




Aeka



Biochemicals

Pvt. Ltd.

BIOTECH  *for people.*
for the planet.

We are:

India's first fully women-owned
environmental biotech company

We do:

R&D, manufacture and marketing
of **bio-products** for soil and water

We started: in **2014**

Commercial operations in: **2016**

We want to be:

for our industry what
Biocon is for biopharma,
Novozymes is for enzymes
and *Dow* is for chemicals

Market: **B2C**, **B2B** and **B2G** customers

Areas: consumer biotech,
environmental biotech, agri-microbiology,
water remediation, waste management

Why Aeka is IMPORTANT:



- Breathable air
- Drinkable water
- Edible food
- Safe planet



These, we
really, actually
can't live
without



Pain points addressed:

Lack of safe alternatives for chemical consumables such as cleaning solutions, effluent treatment and remediation inputs and agri-inputs

We work to provide **bio-based alternatives** that are safer for people – and for the planet

SOCIAL IMPACT

Our agri-microbiology products help conventional farmers switch to organic farming by **reducing costs** (by 20 to 30%) and **increasing yield** (30 to 40%) from first use

**

Result: **increased revenues**, as organic produce is sold at premium

Customer Value Addition:

Product Performance & Reliability

Lower cost, longer shelf-life, easy to use

Our agri-microbiology products show consistently high performance in external and internal tests –

average of **10x higher** activity and viability,

and up to **300%** improvement in plant growth metrics*

*Based on current test results

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Awards & Recognition:

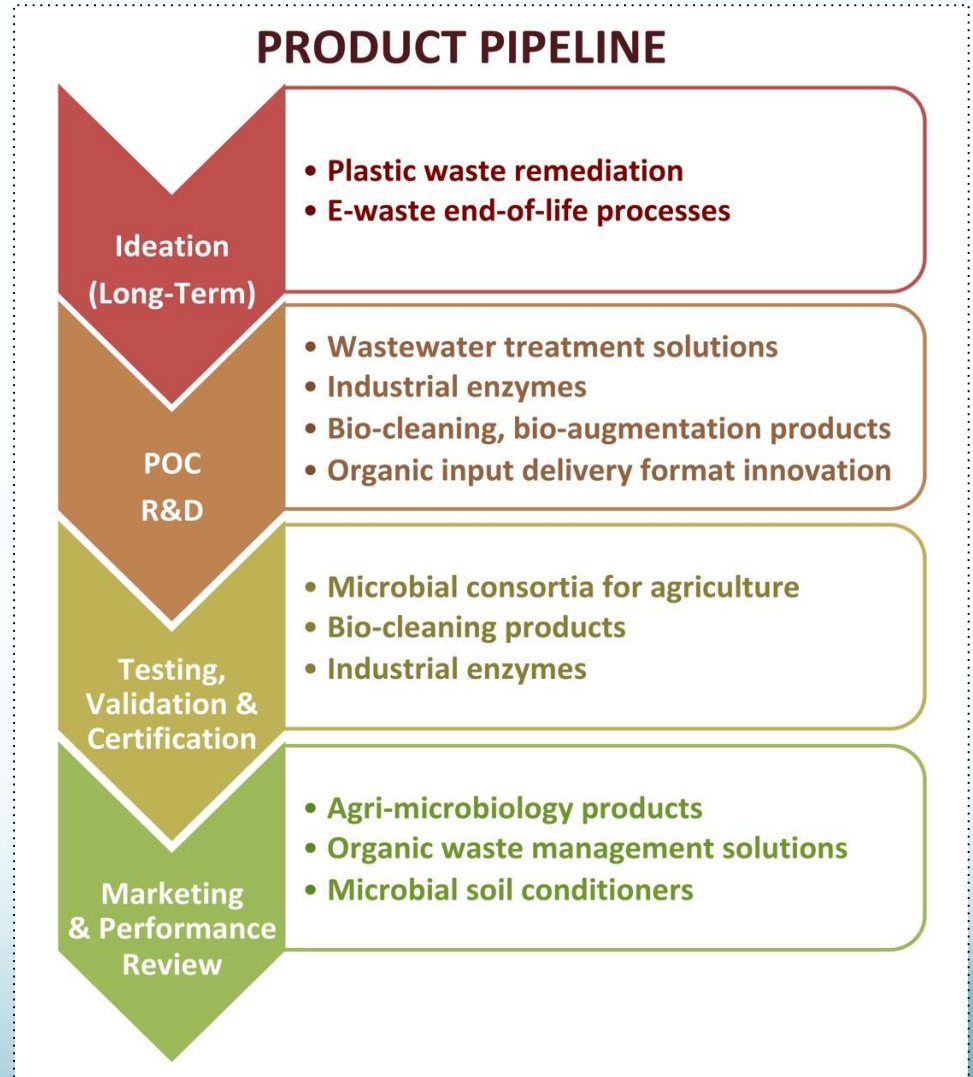
- **Kerala Financial Corporation's Best Enterprise in Manufacturing Sector (Women), 2018**
- **One of 14 companies** selected by the Department of Biotechnology (DBT) of the Government of India to participate in **BIO International Convention, 2017**, at San Diego, California – from the country that participated under the aegis of DBT
- **RED Shakti Award for Women, RED FM, 2017, Biotech Category**
- **MSME IITF Kerala Start-Up Pavilion, 2017**
- **Kairali Innotech Award for Best Non-IT Start-Up, 2016**
- **The New Indian Express Devi Awards, 2016**
- **Professionals' Conclave Women Entrepreneur Award, 2016**
- One of the first biotech GOI DIPP-recognised companies under Start-Up India

Featured In:

- Schweizer Radio und Fernsehen (Swiss Broadcasting Corporation)
- “Trailblazers - Mapping the Journey of Young Bioentrepreneurs” (Biotech Consortium India Limited & National Academy for Sciences, India)
- India Today
- CNN News 18
- CNBC Awaaz
- YourStory.in
- Malayala Manorama
- Mathrubhumi
- Dhanam
- The Hindu
- TEDx
- The New Indian Express
- The Deccan Chronicle
- Destination Kerala
- Doordarshan
- Jaihind TV
- All India Radio
- Pravasi Bharathi Broadcasting Corporation
- Yo! Success
- EnteCity
- BusinessZoom.in
- Start-Up India Hub
- Women@Work
- BioTecNika
- JaipurBeat.com
- TheLifeofScience.com

Industrial EBT Products - Pipeline:

- *Water and effluent treatment – industry-specific, custom products*
- *Bio-augmentation and bio-cleaning solutions*
- *Agri-microbiology products*



THE KERALA ADVANTAGE:

Environmentally aware

Educated customer base

Acceptance of technology-driven products and processes

Government thrust on biotech and green initiatives

THE WAY FORWARD

Changes: 2014 to 2019

Start-up “**silo-effect**” to be addressed

Regulatory landscape – well-defined

Specific support for long-incubation industries like the life sciences

Starting up, then **scaling up**, especially for first generation entrepreneurs

Clarity and timelines

Thank You