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AKCJ
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WELCOME NOTE

Anjeet Khandelwal, Founding Partner 

Launching a venture capital firm is akin to cultivating a seedling—it begins with vision, thrives on dedication and adaptability, and blossoms into a legacy of innovation. As we close the chapter on 2024, we reflect on AKCJ Ventures' remarkable journey.

Founded to foster impactful ventures, we set out with a mission to empower startups while creating meaningful societal contributions. Assembling a purpose-driven, agile team was both challenging and rewarding. Today, this cohesive team drives our vision with unwavering commitment to innovation and sustainable growth.

This year marked a significant step in refining our business model. Through dialogue with industry leaders and internal deliberations, we developed a robust foundation for future strategies. Collaborative partnerships with incubators, accelerators, venture firms, and founders have granted us access to high-potential opportunities, amplifying our impact.

Our focus spans two critical areas: revitalizing legacy manufacturing businesses through strategic initiatives like mergers, acquisitions, and SME IPOs, and nurturing new-age ventures including unicorns, soonicorns, and minicorns. This dual approach ensures a balance between legacy and innovation, driving enduring value creation.

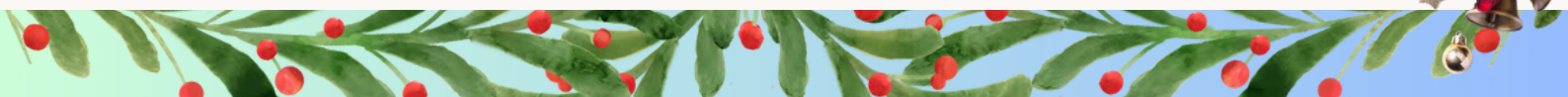
In a short time, AKCJ Ventures has built a strong deal pipeline, engaging with visionary founders and evaluating innovative ideas. Active participation in startup ecosystems and collaborations with angel investors have further strengthened our position as a catalyst for breakthrough ventures.

A key milestone this year was the launch of AKCJ Capital, a wealth advisory platform leveraging a technofunda approach to compounding returns. This addition complements our efforts to empower businesses with actionable insights and drive growth.

Our journey is also marked by the establishment of our New Delhi office, which reflects our vision to become an enabler for the startup ecosystem. This space symbolizes collaboration, innovation, and our unwavering commitment to fostering entrepreneurship.

As we look ahead, AKCJ Ventures remains steadfast in its mission to drive transformative ventures and create lasting impact. This year is a celebration of resilience, ingenuity, and the boundless potential of entrepreneurship.

AKCJ Ventures wishes all a Merry Xmas and a Happy New Year.



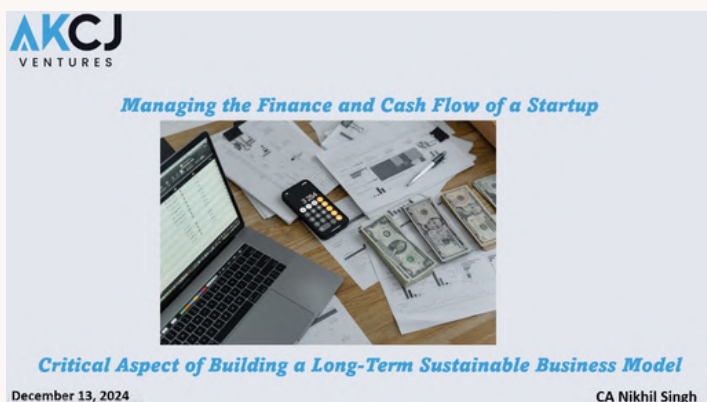
AKCJ Ventures Collaborates with IIM Bangalore's NSRCEL Women Startup Program for Finance Workshop

AKCJ Ventures recently partnered with IIM Bangalore's NSRCEL Women Startup Program to deliver a session on "Finance and Cash Management," led by our Senior Investment Analyst CA Nikhil Singh. Designed for early-traction and revenue-generating startups, the session provided actionable insights to enhance financial understanding and decision-making.

Key topics included differentiating growth and maintenance CapEx, analyzing financial statements like income statements and cash flow statements, and understanding their interconnections for tracking profitability. Participants also explored fixed and variable costs, operating leverage, breakeven analysis, and the significance of bookkeeping for forecasting and compliance.

The session emphasized optimizing the working capital cycle by managing inventory, receivables, and payables effectively. Strategies to maximize returns on capital employed (ROCE) and use financial data for sustainable growth were also discussed.

Highly interactive and practical, the session equipped participants with tools to implement immediately in their ventures. AKCJ Ventures is proud to collaborate on initiatives that empower women entrepreneurs and foster excellence.



Amit KC Jain; Founder and Managing Partner – Appointed to JIIF Investment Committee



AKCJ Ventures is proud to announce the nomination of its Founder and Managing Partner Mr. Amit KC Jain to Investment Committee JAIN (ICJ) at JITO Incubation Innovation Foundation (JIIF) powered by Cello for the year 2024-2026.

JIIF is a wholly owned subsidiary of JITO (Jain International Trade Organization), a strong community and network of 15000+ members across the globe.

JIIF provides a complete Start-up Ecosystem with JITO Incubation Centre/Program (JIC), JITO Shark Angels (JSA) & JITO Angel Network (JAN).



Dark Stores in India: Powering the Future of Quick Commerce

Ishan Singh, Investment Analyst 

Dark stores are online-only distribution hubs enabling ultra-fast deliveries of 10 to 30 minutes. Strategically located in urban areas, they stock high-demand items and drive India's booming quick commerce sector, projected to reach \$6 billion in sales by 2024.

Leading players like Blinkit (640+ stores), Swiggy Instamart (500+), and Zepto (300+) have scaled operations to cater to evolving consumer demands for speed and convenience.

Key growth drivers include AI-powered inventory optimization, urban density, and shifting consumer preferences toward instant delivery.

However, challenges such as real estate constraints, regulatory hurdles, and environmental concerns like increased packaging waste remain.

The future is bright, with a projected 23.88% market CAGR through 2029. Operators are adopting AI, sustainable practices, and streamlined compliance to sustain growth.

Dark stores have revolutionized India's retail ecosystem, meeting the demand for speed and convenience while shaping the future of quick commerce.

[Click here to read more](#)



Sustainable and Green Q-Commerce: Pioneering Eco-Friendly Innovation

Sarthak Nautiyal, Assistant Manager - Investment & Research 

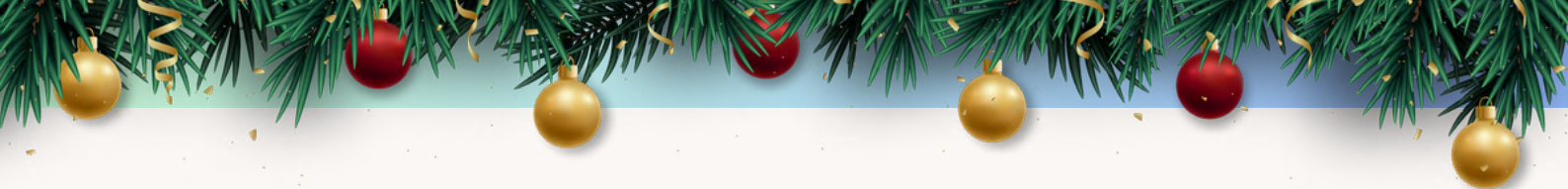
Q-commerce has transformed delivery expectations but brought significant environmental costs, including carbon emissions and packaging waste. Rising eco-consciousness is pushing companies to balance speed with sustainability.

High-emission delivery fleets, wasteful packaging, and inefficiencies in logistics challenge the industry. Innovations like electric vehicles, used by Swiggy and Zomato, and Blinkit's recyclable packaging reduce environmental impact. Micro-fulfillment centers cut fuel consumption, while companies like Gorillas invest in renewable energy and carbon offsets to achieve carbon neutrality. AI and predictive analytics improve efficiency and reduce waste.

Eco-conscious consumers influence change by choosing sustainable delivery options and reusable packaging. Zepto leads with biodegradable packaging, EV pilots, and a carbon-neutrality goal by 2030.

Sustainability is no longer optional for Q-commerce. It's vital for meeting consumer expectations and building a greener, more responsible future for the industry.

[Click here to read more](#)



Revolutionising Quick Commerce : Integrating Electric Vehicles, AI, and Drone Delivery

Yashh Jhawar, Intern - Investment & Research 

Quick commerce, projected to grow from \$3.34 billion in 2024 to \$9.95 billion by 2029, is revolutionizing logistics through advancements in artificial intelligence (AI), drone technology, and electric vehicles (EVs). These innovations enhance efficiency, reduce costs, and meet the rising demands of consumers for speed and convenience.

AI is a game-changer in quick commerce, optimizing logistics through real-time tracking, predictive analytics, and route planning. AI systems improve delivery efficiency by up to 30%, helping businesses forecast delivery times, optimize inventory management, and streamline dispatching. These technologies not only enhance operational performance but also ensure superior customer satisfaction with timely updates and precise delivery estimates.

Drones are emerging as a transformative solution for last-mile delivery, particularly in urban areas where traffic congestion delays traditional methods. They offer direct delivery routes, significantly reducing delivery times. Companies like Amazon Prime Air and Google Wing are testing drone networks, and by 2030, drones could handle 10% of last-mile deliveries, providing a faster and more sustainable alternative to conventional logistics.



While AI and drones dominate the future of logistics, EVs remain critical for sustainability. Their cost efficiency and reduced carbon emissions make them essential for urban last-mile delivery, with EVs expected to account for 25% of fleets by 2025.

By integrating AI, drones, and EVs, quick commerce is set to redefine logistics, combining speed, sustainability, and operational excellence to meet evolving consumer expectations and environmental goals.

[Click here to read more](#)

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