



\$ 1 Million Drone Demo Day

Event Overview:

FICCI-Venture Catalysts Drone Demo Day is an exclusive event bringing together innovative drone startups and prominent investors from the Venture Catalysts group. This event serves as a platform for startups in the drone sector, encompassing hardware, software, and drone services. Participating startups are expected to present their ideas, products, and revenue-generating models to secure potential investments from the investor community.

Eligibility Criteria:

1. **Startup Entity:** Open to startups registered as a Pvt Ltd company, registered partnership, or limited liability company.
2. **DIPP Registration:** Startups must possess a valid DIPP registration number. (Optional)
3. **Intellectual Property:** Preference will be given to startups with registered patents, trademarks, or other intellectual property rights related to their drone technology or services.
4. **Compliance:** Startups must be compliant with all applicable legal and regulatory requirements in their respective countries and regions.
5. **Ethical and Sustainable Practices:** Startups promoting ethical and sustainable practices in the development, deployment, and use of drone technology will be highly regarded.
6. **Scalability:** Evaluation will include the scalability potential of the startup's drone technology or services, indicating the ability to expand operations and capture a larger market share.
7. **Team Expertise:** Startups should have a skilled and experienced team with a proven track record in the drone industry or relevant domains.
8. **Financial Health:** While revenue generation is crucial, startups should also showcase effective financial management practices.



Pitch Presentation Guidelines: Pitch Time 20 min.

1. Introduction (2 minutes):

- Brief overview of the startup's mission, vision, and core values.
- Introduction of the founding team and key members.

2. Problem Statement & Solution (10 minutes):

- Clearly define the problem your startup is solving in the drone sector.
- Highlight market research and demand analysis supporting the identified problem.
- Present your product or service in detail, emphasizing its uniqueness and competitive advantage.
- Showcase how your solution addresses the identified problem effectively.

3. Revenue Model (3 minutes):

- Outline your startup's revenue model, including pricing strategies and sales channels.
- Provide insights into current revenue figures and growth projections.

4. Market Potential (3 minutes):

- Present the market size and potential for your product or service in the drone industry.
- Discuss your market expansion strategies and target audience.

5. Team and Advisors (2 minutes):

- Introduce your core team members and key advisors.
- Highlight their expertise and experience relevant to the drone sector.

Q&A Session:

- Prepare for an interactive Q&A session with investors after your pitch presentation.
- Be ready to address queries related to your technology, market strategy, revenue generation, and scalability.

Event Logistics:

- The event will be conducted physically at FICCI Federation House, New Delhi.
- Each startup will have a designated time slot for their presentation and Q&A session.

**Post-Event Opportunities:**

- Successful startups may be offered mentorship, funding, or partnership opportunities by the investors.
- Networking opportunities with potential collaborators, partners, and industry experts.

Additional Important Details:

- Each application will be judged by a Panel of Jury members.
- The decision of the Jury will be final and binding.
- Jury holds the right to contact any applicant for their doubt/queries regarding the project.
- The Jury panel reserves the right to declare any entry 'Not eligible' if an application is either incomplete or does not meet the basic criteria or expectations.
- The results of final selected top 20 startups for pitching in front of investors, will be announced as soon as the evaluation is over.

Important Dates:

- Application Deadline: 15th February 2024.
- Event Date: 11th March 2024.

Other Terms & Conditions:

- Any false information submitted about the initiative will immediately lead to permanent disqualification of the entry.
- Any application form received after the last date of registration will not be entertained.
- Incomplete / not filled registration form will be rejected.
- The entry will not be considered if any applicant fails to submit the entire details of the application forms till the last date of Nomination.
- Participation fee is neither refundable nor transferable.
- An organisation / its official by submitting application agrees that either it is the holder of intellectual property rights associated with the information given on the project / initiative / service vide entry form or has taken approval from the legal rights holder. FICCI will not be responsible for any kind of IPR / Copyright violation during the process of evaluation of entries or reproducing the information through its publication.
- An organisation / its official by submitting application agrees that all necessary compliances were met during the mentioned project / initiative and operations were conducted within the relevant policy / regulatory framework for drones (UAS/RPAS) as prescribed by the Government of India and authorities at state.
- All materials received [PPTs, Videos, Screenshots, Photos etc.] will become FICCI property during the nomination and can be used by FICCI Secretariat to produce any document or compendium of best practices for wider circulation.