

# yea!

## NEWSLETTER

The Newsletter of Young Entrepreneurs Academy

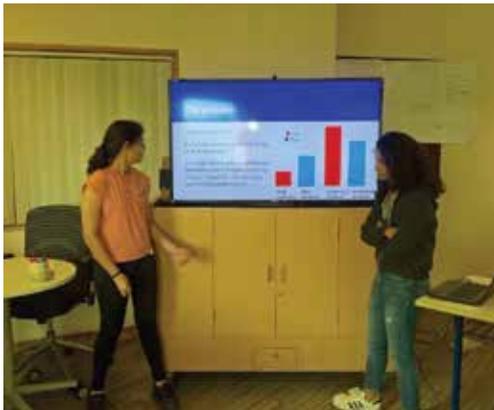
[www.yeaindia.com](http://www.yeaindia.com)

### DECEMBER – COUNTDOWN BEGINS.....

December was a critical month for YEA! The slides were finalized. We have 65 business plans across our 4 centres – product ideas, ecommerce ideas, social initiatives – the sheer number and diversity of plans is enormous and promises to make the January investor panel super interesting !

This was the month, we also finalized our judges. Our judges are experts who are from the investor community or run large global organizations and will provide invaluable feedback to our students ! We cant thank our judges enough for helping us with our program and assure them that watching these kids will be a deeply satisfying and fulfilling experience for them...

Our students have had an opportunity to experience idea generation and business opportunity evaluation that many adults don't experience for many years into their careers. Now they will face our investors and many of them will win exciting prizes. They will each get 3 minutes to present their plan and 3 min for QandA with the judges. Participating in the YEA! Investor Panel is a once in a lifetime opportunity that builds confidence and breeds success. It is an honor they have earned and we have supported and encouraged all 120 students to seize this opportunity and give it their all !



## YEA! Speakers



**Craig Johnson** is the Head of the American School of Bombay and recipient of the prestigious 'Innovation in Education' award. Being an educationist, sports enthusiast and writer, Mr Johnson's perspective was very unique and inspiring. He gave a high energy talk to our students and discussed important concepts such as excellence, innovation and leadership through various examples and references from his list of must read books and poems! He made the session very interactive and motivated our students to push themselves and dream big.

**Kunal Shah** is the Founder and Chairman of Freecharge. He spoke about his entrepreneurial journey and why he chose to sell Freecharge to Snapdeal in the biggest internet deal of our country! Some of the super interesting insights shared by him were 12-18 year olds are the CTOs of every home and transforming our country, your idea should have Delta 4 to be significant and irreversible, today you are judged not by your years of experience but rather by your number of experiences per year and the importance of 'trust' in building a brand especially in the context of a country such as ours !



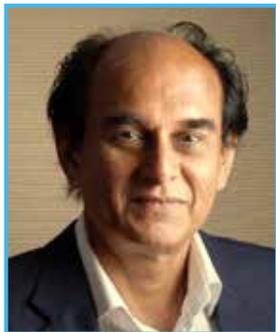
**Mritunjay Kapur** is a Partner at KPMG in India and a member of the India Leadership Team. He also heads the Risk Consulting practice at KPMG. With his rich and diverse experience of having assisted several large coprorates with their strategy and process improvements, he was the perfect judge to hear our students rehearse their pitch! He gave valuable inputs on all plans. His key feedback was – have clarity of concept and elaborate impact of your idea upfront, think through the financials in more detail, anticipate what can go wrong and plan for that, keep your slides concise and data oriented. His talk gave our students much needed guidance and confidence for the final event.

**Priya Choksi** spent her early years as an architect in Atlanta and later moved back to India to co-found a green building consulting firm, which has certified over 3 million sqft of green building space. She spoke to our students about her latest entrepreneurial venture Thinkphi. She spoke at length about their first product which is an indigenous production - Ulta Chaata, a patented system that smartly converges rainwater harvesting and renewable energy for open spaces in smart cities, industries or large campuses. A keen consciousness and responsibility towards our environment is important for every aspiring entrepreneur and we hope to have instilled a bit of that in our students through this inspiring talk.



Thank you Mohit Sadaani (Ex-Mckinsey, Ex-Snapdeal and founder of Amishi Life) guided our Delhi students with their pitch!

## Mumbai Investor Panel Judges



**Harsh Mariwala**  
Chairman, Marico Ltd



**Aditi Kothari Desai**  
Head of Sales & Marketing,  
DSP BlackRock



**Sean Sovak**  
Co-founder,  
Lighthouse Advisors



**Amit Chandra**  
Head of India Operations,  
Bain Capital



**Pravin Gandhi**  
Partner, Seedfund



**Noshir Kaka**  
Managing Director,  
Mckinsey India



**Amit Kalyani**  
Executive Director,  
Bharat Forge



**Sandeep Murthy**  
Partner,  
Lightbox Ventures



**Roopa Nath**  
Angel Investor



**Samonnoi Bannerjee**  
Managing Director,  
Bain Capital



**Pooja Jain**  
Managing Director,  
Luxor

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## Delhi Investor Panel Judges



**Padmaja Ruparel**  
President,  
Indian Angels Network



**Sahil Barua**  
CEO, Delhivery



**Kashyap Deorah**  
Serial entrepreneur,  
Angel Investor



**Kartik Bharatram**  
Deputy MD, SRF Ltd

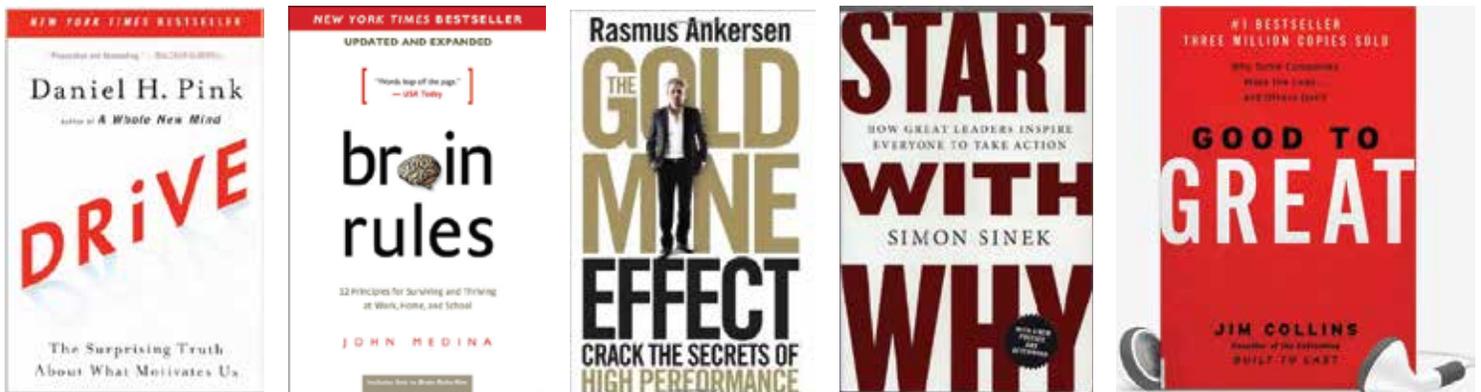
## YEA! Field Trip



Delhi students field trip at architecture & design firm 42mm with entrepreneurs Rudraksh and Priyanka Charan. Congrats Tinisha, Arunima and Manaswini for winning prizes.

## YEA! recommends

**Must read book** (Thank you Mr Craig Johnson for recommending this list of books for our students)



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