

Pioneering Tomorrow's India:

STRENGTHENING FOUNDATIONS. SCALING SOLUTIONS.



Velocity-Kotak BizLabs
2025-26



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Foreword

FROM THE CSR HEAD'S DESK - KOTAK



As per the Meta-Alvarez & Marsal Startup Report (2025), more than half of India's recognised startups are now from beyond metro cities, still the larger well-funded startups continue to be in metros.

”

India's entrepreneurial landscape is transforming. It is now home to nearly **2 lakh DPIIT-recognised startups**, with a rapidly expanding entrepreneurial ecosystem. The metro-driven setup is now slowly increasing its presence in tier I/II cities.

As per the Meta-Alvarez & Marsal Startup Report (2025), more than half of India's recognised startups are now from beyond metro cities, still the larger well-funded startups continue to be in metros. While talent is everywhere, opportunity and ecosystem support needs to become more democratic.

This need led to the creation of **Kotak BizLabs Accelerator Program**.

The program provides vital support to startups at their most critical phase - the early-revenue state. This is the stage where startups enter markets and majority of them struggle due to misaligned business model, limited mentorship, lack of market access and capital. At Kotak, we intend to stand behind these companies and their courageous founders and help them navigate this phase of growth.

Our collaboration with **NSRCEL** has been pivotal in this journey. Together, we have nurtured a cohort of founders who demonstrate resilience and clarity of purpose. Besides NSRCEL, the Kotak Bizlabs Accelerator program has also engaged leading incubators such as IIMA Ventures, T-Hub, and FITT IIT Delhi. Each of these incubators contribute specialised expertise that enhances the founder experience.

As we **scale this program and build on the insights and learnings from the previous cohort, our mission remains rooted: to democratise the entrepreneurship ecosystem and support startups that are building for India. Because at Kotak - Hausla Hai Toh Ho Jayega.**

Himanshu Nivsarkar

Sr EVP and Head, CSR & ESG,
Kotak Mahindra Bank

Foreword

FROM THE CEO'S DESK - NSRCEL

Over the past year, as part of the Velocity-Kotak BizLabs Program, we have worked closely with 33 early revenue-stage startups, supporting them in transforming entrepreneurial ambition into sustainable, high-impact enterprises. Our commitment to these founders is reflected in the milestones achieved during this cycle, including the disbursement of ₹1.8 crore in grant support, providing catalytic capital at critical stages of their growth.

In an evolving economic landscape, the emphasis of this program has remained clear: build strong foundations first. We believe that when business fundamentals such as financial discipline, governance, and operational rigour are firmly in place, scaling becomes a deliberate strategy rather than a reactive pursuit. Through the NSRCEL Stack, a layered support system, this cohort has received structured guidance to ensure that product, finance, team, and strategy evolve together. By strengthening how founders think, operate, and execute, we enable solutions that can travel further and endure longer.

We have also made a deliberate strategic choice to focus on complex, regulated, and structural sectors such as DeepTech, Climate, Healthcare, and AgriTech. These sectors are not built for shortcuts; they demand discipline, institutional support, and long-term thinking beyond surface inefficiencies. The startups featured in this report signal a maturing entrepreneurial ecosystem that is increasingly anchored in responsible innovation and long-term value creation.

India's next phase of growth will not be powered by speed alone, but by resilience and intent. As we look toward future cycles, our commitment remains unwavering: to back ambitious founders, support complex innovation, and help build the foundations for an enduring and resilient Indian economy.

Anand Sri Ganesh

CEO, NSRCEL



In an evolving economic landscape, the emphasis of this program has remained clear: build strong foundations first.

”

Pioneering Tomorrow's India:

STRENGTHENING FOUNDATIONS. SCALING SOLUTIONS.

India's next phase of growth will be shaped by startups that are not only innovative but disciplined, scalable and built with intent. Velocity - Kotak BizLabs Accelerator Program, a CSR initiative by Kotak Mahindra Bank, in partnership with NSRCEL, has demonstrated how structured mentoring can convert entrepreneurial ambition into a sustainable enterprise.

Over the past year, 33 early revenue-stage startups have engaged deeply with the program to accelerate growth and strengthen the core of their businesses. Backed by NSRCEL's decades of incubations experience, this program enabled startups to rigorously refine their offerings. Through expert mentorship, strategic reviews, and access to a robust ecosystem, founders refined their product-market fit, strengthened governance practices, built sharper go-to-market strategies, and institutionalized processes that allow them to scale with clarity.



The emphasis has been clear: build strong foundations first. When fundamentals are sound, financial discipline, team capability, market validation, operational rigour and scale become deliberate rather than reactive. The startups emerging from this cohort reflect that shift. Their growth is anchored in discipline, clarity and long-term thinking.

At the same time, the solutions these startups are building address real market and societal needs across sectors. With the right guidance and networks, these concepts have matured into startups capable of expanding their reach, generating employment, and contributing meaningfully to India's evolving economic landscape. Scaling, in this context, is not growth for growth's sake; it is growth anchored in sustainability and long-term value creation.

Velocity - Kotak BizLabs illustrates what becomes possible when mentorship goes beyond advice and becomes architectural support. By strengthening how founders think, operate, and execute, the program enables these solutions to travel further and endure longer.

Importantly, the program also extended ₹1.8 crore in grant support, reinforcing its commitment to not only mentoring founders but backing them with catalytic capital at critical stages of growth.



This report captures that journey of breakthrough solutions shaped into startups built for endurance, where foundations are strengthened before expansion is pursued, and solutions are scaled with purpose.

ABOUT NSRCEL

NSRCEL is the startup incubator of IIM Bangalore, deeply committed to mobilizing the entrepreneurship ecosystem in the country to foster innovation and economic growth. NSRCEL brings together startups, industry mentors, and eminent academicians from its parent institution IIM Bangalore and researchers who thrive on continuous interaction of theory and practice.

Over 25 years, NSRCEL has collaborated with leading corporates, including Kotak Mahindra Bank, Goldman Sachs,

Alstom, Pernod Ricard India Foundation, Hindustan Unilever Limited, DailyRounds, Maruti Suzuki, and Capgemini, along with government partners such as the Government of Karnataka to build sector-focused innovation programs.

NSRCEL supports startups across key sectors including **fintech, mobility, DeepTech, healthcare, climate and sustainability, and social entrepreneurship**, through dedicated programs designed for **for-profit ventures, social enterprises, student founders, and**

women entrepreneurs. By enabling founders to build viable business models, access markets, and scale solutions addressing real-world challenges, NSRCEL continues to expand access to entrepreneurship while strengthening India's innovation ecosystem.

Notably, NSRCEL was among the **first incubators in India to introduce structured programs tailored specifically for social entrepreneurs**, addressing the unique needs of impact-driven ventures.

Today, NSRCEL stands among India's most established startup incubators.

15,900+

Startups impacted

35,500+

Jobs created

\$7 billion

Combined venture value



ABOUT VELOCITY - KOTAK BIZLABS

Fueling Bold Dreams. Accelerating Real Impact.

Velocity - Kotak BizLabs is designed for early revenue-stage startups. The program supports founders at a critical growth inflection point, when early traction must translate into disciplined, long-term growth.

At the core of the program lies a deliberate focus on fundamentals. Through curated mentorship, strategic reviews, expert sessions, and ecosystem access, founders refine product-market fit, build

financial discipline, strengthen governance, and create scalable operational systems. The objective is not speed alone, but sustainability; ensuring that growth is repeatable, responsible, and rooted in strong internal architecture.

Through sustained engagement with industry leaders, investors, faculty, and program experts, startups receive guidance tailored to their stage and sector.

The program is designed to be accessible and founder-friendly, with no participation fees, reinforcing its commitment to enabling entrepreneurship at scale.

The most recent cohort of 33 startups embodies this philosophy in action. Spanning sectors and business models, these startups engaged deeply with mentors and industry leaders to sharpen strategy, overcome growth challenges, and prepare for expansion. Their journeys demonstrate how structured support can convert innovative initiatives into startups capable of delivering real-world solutions at scale.

Velocity - Kotak BizLabs reflects the power of institutional support at the right stage. By reinforcing fundamentals before expansion, the program is enabling startups to scale with resilience, discipline, and long-term impact.

Importantly, the accelerator backs high-potential ventures across sectors critical to India's growth, including AI, climate, mobility, fintech, and DeepTech, prioritising solutions that address real India-scale challenges.

Beyond mentorship, Velocity - Kotak BizLabs provides catalytic financial support. Select high-potential startups undergo a structured review process and may receive grant funding ranging from ₹10 lakh to ₹30 lakh, with no equity dilution, enabling founders to scale while retaining full ownership of their startups.



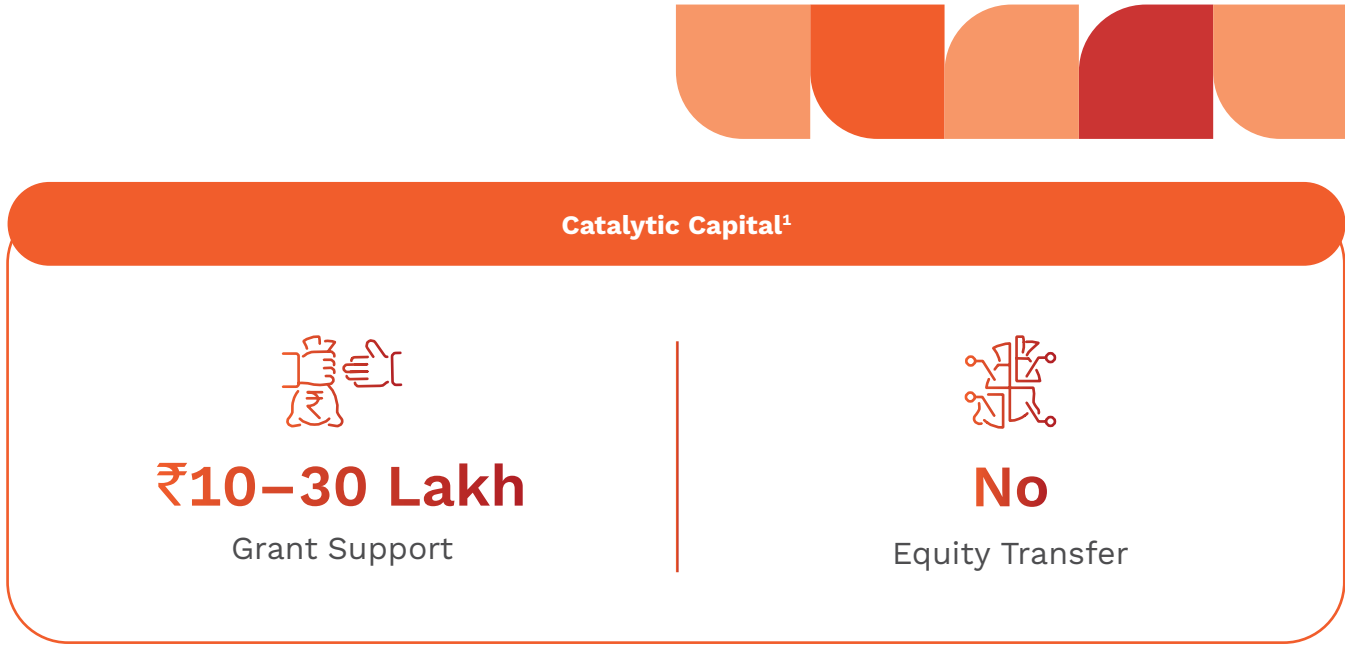
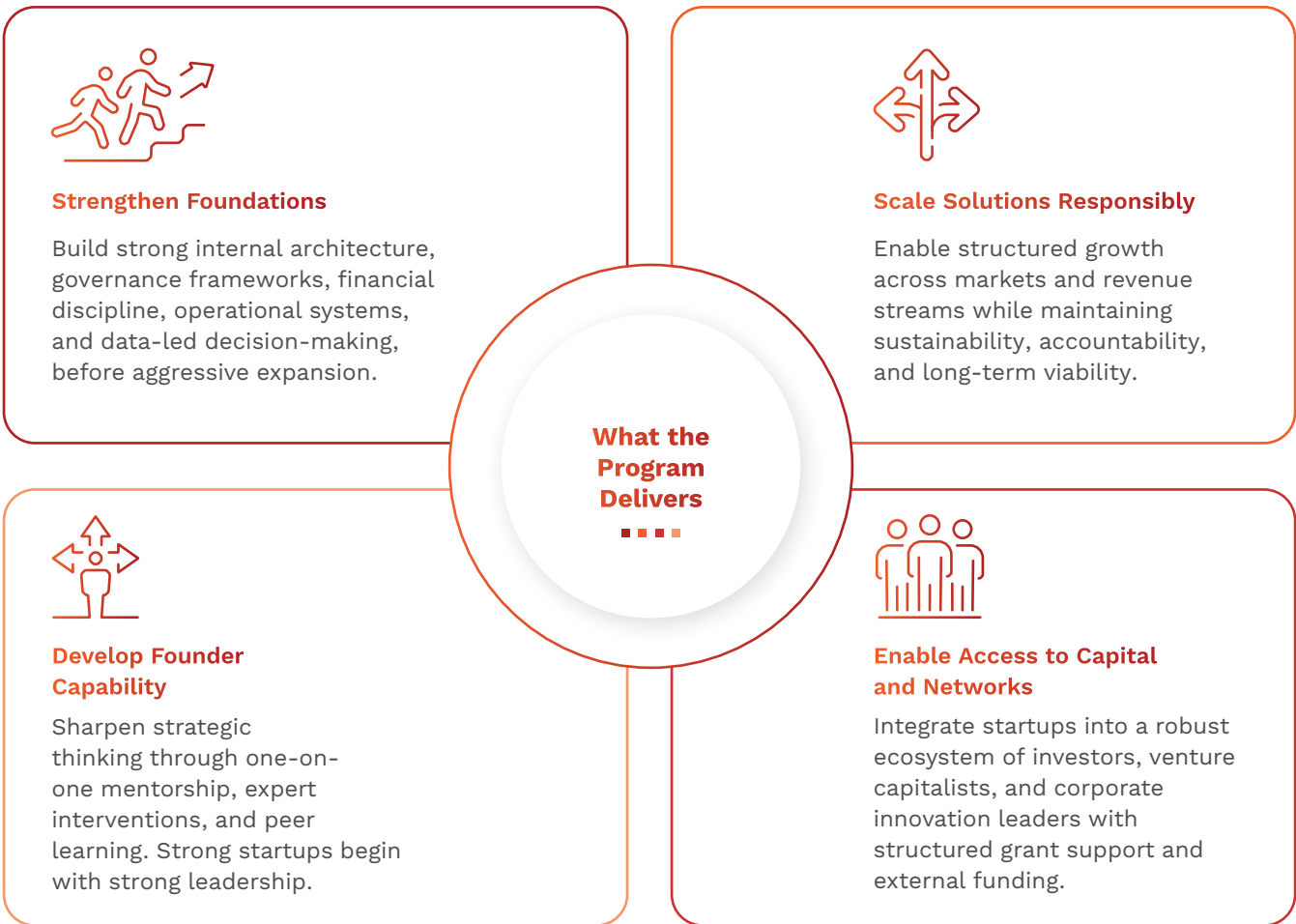
PROGRAM OBJECTIVES AND PHILOSOPHY

Where Structure Meets Scale

THE CORE BELIEF

Bold solutions succeed when backed by mentorship and disciplined execution.

Velocity – Kotak BizLabs is built on the conviction that acceleration without architecture is fragile. The program supports early revenue-stage startups at a critical inflection point, when traction must convert into sustainable, repeatable growth.



The Growth Journey



The Philosophy in Practice



The outcome is startups designed to endure and contribute meaningfully to India's evolving growth story.

1. Performance-based selection through a structured review process.

ROLE OF MENTORSHIP AND ECOSYSTEM SUPPORT

Where Experience Meets Execution

At the heart of Velocity – Kotak BizLabs lies a simple truth: startups scale faster when founders are not building alone.

Mentorship within the program goes beyond advice. It is structured, intentional, and outcome-driven. Founders engage with seasoned industry leaders, domain specialists and investors who challenge assumptions, refine strategy, and strengthen execution discipline. The focus is not just on solving immediate problems, but on building long-term decision-making capability.

This is made possible by our candid, committed mentors who foster a safe space for tough, necessary conversations and step in as true accountability partners.

Our mentors are highly seasoned professionals drawn from four distinct cohorts: accomplished entrepreneurs, venture capital investors, experienced professors, and former and current CEOs and CXOs. Together they bring operator insight, capital perspective, academic rigour, and executive leadership to guide founders through every stage of growth.

Through one-on-one sessions, curated workshops, and peer learning forums, founders gain clarity on product positioning, go-to-market (GTM) strategy, financial planning, governance, fundraising readiness, and market expansion. This hands-on guidance ensures that growth is thoughtful and sustainable.



The Philosophy in Practice



100+ cross-disciplinary mentors



Industry partners and corporate leaders



Investor networks



Peer founders across sectors

OUTREACH AND AWARENESS

ROADSHOWS AND THEMATIC DIALOGUES

Throughout the year, we extended our engagement across Bengaluru, Mumbai and Chennai through curated roadshows and thematic dialogues designed to address real inflection points in a startup's journey.

As part of Velocity – Kotak BizLabs, outreach roadshows were designed to engage founders beyond the core cohort, enabling ecosystem-wide conversations on scaling, market readiness, and sector-specific execution. Each city edition focused on practical insights, candid dialogue, and real-world founder journeys.

Bengaluru Roadshow

From MVP to Enterprise – Building Scalable Solutions

The Bengaluru Roadshow focused on helping startups transition from Minimum Viable Product (MVP) to enterprise-grade scalability. Hosted at Hustle Hub in collaboration with HSR Founders Club, the session attracted a diverse mix of early- and growth-stage founders across sectors.



Date
18 December 2024



Location
Hustle Hub Tech Park,
HSR Layout, Bengaluru



Ecosystem Partner
HSR Founders Club



Speakers
Rajesh R. Dembla
Founder, Zozle.
in; Investor

Saurabh Karn
Founding Member,
Sarvam AI

Nitthin Chandran Nair
CEO, MedPiper
Technologies, Inc.



Moderator
Rejoe Sudarshan
Co-Founder, HSR
Founders Club

Through an engaging fireside conversation, Rajesh R. Dembla shared insights on building strong founding teams, navigating co-founder dynamics, and acquiring early customers in India's offline retail landscape. Saurabh Karn highlighted how AI-driven legal tech enhances professional capabilities and emphasised the importance of vertical-specific innovation. Nitthin Chandran Nair spoke about resilience, product stickiness, and capturing value through pricing and distribution discipline.



The discussion centred on enterprise readiness strengthening systems, refining business models, understanding compliance requirements, and preparing for operational complexity. Founders engaged in honest exchanges around pivots, failures, and the strategic decisions that shape sustainable growth.

Mumbai Edition

The Consumer
Gameplan: Storytelling,
Strategy, Scaling

The Mumbai edition brought together founders, mentors, and industry leaders for a focused dialogue on building and scaling consumer-facing brands in dynamic markets.



Date
24 January 2025



Location
Kotak Mahindra Bank,
BKC Office, Mumbai



Ecosystem Partner
TEAM Mumbai



Community Partner
IndieFolio



Speakers
Vishal Gondal
Founder and CEO, GOQii

Sanjay Palsamudram
CEO, 7Rays
Semiconductors;
Mentor, NSRCEL

Sai Ganesh
Brand Consultant

Sameer Pitalwalla
Head of Gaming, APAC,
Google Cloud



Moderator
Kavan Antani
CEO, IndieFolio

This session unpacked growth strategy, brand positioning, and founder resilience in consumer markets.

Key insights included:

- Building the first 1,000 customers with focus and discipline before chasing scale.
- Treating failures as strategic feedback loops.
- Leveraging storytelling and personal branding to create authentic market conversations.
- Driving high-impact outcomes through low-cost experimentation and AI-enabled innovation.



Chennai Edition

Innovation to
Market Ready – The
DeepTech Edition

The DeepTech Edition meet-up brought together over 50 founders across sectors in Chennai for a focused conversation on translating DeepTech innovation into market-ready solutions.



Date
31 January 2025



Location
Alli Auditorium,
EDII, Chennai



Ecosystem Partner
StartupTN



Speakers
Dhanush Ram
Investment Principal,
Speciale Invest

Nikhil Thapar
Director and Head of
Field Marketing – India,
APAC and MEA, Uniphore

Dr. R. Shivaraman
Co-Founder, Big Bang
Boom Solutions



Moderator
Anand Sri Ganesh
CEO, NSRCEL

The dialogue underscored that DeepTech success is not defined by invention alone, but by execution, customer adoption, and market alignment.

Key themes included:

- The role of founding teams and early talent in navigating uncertainty.
- The importance of knowing when to persist, pivot, or recalibrate.
- Understanding India as a volume-driven market, where pricing, partnerships, and distribution strategies determine long-term success.



THE SELECTION FRAMEWORK

A Rigorous and Multi-Stage Selection Process

We attracted strong nationwide interest from early revenue-stage startups across sectors. The selection process was intentionally rigorous, designed to identify startups with both traction and long-term scalability potential.



Innovation



Scalability



Founder Capabilities



Challenging Areas

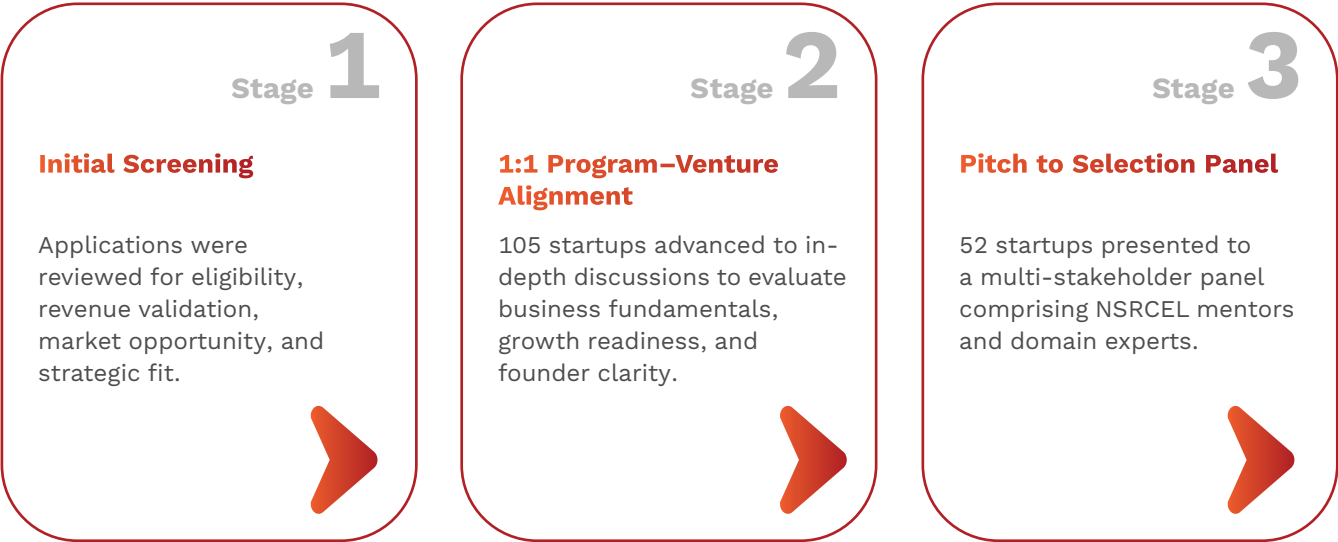


APPLICATIONS RECEIVED
Each application was assessed for revenue traction, scalability, founder capability, and alignment with the program’s objectives.



SCREENING AND EVALUATION PROCESS

The selection journey unfolded across structured stages:



Each stage assessed not only business metrics, but also the alignment of the founders’ with NSRCEL’s framework. This includes a close review of the founders intent, organisational readiness and willingness to improve.

FINAL COHORT SELECTION
Following the final evaluation, 33 startups were selected for the Velocity – Kotak BizLabs cohort.



SELECTION SNAPSHOT



OUR COHORT AT A GLANCE

Disruptive startups.
Diverse Sectors.
Distributed Innovation.

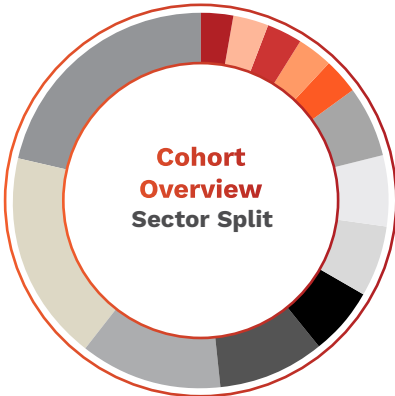
Our inaugural cohort brought together 33 early revenue-stage startups selected through a highly competitive national process.

Collectively, the cohort represents a cross-section of India's evolving innovation landscape, spanning DeepTech, climate solutions, fintech infrastructure, healthcare, enterprise AI, logistics, and inclusive digital platforms.

Each startup demonstrates validated traction, a clear path to scale, and founder-led execution discipline. While sectorally diverse, the startups share a common characteristic: they are building scalable solutions for real-world challenges.

This cohort reflects both technological depth and market responsiveness, combining

AI-led platforms, hardware innovation, sustainability solutions, and consumer brands under one structured acceleration framework.

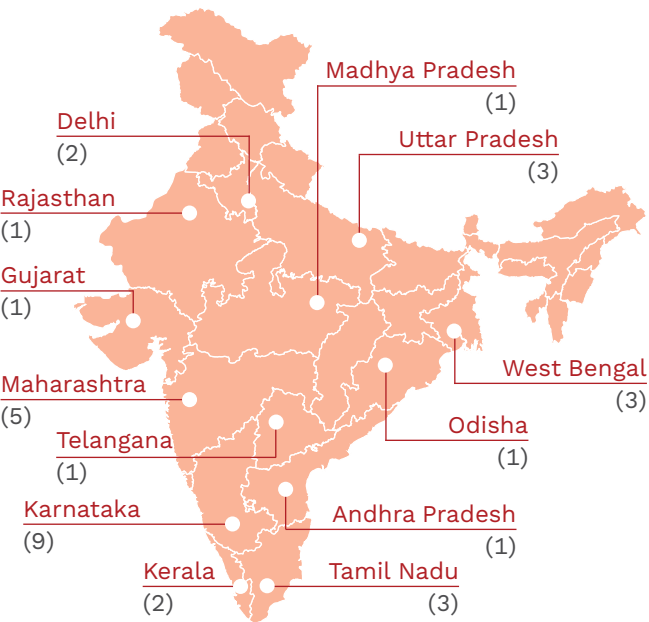


The selected startups span a wide range of high-growth sectors, underscoring the program's sector-agnostic yet impact-focused approach.

This diversified portfolio ensures cross-learning within the cohort while maintaining strong alignment with scalable, high-impact markets.

GEOGRAPHIC DISTRIBUTION

The cohort reflects broad geographic representation, reinforcing the belief that innovation is distributed, not concentrated.



This distribution highlights strong participation from both established startup hubs and emerging ecosystems across Tier 2 cities.

REVENUE MODELS



- B2B - 70%
- B2C - 30%

Together, the cohort represents a curated blend of technology depth, operational traction, and market ambition, setting the foundation for the detailed venture profiles that follow.

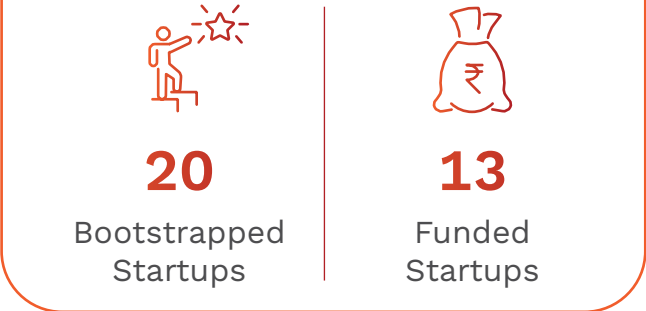
STAGE AND MATURITY PROFILE

The cohort demonstrates a balanced maturity curve:

Years of Operation



FUNDING PROFILE



The strong presence of bootstrapped companies reflects capital efficiency and founder resilience, while funded startups bring investor-backed scaling experience into the cohort dynamic.

COHORT SNAPSHOT

33
Selected Startups

13
States Represented

Multiple High-Growth Sectors

Balanced Stage Distribution

Bootstrapped and Funded Mix

Startup Category: INNOVATORS

Building the Technologies of Tomorrow

These are startups creating original intellectual property, frontier technologies, and next-generation platforms. From AI and robotics to geospatial analytics and fintech infrastructure, Innovators are pushing boundaries and redefining what is possible.

With strong technical depth and scalable digital infrastructure they are positioned to anticipate market shifts and set new industry standards.

CORE SECTORS



AI



Robotics



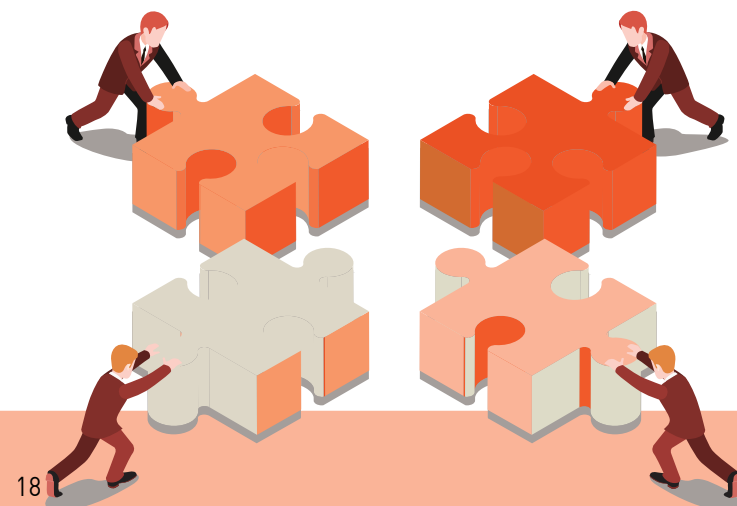
DeepTech



FinTech



Advanced Analytics



1 AUKLR



India's transition to electric mobility needs more than electric powertrains, it needs intelligent, connected vehicle ecosystems. Yet in much of today's market, dashboards and clusters remain largely display-centric, with limited integration of telematics, cloud intelligence, ADAS-ready sensing and AI-driven driver assistance.

AUKLR is building a modular, production-ready mobility intelligence stack that can scale across two-wheelers, passenger vehicles, and commercial fleets. By creating the software and data backbone required for next-generation vehicles connectivity, vehicle data layers, analytics and intelligent assist. AUKLR strengthens India's indigenous automotive capability and advances the Atmanirbhar mobility vision.



GRANT WINNER

2 CodeMate AI



Software teams today operate under relentless pressure: shorter release cycles, greater system complexity, and higher reliability standards. Most AI coding tools assist developers — but rarely execute autonomously across the development lifecycle.

CodeMate AI represents a shift from AI-assisted coding to AI-driven execution. Its autonomous agents integrate directly into enterprise workflows, orchestrating tasks across environments and reducing engineering friction. In doing so, it contributes to the evolution of intelligent engineering infrastructure.



GRANT WINNER

3 Alchemyst AI



While enterprises increasingly adopt AI, many deployments struggle to scale beyond pilots. Models may perform well, but without structured memory and contextual intelligence, long-term reliability suffers.

Alchemyst AI builds the context infrastructure that enables enterprise AI systems to operate consistently at scale. By embedding structured data memory and retrieval frameworks into AI workflows, it enhances system stability and enterprise usability positioning itself within the foundational architecture of next-generation AI adoption.

4 SmartTail



Educational institutions generate vast volumes of assessment data, yet most grading systems remain manual, inconsistent, and analytically limited.

Deepgrade by Smartail transforms handwritten assessments into structured intelligence. By embedding AI-driven evaluation into institutional workflows, it enables educators to identify learning gaps at scale and move toward data-informed teaching. The company modernises academic evaluation by turning assessments into measurable, actionable insight.

5

Prodloop



Customer support and sales teams generate thousands of daily interactions, but only a small fraction is reviewed for quality, compliance, or optimisation. The majority of insights buried inside customer conversations remains invisible to leadership teams.

Prodloop is a Voice AI analytics platform for customer support and sales teams that automatically evaluates and analyzes 100% of customer conversations. By combining large language models with domain-specific evaluation frameworks, Prodloop transforms raw call data into operational intelligence, helping enterprises improve agent performance, identify churn signals, uncover product feedback, and ensure compliance at scale.



GRANT WINNER

6

Flaunt



Short-form video has become the dominant medium for brand marketing, with global ad spend crossing \$115B by 2025. Yet creative decision-making remains largely manual, siloed, and driven by intuition rather than data.

Flaunt is building an agentic, multimodal intelligence system for brand marketers and creative teams that reasons over short-form video ads. Its agents don't just analyze performance; they identify emerging trends, decide what to create, who to collaborate with, and how to optimize spend and distribution across creatives and platforms.



GRANT WINNER

7

Shabd AI



As digital penetration expands beyond metro markets, enterprises must engage audiences across India's linguistic diversity. However, multilingual content creation remains fragmented and difficult to standardise across voice, video, and digital formats.

Shabd AI builds a structured language intelligence infrastructure for Indian enterprises. By combining AI-driven translation, localisation, and voice capabilities, along with evaluation frameworks, it enables scalable vernacular engagement, supporting inclusive digital growth and regional market expansion.



GRANT WINNER

8

FxUAV



Critical sectors such as agriculture, disaster response, and infrastructure monitoring continue to rely on manual, high-risk operations.

FxUAV develops enterprise-grade communication systems for unmanned aerial systems that enhance decision precision, safety, and productivity. By building different types of communication sub-systems for drone platforms in use cases such as surveillance, logistics, emergency response, and more, it strengthens India's DeepTech autonomous systems ecosystem.



GRANT WINNER

9

Koyth Robotics



Small and mid-sized farmers often lack access to affordable mechanisation, limiting yield optimisation and profitability.

Koyth Robotics develops intelligent, cost-accessible robotic systems tailored for precision agriculture. By integrating robotics, AI, and navigation technologies into scalable farm solutions, it advances sustainable mechanisation, improving productivity while supporting long-term farmer resilience.



GRANT WINNER

10

Thazhal Geospatial Analytics



With rising climate volatility and expanding infrastructure assets, traditional inspection models are increasingly reactive and resource-intensive.

Thazhal accelerates geospatial intelligence for sustainability-driven decision-making. By embedding satellite analytics into asset monitoring workflows, it enables predictive risk management, efficient resource allocation, and long-term environmental stewardship.

11

Roopya



India's lending ecosystem remains operationally complex, requiring heavy investment in compliance, underwriting, analytics, and risk systems.

Roopya builds a unified AI-powered SaaS-based lending infrastructure that simplifies and democratises credit delivery. By enabling lenders to originate, underwrite, monitor, and manage loans through a single digital stack, it expands access to data-driven credit while strengthening the backbone of India's fintech ecosystem.

12

AgroIntel Analytics



Farmers frequently make high-stakes decisions based on fragmented and delayed information.

AgroIntel delivers predictive, AI-powered advisory systems that integrate weather intelligence, soil analytics, and modelling frameworks. By enabling precision, climate-aware farming decisions, it strengthens data-led agricultural infrastructure and improves yield visibility at scale.

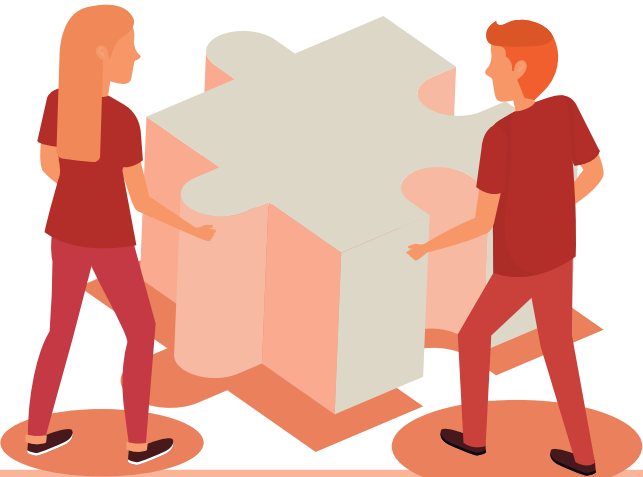
Startup Category:

ENABLERS

Strengthening the Systems Behind Growth

Enablers are building the infrastructure layer of entrepreneurship: compliance, logistics, risk intelligence, supply chain finance, operational automation, and governance systems.

They may not always be consumer-facing, but they are foundational. They reduce friction, increase efficiency, and enable businesses to scale with discipline.



CORE SECTORS

-  **FinTech**
-  **Logistics Technology**
-  **Enterprise AI**
-  **Workplace Compliance**
-  **EdTech**
-  **HealthTech**
-  **Digital Accessibility**
-  **Retail Data Intelligence**
-  **TransportTech**

13 Beagle

Beagle builds real-time retail intelligence infrastructure that transforms fragmented point-of-sale data into structured, decision-ready insights, all without requiring POS integration. Using printer tap hardware paired with OCR and AI, it captures and standardizes transaction streams from retail counters, enabling FMCG brands and enterprises to monitor trade performance, track competitive dynamics, and optimize distribution with far greater precision. In a landscape where ground-level retail visibility has long been a blind spot, Beagle turns every receipt into actionable intelligence.



14 ShipCorrect

ShipCorrect enhances supply-chain visibility by embedding predictive intelligence into logistics workflows. Rather than passive tracking, it contextualises route deviations, shipment delays, and freight anomalies into operational signals, enabling proactive correction.

The result: logistics networks that are not just visible, but intelligently orchestrated.



15 SCFPe

SCFPe is a technology-led Supply Chain Finance platform that helps businesses improve cash flow and simplify credit processes. It enables automated financing of receivables and payables, offers embedded finance integrations, and uses AI-driven risk analytics to support faster and more informed credit decisions.



16 TrustIn

TrustIn is a legaltech social enterprise that builds safer workplaces at scale through effective POSH (Prevention of Sexual Harassment) implementation. Through its AI-enabled SaaS platform and a comprehensive 3Ps Model (Policy, Program, and Product), TrustIn provides end-to-end compliance and workplace culture solutions. In addition to implementation, TrustIn also supports organisations in advancing Diversity, Equity, and Inclusion (DEI) through capacity-building, awareness programs, and governance frameworks that foster respectful and equitable workplaces.

17 SALT (SympL)

SALT operates as a skilling platform that partners with retail, hospitality, and petrol pump networks to train entry-level staff. Through its skilling ecosystem, the platform enables employees to learn, earn rewards, engage with training modules, and receive certifications without disrupting regular operations.

18 Road Pilot

Road Pilot is building the Highway Transportation Cloud (HTC)—a driver-first digital infrastructure that connects fleets, drivers, and operational intelligence to power the future of trucking.

19 Proteger AI (Vajra)

Proteger AI embeds predictive analytics into asset management frameworks, transforming maintenance from reactive intervention to structured optimisation. By monitoring asset health and operational performance in real time, it reduces downtime and extends lifecycle value, reinforcing industrial reliability at scale.

20 Parihaar

Parihaar builds coordinated healthcare delivery systems that unify specialists, caregivers, and patients within structured digital workflows. Focused on chronic care management, it enhances continuity, adherence, and outcome visibility, bringing systemic clarity to long-term treatment journeys.

21 SaralX

SaralX strengthens digital accessibility infrastructure through structured audits, remediation training, and compliance implementation. By embedding inclusive design principles into digital platforms, it expands access, reduces regulatory risk, and ensures technology ecosystems are usable by all.

Startup Category:

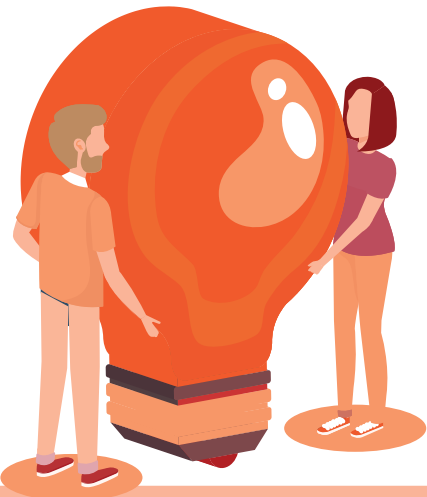
IMPACT BUILDERS

Scaling Solutions That Matter

Impact Builders are startups solving real-world challenges across climate, healthcare, sustainability, accessibility, workforce inclusion, and consumer wellbeing.

They combine business viability with measurable social or environmental outcomes.

These are mission-driven, revenue-stage startups designed for long-term value creation.



12

Impact Builders

CORE SECTORS

-  **HealthTech**
-  **Green Technology**
-  **Sustainable Manufacturing**
-  **AgriTech Infrastructure**
-  **Perinatal Diagnostics**
-  **Elderly Care**
-  **Circular Economy**
-  **Conscious Consumer Brands**
-  **Climate-Responsive Materials**

22 Saka Organics



Saka Organics strengthens the personal care segment by offering plant-based skincare, hair care and oral care products that reduce chemical exposure promoting sustainable consumption. Direct sourcing from local farmers ensures ingredient traceability, support for rural livelihoods and a lower environmental footprint.

23 Rise for Men



Rise for Men builds high-performance grooming products designed specifically for Indian men. By focusing on quick, convenient solutions that suit men's hair, skin, and daily routines, the brand makes grooming simple, effective, and helps men look and feel their best.

24 SoNative



SoNative is a preventive nutrition company developing scientifically designed functional products enriched with plant-based bioactives,enzymes and essential micronutrients.

Our consumer-focused brand, Nhance - solves hidden micronutrient deficiencies arising from modern busy lifestyles, by delivering convenient, great-tasting nutrition solutions designed for daily consumption.



GRANT WINNER

25 Royal Bengal Greentech



Royal Bengal Greentech manufactures patented biodegradable plastics and eco-friendly bio lubricants, providing sustainable alternatives to conventional petro based products. By transforming agricultural waste into high value materials, it reduces plastic pollution and carbon intensity simultaneously improving resource efficiency.

26 INVC



INVC is a tech-enabled vaccination platform that simplifies child and adult immunisation in India through online booking, digital records, financing solutions, and at-home vaccination services. By improving accessibility and affordability, INVC expands vaccine coverage and supports preventive healthcare, reducing the burden of preventable diseases. INVC's services are available across 1,500+ pincodes and are trusted by over 2.5 lakh customers in 25 cities across India.

27 Ripple Healthcare



Ripple Healthcare develops AI-enabled wearable devices to prevent fall-related hip injuries among seniors. Its smart belts detect high fall risk movements in real time and deploy protective airbags before impact. This technology reduces senior injuries, and promotes their safety and independence.

28 Hertex



Hertex provides plasma-activated water (PAW) systems that convert ordinary water into chemical free solution for cleaning, disinfection and agricultural treatment across food, healthcare, dairy and industrial settings. The technology reduces reliance on synthetic chemicals, lowers environmental impact, and supports sustainable production practices.

29 MedBlue



MedBlue Innovations has developed Bilisure, a non-invasive device that screens newborn's for jaundice eliminating the need for blood draws. The solution reduces pain and infection risks associated with invasive testing, enables earlier diagnosis, and expands access to safe screening particularly in rural healthcare settings.

30 Kratu



Kratu's flagship product, Uniclenz, is a reusable, self-sanitising personal protective equipment solution (PPE) designed to minimise infection spread. It offers multiple reuse cycles compared to conventional disposable PPE while maintaining required safety standards. The solution reduces biomedical wastes, lowers operating costs and contributes to sustainable healthcare.

31 Adis



Adis delivers biometric identification and digital traceability solutions for livestock, enabling precise tracking of animal health, vaccination, and pedigree records. The platform enhances transparency and traceability, improves herd productivity and strengthens farmers access to financial services.



GRANT WINNER

32 Addere Creations



Addere Creations produces customized 3D printed orthopaedic casts that replace conventional plaster and fiberglass with a lightweight breathable design. The casts are tailored for improved fit, comfort and hygiene during treatment. Customized casts assist with better mobility during recovery and efficient fracture management.

33 Meaningful Design Labs

Jaggery

Jaggery blends circular design with social equity, transforming end-of-life materials—such as car seat belts, parachutes, and cargo belts—into high-quality, durable products while creating job opportunities for underserved communities. Its flagship silhouettes focus on style, mobility, and everyday utility. Jaggery also works with unconventional materials such as old advertising banners, decommissioned army parachutes, and punctured bouncy castles as alternatives to mainstream bag materials.

NEEDS ANALYSIS AND BOOTCAMP

NSRCEL conducted a structured dialogue with each startup to assess growth stage, operational gaps, and strategic priorities, ensuring that program interventions were tailored to their specific needs. The following is what emerged.

REVENUE DISCIPLINE AS THE PRIMARY CONSTRAINT

Approximately one-third of the cohort identified Sales and GTM execution as their most pressing barrier. These were startups with validated products seeking structured pathways to sustainable revenue.

The challenge lay in:

**Enterprise sales navigation**

**Pricing architecture**

**Funnel clarity**

**Market prioritisation**

FINANCIAL STRUCTURING AND INVESTMENT READINESS

A second cluster of challenges emerged around capital strategy.

Founders required deeper clarity in:

Unit economics



Valuation logic

Financial modelling

Capital deployment roadmaps

Rather than focusing solely on fundraising mechanics, the program reinforced financial discipline, enabling startups to align capital strategy with long-term scalability.

ORGANISATIONAL FOUNDATIONS FOR SCALE

As startups approached expansion, internal capability gaps surfaced:

**Founder bandwidth constraints**

**Hiring prioritisation ambiguity**

**Execution system inconsistencies**

The Bootcamp was then organised and its engagement adapted accordingly.

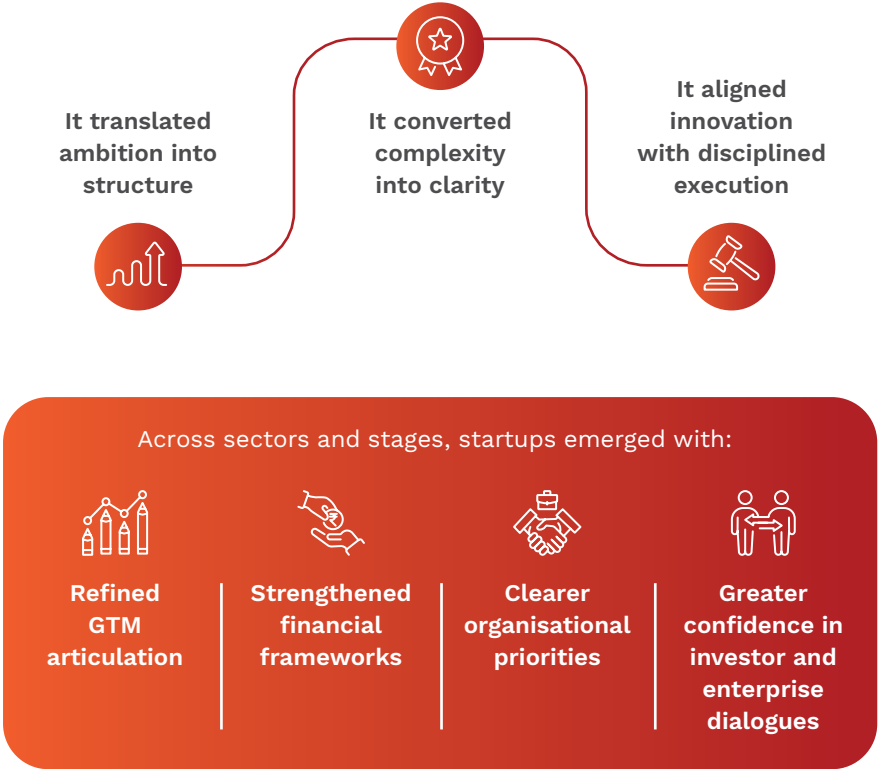
BOOTCAMP - FOUNDATIONAL CONVERSATIONS

The Bootcamp was structured as a strategic strengthening phase within the cohort’s growth journey, designed to address specific capability gaps identified through a detailed need analysis.

Based on these insights, a focused two-day, in-person engagement was curated. The Bootcamp combined peer networking, expert-led workshops, and structured founder interactions, creating a high-intensity environment for reflection, recalibration, and practical problem-solving.

Based on the Needs Analysis, the Bootcamp focused on converting potential into preparedness, ensuring founders were equipped to move to their next stage with sharper strategy and execution rigour.

The Bootcamp functioned as a calibration mechanism.



IMPACT BEYOND PROGRAMMING

The significance of the Bootcamp lies not only in the sessions delivered, but in the strategic shifts enabled.

For a cohort spanning regulated industries, enterprise markets, and high-growth sectors, structured intervention at this stage reduces execution risk and strengthens long-term viability.

In doing so, we reinforced our role not merely as a convenor but as a catalyst for disciplined, scalable growth.

NSRCEL STACK

Behind every startup that scales sustainably is a strong internal architecture. The NSRCEL Stack is a guiding framework designed around that belief.

The NSRCEL Stack is a layered support system where each element strengthens the other, much like a startup itself, where product, finance, team and strategy must evolve together.

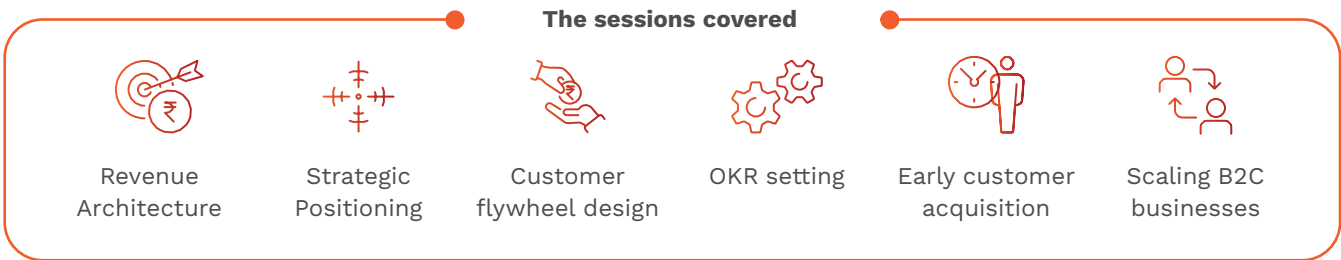


These layers operate in alignment, reflecting how high-performing startups integrate product, finance, talent, and strategy. Every decision informs the next, creating a self-reinforcing ecosystem designed to fast-track sustainable, responsible growth.

PROGRAM INTERVENTIONS

WORKSHOPS, SESSIONS AND 1-ON-1 MENTORING HOURS

Across the program lifecycle, 99 structured sessions were delivered across both stages, designed to address the real operating challenges faced by early and growth-stage founders. The focus was not on broad theory, but on strengthening fundamentals that directly influence revenue, customer traction and scalability.



Intensive workshops

Two-Day GTM Program

From Profit To Persona

The Workshop on STP
(Segmentation, Targeting and Positioning)

Decoding Fundamentals:
Idea Maze and Design Partners

Open House on Sales

Peer Learning Sessions for the
Healthcare Cohort

Ip and Patent Awareness
Workshops



Startups engaged in multiple mentoring and review touchpoints throughout the program, ensuring improvements were tracked and recalibrated as needed. Workshops translated into defined action steps, and subsequent reviews examined execution against those commitments.

This iterative model sharpened clarity over time across positioning, pricing, channels, customer segments and growth priorities.



CORPORATE EXPOSURE

As part of the program intervention, NSRCEL facilitated direct corporate exposure opportunities for select startups, enabling them to pitch their solutions to leading enterprises across sectors. This initiative was designed to accelerate market validation, open potential pilot conversations, and create pathways for strategic partnerships.

Participating corporates included:

Startups that presented included Codemate, Prodloop, Smartail, Alchemyst, FXUAV, Flaunt, Royal Bengal, Aderre Creations, Auklr, Beagle, and Koyth.

This structured corporate interface strengthened the program’s market linkage mandate, ensuring that innovation was tested against real enterprise requirements, procurement expectations, and deployment realities.



DEMO DAY

Where Momentum Meets Capital

Demo Day at NSRCEL, marked the culmination of months of preparation, mentoring, and growth for participating startups. Spread over two days, the event was designed as a highly curated platform for startups to engage directly with investors and ecosystem partners.


31
startups showcased their ventures, spanning diverse sectors and stages, each presenting a clear vision, scalable business model, and growth potential.


16+
venture capital firms participated, bringing not just capital but deep operational expertise and strategic insights.

The event was structured to go beyond traditional presentations. Networking sessions provided founders and investors with meaningful, one-on-one interactions, making Demo Day a true convergence point for enterprise-ready startups and institutional stakeholders.

ENGAGEMENT HIGHLIGHTS:

94
Total meetings held

52
Moved to Round 2

20-25
Active ongoing conversations



Importantly, these conversations extended beyond funding. Startups explored potential partnerships, market access opportunities, and long-term mentorship pathways, creating avenues for strategic growth and sustained collaboration.

VCs in Demo Day	
 Navigate • Accelerate • Elevate	
	 India's 1 st Multi-Stage VC
	
	 Nurturing Passions. Empowering Success.
 SOMANT IMPRESS GROUP	
	
	
	

STRATEGIC REVIEW AND GRANT DISBURSEMENTS

Following the acceleration phase, 4 dedicated Grant Panels were convened to assess progress, capital utilisation readiness, and future growth trajectories. This phase included 36 focused review sessions engaging sector specialists and ecosystem leaders. These panels did not merely evaluate funding eligibility; they examined execution maturity, financial discipline, and long-term sustainability.



SUCCESS STORIES

Behind every pitch deck is a founder navigating uncertainty. Behind every milestone is a decision to persist.

This year, 12 startups were recognised as grant winners under the program, founders who combined strong fundamentals with the grit to execute. Their journeys span sectors, geographies, and stages, but share a common thread: they moved forward with intent.

The grants are not an endpoint. They are a catalyst, enabling sharper product focus, deeper market engagement, and faster traction.

These are not just success stories. They are signals of what structured support, strategic capital, and founder resilience can achieve together.

 SoNative (Page no. 40)	 SaraI X (Page no. 41)	 AUKLR (Page no. 42)
 Prodloop (Page no. 43)	 CodeMate AI (Page no. 44)	 Shabd AI (Page no. 45)
 Proteger AI (Page no. 46)	 Flaunt (Page no. 47)	 Road Pilot (Page no. 48)
 Koyth Robotics (Page no. 49)	 FxUAV (Page no. 50)	 Adis (Page no. 51)

01

Success Story

SoNative



Sharpening the Core to Scale with Confidence

By combining nutritional science with enjoyable hydration formats, SoNative aims to help individuals integrate essential nutrition into their everyday routines, while replacing sugary beverages and poorly designed supplements that often lack both taste and scientific credibility.



THE STARTING POINT

SoNative was founded on a simple observation: modern diets are increasingly calorie-focused but often nutritionally incomplete. Busy lifestyles, processed food consumption, and chemically grown food systems frequently lead to deficiencies in essential micronutrients, creating hidden health gaps that contribute to fatigue, metabolic imbalance, stress, and other lifestyle-related health challenges.

Recognizing this gap, the founders and the team set out to create synergistic formulations enriched with plant-based bioactives and essential micronutrients, backed by scientific research and nutritional data. The goal was to deliver preventive nutrition through products that are not only functional but also enjoyable to consumers.

Early consumer response validated the approach. People appreciated the brand’s focus on scientifically designed formulations, functional benefits, and products that taste good while supporting everyday wellbeing.



THE STRATEGIC SHIFT

During the program, the founders stepped back from constant forward motion and revisited first principles.

- Who is the core consumer?
- Where does repeat behaviour originate?
- Which channels create brand equity versus temporary lift?

The team began narrowing focus. Product extensions were evaluated more critically. Messaging was simplified. Rather than trying to speak to “everyone who wants to be healthy,” SoNative refined its identity around a more clearly defined, conscious consumer base. This recalibration reduced noise and increased conviction. It helped simplify messaging, strengthen product alignment, and ensure that innovation remained centered on delivering scientifically backed functional nutrition that consumers can easily integrate into their daily routines.



THE PROGRAM’S INFLUENCE

Mentors consistently pushed the team to think beyond early traction. Conversations revolved around sustainable margins, long-term brand differentiation, and operational discipline in consumer businesses.

Peer exchanges also surfaced the realities of scaling physical products, supply chain complexities, channel trade-offs, and inventory risk.

The program strengthened the team’s strategic discipline and reinforced its commitment to building credible, science-backed preventive nutrition solutions.



THE ROAD AHEAD

Today, SoNative is building deliberately. The brand voice is sharper, product decisions are more aligned, and growth is no longer exploratory, it is directional.

Looking ahead, SoNative plans to scale its presence across digital, retail, and institutional channels while continuing to strengthen its science-backed formulations.

The company’s success lies in choosing depth over dispersion, building a credible health brand that remains grounded, purposeful, and committed to addressing real nutritional gaps rather than chasing short-term trends.



02

Success Story

SaraI X



Building Structure Behind the Vision

SaraI X delivers scalable service solutions across geographies, addressing the need for consistent, quality-driven operations in expanding markets.



THE STARTING POINT

SaraI X entered the program with clear demand signals. Expansion across regions had already begun, and the founders were navigating growth in real time.

But scaling services brings complexity, recruitment, training, monitoring, and maintaining quality across distributed environments. Much of this still rested on founder oversight.

The ambition was there. The structure needed reinforcement.



THE STRATEGIC SHIFT

During the program, SaraI X concentrated on strengthening its organisational backbone. Processes were formalised. Service protocols were standardised. Accountability structures were clarified.

The focus moved from “managing growth” to “engineering scalability.”

This internal recalibration allowed the company to pursue expansion with greater confidence and stability.



THE PROGRAM’S INFLUENCE

Mentors emphasised governance, delegation, and process design, areas often underdeveloped in early-stage startups. Through structured guidance and peer insights, the founders gained perspective on sustainable organisational building.

The program helped shift their mindset from short-term acceleration to institutional resilience.



THE ROAD AHEAD

SaraI X now approaches expansion with greater confidence. Its operational core is stronger. Decision-making is less reactive and more process-driven. The success story here is quiet but powerful: a company strengthening its foundation before accelerating further.



03

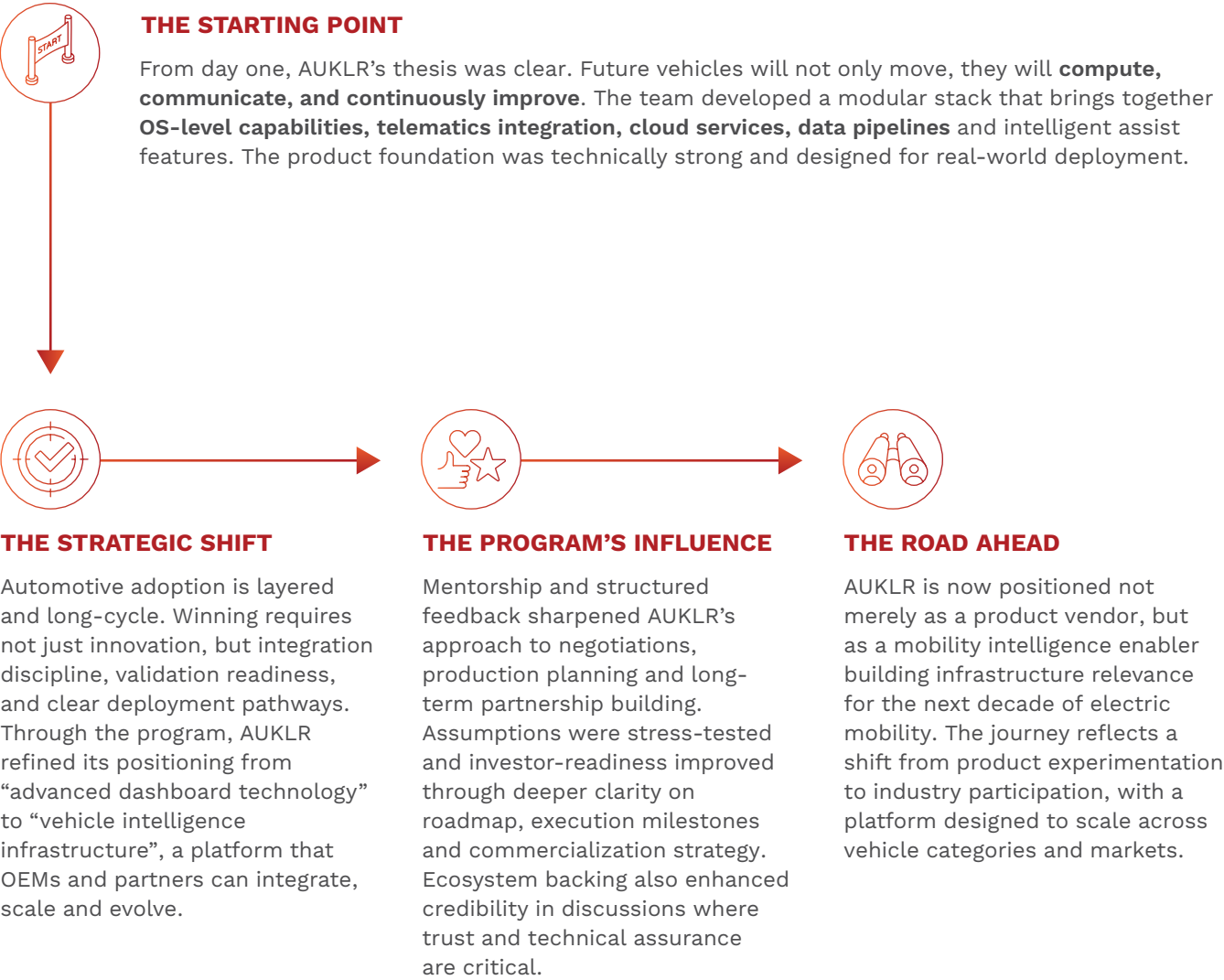
Success Story

AUKLR



Engineering Intelligence into Mobility

AUKLR builds software-defined vehicle intelligence platforms that integrate connectivity, telematics, cloud infrastructure and AI to make mobility safer, smarter, and more efficient.



04

Success Story

Prodloop



Turning Customer Conversations into Operational Intelligence

Prodloop uses AI-powered voice analytics to transform customer support calls into actionable business intelligence, helping companies uncover patterns hidden in unstructured conversations.



05

Success Story

CodeMate AI

CodeMate.ai

Rethinking the Developer Workflow

CodeMate AI is a full-stack AI programming assistant that automates coding, testing, and debugging, acting as a contextual “second brain” for developers navigating complex codebases.

THE STARTING POINT

CodeMate was born from a frustration familiar to every developer who navigates sprawling codebases, repetitive debugging cycles, and fragmented documentation.

The founders envisioned an assistant that didn’t just autocomplete lines, but understood context. A system that retained knowledge across repositories and could be engaged through natural language.

Early adoption among developers validated the need. The tool resonated technically. But scaling developer tools requires precision, developers are discerning, and enterprises demand reliability.

THE STRATEGIC SHIFT

Through the program, the founders sharpened CodeMate’s long-term positioning. Instead of framing it as a productivity tool, they began positioning it as workflow infrastructure for resilient engineering pipelines.

This vision evolved into a broader ecosystem for enterprise SDLC automation. CodeMate Build converts Figma designs, prompts, and Business Requirement Documents into working MVPs, while CodeMate Chat brings context-aware AI into tools like Jira and internal knowledge bases. CodeMate CO provides deep codebase intelligence for reviews, debugging, and onboarding, supported by CORA, an autonomous coding agent with enterprise governance guardrails, and a PR Review Agent that automates pull request checks.

Together, these components form an integrated platform that automates the software development lifecycle end-to-end.

THE PROGRAM’S INFLUENCE

Mentorship discussions focused on sustainable distribution channels. Developer adoption often begins bottom-up, but enterprise revenue requires top-down buy-in. These conversations influenced pricing structures, partnership exploration, and onboarding design.

Peer exchanges also offered perspective on balancing rapid feature innovation with stability, particularly critical in AI products where expectations evolve quickly.

THE ROAD AHEAD

CodeMate AI now moves forward with a clearer identity, not simply as a coding assistant, but as an AI-native engineering collaborator. Its journey reflects the maturation of a tool into a platform. The company is building toward a future where human creativity and machine augmentation operate seamlessly and where every stage of the software lifecycle is governed, accelerated, and continuously improved by AI.

06

Success Story

Shabd AI

S|ABD
BEYOND LANGUAGE BARRIER

Enabling Voice-First, Contextual Intelligence

Shabd AI enables 40+ businesses to create accurate, culturally nuanced multilingual content across text, audio, and video, addressing the fragmentation of language access in India’s digital economy.

THE STARTING POINT

India’s digital growth is multilingual, but most content infrastructure is not. Businesses struggle with translation inconsistency, slow turnaround times, and high costs.

Shabd AI entered this landscape with a hybrid approach, combining AI efficiency with human precision to deliver culturally contextual content. The product resonated in sectors where localisation is critical: marketing, media, and enterprise communication. But scale required sharper operational clarity.

THE STRATEGIC SHIFT

During the program, Shabd AI refined its strategic positioning. It moved beyond being a translation service to positioning itself as a localisation partner.

This shift meant deeper integration into client workflows, not transactional output.

The founders revisited pricing models, operational bandwidth planning, and enterprise targeting logic. The focus moved from volume to value.

THE PROGRAM’S INFLUENCE

Mentors encouraged the team to define defensibility clearly. In AI-enabled services, differentiation must go beyond speed.

These conversations led to stronger articulation around quality assurance, hybrid intelligence, and sector-specific use cases.

The program environment also strengthened founder confidence, particularly in articulating long-term ambition in a rapidly evolving AI landscape.

THE ROAD AHEAD

Shabd AI is building toward a future where language is no longer a barrier to digital inclusion. Its growth reflects thoughtful positioning, not as a utility, but as a cultural bridge embedded within enterprise ecosystems.

07

Success Story

Proteger AI

vajra.ai

Strengthening Predictive Reliability in Healthcare

Proteger AI, through its platform Vajra, helps hospitals manage medical equipment efficiently by automating asset tracking, maintenance scheduling, and compliance management.

THE STARTING POINT

Healthcare systems often struggle with equipment downtime, fragmented tracking, and reactive maintenance. These inefficiencies directly affect patient care.

Proteger AI recognised that operational intelligence within hospitals is as critical as clinical expertise. The product addressed a real and urgent need, but healthcare adoption cycles are cautious and trust-driven.

THE STRATEGIC SHIFT

Through the program, the founders sharpened their enterprise readiness. The focus moved toward compliance clarity, deployment stability, and integration pathways within hospital systems. Rather than leading with technological capability alone, the company began emphasising reliability and institutional trust.

THE PROGRAM'S INFLUENCE

Mentors challenged the team to anticipate procurement barriers and stakeholder expectations within healthcare ecosystems. The program strengthened investor articulation and strategic positioning, particularly around long-term institutional partnerships.

THE ROAD AHEAD

Proteger AI now stands as a reliability partner within hospital operations, helping institutions move from reactive maintenance to predictive oversight.

Its success lies in balancing innovation with responsibility.



08

Success Story

Flaunt

Flaunt

From Creative Execution to Scalable Marketing Intelligence

Flaunt is an AI-powered social media intelligence platform that helps brands analyze short-form content performance and identify high-impact creators.

THE STARTING POINT

Flaunt began by analyzing short-form video ads across visual, audio and textual dimensions, providing beauty and fashion brands with granular campaign related insights.

Strong initial traction validated the market need, but also surfaced a key question - remain focused on influencer marketing or expand more broadly into short-form video content optimization for marketing and creative decisions?

THE STRATEGIC SHIFT

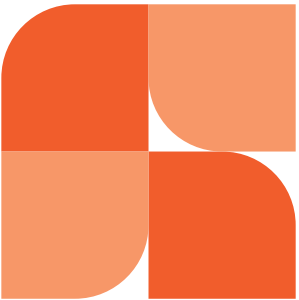
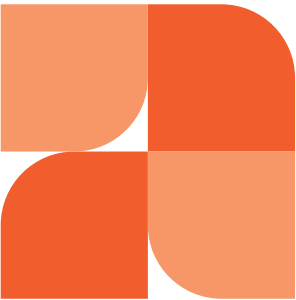
The program catalyzed a strategic shift towards the broader video marketing opportunity. The founders focused on embedding automation and recommendation engines that could proactively surface insights and reduce manual effort. Mentors emphasized the importance of repeatability and solving for specific customer segments. These inputs helped position Flaunt as an end-to-end video optimization partner.

THE PROGRAM'S INFLUENCE

In 2025, Flaunt achieved a transformative 45x revenue increase, fueled by the successful onboarding of paying clients across India, the US, and Qatar. This global validation was further solidified by Flaunt becoming the first Indian company selected for the prestigious Snowflake AI Accelerator program, a testament to its innovation in marketing technology. By delivering a 4x lift in engagement and reducing operational costs by 50%, the platform provides tangible ROI for brand partners while simultaneously fostering an inclusive creator economy. Through these AI-powered insights, Flaunt is actively bridging the digital divide by empowering SME brands and women creators from Tier 2 and Tier 3 cities across India.

THE ROAD AHEAD

With the multimodal agentic AI foundation and expanded global focus, Flaunt is well-poised to capitalize on the massive, under-penetrated short-form video content opportunity.



09

Success Story

Road Pilot

ROADPILOT

Driving Intelligence into Fleet Operations

Road Pilot is a mobile-first platform that connects fleet owners with verified truck drivers, while offering drivers job discovery, earnings visibility, and a digital community layer.



THE STARTING POINT

India's logistics backbone runs on millions of truck drivers, yet the ecosystem that supports them is fragmented. Hiring is informal. Verification is inconsistent. Drivers often depend on word-of-mouth networks and opaque payment cycles.

Road Pilot entered this space with a practical solution: create a structured digital interface between fleet owners and drivers. Real-time job alerts, route-based matching, earnings tracking, the aim was to bring transparency to an otherwise informal system.

Early adoption revealed a real need. However, scaling a two-sided platform in a traditionally offline ecosystem is not simple.



THE STRATEGIC SHIFT

Through the program, the founders began examining behavioural adoption patterns more closely.

- What motivates drivers to stay on the platform?
- What friction prevents repeat usage?
- How do fleet owners measure value beyond hiring speed?

The company moved from building features to designing engagement loops. The product experience was refined to reduce onboarding friction and strengthen trust signals.

Rather than positioning itself only as a hiring tool, Road Pilot began framing its mission around ecosystem formalisation, improving safety, livelihood stability, and operational efficiency simultaneously.

THE PROGRAM'S INFLUENCE

Mentorship conversations focused on platform dynamics, balancing both sides of the marketplace without overextending resources. There were also deeper discussions around regulatory awareness and long-term scalability in logistics infrastructure.

The program encouraged the founders to think beyond transactional matching and toward ecosystem depth.

THE ROAD AHEAD

As the driver network scales, Road Pilot evolves into the Highway Transportation Cloud (HTC) — a digital infrastructure layer for the trucking industry.

- HTC integrates:
- Driver intelligence
- Telematics data
- Route and trip intelligence
- Operational analytics
- Ecosystem services

This transforms fragmented trucking operations into a connected, data-driven mobility network.



10

Success Story

Koyth Robotics

KR

Precision Autonomy for Real-World Environments

Koyth Robotics develops AI-powered agricultural robotics, including post-harvest automation systems and driverless tractor conversion technology to improve farm productivity.



THE STARTING POINT

Agriculture in India faces two persistent challenges: labour dependency and inefficiency in repetitive processes. From post-harvest sorting to tractor operations, much of the work remains manual and physically demanding.

Koyth Robotics stepped into this gap with practical automation, not futuristic abstraction, but targeted robotic interventions that directly reduce effort and loss.

The early prototypes demonstrated promise. Farmers responded positively to efficiency gains. But hardware-based startups carry unique scaling complexities, deployment logistics, cost structures, and trust-building.



THE STRATEGIC SHIFT

During the program, the founders refined their market prioritization. Rather than attempting to serve broad agricultural segments, the company began focusing on specific, high-impact use cases. Demonstration clarity improved. Value articulation became more outcome-driven centred around time saved, waste reduced, and operational predictability. The team also began thinking more carefully about partnership models, whether through equipment distributors, cooperatives, or institutional channels.

THE PROGRAM'S INFLUENCE

Mentors emphasised realistic adoption pathways. Agricultural technology must balance affordability with innovation. The program encouraged deeper customer validation cycles and structured feedback from field deployments.

These discussions strengthened both commercial realism and long-term strategy.

THE ROAD AHEAD

Koyth Robotics is moving from abstract automation to high-stakes practical intervention. Its proprietary Precision Navigation stack—deployed via Tractor Autosteer and OEM kits—enables equidistant cultivation that allows farmers to work 3x faster while significantly reducing weeding costs. This technology transforms robotics from a luxury into an essential tool for Indian agriculture.

Sector Expansion

The versatility of the Koyth stack has unlocked critical industrial and defense applications:

Mining: A paid pilot is currently automating open-pit excavators to execute autonomous drilling patterns, ensuring human safety and increasing productivity.

Defence: Successful trials with the Indian Army demonstrated the navigation stack's ability to guide T72 tanks through safe-lane offsets during minefield clearances.

With a public launch scheduled before the Kharif season, Koyth is actively engineering the future of precision across India's most vital frontiers.



11

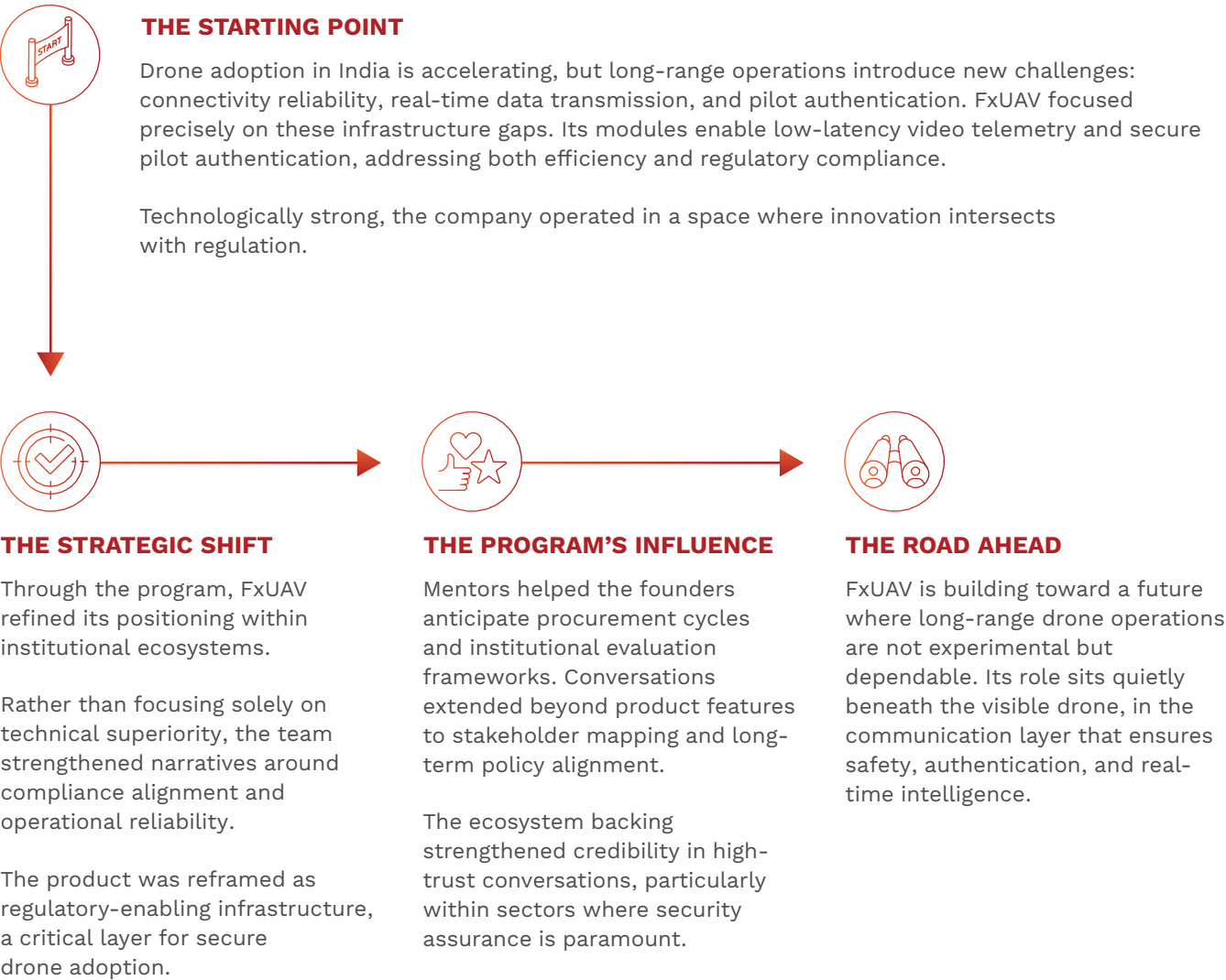
Success Story

FxUAV



Advancing Secure Aerial Intelligence

FxUAV develops 5G-enabled drone communication and authentication systems, enabling secure, real-time long-range Beyond Visual Line of Sight (BVLOS) drone operations.



12

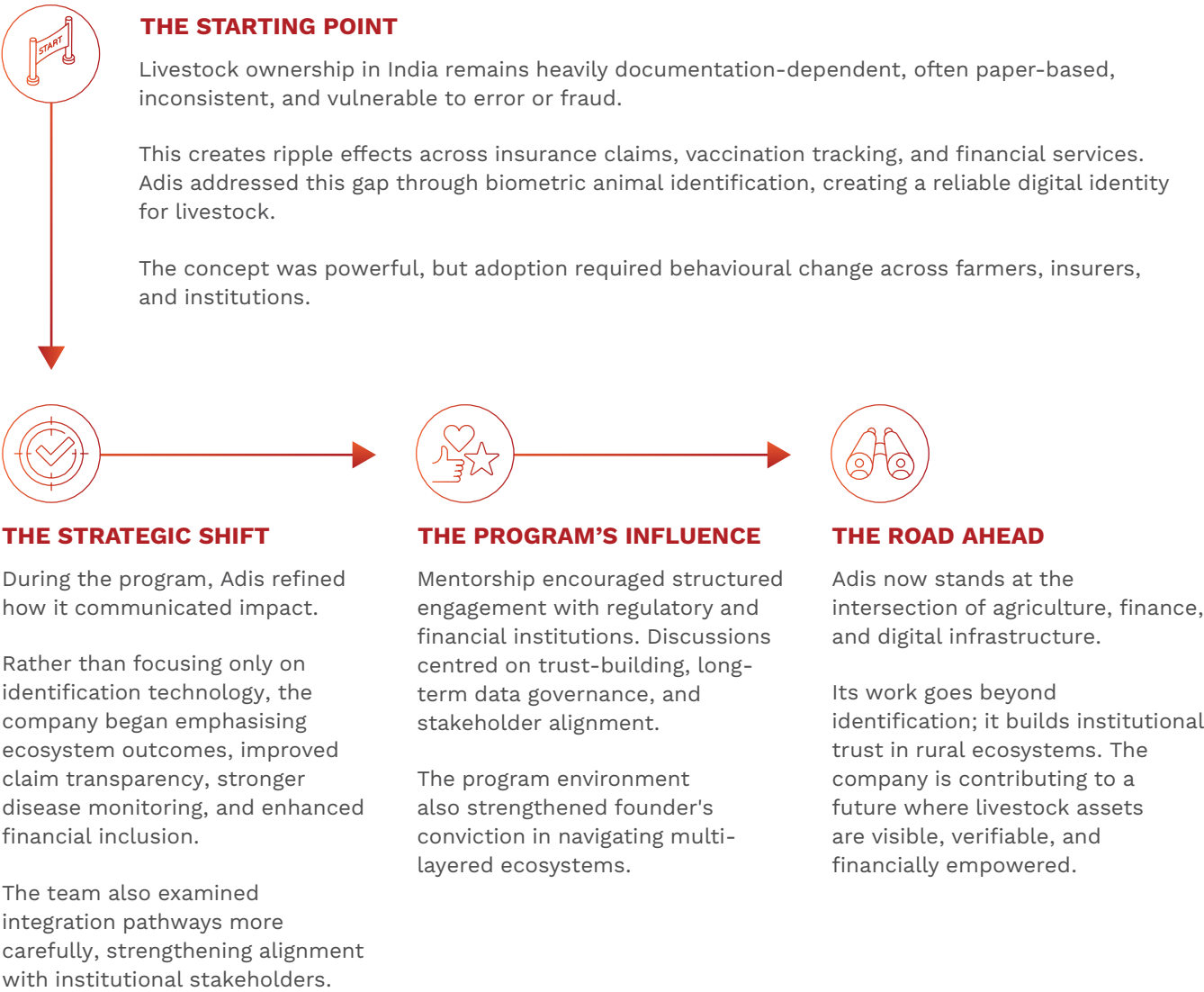
Success Story

Adis



Aligning Financial Infrastructure with Institutional Trust

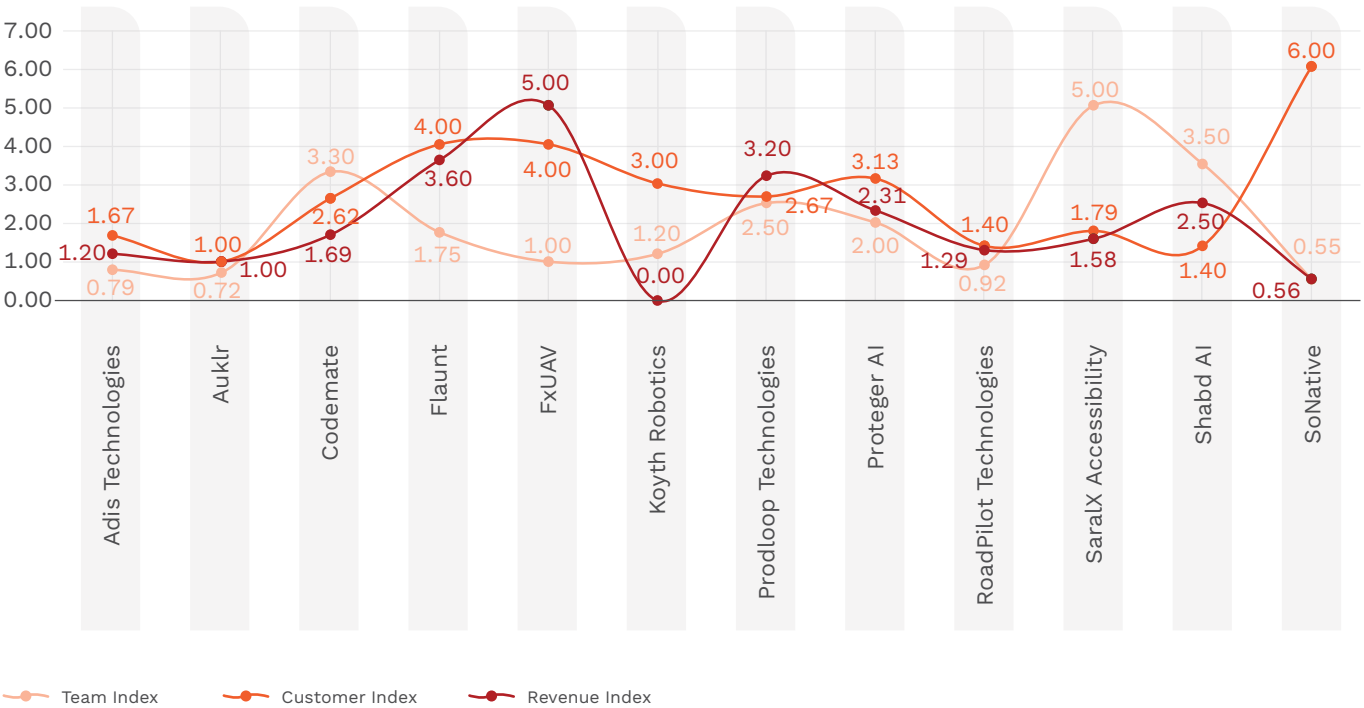
Adis provides biometric identification for animals, enabling accurate tracking of health, vaccination, and pedigree records while reducing fraud and improving financial access for farmers.



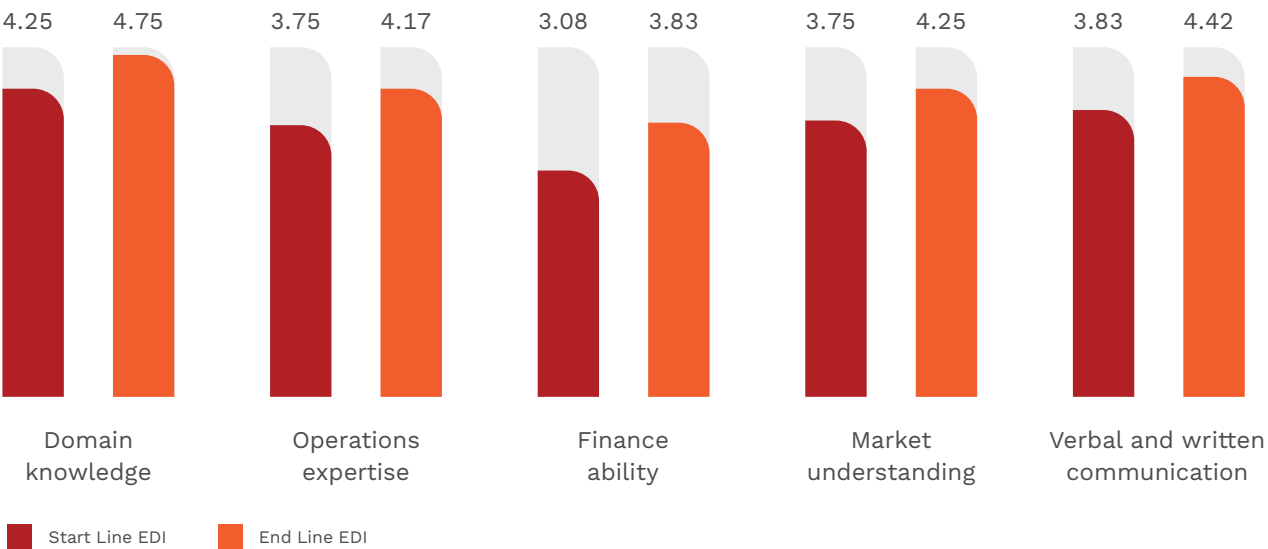
PERFORMANCE SNAPSHOT

The performance of all 12 grant-winning startups has been captured in the graph below. The indices are computed as the ratio of end value to start value for each metric, team size, customer base, and revenue, to showcase relative growth over the program period. These indicators provide a clear view of organisational scale (team), market traction (customers), and commercial progress (revenue), enabling a consistent comparison of growth across the cohort.

Venture Development Index



Entrepreneurial Development Index



This graph illustrates the average self-reported scores of startups across various performance criteria.



STARTUP COMMUNITY

Expanding our Network

A deliberate priority this year was to extend founder engagement beyond traditional startup hubs and deepen access to structured learning across geographies. Velocity – Kotak BizLabs was designed not only as a cohort-based accelerator, but as a broader ecosystem platform, enabling early- and growth-stage founders to access practical insights, peer learning, and market-facing conversations at scale.

COMMUNITY REACH

Through the Velocity Basecamp initiative, the program expanded its footprint significantly:

603

founders
reached through
community rollout

80-100

founders actively
engaged on
the platform

50+

founders completed at
least one structured
learning module

The Basecamp format delivered five curated modules in a podcast-style learning experience to nearly 180 early-stage founders. Active engagement spanned three to four months, with bi-weekly releases, moderated discussions, and high participation levels.

Following the structured phase, the community transitioned into an ongoing peer network, founders continued sharing milestones, hiring requirements, collaboration requests, and event opportunities. This ensured that learning extended beyond content consumption into practical ecosystem exchange.



REGIONAL ECOSYSTEM ENGAGEMENT

In parallel with digital community building, Velocity expanded its physical outreach across emerging and established startup ecosystems.

Nagpur

In partnership with TiE Nagpur and Lemon Ideas, the program engaged revenue-stage technology and AI ventures from Tier 2 cities. Discussions with investors such as Poonam Khandelwal (100Unicorns) and Vikram Gawande (Blume Ventures), alongside operator-founders like Dr. Pranav Sapkal (LUCID Implants), explored capital readiness, regional talent depth, and the evolving dynamics of emerging startup clusters. The focus was clear: building scalable ventures beyond metropolitan concentration.



Kochi

In collaboration with Kerala Startup Mission (KSUM) and TiE Kerala, conversations centred on consumer markets outside metro strongholds. Founders examined trust networks, distribution realities, digital adoption, and infrastructure shifts across Bharat. The engagement reinforced that ambition, market depth, and founder capability are not geography-dependent but require contextualised strategy.

Bengaluru

Recognising the growing number of B2B founders building for global markets, Velocity convened a focused session at the Bangalore International Centre in collaboration with FoundrPwr by Mela Ventures. In conversation with Vijay Rayapati (Atomicwork), founders explored enterprise credibility, global sales cycles, localisation, pricing strategy, and long-term GTM discipline. Designed for B2B founders, GTM leaders, and CXOs, the session underscored that international expansion is a systems-led execution journey, not merely a branding milestone.



CLOSING NOTE

Building What Endures

This year was about building momentum around a shared mission.

Through Velocity – Kotak BizLabs, we set out to meaningfully engage over 100 founders across structured incubation, ecosystem dialogues, and community-led interventions. While 33 startups formed the core cohort, the impact extended far beyond, across cities, sectors, and stages of entrepreneurship.

We made a deliberate choice to lean into difficult sectors.

DeepTech. Climate. Healthcare. Financial infrastructure. Agriculture.

These are not categories built for shortcuts. They demand discipline, patient capital, institutional support, and long-term thinking. They require founders willing to solve structural problems, not surface inefficiencies.

Over time, the program itself has evolved. What began as a structured intervention around startup fundamentals has matured into a deeper architecture, one that prepares founders to build for enterprise markets, regulated industries, and nationally significant challenges.

We are not only helping startups grow revenue. We are strengthening governance, building financial clarity, embedding operational discipline and sharpening strategic depth.

Because India’s next phase of growth will not be powered by speed alone. It will be powered by resilience.

WHAT’S NEXT

The commitment remains clear:



Strengthen foundations



Back ambitious founders



Support complex problem statements



Expand access across regions



Build startups that endure

The journey does not end with a cohort cycle. It continues as a growing ecosystem of founders building responsibly, sustainably, and ambitiously for India’s future.



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