

Sustainable Cooling Innovations for India's Retail Cold Chain

Lessons & Future Directions

THURSDAY, OCT 28 - 2021

8:00-9:00 AM EST | 5:30-6:30 PM IST (India)



The Challenge

Each year one third of all food produced globally is wasted, often due to inadequate cooling. In India that amounts to \$14 billion in losses annually. Unreliable cooling can also spoil life-saving vaccines, reinforcing the urgent need to solve the 'missing link' in retail cold chains. However, cooling already accounts for 15% of energy use worldwide and 10% of greenhouse gases—so solutions must be climate-smart too.

Innovative, affordable, climate-smart cooling solutions exist

But for emerging market companies, the costs of identifying, testing, adapting, and integrating new technologies are often seen as too high. That's why IFC's award-winning [TechEmerge Program](#) connects innovators worldwide with top companies in emerging markets to pilot cutting-edge solutions, build commercial relationships, de-risk investment, and accelerate the adoption of innovation where it is needed most.

Find Out More

TechEmerge Sustainable Cooling Innovation pilot projects with BigBasket, India's largest online grocery retailer, and New Leaf Dynamic Technologies reveal opportunities to introduce and scale solutions that address food and vaccine wastage in retail cold chains. The webinar will also discuss upcoming pilots with Snowman Logistics, one of India's largest cold-chain logistics companies, and Chaldal, a leading online grocer in Bangladesh, in refrigerated warehousing, inter-city transport, and mobile cooling for last mile delivery.

Speakers



Hemendra Mathur

Agritech expert, investor & VC partner



Ganapathi Subramanyam

Head of Innovation at Big Basket



Anurag Agarwal

Co-founder & CEO at New Leaf Dynamic Technologies



Ishaan Gupta

Joint Managing Director at Gateway Distriparks & Director at Gateway Group, owner of Snowman Logistics



Selcuk Tanatar (Moderator)

Lead for Advisory Services, Disruptive Technologies and Funds, IFC



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AGENDA

Introduction

TechEmerge program goals and objectives with a focus on the retail cold chain.

Selcuk Tanatar

Lead for Advisory Services, Disruptive Technologies and Funds, IFC

Market context and overview

Current state of play and key levers required to catalyze the adoption of cold chain innovations throughout India's agricultural and food ecosystem.

Hemendra Mathur

Agritech expert, investor & VC partner

An Adopter Perspective

Cooling challenges along the retail cold chain and BigBasket's approach to innovation; key lessons from pilots and perspectives on wider adoption.

Ganapathi Subramanyam

Head of Innovation at Big Basket

An Innovator Perspective

Opportunities vs. constraints; key lessons from the TechEmerge pilot project and perspectives for replication and scaling in similar contexts.

Anurag Agarwal

Co-founder & CEO at New Leaf Dynamic Technologies

An Adopter Perspective

Demand for more sustainable cooling solutions: anticipated growth across sectors, including in pharma, and the relevance of solutions that TechEmerge helps to surface.

Ishaan Gupta

Joint Managing Director at Gateway Distriparks & Director at Gateway Group, owner of Snowman Logistics

Panel discussion and Q&A from the audience

Moderated by **Selcuk Tanatar**
Lead for Advisory Services, Disruptive Technologies and Funds, IFC

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SPEAKERS BIOS



Hemendra Mathur
Agritech expert, investor & VC partner

Hemendra has over 25 years of experience in venture capital, private equity, management consulting and investment banking. He is currently working as Venture Partner with Bharat Innovation Fund, investing in early stage deep-tech startups across sectors. Hemendra is also co-founder of ThinkAg –a platform for accelerating the adoption of innovations in agriculture–and serves as Chairman of FICCI Task Force on Agri Startups. He is an investor, board member and adviser in many food and AgTech startups. He is also an advisor to foundations, multilaterals and funds with interests in the Indian food and agribusiness sector.

[LinkedIn](#) | [Twitter](#)



Ganapathi Subramanyam
Head of Innovation at Big Basket

Ganapati is currently the Head of Innovation at Big Basket, India's largest online supermarket, where he oversees all activities related to improving processes and introducing new technologies. Prior to joining BigBasket, he worked with the Indian Navy leading projects in different areas such as maintenance of electrical and electronic equipment, quality assurance and environmental testing, software development, and training of Indian Naval personnel in the maintenance of electronic equipment. Cdr Ganapathi Subramanyam (Retired) is an alumnus of the Naval College of Engineering. He has a master's degree in Control Systems and Instrumentation from IIT Chennai and a Post Graduate Diploma in Management from Jannalal Bajaj Institute of Management Studies.

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SPEAKERS BIOS



Anurag Agarwal

Co-founder & CEO at New Leaf Dynamic Technologies

Anurag has more than 35 years of experience in leading companies that deliver engineering solutions to the world's largest mechanical engineering companies, including Parker Hannifin, Bosch Rexroth, Eaton Corporation, and SUN Hydraulics. In 2013, he co-founded New Leaf, an Indian company that designs and manufactures an off-grid, compressor-free, refrigeration system called GreenCHILL, which uses renewable energy sources like farm-waste, biogas, solar energy, or waste heat to provide energy for refrigeration instead of grid-power. GreenCHILL uses advanced materials and processes developed and patented by New Leaf to generate cooling from heat, allowing the solution to provide cooling at costs below others commercially available today.

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Ishaan Gupta

Joint Managing Director at Gateway Distriparks & Director at Gateway Group, owner of Snowman Logistics

Ishaan Gupta is the Joint Managing Director of Gateway Distriparks Limited and a director in its group of companies, Snowman Logistics and Gateway Rail Freight. The Gateway Group is a leader in temperature controlled-logistics with a pan-India presence, and its operations encompass storage, warehousing, cold chain distribution, container logistics, and more. Ishaan has experience handling strategy, operations, sales, IT, legal and human resources for the company, which has an extensive fleet of trains and road vehicles, container freight stations, rail-connected inland container depots, and 37 temperature-controlled warehouses across 21 Indian cities. Ishaan graduated from Boston University Questrom School of Business and is a member of the Boston University India Leadership Council.

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Selcuk Tanatar (Moderator)

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