



Annual Report

2017-2018



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FROM THE CEO'S DESK



Although it was only 365 days (give or take a few hours), the past year was momentous in many ways. A new project office, a fleet of new faces, and more than a few late nights building an organisation to be proud of—2017 was a year to remember.

A year of transition for the UnLtd India Team- from Founder-led to a leader who came from outside. It overall met every expectation of a leadership transition year and some more. Through all the change management realities, I am very happy to share that the UnLtd India team and all Stakeholders came together to ensure that our organisation's core stayed focused on our work

Some of the highlights included the team taking up the challenge and laying the foundations of scaling up UnLtd India's reach through- establishing systems and processes for scale, investing in building team capabilities for consistent support, setting up a Delhi (Project) office team, and improved & efficient financial management systems.

Setting up our Delhi project office and delivering an identical seamless program experience at both our centres has added to our diversity of social entrepreneurs. It's been our privilege to support entrepreneurs across the spectrum; some who are using poetry and sports as a medium of education while others who are leveraging biotechnology to enhance the livelihood of farmers.

This year, we welcomed our first big domestic CSR donor - Bajaj Holdings and Investments Ltd. We also piloted a collaboration with J.P. Morgan that provides our social entrepreneurs expert support across key functional areas that are critical for growth of an organisation.

We introduced a new series of events called Learning Journeys - meaningful events aimed at developing result-driven and actionable thought leadership to enable individual and organisational transformation. Skilling Matters - Adapting to a Shifting Paradigm was our first event hosted in partnership with J.P. Morgan in March 2018.

There were delays on program delivery, we right-sized and we missed many deadlines. These were backed by learnings and a renewed focus & determination to set right our lost time.

A milestone year for the organization, I am humbled by the support and guidance that we have received from our funders, donors and well-wishers who have supported us. I wouldn't have been able to lead and achieve what we have, as a team, without their support. We believe we are ready to step up and double our development activities in 2018-2020.

Anshu Bhartia
Chief Executive Officer

OUR MISSION

We

find, support and grow
early-stage social entrepreneurs
to build high-impact organisations
and grow as catalysts of social change

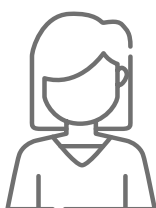
OUR IMPACT IN 11 YEARS



178 social entrepreneurs
across **29** Cohorts

83% of our social entrepreneurs continue to sustain their organisations

50%
Female
entrepreneurs



50%
Male
entrepreneurs

We are first supporters to **65%** of our social entrepreneurs

MODEL DIVERSITY



54%
Not-for-Profit

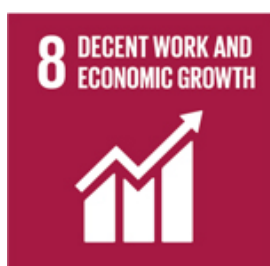


38%
For-Profit



8%
Hybrid

TOP SUSTAINABLE DEVELOPMENT GOALS ADDRESSED BY OUR SOCIAL ENTREPRENEURS



OUR TOP SECTORS



25%
Livelihoods



22%
Education



12%
Environment



11%
Health

Our social entrepreneurs have impacted **5+ million** lives
& facilitated **4,23,959** jobs and livelihoods



INR **500+**cr
raised in follow-on
funding



64x
financial leverage



52 awards
won by our
social entrepreneurs



14% are solving
pressing problems
within their communities

53% of our social entrepreneurs have moved one or more
levels up in their incubation journey with us

NUMBER OF SOCIAL ENTREPRENEURS INCUBATED ACROSS OUR THREE LEVELS



53%
Test



36%
Build



11%
Growth

WE WELCOMED 41 CHANGEMAKERS

Name	Organisation Name
Prasad Bhide	Aaji Care at Home Services
Sanish Kulkarni	Aayansh Foundation
Maitreyi Nigwekar	Advoka Foundation
Bhavesh Wankhade	Alluvial Agro Pvt. Ltd.
Divakar Sankhla	Alohomora
Pankaj Kumar	Avatar
Renuka Diwan Karandikar	BioPrime Agrisolutions
Sushama Bhalereo	EcoSoul (Sustainable Life Solutions)
Rakesh Gupta	Gramshree
Reema Sathe	Happy Roots
Gayatri Jolly	MasterG
Sayed Shoyeb	Ideaboxx Automotive Solutions
Ankit Agarwal	Kanpur Flowercycling Pvt Ltd (HelpusGreen)
Anirban Ghosh	Khel Khel Mein Foundation
Pooja Chopra	Khwaab Welfare Trust
Anurag	Manzil Mystics
Abhishek Gupta	Navgurukul
Garima Dosar	Preleaf Technology Pvt Ltd.
Rajul Patkar	Proximal Soilsens Technologies Pvt Ltd
Raunaq Pradhan	Saaras Foundation

Name	Organisation Name
Ankit Arora	Saarathi
Jitendra Sinha	Sustainable Agro. Inc. (SAI)
Rahul Agarwal	Swatantra Talim
Binayak Acharya	Tatvagyan ThinkZone Pvt Ltd or SAI
Nasrulla Adamji	TEACH
Madhavi Jadhav	Thatmate
Trishya Screwvala	The Lighthouse Project
Sonalee Shyamsunder	Urmi Foundation
Ashaita Mahajan	Yash Charitable Trust
Amita Deshpande	Aarohana EcoSocial Developments
Uthara Narayan	Buzz India
Yogesh Kumar	Even Cargo
Ravi Dhanuka	I-Saksham
Ashwini Kumar	Innotech Villages
Pooja Joshi	Mimaansa
Ekta Jaju	ONganic
Ashok Sarwade	Raindrop India
Sharmila Anand	Inspera
Ruchi Jain	TARU Naturals
Henna Khan	Universe Simplified
Ambika Sathapathy	ZooFresh Foods Pvt. Ltd



67 unique social entrepreneurs
across **4** Cohorts

We are first supporters to **57%** of our social entrepreneurs

49%
Female
entrepreneurs



51%
Male
entrepreneurs

MODEL DIVERSITY



40.3%
Not-for-Profit



49.3%
For-Profit



10.4%
Hybrid

TOP SUSTAINABLE DEVELOPMENT GOALS ADDRESSED BY OUR SOCIAL ENTREPRENEURS



OUR TOP SECTORS



32%
Livelihoods



20%
Education



15%
Agriculture

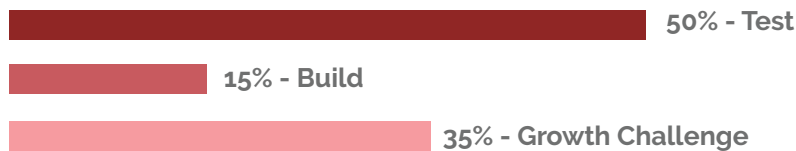
15 workshops conducted

NUMBER OF SOCIAL ENTREPRENEURS INCUBATED ACROSS OUR THREE LEVELS

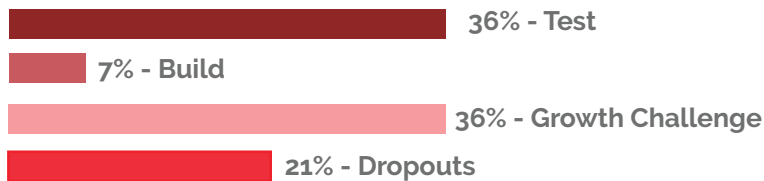
**JULY
2016**



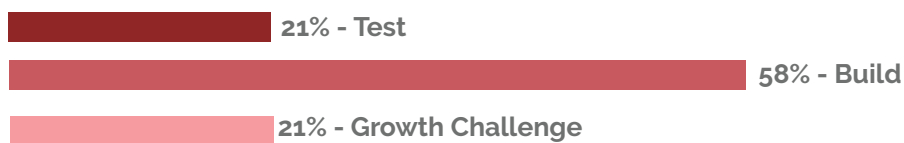
**JAN
2017**



**JULY
2017**



**JAN
2018**



WOW MOMENTS OF THE YEAR

- **JULY 2017**
 - 12 social entrepreneurs incubated
- **NOVEMBER 2017**
 - Chai with Changemakers
- **DECEMBER 2017**
 - A New Domestic Donor on-board: Bajaj Holdings and Investments Ltd.
 - J.P. Morgan High Touch Program launched
- **JANUARY 2018**
 - Set-up our Delhi Project Office
 - 29 social entrepreneurs joined our cohort
- **MARCH 2018**
 - Our brand video released
 - First Event of Learning Journey: Skilling Matters – Adapting to a Shifting Paradigm
 - Trademark registration completed

HERE'S A GLIMPSE OF OUR SUPPORTERS

J.P.Morgan



Karl Johann Pearson

Sukriti

A WORD FROM OUR STAKEHOLDERS



UnLtd India has been a source of inspiration to me. Through them, I dove into the multifaceted challenges of the subcontinent and was privileged to meet people – young and old, female and male – fiercely dedicated to making their communities better and more inclusive. I witnessed compelling stories that truly incarnate the meaning of social entrepreneurship or impact. I discussed how third parties, including the Trafigura Foundation, can help make a difference. UnLtd India is not only about believing in human resilience and ingenuity – it is about translating innovation, collaboration and hard work into effective change.

-Celine Yvon, Trafigura Foundation



The mentoring at UnLtd India has a very unique blend of being methodical as well as very humane. It pushes you to think logically, and at the same time helps you understand your feelings and grow as a person. It has helped me transform at both, a personal and a professional level. A must-engage incubator for any entrepreneur in the social space.

-Ravi Dhanuka, I-Saksham



When we got selected at UnLtd India last year, our organisation was at a very initial stage. We had no idea how to even make a budget and were able to think only from point of view of day-to-day operations. From chalking out a five-year detailed plan, making proper budgets, building a fundraising strategy and understanding how to measure the impact of our work - we have made progress in every aspect of the organisation. We are very thankful to UnLtd India for being such a great support to us!

-Henna Khan, Universe Simplified Foundation

OUR GOVERNING BOARD

NAME OF THE BOARD MEMBER	DESIGNATION	OCCUPATION
Pooja Taparia	Chair	Social Entrepreneur
Akhil Shahani	Director	Business
Shalaka Joshi	Director	Consultant

Whether any Board member is related	No
Number of Board meetings conducted in FY 2017-2018	6
Minutes of the Board meetings are documented and circulated	Yes
A Board resolution policy exists and is practiced	Yes
The Board approves programmes, budgets, annual activity report, and audited financial statements	Yes
The Board ensures the organisation compliances with laws and requisitions	Yes

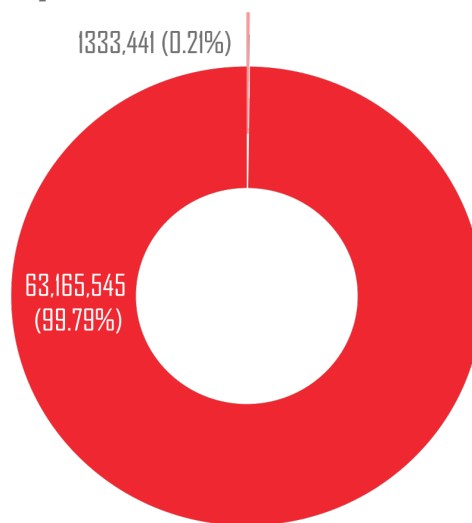
OPERATIONS

Status of the Registration and Legal Entity	Section 8 company registered under the Companies Act 2013 (Formerly known as Section 25 Company registered under Companies Act (1956))
CIN Number and date	U9300MH2009NPL193471 dated 22.06.2009
Registered Office Address	Block No. 1, Flat No. 1 & 2, Baitul Karim, 4 Boran Road, Bandra West, Mumbai 400050
80 G Registration Number	CIT(E)/80G/609/2014-15
12-A Registration Number	46769 dated 05/06/2014
Foreign Contribution (Regulation) Act	Registered under Section 11(1) of the Act - Registration no. 083781490

FINANCIAL OVERVIEW

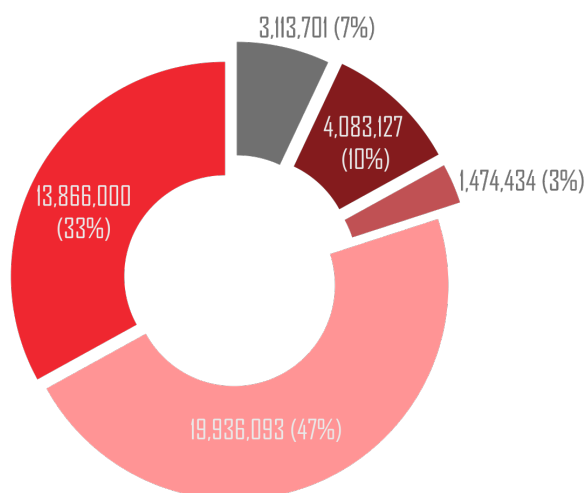
Grants & Donations Received for F.Y. 2017-18

- Individuals & Foundations
- Other Income



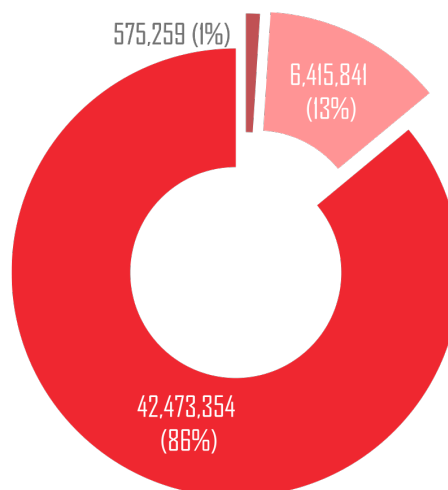
Program Expenditure for F.Y. 2017-18

- Affiliate Program Expense
- Communication & Fundraising Cost
- Events (Huddle & Youth in Skilling)
- Entrepreneurs Support Cost
- Professional Fees for Action Research



Expenses During F.Y. 2017-18

- Expenses on Activities of Foundation
- Administration & Other Expenses
- Depreciation



Statement of Income & Expenditure for the year ended 31st March 2018

PARTICULARS	NOTE	AS AT - 31/03/18 RS.	AS AT - 31/03/17 RS.
INCOME			
Grant and Contributions	11	63,165,545	32,143,442
Reserves and Surplus	12	133,441	286,120
Total		63,298,986	32,429,562
EXPENDITURE			
Expenses on activities of the Foundation	13	42,473,354	32,193,398
Administration and other Expenses	14	6,415,841	8,489,742
Depreciation	15	575,259	614,586
Total		49,464,454	41,297,726
Surplus Before Tax		13,834,532	(8,868,164)
Tax Expense	-	-	
Surplus after tax for the year from operations		13,834,532	(8,868,164)

Balance Sheet as on 31st March 2018

EQUITY AND LIABILITIES			
Shareholders' Funds			
Source of Funds	2	261,861	258,861
Reserves and Surplus	3	4,754,686	(9,079,846)
Non-Current liabilities			
Other Long term liabilities	-	-	
Current liabilities			
Other liabilities	4	29,652,462	18,073,200
Total		34,669,008	9,252,215
ASSETS			
Non-current assets			
Fixed Assets	5		
Tangible Assets		1,116,971	1,530,680
Intangible Assets			
Long-term advances	6	1,081,149	1,066,298
Current assets			
Donations and Grant Receivables	7	118,936	733,994
Cash and Bank Balances	8	32,121,535	5,866,707
Short-term Advances	9	33,915	37,927
Other Assets	10	196,503	16,608
Total		34,669,008	9,252,215

Significant accounting policies

1

Notes are an integral part of the financial statements.

As per our report of even date

For Manohar Chowdhry & Associates
Chartered Accountants
Firm Registration No. 001997S

For SOCIAL ENTREPRENEURS FOUNDATION INDIA

Ameet N. Patel
Partner
Membership No. : 039157
Place: Mumbai
Date: 24th Aug 2018

Shalaka Joshi
Director
DIN: 07718548
Place: Mumbai
Date: 24th Aug 2018

Pooja Taparia
Director
DIN: 06434532
Place: Mumbai
Date: 24th Aug 2018



Our Auditors
Manohar Chowdhry & Associates
Chartered Accountant
123, Udyog Mandir No.1, 7-C,
Pitamber Lane, Mahim West,
Mumbai -400 016

Our Bank
H.D.F.C Bank Limited
Thakur Complex (Branch), Building
No. 3, Wing - G, Thakur Enclave
Sankul, Thakur Complex,
Kandivili (E), Mumbai - 4000101



It's been an amazing year.

We owe it to each and every one of our
supporters, funders, partners and friends.

We just wanted to say
THANK YOU.

We look forward to continue building
UnLtd India with you.