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FROM THE TOP

Each year spent at UnLtd India brings new introspections for me. Sharing with you some of my learnings and our new initiatives in 2019-20.

Embracing Twists
Just before the ‘C-Word’ became a household dread, we were in scaling mode. Strategising how to use our expertise to support community-based social entrepreneurs, who lack access to institutional support, in rural India. Everything changed overnight. We paused and regrouped quickly to alter our plans. We stayed with our core Incubation Program and took a leap to make it Pan-India for the first time in 13 years. This move enables us to scale our cause, support people from remote and underserved geographies.

Peer Learning needs to be center stage
Our annual event, The Huddle, a much-awaited by invite event, brings all our social entrepreneurs together. Last Huddle, we experimented! Along with panels, workshops, we opened the stage to our entrepreneurs, to share their experiences and learnings called - ‘In the Spotlight’. It was a great success! I realised that we may be able to provide entrepreneurs with inputs that are appreciated, but there is nothing to replace learning from a fellow entrepreneur.

Together is better
Our capacity-building workshops used to be one-day activities spread across the year for our cohorts. We realised there was learning, but with a boundary - time. We re-designed these to become 3-4 days residential workshops, packed with sessions along with a slice of fun. Staying together encourages peer engagement as entrepreneurs discover new concepts together, swap learnings, their weaknesses and strengths, laugh at game nights and walk away with a support system. A worth-it investment for all stakeholders.
People are the cornerstone of expansion
In 2018, we expanded our footprint and set up a small Delhi project office with two members. This year, I made the hard decision to shut it down. The project delivery and experience was seamless. However, mere on-screen interactions, being away from the rest of the team led to a lack of real personal camaraderie, missed celebrations and an overall feeling of missing out. I am sure with more effort some of these could have been overcome, a profound learning.

Any impact is impact, big or small
We often hear the word ‘scale’ with regards to entrepreneurs. For social entrepreneurs who are addressing problems at a community level solutions are localised or made replicable with contextual modifications for scaling to state or national level. Using technology for increased outreach is a viable solution in some cases but cannot replace personal engagement that is necessary. We believe while scaling impact is important, supporting community-level impact is equally important. Our belief was magnified during the national lockdown for Covid-19 where community-based entrepreneurs were able to quickly understand the needs, gaps and mobilize resources during the crisis.

Promoting a culture of giving
This is work-in-progress for me and an area I need more support in. We work with early-stage social entrepreneurs addressing diverse social problems. They are able to connect with communities, pilot their ideas and demonstrate measurable anecdotal impact. However, NGOs struggle with getting the required tax exemptions and need to wait for 3 years of existence to even approach CSRs. Social enterprises need to have business plans at scale to engage with an impact investor. At this early stage, we believe (U)HNIs are the only and best source of support for social start-ups, as they can bring the required network & financial help. We have started building a circle of influencers, givers. However, matching social entrepreneurs and philanthropists requires sustained initiative, awareness and seems like a long road ahead.

Collaborating with domestic donors isn’t as hard
It’s commonly known that onboarding a domestic donor is tough especially for ecosystem builders without direct on-ground impact; international donors/foundations are much more open & understanding. Over the last 12 months, I’ve met incredible domestic funders who understand the ecosystem, are willing to explore, experiment and support. The key is getting the right access, introductions, and having a solid value proposition on the table.

I look forward to the next year and everything that it has in store. We are grateful to everyone who supported us through the last year – with particular thanks to our social entrepreneurs, our Board, advisory members, supporters, funders and partners. Thank you for all you do to enable us to nurture ideas for social change.

Looking forward to continuing to amplify our impact, together.

Anshu Bhartia
CEO, UnLtd India
We believe that creating social impact is an art.

UnLtd India serves as a canvas for early-stage social entrepreneurs in India to nurture their ideas and grow as true artists of change. We find and support entrepreneurial individuals with passion to bring about long-lasting solutions to pressing problems in India. To bring their ideas to life, our Incubation Program provides one-on-one coaching, access to mentors and funders, and peer learning.
AT A GLANCE

Over the last 13 years, we are proud of the community of social entrepreneurs that we have been able to create.

- 270 entrepreneurs supported
- 15.66 million lives impacted
- 78% of our portfolio continue to grow and scale their organisations
- 61% first institutional supporters to our portfolio
- ₹9.3 billion funds raised by entrepreneurs through grants, revenue, equity and debt
- 45% of our portfolio organisations are led by women
55% NGOs
45% Social Enterprises

Entrepreneurs supported at each level of our program:
- Test: 60%
- Build: 28%
- Grow: 13%

Top sectors in which our entrepreneurs work:
- Education: 30%
- Livelihoods: 18%
- Environment: 15%
- Health: 13%

61% of our social entrepreneurs continue to actively engage with us and our community.
OUR IMPACT

Top areas we added value to our entrepreneurs (July 2018 - Jan 2020 Cohorts) based on a self-assessment survey

- 97% IMPROVED THEIR ABILITY TO SET AND WORK TOWARDS CLEAR PROJECT MILESTONES
- 97% CLAIMED AN INCREASE IN THEIR CONFIDENCE
- 96% HAVE A GREATER UNDERSTANDING OF THEIR STRENGTHS & WEAKNESSES
- 91% - HIGHLY VALUED OUR PERSONAL AND BUSINESS COACHING
- IMPROVED THEIR STRATEGIC THINKING
WHAT OUR ENTREPRENEURS SAY

Akanksha Chandele
Co-founder, I Am

Be it clarity of our larger vision, to understanding the difference between business development and marketing, or the herculean task of planning finances, we have received guidance, and non-judgemental support from UnLtd India.

Hitesh Kenjale
Founder, Desi Hangover

UnLtd India was the exact piece missing in our journey. We wanted support from an organization who we could look upto for help of any sort and UnLtd filled that gap for us.
UnLtd has helped Antarang Foundation clearly communicate its problem statement, impact model and enabled connects to key donors who have become true partners in our journey.

Priya Agrawal
Founder, Antarang Foundation

UnLtd India runs a very different program. They help in the development of the entrepreneur and the business. This is extremely important as it helps the entrepreneur to scale seamlessly and be operational efficient.

Devleena Bhattacharjee
Founder, Numer8
YEARS IN REVIEW

Here’s a snapshot of what we have accomplished:

- **90** SOCIAL ENTREPRENEURS
- **₹930.2 MILLION** FUNDS RAISED BY OUR ENTREPRENEURS THROUGH GRANT, REVENUE, EQUITY AND DEBT
- **4375 HOURS** SPENT ON COACHING AND CHALLENGING OUR SOCIAL ENTREPRENEURS

*Lives impacted: 3.2 MILLION, data analysed for July 2018 - Jan 2020 Cohorts*
**AMPLIFYING IMPACT ACROSS SECTORS**

We work with entrepreneurs addressing different problem statements. Here are some of the highlights from last year.

- **HEALTH & WELL-BEING**
  - 22000+ high-risk pregnancies identified & safe deliveries facilitated
  - 3250 people made aware about oral cancer and reduced tobacco consumption

- **EDUCATION**
  - ₹15.43 CR saved by parents due to access to scholarships
  - 1000 workshops held for parents of children with disabilities

- **LIVELIHOOD**
  - 9204 women upskilled and provided with sustained livelihood opportunities
  - ₹6000-12000 average monthly income

- **ENVIRONMENT**
  - 5000 tons of waste diverted from landfills

- **AGRICULTURE & ALLIED**
  - 865 food gardens/farms were set up
  - 860 rural women entrepreneurs created

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*Data analysed for July 2018 - Jan 2020 Cohorts*
THE HUDDLE

This year, we explored pathways to enable social entrepreneurs to magnify meaningful impact.

Right from an interactive networking game to activity-based sessions, entrepreneurs explored strategies for good governance, team culture, and learned how to prioritise their mental well-being. We also hosted a mini-fair of service providers to help entrepreneurs make connections and forge new collaborations.

Huddle 2019, an invite-only event, was a huge success that saw over 220 attendees with 25 esteemed speakers with varied functional and sectoral expertise.
We launched our podcast series ‘In the Spotlight’ to capture the secrets of our social entrepreneurs who have hustled, challenged and succeeded in bringing about a significant change in different parts of the country. In the first season, 8 entrepreneurs talk about their experiences and share their method to the madness.
This year we launched a new magazine!

Big Little Things is a four-part magazine series to inquire and deliberate — sometimes ruefully — about the things that really matter, with our social entrepreneurs who work relentlessly to make the world a better place. Big Little Things is in collaboration with Paper Planes.

**ISSUE #1: EXCESS**

Inside the first issue, you'll find stories that explore our constant need for more, the Museum of Material Memory and what makes objects precious, a look at shopping malls and their purpose in our cities, brief encounters with our social entrepreneurs encouraging sustainable consumption, and much more.
Looking for social ideas, we host a series of workshops across states to provide early-stage social entrepreneurs a platform to explore a dimension of entrepreneurship.

Last year, we hosted 13 workshops across 7 states - Maharashtra, Rajasthan, Uttar Pradesh, Chandigarh (UT), Delhi, Uttarakhand, Telangana.

Workshop topics ranged from Storytelling to Problem-Solution Matrix and Building Business Models Using Business Model Canvas (BMC).
OUR COMMUNITY

Image Courtesy: Grassroutes
ENTREPRENEURSHIP IN THE AGE OF COVID-19

On March 20, 2020, India went into a national lockdown due to the global pandemic. A number of our social entrepreneurs quickly mobilised resources and supported affected communities on-ground. We highlight innovative models launched by our entrepreneurs to combat the virus and continue impacting lives.
SUSTAINABLE PACKAGING TO REDUCE SINGLE-USE PLASTIC

The global pandemic accelerated the problem of disposable plastics. Due to Covid-19, demand for cleaning agents, hand sanitizers, disposable gloves, and masks were at a record high. Almost 10 million sanitizer bottles are entering the landfill in a single month!

Social entrepreneur Purav Desai and his team at Recube Pvt. Ltd. decided to change this narrative. They launched Refillable – an initiative to eliminate single-use packaging of all home care & hygiene products. They introduced 5 products; dishwashing detergent, laundry detergent, hand wash, floor and bathroom cleaners, and hand sanitizers.

Any consumer can now easily order a cleansing agent of their choice, refill their bottle or get a one-time purchase, lifetime-use aluminium bottle from Refillable.

Consumers can regularly refill their bottles at the Refill truck that has separate dispensers for each product. The best part – you only pay for the amount you take & save over 30% on retail prices at the convenience of your doorstep!

An average person uses 144 bottles a year of cleaning agents. But with Refillable, you will only use 6 bottles a year.
CREATING UV-BASED SANITIZATION DEVICES TO BATTLE COVID-19

In 2018, Ajinkya Dhariya, a Pune-based social entrepreneur founded PadCare Labs that built the world’s first smokeless, odourless, eco-friendly sanitary napkin disposal system named ‘Sanicure’ to tackle the problem of unhygienic menstrual waste management.

During Covid-19, hospitals across India were dreadfully unequipped and healthcare workers fighting at the frontline were struggling with limited Personal Protective Equipment (PPE) kits. Ajinkya adapted the UV-based sanitization system used in Sanicure to develop instant, portable & cost-effective sanitization devices for hospitals. He prototyped two new devices called UVSAN and UV Handy.

The UVSAN is an area sanitizer that disinfects closed spaces such as ambulances, hospital rooms, closets, and protective gear such as PPE kits and N95 masks as per CDC/WHO Guidelines. The UV Handy is a portable hand-held decontamination device that can disinfect inanimate objects such as tables, chairs, boxes in 10 seconds!
Entrepreneurial duo Abhimanyu Singh and Shilpi Dua set up Hexpressions in 2018 with a vision to provide sustainable, affordable, and modular housing solutions to underserved communities.

As Covid-19 hit India, there was a tremendous burden on the healthcare system. To meet the rising need for isolation wards, Abhimanyu and Shilpi designed ready-to-assemble isolation cabins that were affordable, light-weight, and eco-friendly.

Each bed was created using paper honeycomb panels – a 100% recyclable material. The bed can handle a universally-distributed weight of 300 kgs, has a 10-year lifespan, and can be assembled by 2 people in under 5 mins!

The cabins are water-resistant and can be wiped down to be kept hygienic and infection-proof.

Each bed has an in-built LED light, storage space, and a mobile charging point to ensure that patients are cared for in a comfortable environment.

Rural geographies and undeveloped regions that need affordable healthcare infrastructure can leverage Hexpressions’ designs to build the much-needed medical facilities at a low-cost.
DETECTING COVID-19 OUTBREAKS THROUGH WASTEWATER

In a vastly populated country like India where detection of Covid-19 is crucial but challenging, Pune-based social entrepreneurs, Asim Bhalerao and Nidhi Jain, co-founders of Fluid Robotics designed a robot that can track the outbreak of the virus through wastewater systems. In 2016, Fluid Robotics was established to develop robots that map and inspect underground pipeline systems to increase the efficiency of water supply and wastewater management.

The robots developed are designed to access sewers, collect and store wastewater samples following international Covid-19 guidelines.

The robot can collect a sample from location A, go upstream to map out the catchment area, and narrow down where the outbreak. The virus can be detected in the faecal matter of the infected individual, several weeks after their throat or nasal swab comes back negative. The robots have detachable modules that are periodically sent to the microbiology/epidemiology laboratory for testing.

In the future, such technologically advanced systems can be expanded to detect new as well as recurring infections; helping the healthcare system to prevent or prepare for further outbreaks.
Our work would not have been possible without you. Thank you for supporting big, bold ideas for a better tomorrow.
## Ecosystem Partners

- Maharashtra State Innovation Society (MSInS)
- AIC IIITH Foundation
- COEP’s Bhau Institute of Innovation, Entrepreneurship & Leadership
- CII.E.CO
- Chamber of Marathwada Industries and Agriculture (CMIA)
- Marathwada Accelerator for Growth & Incubation Council (MAGIC)
- Digital Impact Square (DISQ)
- Global shapers Nagpur
- Indian School of Development Management (ISDM)
- BeyonDiversity Foundation
- Jagriti Yatra
- Lemon Ideas
- Atal Incubation Centre Banasthali Vidyapith
- Arthan
- Millennium Alliance

- Research Innovation Incubation Design Labs (Riidl)
- Sattva Consulting
- School of Social Entrepreneurship (SSE)
- Startup Oasis
- Upaya Social Ventures
- Vruksh Ecosystem
- Zone Startups India
- Development Support Team (DST)
- LetsEndorse
- Mash Project Foundation
- Crowdera
- Surge Impact Foundation
- T-Social Impact Group
- Tech4Good
- TISS Tuljapur
FOR THE YEAR 2019-20

GRANTS & DONATIONS RECEIVED
- Corporate CSR, Trusts & Foundations: 90%
- Individual Donors & Others: 10%

PROGRAM EXPENDITURE
- Professional Fees for Action Research: 45%
- Entrepreneurs Support Cost: 3%
- Events (Huddle): 51%

EXPENSES
- Expenses on Activities: 81%
- Administration & Other Expenses: 18%
GOVERNING BOARD

AKHIL SHAHANI  
Managing Director  
The Shahani Group

SHALAKA JOSHI  
Gender Lead  
South Asia, IFC

UTSAV BAIJAL  
Partner  
AION Capital

Whether any Board member is related ................................................................. No

Number of Board meetings conducted in FY 2019-2020 ........................................ 3

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 requisition .................. Yes
# STATEMENT OF INCOME AND EXPENDITURE

**FOR THE YEAR ENDED MARCH 31, 2020**

<table>
<thead>
<tr>
<th>PARTICULARS</th>
<th>NOTE</th>
<th>YEAR ENDED 31st MARCH, 2020</th>
<th>YEAR ENDED 31st MARCH, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant &amp; Contributors</td>
<td>13</td>
<td>63,745,382</td>
<td>54,118,056</td>
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<tr>
<td>Other</td>
<td>14</td>
<td>699,318</td>
<td>510,900</td>
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<tr>
<td><strong>Total</strong></td>
<td></td>
<td>64,444,700</td>
<td>54,628,956</td>
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<tr>
<td><strong>Expenditure</strong></td>
<td></td>
<td></td>
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<tr>
<td>Expenses on activities of the Foundation</td>
<td>15</td>
<td>47,569,672</td>
<td>45,512,218</td>
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<tr>
<td>Administration and other Expenses</td>
<td>16</td>
<td>10,833,839</td>
<td>7,878,336</td>
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<tr>
<td>Depreciation</td>
<td>7</td>
<td>440,114</td>
<td>516,405</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td>58,843,626</td>
<td>53,906,959</td>
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<tr>
<td><strong>Surplus before tax</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tax Expense</td>
<td></td>
<td>5,601,074</td>
<td>721,997</td>
</tr>
<tr>
<td><strong>Surplus after tax for the year from operations</strong></td>
<td></td>
<td>5,601,074</td>
<td>721,997</td>
</tr>
</tbody>
</table>

**Significant Accounting Policies**

**Notes to the accounts**

(accompanying notes are an integral part of the financial statement)*

As per our Report of even date attached

**For Manohar Chowdhry & Associates**

Chartered Accountants
Firm Registration No.: 001997S

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**Ameet N. Patel**  
Partner  
Membership No.: 039157  
Place: Mumbai

**Shalaka Joshi**  
Director  
DIN: 07718548  
Place: Mumbai

**Akhil Shahani**  
Director  
DIN: 00184833  
Place: Mumbai

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**For and on behalf of the Board of Directors**

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## BALANCE SHEET AS OF MARCH 31, 2020

<table>
<thead>
<tr>
<th>PARTICULARS</th>
<th>NOTE No.</th>
<th>AS OF 31st MARCH, 2020</th>
<th>AS OF 31st MARCH, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>I. EQUITY AND LIABILITIES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(1) Shareholders Funds</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Source of Funds</td>
<td>2</td>
<td>326,861</td>
<td>321,861</td>
</tr>
<tr>
<td>(b) Reserves and Surplus</td>
<td>3</td>
<td>11,077,757</td>
<td>5,476,683</td>
</tr>
<tr>
<td>(2) Non-Current Liabilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Long Term Provisions</td>
<td>4</td>
<td>1,120,200</td>
<td>928,000</td>
</tr>
<tr>
<td>(3) Current Liabilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Short Term Provisions</td>
<td>5</td>
<td>59,000</td>
<td>2,000</td>
</tr>
<tr>
<td>(b) Other Liabilities</td>
<td>6</td>
<td>15,022,657</td>
<td>23,924,781</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>27,606,475</td>
<td>30,653,325</td>
</tr>
</tbody>
</table>

| **II. ASSETS**                                   |          |                        |                        |
| (1) Non - Current Assets                         |          |                        |                        |
| (a) Fixed Assets                                 |          |                        |                        |
| (i) Tangible Assets                              | 7        | 492,662                | 699,941                |
| (b) Long-term Advances                           | 8        | 1,316,529              | 1,153,166              |
| (2) Current Assets                               |          |                        |                        |
| (a) Donations and Grants Received                | 9        | 300,000                | -                      |
| (b) Cash and Bank Balances                       | 10       | 24,565,928             | 28,300,762             |
| (c) Short-term Advances                          | 11       | 235,537                | 326,550                |
| (d) Other Assets                                 | 12       | 695,819                | 172,906                |
| **TOTAL**                                        |          | 27,606,475             | 30,653,325             |

### Significant Accounting Policies

Notes to the accounts
(accompanying notes are an integral part of the financial statement)*
As per our Report of even date attached

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

Ameet N. Patel  
Partner  
Membership No.: 039157  
Place: Mumbai

Shalaka Joshi  
Director  
DIN: 07718548  
Place: Mumbai

Akhil Shahani  
Director  
DIN: 00184833  
Place: Mumbai

For and on behalf of the Board of Directors
## OPERATIONS

<table>
<thead>
<tr>
<th>Status of the Registration and Legal Entity</th>
<th>Section 8 company registered under the Companies Act 2013 (Formerly known as Section 25 Company registered under Companies Act (1956))</th>
</tr>
</thead>
<tbody>
<tr>
<td>CIN Number and Date</td>
<td>U93000MH2009NPL193471 dated 22.06.2009</td>
</tr>
<tr>
<td>Registered Office Address</td>
<td>Block No. 1, Flat No. 1 &amp; 2, Baitul Karim, 4 Boran Road, Bandra West, Mumbai 400050.</td>
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<tr>
<td>80 G Registration Number</td>
<td>CIT(E)/80G/609/2014-15</td>
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<tr>
<td>12-A Registration Number</td>
<td>46769 dated 05/06/2014</td>
</tr>
<tr>
<td>Foreign Contribution (Regulation) Act</td>
<td>Registered under Section 11(1) of the Act - Registration no. 083781490</td>
</tr>
</tbody>
</table>