the Middle East and Asia to engage with government housing agencies, construction companies and property developers to discuss utilising our method for a world-leading demonstrator project on one of their public housing projects. We hope by working on this successful affordable housing scheme we can prove that affordable net-zero housing is truly possible and then use this case study to scale around the whole country.



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## 9. WEAVERBIRDS (PETRICHOR VENTURES LTD)

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### Business Overview and Specialist area

Weaverbirds is a rapid community engagement tool that leverages AI-driven analytics to transform WhatsApp conversations with hard-to-reach communities into high-context, actionable insights. Our mission is to drive sustainable social development and economic growth by providing rapid, affordable, and high-quality market data from hard-to-reach communities in emerging markets, helping our customers affordably understand, adapt, and stay relevant—saving them money so resources can be spent managing, not just measuring, impact. Traditionally, extracting high-context insights from a sample size of 250 people in an urban African setting would require two to three months and a budget of \$30,000+. By leveraging a blend of low and high technology, our approach is low-friction, quick and still high-quality, with projects completed in under 10% of the time and cost of traditional methods.

Weaverbirds was developed, tested and piloted in 2023, and launched at the beginning of 2024. The founding team have over 30 years experience

working in emerging markets, and Weaverbirds is currently being used in markets including Kenya, South Africa, Botswana, Sierra Leone and DRC.

### Visit Objectives

We believe this tool could be applied across most emerging markets with a WhatsApp user base, and the main objectives of this trip are to understand how urban Indian communities use WhatsApp (and mobile phones more broadly), meet some impactful organisations / impact investors / development organisations that serve users / customers in urban communities to discuss the landscape and aid our customer discovery efforts.



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## 10. SCUTOID LIMITED

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### Business Overview and Specialist area

Scutoid Limited, trading as Scutoid Design, is a start-up founded in 2023 by Mitali Atkins in the final year of her BA degree in Product and Industrial Design, at Central Saint Martins, University of the Arts, London. Scutoid specialises in planet-centred product design and consultancy. We are currently developing a highly innovative packaging product, that provides an alternative to single use plastic water bottles. Our product is made from sheet paper, utilising origami folding techniques to collapse to a quarter of its original height, reducing storage volume. Depending on the types of papers and waterproofing barriers used, the container can be made to be entirely biodegradable, compostable or recyclable.

We won Innovate UK Creative Catalyst grant funding in 2023 to develop the product, furthering the concept designed by Mitali during her final year at university. The product is Patent pending in the UK

and internationally. The product is currently hand-crafted and is at technology readiness level 4. We now want to develop the machinery to automate the manufacturing process.

### Visit Objectives

In India, we want to collaborate with laminated paper suppliers, and explore alternative papers/linings. We also want to explore collaboration to develop automation machinery, and routes to mass manufacturing our product in India. By understanding the use cases for this product in India, and bringing this product into the Indian market, we will be supporting the India plastics pact goals for 2030 - to eliminate all problematic and unnecessary plastics.



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## 11. SHERWOOD POWER LIMITED

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### Business Overview and Specialist area

Based in North Yorkshire, Sherwood Power has developed a breakthrough energy storage technology. This zero-emission storage solution converts renewable electricity into compressed air and heat, allowing it to be stored and released on demand, to reduce business electricity cost by 40% or more, while increasing operational flexibility & security.

The world wants to electrify everything; however grid connections are scarce with long delays and high capital costs. Customers who want to electrify their operations can generate and store their own electricity on site.

Hybrid on site generation with energy storage, reduces the carbon content of the electricity supply. Sherwood offers local electricity generation and storage at the grid edge that is modular, scalable and recyclable after a 25 year operating life. Sherwood's prototype and test system has been constructed and validated by Imperial College, London. The

company is in confidential commercial discussions with a major food processor, national property company and a UK Government department.

### Visit Objectives

- \* Relieving grid constraints and promoting the installation of zero carbon generation solar and wind.
- \* We'd like to meet solar and wind developers, commercial property developers, companies with medium to high energy use who are grid constrained, people from the logistics and food sector and the data centre market.
- \* Smart grids/Micro grids. Generating your own power, storing it and consuming it onsite.
- \* Access to new markets with different problems and approaches
- \* Meeting people face to face carries much more weight and impact than attempting to build a relationship remotely.



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## 12. SOLARISKIT

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### Business Overview and Specialist area

SolarisKit have developed a new way to turn sunlight into carbon free hot water for homes, hotels, leisure. Our unique prismatic shaped solar collectors provide an attractive, durable, and easy-to-install alternative to current solar heating solutions available to the Indian market. Manufactured as a flat-packed product, our patented solar collector is significantly easier to manufacture, transport, and install making it ideal for the Indian urban environment.

### Visit Objectives

We are seeking potential customers and partners to distribute, install, and manufacture our range of solar thermal products.



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## 13. TREMAP LTD

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### Business Overview and Specialist area

Tremap is a Cornwall, UK based environmental software house that provides smart solutions for urban green infrastructure management and public tree project engagement.

The Tremap GreenSpaces urban green infrastructure management software platform provides cities with cutting-edge tools for maintaining inventories of green area assets (trees, lawns, bushes, fences, fountains, irrigation equipment, signage, outdoor furniture, etc), smart planning of work flows and irrigation, managing public safety around trees, tracking costs as well as monitoring and reporting on ecosystem service benefits provided by green areas. GreenSpaces is a robust, mature product, in use for over 20 years in over 250 major cities and organisations across UK and Europe.

The Tremap TEM Tree Establishment Monitoring platform is the ideal tool for geo-positioning, tracking and reporting on the survival of newly planted trees. Developed in cooperation with launch customer Forestami and City of Milan (Italy) the

TEM provides tree planting project stakeholders with a toolkit for engaging the public in creating geo-referenced inventories of newly planted trees, providing after-planting care, and generally ensuring that money spent on tree planting actually provides the expected return on investment and sustainable benefit to the environment.

Together, the Tremap TEM public frontend and GreenSpaces backend management platforms offer cities a powerful set of tools to both monitor and manage urban green infrastructure.

### Visit Objectives

Tremap is keen to establish development relationships and pilot projects with:

- City and regional administrations
- Green infrastructure management companies
- Suppliers of green area equipment (playground equipment, park benches, sports equipment)
- Academic institutions and/or tree nurseries.



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## 14. WATER OFFSETS

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### Business Overview and Specialist area

Our mission is to preserve every precious drop of water, creating water-resilient communities, companies, cities and countries.

Water Offsets is a vertically integrated WaterTECH company working to deliver water-resilient Smart Cities, communities and enterprises whilst protecting the natural environment and ensuring food security. Many cities are experiencing rapid urbanisation, floods, and droughts due to climate change, which results in poor water supply and sanitation issues.

We work with governments, regulators, and the private sector to deliver Climate Adaptation and Water Resilience policies and projects. We believe that we can save water consumption in Chennai and Kolkata by 25% to 50%. Our offer includes optimising sewer treatment works, industrial properties, residential developments and the hospitality sector. Outline of services provided:

- Design consultancy for water systems, processes and reticulation for companies, industries,

residential and hospitality sectors.

- Water Circular Economy design, installation and operation
- Smart water and wastewater treatment technology
- SAAS for Water Circularity and Offsetting
- Smart Data Driven decisions
- Digital Twin masterplanning
- ESG and Net Zero delivery through water

We have experience in the following markets UK, Singapore, LATAM, Middle East and Africa. Our holistic approach covers the entire hydrological cycle; actively considering both demand and supply, reducing water consumption to 65 litres/person/day for households.

### Visit Objectives

- Find prospective clients & partners
- Collaborations on R&D
- Understand the market
- Identify opportunities



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## 15. WE CARE4 AIR

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### Business Overview and Specialist area

We Care 4 Air specialise in the manufacture, installation, service and maintenance of MCerts and USEPA approved air quality equipment and data. Now in our 10th year, we are seeking to commence assembly of aeris air quality analysers in India, employing local staff and using local supply chains.

### Visit Objectives

We are interested to meet with any organisations that have an interest in air pollution and Net Zero, to partner on projects and create solutions specifically for the unique Indian market and air pollution conditions.

We are also interested to get involved in any training programmes and charitable organisations regarding air pollution and its impact on health.



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## INNOVATE UK, PART OF UK RESEARCH AND INNOVATION, IS THE UK'S INNOVATION AGENCY

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Our mission is to help companies to grow through their development and commercialisation of new products, processes and services, supported by an outstanding innovation ecosystem that is agile, inclusive and easy to navigate.

We connect businesses to partners, customers and investors that can help them turn ideas into commercially successful products and services that drive business growth. We fund business and research collaborations to accelerate innovation and business investment into R&D.

Our support is available to businesses across all economic sectors, value chains and UK regions. Innovate UK is part of UK Research and Innovation.

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