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Survival
As the country grappled with the pandemic that demanded a new way of living and societal shift as a whole, our supported Social Entrepreneurs (SEs) too had to rethink strategy and pivot their models. Our engagement with the SEs became increasingly critical as we focused on survival conversations, applying principles of zero-based budgeting and strategizing quick, efficient ways to cope with the changing market scenario. Burn rate, cash in the bank, going online, integrating technology as best as possible to carry on work if the lockdown were to be extended, were recurrent conversational themes.

Resilience
In line with our DNA of providing a ‘safe space’, an important aspect of our support during this phase was on resilience and mental well-being which included creating venues for peer sharing, access to mental health professionals, et al. Yes our SEs struggled, but it was very heartening to witness them survive, grow, and even thrive in the face of adversity.

Innovation
Dynamic, spontaneous and agile responses, selflessly stepping out, and providing care was the hallmark of our social entrepreneurs. Many provided the immediate response of spreading awareness and relief kits while some innovated by ensuring employment of the end beneficiary by engaging them, and maintaining their dignity in meal making, thus creating exponential impact. Others pivoted to create products like surface sanitizers, virus detection in sewage, environment-friendly disposables, ... the list is endless. Several stepped out of their comfort zones to tweak their models for the long haul, creating new support services that have been adopted by others for scale.

Continuity
Amidst much debate on the right thing to do, we decided to go ahead with opening our applications for our July’20 cohort in April, 2020 - right in the middle of the first lockdown. We believed it was a time that our SEs would need us the most. The decision proved to be one of the key highlights of the year. We received an overwhelming response from applicants - not just in terms of numbers, but also in the uniqueness of their ideas. We opened our applications across geographies, and for the first time, SEs from the Northeast joined our portfolio. With ‘disability’ as an area of focus, we were humbled by the product and service diversity of applications in this highly neglected area.

Virtual Support, Online Opportunities
Like all sectors, in-person work moved online. It took away from our core support USP of in-person meetings, bonding, learning and evening camaraderie. The outcome? The SEs from our July’20 Cohort have only Zoom screenshots to remember one another by! Our much-lauded residential workshops had to be moved to an online platform too, garnering mixed success. Yet, moving online also opened up some other opportunities. It became easier to reach out
to SEs working in remote locations across India. Besides focusing on current cohorts, we were also able to level up our engagement with our alumni network and restart strategy-level conversations, making important connections and reconnecting with peers.

Of course, none of this would have been possible without the UnLtd India team which worked tirelessly online to support our SEs who were relying on us more than ever before. Our agility, flexibility and adaptability were tested to the core in order to provide the right support to each and every SE.

**Changing Regulations**

In early 2020, UnLtd India was in scale mode. Blessed with amazing donors, we only had to put a pause on new growth ideas when the pandemic hit India. But come September, our world changed dramatically. New regulations and moving deadlines on FCRA recertification had us literally ‘Walking the Talk’ at UnLtd India, applying zero budgeting principles. The UnLtd India management and board reviewed the organization’s operating model and critical resource requirements with the objective of making UnLtd India a long-term, sustainable organization.

**Walking the Talk**

We started with the pivotal decision of giving up our cozy cheerful office space in Bandra, Mumbai. The next big decision - the toughest call any CEO has to make - was people-related. The deliberations and decisions on resizing the organization structure was a painful journey. The need of the hour was to identify critical key skills and core capabilities while ensuring our commitments were fully met without any compromise. We took tough calls. People who were team members for many years and had become friends had to move on. As is true for all trying times, it was also an important learning experience, professionally and personally.

**Support for the Support System**

In the midst of these ups and downs, ‘Aha!’s and ‘Oh no!’s, we also experienced one of our highs - receiving support from our domestic champions at the most critical juncture. We are deeply indebted to them. Of course, the continued patronage of our amazing international donors who have supported us through all our travails can never be mentioned and praised enough.

I am grateful for the immense and unwavering support received this year especially from my Team, Social Entrepreneurs, the Board, Advisory Members, Funders, Partners and Supporters. Tough times push one’s boundaries. Keeping the core intact, UnLtd India is engaging in new and interesting partnerships to enhance support and value to key stakeholders. We are piloting a new support model with the July21 Cohort - a cohort made of mostly NGOs, our first ever since inception.

We look forward to bringing you UnLtd India 2.0 next year and everything that it has in store. Truly grateful that you have encouraged us to grow as catalysts of change for 13 years and impact lives. After all, only those who survive can grow. So, here’s to surviving. Here’s to growing. Here’s to believing that every adversity carries with it the seed of greater benefit. Looking forward to continuing our journey of change, with you.

*Anshu Bhartia, CEO, UnLtd India*
WHAT WE DO
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 a passion to bring about long-lasting solutions to pressing problems in India.

Our work places the needs of the social entrepreneur at the core of our model. We are proud to be the first supporters of early-stage organizations to ensure that they get the support that is critical to their success. We understand that creative solutions to complex social problems require the flexibility to choose a suitable organizational framework and so we support all models - not for profits and social enterprises.

Our experience has taught us that the best results can be derived through stage-appropriate incubation support which caters to the evolving needs of both the leadership and the organization. We believe that investing in a combination of leadership and organizational growth not only increases the likelihood of success of an organization, but also nurtures leaders whose impact is not tied to the success or failure of a single idea, but lies in their development as lifelong entrepreneurs. We believe in the importance of supporting a diverse group of entrepreneurs.

What We Bring to the Table

- Experience and learnings of 13 years in supporting and providing an ecosystem for Social Entrepreneurs to build and scale impact-based solutions.
- A mature team with a wealth of experience across functional areas and sectors, supported by a network of Technical Experts.
- We believe in the power of entrepreneurs to solve India’s social problems in the long term. We scout for Social Entrepreneurs across India who are solving problems with unique contextualized solutions, including new ideas that may be in the pilot stage.
- Our Incubation Program is designed to build and enable entrepreneurs to lead NGOs and/or Social Enterprises that drive impact. We personalize this Program as each idea is unique and every entrepreneur is on a different growth trajectory. Our 1-year Incubation Program can be availed for up to 4 years with customization at each stage.
- We promote a robust peer-community learning environment, which has had intangible benefits including strong support structures that continue beyond the Incubation Program. Each cohort of entrepreneurs is diverse (backgrounds, sectors, business models, etc.), enriching peer learning.
- We are one of the few incubators that support both NGOs and Social Enterprises as both entities can drive social change.
Overall Journey
Over the last 13 years, we are proud of the community of social entrepreneurs that we have been able to create.

- 270 social impact organizations
- 61% of our social impact organisations were first supported by us
- ₹11.52 B funds raised by entrepreneurs through grants, revenue, equity and debt *
- 13.4M lives Impacted *
- 83% of our portfolio continues to build and sustain their organisations

*Since inception
45% of our portfolio organizations are led by women

55% NGOs

45% Social Enterprises

Our social entrepreneurs work across multiple sectors, but these are the top emerging areas:

- 26% Education
- 18% Livelihoods
- 15% Environment
- 13% Agriculture
Our Social Entrepreneurs Say

“We’ve always appreciated UnLtd India’s way of engaging while giving us the space to operate with complete autonomy. Our coach, has been very responsive to our requests, connecting us to key stakeholders and giving us time to lay out our concerns and co-create a plan of action. UnLtd India’s approach and focus on professional and personal growth has been hugely beneficial.”

- Jigyasa Labroo, Co-Founder, Slam Out Loud

“UnLtd India’s workshops are highly resourceful for startups at the growing stage. They are focused, with excellent and knowledgeable speakers. I especially loved the Inspire Series on Nudge Theory, which gave us in-depth knowledge of customer behaviour. The coaching and 1:1 leadership discussions were very effective and helped clarify our strategy and theory of change, and helped me identify gaps in people management, step up organizational processes and improve my decision making and communication skills.”

- Pulkit Sapra, Co-Founder, Raised Lines Foundation

“The culture of UnLtd India has allowed me to quickly step in and reach out for help. I think this is very crucial as when you are welcomed and you feel safe then only can you bring out your vulnerabilities and grow.”

- Irfan Lalani, Founder, Code to Enhance Learning

“It was my first incubation experience and it has definitely been an overwhelming one. UnLtd India helped me streamline my thoughts and to make rational decisions. They made strong contributions to team management, funding and my market penetration policy. The more I spoke with my coach, the more I learned about the areas I need to make improvements in.”

- Akriti Gupta, Founder, CanFem
Year in Review (April 2020 - March 2021)
Here’s a snapshot of what we accomplished together.

73
No. of entrepreneurs supported

3.8L
No. of lives impacted

₹540M
Total funds raised by entrepreneurs

Amplifying Impact Across Sectors
We work with entrepreneurs addressing different problem statements.
Here are some highlights of the last year.

Health
- 1294 Breast Cancer products sold
- 35 blood donation, blood checkup, and awareness camps conducted

Inclusive Development
- 32 disabled children from remote areas received access to therapy
- 2400 tactile books and solutions were produced and disseminated

Education
- 1,853 students received scholarships
- 445 number of teachers and Anganwadi workers trained

Livelihood
- ₹5000 to ₹16,000 average monthly income
- ₹10 lakhs in sales
- 91 PwDs employed

Environment
- 40 lakh single-use disposables saved from going to landfill
- 650 sanitary napkins were recycled

*Data analysed for July’19, Jan’20, July’20 (till midline) cohorts
Our Impact

Top areas we added value to our social entrepreneurs based on a self assessment survey

- **92.45%** improved their strategic thinking
- **94.34%** claimed increase in their confidence
- **92.45%** have better understanding of their program’s impact
- **98.11%** have a greater understanding of their own strengths & weaknesses

*Data analysed for July’19 & Jan’20, cohorts*
Looking Back at the Year 2020-21

April 2020
UnLtd India quickly pivoted to an online model and decided to launch July’20 Cohort

May 2020
Organized online meet-ups for our network, ‘Thrive in the New Normal’ webinar hosted, Raised funds for Covid Relief work by SEs and Partnered with WRG 2030 to showcase our Agri Entrepreneurs to global audience

June 2020
Submitted SEFI’s FCRA renewal on time and hosted our first Online Global Panel for the July’20 cohort selection

July 2020
Onboarded cohort of 24 Social Entrepreneurs, NGOs - Social enterprises

Sep 2020
FCRA Amendments rocked the NGO Community

Oct 2020
Shared learnings from the last year & UI impact

Nov 2020
Article on Social Entrepreneurship by Anshu Bhartia featured on AVPN and Team Diwali Get Together, Online

Dec 2020
Partnered with GivFunds Social Ventures to Unlock Collateral-Free Loans for SEs, Launched ‘Donate’ feature on website and decided to merge Jan’21 Cohort and July’21 Cohort

Jan 2021
Moved to an attractive co-working space from our Cozy Bandra Office, Launched ‘Shop’ feature on our website and published an Article on Social Entrepreneurs supporting PWDs featured on AVPN

Feb 2021
Issue #2 of Big Little Things print magazine in collaboration with Paper Planes sold out

Mar 2021
Hosted our first (Online) Funder Pitch Connections for our Ongoing cohorts and Welcomed Rakesh Kacker and Sandesh Kirkire to the UnLtd India Advisory Board

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Our Publication

Big Little Things

We are thrilled to continue our collaboration with Paper Planes for the magazine ‘Big Little Things’ we launched last year. This year we released the much-anticipated parts 2 and 3 of the 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.

**Issue #2: Well-Being**

The theme of Issue #2 is one that’s close to our hearts and we believe incredibly relevant to our times – Well-being. With this issue, we look at the many facets of our well-being. There's an illustrated account of the impact of nature and ecological destruction on mental health, and a closer look on laughter and memes as antidotes to the time we're in via a group chat, led by writer Rega Jha, with India’s leading stand-up comics — Rohan Joshi, Kaneez Surka, Kanan Gill and Urooj Ashfaq. The magazine also has stories on what students in India need, the arts as support and solace for our state of being, and 10 remarkable social entrepreneurs on what keeps them going. Plus! A handy set of cards for grounding when you're feeling anxious.

**Issue #3: Work**

Our third issue of Big Little Things looks at an integral facet of all our lives: Work. What's at stake? What must change? What does the future look like? We've got questions — and answers — that we hope will point to a better, more equitable future for all. Inside are stories on Indian craft, artificial intelligence, social entrepreneurship, and other musings on the way we work.

A few of the stories have been excerpted online (PDFs also available).
STORIES OF IMPACT
CREATING EMPOWERED SPACES OF INCLUSION

Alina Alam, Founder - Mitti Cafe

Alina started Mitti Café while at University with an aim to create platforms for adults with physical, intellectual and psychiatric disabilities. Prior to Mitti she had started another NGO (SSRI) in Mumbai at the age of 18, while in her 1st year of college and another outreach organization (PAHAL) whilst doing her Masters from Azim Premji University in Bangalore.

Mitti Café is a chain of cafes that provides experiential training and employment to adults with physical, intellectual and psychiatric disabilities. The organization’s outreach initiative also helps create awareness about inclusion and disability rights. Mitti Cafés across India are managed by hundreds of adults with disabilities who have in the last few years served over six million meals and beverages, creating awareness about inclusion with every meal served. They have 16 cafes within institutions like Wipro, Infosys, Accenture, Wells Fargo, ANZ Bank, IQVIA and now Cytecare Hospital, as well. Their warriors with disabilities in this pandemic have cooked and served over two million meals to the poor and vulnerable communities and homeless groups, thereby proving the magic of abilities as a result of economic independence and dignity.

As COVID-19 relief work, an initiative - MITTI Karuna Meals (Compassion Meals) was started with a focus on providing nutritious meals for economically vulnerable communities. It was prepared and served by their team of adults with physical, intellectual, and psychiatric disabilities.

13
Number of Mitti Cafes

380
PwD candidates trained through experimental training

13L
Number of meals served in Mitti Karuna meals

116
Team Members

Alina on UnLtd India

“We’ve received immense support from the team on working towards our mission and goals via coaching, workshops, 1:1 mentorship, and networking support”
CREATING A SAFER WORLD ONLINE

Sonali Patankar, Founder & President - Ahaan Foundation

Sonali Patankar holds a degree in social work from Nirmala Niketan, Mumbai, and a Diploma in School Counseling from SNDT. She has more than 24 years of professional experience with eminent organizations such as CRY - Child Rights and You, Public Concern for Governance and Trust - a Police Reform organization, IL&FS Education, Salaam Bombay Foundation, and with Mumbai and Thane Police. Currently, Sonali serves as the President of Ahaan Foundation and Founder of Responsible Netism, an Ahaan Foundation initiative.

Project Responsible Netism is Maharashtra’s only non-profit initiative committed to the cause of child online protection and safety. It aims to sensitize internet users, especially children, about the threats of internet usage and inculcates mechanisms to combat online distress by educating students and parents about online safety.

Project Responsible Netism also provides legal guidance and psychological support to victims of online distress across India through their helpline. They work on education, research, advocacy and with the Government to enact policy to safeguard and promote responsible online behaviour.

During the pandemic and lockdown, the need for online safety became more critical than ever. Through online workshops, they were able to sensitize over 1,60,000 students, teachers, and parents. They also hosted their annual conference virtually reaching out to over 1500 participants. In 2020, Project Responsible Netism, which is based in Mumbai, extended their work to the two states of Goa and Madhya Pradesh.

Since its inception in 2012, the organization has successfully sensitized 1.3 million students, teachers and parents, and worked with over 3,000 educational institutions providing support to over 5000 victims of online distress with a team of 10 and an advisory board of experts.

Sonali on UnLtd India

“UnLtd helped me connect with mentors and initiated a dialogue on scalability. Individual coaching has helped me explore my capabilities as a person and think globally. They helped us connect with the cohort and built a safe space for us to share, express, learn and exchange thoughts, ideas, concerns and seek support. Most importantly, UI believed in us and our cause unconditionally.”
CREATING A BETTER FUTURE THROUGH EDUCATION

Adwait Dandwate, Founder - Vardhishnu, Social Research & Development Society

Adwait and his wife Pranali Sisodiya are the founders of Vardhishnu. In 2013, after initiating ‘Vardhishnu’, he decided to conduct a socio-economic analysis of waste pickers working in Jalgaon, and found lack of education to be the root cause of most of the problems he had identified during his travels.

Vardhishnu’s idea is to create an ecosystem of learning and support for street children. It is achieved through community Learning Centers and learning centers within schools called Anandghar (A Home of Happiness). These centers act as a bridge between children, parents, schools and society at large. They provide basic formal and informal education and skills to street children specially child waste pickers and child laborers.

In addition to COVID-19 relief work, Vardhishnu set up libraries in the community where children could visit every Sunday to exchange books. They were also encouraged to write book reviews. During this period they also started a unique initiative of incubating other grassroots NGOs working with children from vulnerable backgrounds with an intention to enroll and sustain them in schools. To date, they have trained nine organizations.

Adwait on UnLtd India

“When we started relief work during lockdown we were able to raise funds through the UnLtd India network. We were connected with Ideas Unbound which is going to support Vardhishnu in creating a better strategy and data point to measure impact which is very crucial when we are planning to scale up the operations.”

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<tr>
<th>1000+</th>
<th>300+</th>
<th>15</th>
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<tr>
<td>Number of children reached through Anandghar Community Collectives</td>
<td>Children enrolled into schools through Anandghar</td>
<td>Number of learning centers initiated through Anandghar Community Collectives</td>
<td>Team Members</td>
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1000+
Number of children reached through Anandghar Community Collectives

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Children enrolled into schools through Anandghar

15
Number of learning centers initiated through Anandghar Community Collectives

8
Team Members
CREATING INCLUSIVE TECHNOLOGY FOR THE VISUALLY-IMPAIRED

Akshita Sachdeva, Founder - Trestle Lab

During the third year of her engineering in Computer Science, Akshita Sachdeva worked on a college project, a reading and mobility glove for the blind. When her team went to an NGO in Delhi, to test the prototype, a little kid, after testing the device, called his Dad to tell, he could now travel and read on his own; and turned back asking - (Didi main ye kab le paunga?) “When can I get this device?”. His question acted as a pivotal point in her life, motivating her to start Trestle Labs in 2017.

Trestle Labs is a technology company empowering the blind and visually-impaired towards inclusive education and employment by building reading and learning solutions that help listen, translate and digitize multilingual printed, handwritten and digital content and making schools, colleges, libraries and workplaces inclusive for them. They have built 2 products - Kibo, a mobile application and the Kibo XS device.

The Kibo mobile app offers on-the-go audio-based access to printed, handwritten and digital documents. Kibo XS device is akin to a talking table lamp that helps users scan and listen to printed and handwritten documents across 60+ global languages, translate them across 100+ languages in real-time, digitize and download them in searchable, editable Unicode formats like doc, docx, txt and access them across multiple devices with unlimited Kibo cloud storage.

During the COVID-19 lockdowns, visually-impaired students and employees started receiving inaccessible scanned image-based PDFs from their schools, colleges and offices to read. Now, these documents cannot be accessed even by screen-readers. To address this challenge, Trestle Labs developed a new Software-as-a-Service (SaaS) platform, Kibo Desk to listen, translate and digitize images and scanned image-based PDFs across 60+ Global languages. This new service also opened up a new market opportunity for the team, and they are already deploying this service across schools, colleges, universities and government institutions.

Akshita on UnLtd India

“UnLtd India has helped me grow both personally and professionally as an entrepreneur and helped me make better decisions. While assisting me with key conceptual understanding around finance, product positioning, product pricing, branding and storytelling, UnLtd India has also greatly helped me learn the art of giving and receiving feedback, handling difficult conversations and situations as well as taking out time for personal well-being and growth. And the best part is that UnLtd India’s program is one of the few programs that prioritize ‘entrepreneur’ alongside the journey of entrepreneurship that they are on.”

45000+
Number of Installations of Kibo App

12000+
Number of monthly active users

22M
Number of Inaccessible pages made accessible

40 M
Number of reading-learning minutes spent on Kibo
CREATING A SMARTER SOLUTION FOR HYGIENE & SANITATION

Ajinkya Dhariya, Founder - Padcare Labs

Ajinkya is a sani-prenuer (Sanitation Entrepreneur) and mechanical engineer by profession. He has worked as an R & D Engineer at Grind Master, and has three patents and two research papers to his name in the sustainability sector. He has a passion for solving social problems through fundamental concepts.

PadCare Labs provides eco-friendly, hygienic and cost-effective sanitary napkin disposal solutions to women in order to live a healthy lifestyle. They reach users through institutional organizations like educational hostels, hospitals, airports and households through a subscription-based business model in aiding disposal and recycling.

During the pandemic, PadCare Labs developed UV-based disinfection systems which were used for disinfecting hospital ward rooms, office spaces and surface disinfection of objects. Their UV products were also implemented across hospitals in Pune for mask disinfection and reuse. More than 10,000 masks were made fit for reuse in those uncertain times. The products were widely used in Sahyadri Hospital, KEM Hospital, and even the Indian Airforce.

- 5000+ Number of repetitive users using them
- 15000+ Total number of pads recycled
- 15 Team Members
- 7000 KGS+ Reduction in carbon emissions

Ajinkya on UnLtd India

"UnLtd India helped me improve my business sense, team management skills and negotiation skills. Suggestions of our coach have been helpful for our COVID-19 related product work, and for manufacturing and marketing support. With the help of UnLtd India, we have taken PadCare from product pilot to the product commercialization stage."
CREATING OPPORTUNITIES & OPTIMIZING LIVELIHOODS

Satendrasingh Lilhare, Founder - Bastar Se Bazaar Tak

Satendrasingh manages and leads the social enterprise Bastar Se Bazaar Tak as its Founder-Director. He has recently won a TATA Social Enterprise Challenge award, and is an alumnus of Azim Premji University Bangalore and S.P. Jain Institute of Management and Research Mumbai. With more than three years of grassroots-level experience in farming and forest-based value chain models, Satendrasingh is passionate about working with small and marginal farmers on enterprise-based livelihood models. He has also worked for more than seven years as a freelancer liaising with Government officials for welfare services.

‘Bastar Se Bazaar Tak’ is based in north Bastar, Chhattisgarh, a remote Naxal-affected district that is a leading producer of non-timber forest produce and paddy. The organization works to reduce post-harvest losses, and enhance the livelihoods of local forest dwellers by creating flexible and supportive employment opportunities for the local community. They are supplying unadulterated, naturally pure, forest products to urban and semi-urban consumers and buyers.

In the pandemic, the organization started tamarind processing initiatives where they collected 81 tons of raw tamarind seeds from 920 farmers and processed it to 39 tons of pulp. This initiative provided 83 days of employment to 167 tribal women farmers.

81 TONS
Procurement of farm and forest produce from farmers

490
Number of farmers whose incomes have been improved

3
Team Members

55
Average no. of employment days generated for small and marginal farmers

Satendra on UnLtd India

“I found the coaching aspect of the program to be relevant to our work mainly at the grassroots level. My coach made valuable suggestions to our product plan, and we have received positive feedback for the same from our customers. The best part of the workshop was peer interaction and what I could learn from them. The financial modelling workshop helped me with my startup business plan.”
“Our work would not have been possible without you. Thank you for supporting big, bold ideas for a better tomorrow.”

Dr. Meena Mansukhani

Karl Johan Persson

N. H. Mirchandani Trust
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<td>Maharashtra State Innovation Society (MSInS)</td>
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<td>ACCESS Development Services</td>
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<td>AIC - IIITH Foundation</td>
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<td>Atal Incubation Centre (AIC)</td>
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<td>College of Social Work Nirmala Niketan</td>
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</tr>
</tbody>
</table>
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 | U93000MH2009NPL193471 dated 22.06.2009 |
| Registered Office Address | RedBrick Offices Ltd., 1st Floor, D Wing, HDIL Kaledonia, Sahar Road, Andheri East, Mumbai - 400069 |
| 80 G Registration Number | AANCS2365QF20214 | 28/05/2021 |
| 12-A Registration Number | AANCS2365QE20214 | 28/05/2021 |
| Foreign Contribution (Regulation) Act | Registered under Section 11(1) of the Act - Registration no. 083781490 |
# Governing Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Akhil Shahani</td>
<td>Managing Director, The Shahani Group</td>
</tr>
<tr>
<td>Shalaka Joshi</td>
<td>Gender Lead, South Asia at IFC - IFC</td>
</tr>
<tr>
<td>Utsav Baijal</td>
<td>Senior Partner, Apollo Global Management Inc.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whether any Board member is related</td>
<td>No</td>
</tr>
<tr>
<td>Number of Board meetings conducted in FY 2020-2021</td>
<td>7</td>
</tr>
<tr>
<td>Minutes of the Board meetings are documented and circulated</td>
<td>Yes</td>
</tr>
<tr>
<td>A Board resolution policy exists and is practiced</td>
<td>Yes</td>
</tr>
<tr>
<td>The Board approves programmes, budgets, annual activity reports, and audited financial statements</td>
<td>Yes</td>
</tr>
<tr>
<td>The Board ensures the organization complies with laws and requisition</td>
<td>Yes</td>
</tr>
</tbody>
</table>
# Balance Sheet as at March 31, 2021

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Note No.</th>
<th>As at 31st March, 2021</th>
<th>As at 31st March, 2020</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>4,078,489</td>
<td>326,861</td>
</tr>
<tr>
<td>(b) Reserves and Surplus</td>
<td>3</td>
<td>19,574,219</td>
<td>11,077,757</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>1,271,000</td>
<td>1,120,200</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>79,000</td>
<td>59,000</td>
</tr>
<tr>
<td>(b) Other liabilities</td>
<td>6</td>
<td>18,391,646</td>
<td>15,022,657</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>43,394,354</td>
<td>27,606,475</td>
</tr>
<tr>
<td><strong>II. ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(1) Non-current assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Fixed Assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Tangible assets</td>
<td>7</td>
<td>159,373</td>
<td>492,662</td>
</tr>
<tr>
<td>(b) Long-term advances</td>
<td>8</td>
<td>287,369</td>
<td>1,316,529</td>
</tr>
<tr>
<td>(c) Long-term Deposit</td>
<td>9</td>
<td>8,746,628</td>
<td>-</td>
</tr>
<tr>
<td>(2) Current assets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Donations and grants receivable</td>
<td>10</td>
<td>-</td>
<td>300,000</td>
</tr>
<tr>
<td>(b) Cash and bank balances</td>
<td>11</td>
<td>33,363,051</td>
<td>24,565,928</td>
</tr>
<tr>
<td>(c) Short-term advances</td>
<td>12</td>
<td>288,705</td>
<td>235,537</td>
</tr>
<tr>
<td>(d) Other assets</td>
<td>13</td>
<td>549,228</td>
<td>695,819</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>43,394,354</td>
<td>27,606,475</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

*Ameet N. Patel*  
Partner  
Membership No. : 039157  
Place: Mumbai  
Date: 24th August, 2021

*Utsav Baijal*  
Director  
DIN: 02592194  
Place: Mumbai  
Date: 24th August, 2021

*Dr. Akhil Shahani*  
Director  
DIN: 00184833  
Place: Mumbai  
Date: 24th August, 2021

*For and on behalf of the Board of Directors*
## Statement of Income and Expenditure for the year ended March 31, 2021

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Note No.</th>
<th>Year ended 31&lt;sup&gt;st&lt;/sup&gt; March, 2021</th>
<th>Year ended 31&lt;sup&gt;st&lt;/sup&gt; March, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>INCOME</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant and Contributions</td>
<td>14</td>
<td>52,861,406</td>
<td>62,453,315</td>
</tr>
<tr>
<td>Other Income</td>
<td>15</td>
<td>1,642,248</td>
<td>1,991,385</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>54,503,654</strong></td>
<td><strong>64,444,700</strong></td>
</tr>
<tr>
<td><strong>EXPENDITURE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Expenses on activities of the Foundation</td>
<td>16</td>
<td>36,119,053</td>
<td>47,569,672</td>
</tr>
<tr>
<td>Administration and other Expenses</td>
<td>17</td>
<td>9,554,850</td>
<td>10,833,839</td>
</tr>
<tr>
<td>Depreciation</td>
<td>7</td>
<td>333,289</td>
<td>440,114</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>46,007,192</strong></td>
<td><strong>58,843,626</strong></td>
</tr>
<tr>
<td>Surplus Before Tax</td>
<td></td>
<td>8,496,462</td>
<td>5,601,074</td>
</tr>
<tr>
<td>Tax Expense</td>
<td></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Surplus after tax for the year from operations</td>
<td></td>
<td>8,496,462</td>
<td>5,601,074</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 1 to 29

For Manohar Chowdhry & Associates
Chartered Accountants
Firm Registration No.: 0019975

Ameet N. Patel
Partner
Membership No.: 039157
Place: Mumbai
Date: 24<sup>th</sup> August, 2021

Utsav Baijal
Director
DIN: 02592194
Place: Mumbai
Date: 24<sup>th</sup> August, 2021

Dr. Akhil Shahani
Director
DIN: 00184833
Place: Mumbai
Date: 24<sup>th</sup> August, 2021

---

**Grants and Donations**

- Corporate - CSR, Trust and Foundations: 82%
- Individual Donors and Others: 18%

**Program Expenditure**

- Professional Fees for Action Research: 1%
- Entrepreneurs Support Cost: 47%
- Covid Relief Work: 52%
- Communication and Fundraising Cost: 1%

**Expenses**

- Expenses of Activities of Foundations: 21%
- Administration and other Expenses: 78%
Our Team

Anshu Bhartia
Amitabh Vyas
Geetika Tondon
Girish Agarwal

Kiran Advani
Manasi Sangekar
Mohan Pidshetty
Naomi Menezes

Nityanand Singh
Pradnya Shinde
Piyush Mrigwani
Riddhi Mastakar

Roshan Dsouza
Swati Mankar
Shilpa Lingayat
Sonu Daga

Tracy DeSouza
It’s been a year of many firsts.

We just wanted to say THANK YOU to each and every one of our Supporters, Funders, Partners and Friends.

We look forward to continue building UnLtd India with you.