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Impacting Lives SAGE-UnLtd Annual Digest 2023

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From The MD's Desk

2023. we In have seen our predictions come to pass. There is a huge demand for entry-level whitecollar workers who can handle complex issues in industries like Banking, Finance, IT, Healthcare, Logistics, etc. However, a majority of employers say that they find it challenging to find the right talent to fill these roles. On the other hand, many youth from blue-collar or rural families are willing to fill these job roles but lack the employability skills to get hired. SAGE Foundation created its jobskills arm, SAGE Skills, to bridge the gap between blue-collar youth and white-collar jobs.

Around four years ago, we predicted three trends.

- Increased automation will make many manufacturing jobs low-paying or redundant.
- Increased use of Artificial Intelligence will make many white-collar workers involved in routine and predictable jobs less useful.
- ⊘ Increased complexity of the business environment will require white-collar workers to have skills like critical thinking, collaboration, continuous learning and adaptability to deal with the many unstructured problems thrown at them. We call these "Employability Skills".

We are proud to state that over the last three years, we have trained and placed 12,000+ low-income youth into white-collar jobs in the BFSI sector across India at average salaries of Rs. 2.40 Lakh – Rs. 3.00 Lakh per annum. The last few years have also seen a fastgrowing interest in the Indian non-profit and impact sectors. Many nascent entrepreneurs want to set up for-profit and non-profit organisations that provide real value for society beyond just earning revenue. There is a great need to help these start-up social entrepreneurs develop business skills and access resources and funding to enable them to scale their operations so that they can make a true dent in the social problems facing this country.

With that in mind. SAGE Foundation acquired the brand and operations of UnLtd India, which is India's oldest for incubator start-up social entrepreneurs, in 2023. Over the last 14 years, UnLtd India has incubated more than 350 social entrepreneurs (both non-profit & for-profit). Many of the prominent organisations in this sector got their initial help from UnLtd India. SAGE Foundation has the resources to greatly expand the depth of support we provide these start-up social entrepreneurs along with increasing the number that we incubate each year.

We invite you to read our annual report to learn more about our blue-collar to white-collar job-skilling projects and our social entrepreneur incubation work. More importantly, we hope that some of you are inspired to collaborate with us to greatly enhance the work we can do for society.

Dr. Akhil Shahani

Managing Director of SAGE Foundation

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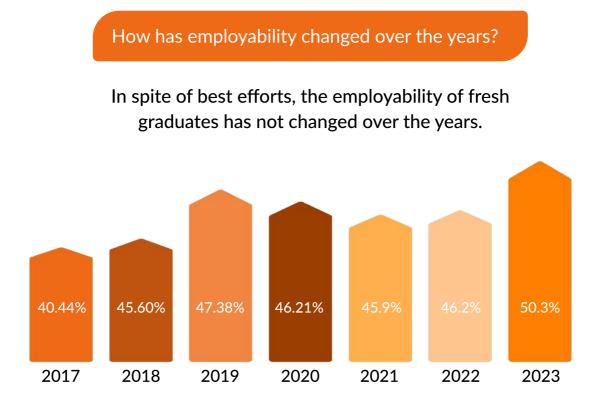
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Overview of Skills Industry

A recent report by Wheebox shows that only 50.3% of fresh Indian graduates were considered employable. As India aims to become a 5 trillion dollar economy by 2047, it is crucial that our youth are employable. Our current education system does not provide for the needs of companies right now. Several skills such as Digital Literacy, Data Literacy, Critical Thinking, Emotional Intelligence, Creativity and more are missing.

SAGE Skills focuses on enabling youth from low-income blue-collar families to gain high-paying white-collar jobs.





Our Youth has enormous potential to be transformed into future-oriented, job-ready national assets. This will also pull several low-income households out of poverty. **This is where SAGE Skilling steps in.**



www.thesagefoundation.org

About SAGE

Headed by Mrs. Maya Shahani & Dr. Akhil Shahani, the SAGE Foundation is the charitable arm of The Shahani Group.

Shahani Academic & Global Empowerment (SAGE) Foundation was incorporated in 2007 to educate under-resourced children and provide them with wealthgenerating skills training for gainful employment. At SAGE, we believe that the most impactful way to develop people's lives is to enable them to develop the skills to earn their livelihood. Since 2008 we've been working with partners to help educate & employ India's underprivileged population.

According to a formula created by Sattva Consulting, the average skilling NGO gives a 6.67x impact return on investment per rupee their grant funders give. The same formula shows that SAGE Foundation gives an 11.25x Impact ROI for each rupee spent.

The SAGE Foundation has built strong relationships with NGOs, corporate CSR funds, foundations, and local communities over the last over the last 3 years to train and place 12,000+ underprivileged youth underprivileged youth, and help them get jobs in the corporate world with starting salaries ranging from Rs.2.40 Lakh to Rs.3 Lakh per annum.

Our Efforts Are Noticed by



The SAGE Way: How We Get Things Done

One of the primary ways that The SAGE Foundation works towards achieving its vision is by offering training programs to underprivileged graduates for high-paying white-collar jobs in the BFSI sector. This includes providing education and training in areas such as finance, business, technology, and entrepreneurship. The SAGE Foundation also offers mentorship and networking opportunities to help young people develop the skills, knowledge, and connections they need to achieve success in their chosen fields.

Mapping the skill gap is identifying the skills that are currently available in the job market and the skills that are needed to meet the demands of the job market. For this, we train our students using an AI-driven Edtech platform to develop skills in English Communications, Sales, Critical Thinking, Collaboration & Professionalism within a short 3 months' period.





Our Mission



Train and place over 1 million low-income youth by 2027.



Journey So Far - SAGE Skilling

Backed by the 60+ years of sectoral expertise of the Shahani Group, and an array of exemplary leaders, SAGE Foundation has achieved

90% Job placement rate





12,000+ students trained and placed

2.4 to 3 LPA average package



100% candidates employed at better or same CTC



12+ Awards





250+ hiring partners

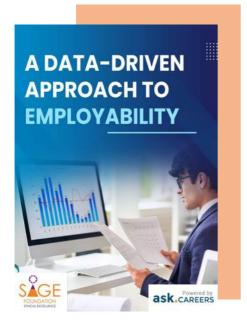


10 Education Projects

Publications

This whitepaper explains that whitecollar employers are not satisfied with the employability of fresh college graduates in India due to a lack of a common framework for A Data-Driven Approach To Employability - SAGE Foundation

employability. It suggests a possible way to solve this issue through a project implemented by The SAGE Foundation which has achieved impressive results in skilling low-income youth for jobs in the BFSI sector.

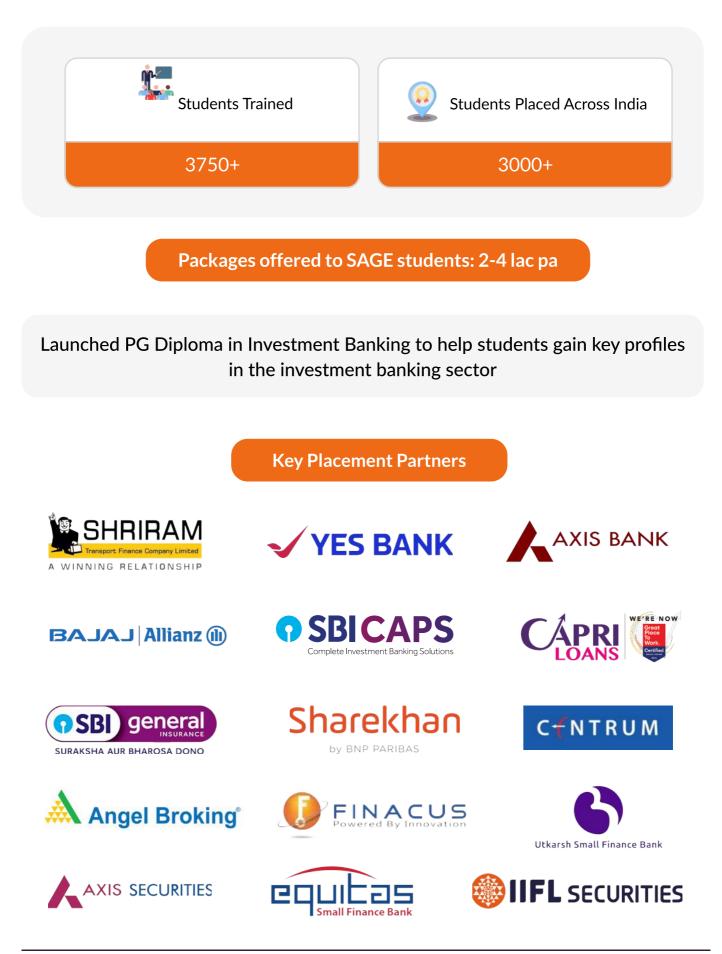




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SAGE Skilling-2023 At A Glance

SAGE Skilling has made significant progress in 2023 towards its goal of building careers of 1 million low income youth.



Newly Added NGO Partners





















Success Stories

(

Rahul Jadhav

Rahul's widowed mother works in a grocery store and Rahul is her only child. Whereas, Rahul dreams of opening his own business one day. To give wings to his dream, we provided him with the right guidance & training through the program. Prosperously, he currently works as a Customer Care Executive in Axis Securities.



Sarthaki Achrekar

Sarthaki's father works as a third-party collection agent for banks. She has a family of 5 to support including an aged mother and two children. Sarthaki has always shown sincerity and perseverance in academics. She is determined to build a comfortable life for herself and her family. Looking at her efforts, our counselors advised her on a Banking program which she was able to complete successfully. Now, through her sheer determination and hard work, she is placed at Kotak Mahindra Bank in the Outbound Process department. Sarthaki's commitment to learning and growing is truly inspiring.



Komal Jadhav

Komal has a family of three. Her father lost his job at a restaurant during the pandemic. Her mother works as a domestic helper with a meager salary. As a result, Komal's family faced various financial constraints. To better the situation, Komal decided to equip herself with the necessary skills to acquire a high-paying job in the banking sector. For this, she enrolled herself in our Banking program. This program provided her with adequate knowledge of the finance sector and trained her with good employability skills. Finally, she is now placed at HDFC Securities as a Relationship Manager. Her unwavering determination to achieve her goals and improve her financial condition is impressive.



Tanvi Kulkarni

Tanvi's father is physically handicapped. He had a small business but lost everything due to the COVID pandemic. Eventually, Tanvi had to take the responsibility of providing for the family. She enrolled in our banking course to be industry-ready. She was able to learn concepts and skills necessary for the finance sector. With all this knowledge, she is successfully working as a Customer Care Executive at Axis Securities. Now, with her income, she is able to support her family and plans to pursue further education.

Introducing United India



A - Son over the set of the

www.thesagefoundation.org

Journey So far

Over the last 14 years, we are proud of the community of social entrepreneurs that we have been able to create. Our Incubation Program provides one-on-one coaching, access to mentors and funders, and peer learning. allowing entrepreneurs to make a real difference in society.



325 plus Social impact organisations
 23 million lives impacted



- We are the first institutional supporters to 61% of our social entrepreneurs
- < 82.4% of our portfolio continues to build and sustain their organizations
- Over INR 31 billion funds raised by entrepreneurs since inception through grants, revenue, equity, and debt.



Our cohorts consist of:

- ✓ NGOs -55%
- Social Enterprises 45%
- Over 41% of our portfolio organizations are led by women



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

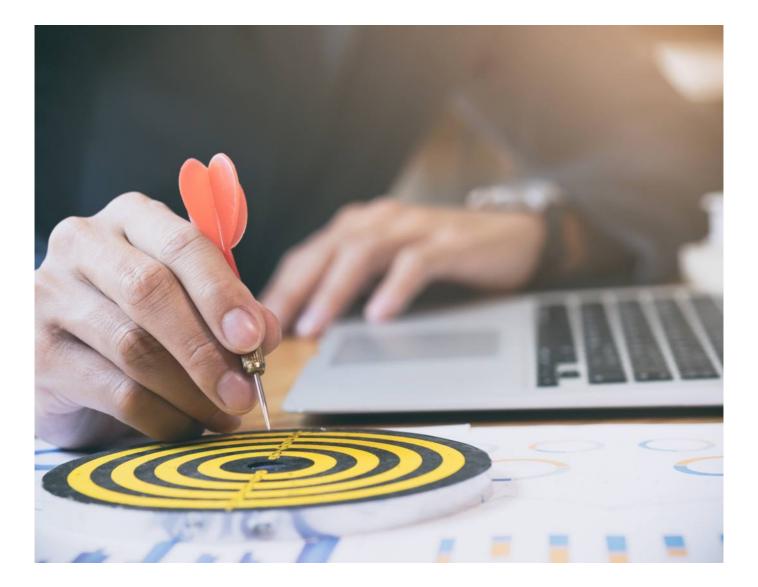
- ✓ Agriculture 13%
 ✓ Livelihoods 18%
- < Education 26% < Environment 15%



Our Mission



Incubate over 500 social entrepreneurs scaling their impact and growth across India by 2027.



ANNUAL DIGEST 2023

Our Social Entrepreneurs Say



"As said, 'True guidance is like a small torch in a dark forest. It doesn't show everything at once but gives enough light for the next step to be safe'. We have received such guidance from our sir, Mr Amitabh Vyas. who is an Incubation Coach associated with UnLtd India was one of the most incredible experiences we've had up to the point. Plastroots values your presence at every stage of our journey. UnLtd India has allowed us to spread our wings and soar to new heights. Our coach, Amitabh Vyas sir has a keen eye for detail and has helped us improve in many areas while also motivating us to work harder and more diligently. Sir, we sincerely appreciate everything you've done for us."

- Kapil Jangale, Founder, Plastroots WM Solutions



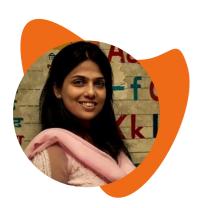
" The site visit with UnLtd India mentor Ramanathan V. was one of the best 3 day experiences of an entrepreneurship journey. Big thanks to UnLtd India and Anshu Bhartia for creating such a wonderful model and organising such a learning packed program :)"

- Gaurav Kumar, Founder, BigOHealth



"I have only one word for UnLtd India "Eye Opener "and "This program is a huge donation to us". In the 9-month incubation programme journey, there was a lot of learning and opportunity to network. UnLtd India coach Karan Kaushik, came to visit and experience our work first hand and we also introduced him to our beneficiaries. I never had an opportunity till then, to show our work at the grass root level to the outside world, so I was very happy to showcase it to UnLtd India coach Karan Kaushik. During his visit, he also guided us in terms of how to perfectly analyse and present our work and reports. The programme is now over, and I am already missing the opportunity to learn from the entrepreneurial journeys of fellow incubation programme participants."

- Purna Chetry, Founder, Navodya Foundation



"The learnings during the cohort provided a robust framework to Mimaansa's program and its implementation and gave me an opportunity to revisit my working style across several plains. I realised I had rated myself too high early on, and the 9 months brought to my notice that there is a huge room for development and equipped us with the right skillset."

- Pooja Joshi, Founder, Mimaansa

Unleashing UnLtd Impact Womens Cohort February 2023

Women represent only 14% of entrepreneurs in India.

At UnLtd India, we are committed to changing this narrative by encouraging and providing the required support to women social entrepreneurs. A very first-of-its-kind initiative, our Women's Cohort, launched in February '23, was designed to help women scale their social ventures. The cohort was a huge success witnessing 13 women entrepreneurs from all sorts of industries participating.

Our Women entrepreneurs:



Anita Hariharan Club Artizen



Bhavini Parikh Bunko Junko



Sugandha Bathla Asha & Yogi Naturals

Anitha Shankar

Astu Eco Pvt Ltd



Kanika Nanda Agcult Foodition LLP



Anuja Amin Circles of Safety



Megha Das Amounee Handloom Ventures Pvt I td



Aparna Pathak Paakshantar



Pinky Jain MysaSpaces Pvt Ltd



Aradhana Sood MedLumos Pvt Ltd



Shilpee Jain MagHeals Pvt Ltd



Archana Pandian Bhoominalam myHarvest Farms Private Ltd



Sonal Majeethia Kadamb Inclusive Learning Tools (KILT)

Impact & Growth Achieved



₹21.72Cr has been raised by the cohort so far.



16,649+ lives have been impacted by their organisations.



1

41% revenue growth by our social entrepreneurs after joining the program.

69% of the cohort saw their leadership skills grow significantly.

ANNUAL DIGEST 2023

Climate Cohort July 2023

Climate Change is here. India is already experiencing global warming. This could have implications on the weather, health, rainfall patterns, sea level, agriculture, energy security and much more. We believe action towards climate change is necessary. Our July 2023 climate cohort is a set of changemakers working towards climate change.

Our Climate Entrepreneurs:



Gauray Chakraverty Urvara Impact Solutions Pvt Ltd



Mahesh Londhe AgroZee Organics Pvt. Ltd



Shehnaz Khan Green For Nature Pvt. Ltd.



Folkweave



Nithin Anil Team Starbase Pvt Ltd



Sheikh Ziaur Rahaman Rau Ecostone Private Limited



Ashwajeet Singh Deiunk Private Limited



Purav Desai Refillable Circular Solutions Pvt. Ltd.



Rajneesh Kumar Patel **iREFILL** Private Limited



Atul Raut Ignited Minds



Raviprakash Shrivastava Zerotrash Innovations LLP



Elizabeth Yorke Food Curious



Rushi Agarwal Loop



Hari Prasad Bevond Sustainability Network



Rujnesh Bargal Vanya Environmental Solutions Private Limited





Our climate cohort was selected was over 150+ candidates. They have raised 1.44Cr so far and will complete the UnLtd India program in March 2024.

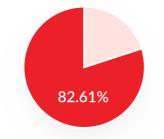
UnLtd India 2023 At A Glance

Number of entrepreneurs supported this year:



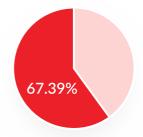
Number of lives impacted:





Our Social Entrepreneurs are able to pitch their idea confidently after our program. Funds raised by our entrepreneurs:

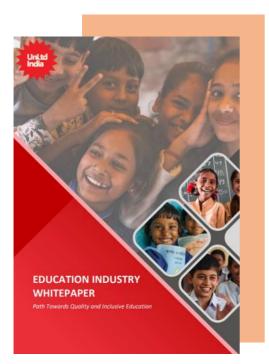




Our Social Entrepreneurs are able to leverage their network of peers and open doors for partnerships, supporters, and more after our program.



Launched on June 2023, our white paper deep dives into the education space. Providing its readers with a clear understanding of the realm of education and insights into its future in India.





Download Your Copy Now

Financials

SHAHANI ACADEMIC & GLOBAL EMPOWERMENT FOUNDATION

CIN NO: U85300MH2007NPL170456 Balance Sheet as at 31 March, 2023

	Particulars	Note No.	As at 31st March, 2023	As at 31st March, 2022
A	EQUITY AND LIABILITIES			
	1. Funds (a) Corpus Fund	2	1,505,001	1505001
	2. Current Liabilities	3	3,964,123	4304517 (25,297,066)
	(a) Current Liabilities (b) Trade Payables	4	2,664,203	25,496,050
	3. Net Profit / Surplus Transferred From the statement of Profit &			
	Loss Account	Total	8,133,327	6008502.58
В	ASSETS 1. Non Current Assets (a) Property Plant Equipment (b) Non-current Investments (c) Long Term Loans & Advances 2. Current Assets (a) Cash and Cash Equivalents (b) Current Assets (d) Other current assets	5 6 7 8 9 1 2 to 12 Total	12,964 5,001 3,189,246 4,709,055 217,061 8,133,327	35190 1,510,002 4,305,743 157,567 6008502.58
	Significant accounting Policies & Notes to the Financial Statement			
	As per our report of even date For Kamdar Desai & Patel LLP Chartered Accountants Firm Registration No. 104664W / W100805		l or and on behalf of the hahani Academic & Global Emp	I owerment Foundation

(Urmil Shah) Partner Membership No: 101324

Place : Mumbai Date: 26-09-2023 UDIN: 23101324BGVOYC1702 Maya Kishore Shahani Chairperson DIN : 00184661

Dr. Akhil Kishore Shahani Managing Director DIN : 00184833

Place : Mumbai Date: 26-09-2023

SHAHANI ACADEMIC & GLOBAL EMPOWERMENT FOUNDATION NOTES FORMING PART OF FINANCIAL STATEMENTS

Note 7: Revenue from activities

	For the year ended	For the year ended
Particulars	31 March, 2023	31 March, 2022
	Rs	Rs
Voluntary Contribution from		4.074.000
Voluntary Contribution from:	26,259,695	1,064,000
(i) Indian Citizens	82,332,990	69,300,612
(ii) Other than Indian Citizens Total	108,592,685	70,364,612
Note 8: Other Income		
	For the year ended	For the year ended
Deutieuleur		
Particulars	31 March, 2023	31 March, 2022
	Rs	Rs
Interest on:	63,976	
	1,732	144,304
(i) Bank accounts	44,000	324,112
(ii) Fixed Deposits (local) Other Income		
Total	109,708	468,416
Note 9: Expense on the objects / activities of the foundation		
	For the year ended	For the year ended
Particulars	31 March, 2023	31 March, 2022
	Rs	Rs
Towards:		
	633,076	((= 1 = 0
(i) Educational aid, Relief of Poverty, Housing needs etc	249,258	665,479
(ii) Medical Relief	71,382,076	213,537
BFSI Project Training Expenses	264,107	56,520,119
Food Expenses	-	6,454,825
GST Expenses	8,260	-
Hire Charges	15,000	-
Internship fees	365,028	-
Lodging & Boarding Charges	72,410	18,279
Marketing Expenses	320	-
Postage & Courier Charges	19,000	-
Printing & Stationery Charges	1,218,500	1,106,568
Professional Fees	48,320,732	40,097,086
Salary to Staff	5,447,489	6,271,948
Faculty Cost	2,043	-
Telephone Expense	490,824	-
Travel Expense	-	957,340
Retainership Expenses		
Total	128,488,124	112,305,181
	120,400,124	112,303,101

SHAHANI ACADEMIC & GLOBAL EMPOWERMENT FOUNDATION NOTES FORMING PART OF FINANCIAL STATEMENTS

Note 10: Administrative expenses

Rs 3,934 149,800 196,844 159,300 509,878 For the year ended 31 March, 2023 Rs 615,600 64,780 1,800	Rs 1,008 - - - 1,008
149,800 196,844 159,300 509,878 For the year ended 31 March, 2023 Rs 615,600 64,780 1,800	- - - 1,008 For the year ended 31 March, 2022
For the year ended 31 March, 2023 Rs 615,600 64,780 1,800	For the year ended 31 March, 2022
31 March, 2023 Rs 615,600 64,780 1,800	31 March, 2022
64,780 1,800	-
682,180	<u> </u>
002,100	
For the year ended 31 March, 2023	For the year ended 31 March, 2022
Rs	Rs
41,300 11,150 - 22,226 6,491 160,703 - 197	82,600 - 3,645 60,330 120,341 225,838 10,225 - 20,000 0
51,205 1,560,788	
	- 197 51,205



Our Team

The SAGE Foundation, backed by the Shahani Group, is led by a dynamic team committed to nurturing talent and forging career pathways. Our leadership drives educational empowerment and job placement initiatives for aspiring graduates.

Governing Board



Maya Shahani Chairperson



Dr. Akhil Shahani Managing Director



Jetu Lalvani Independent Director



Gaurav Singh Independent Director

Our Leadership



Dr. Akhil Shahani Managing Director



Amit Sharma Chief Operating Officer

Management Team



Pramod Hargude Sr. VP, Infrastructure



Pravin Kamdi VP, Technology



Chaitali Choudhary VP, Instructional Design



Shodhan Michael VP, Sales & Voice Process



Jugnu Datta VP, CSR



Shreekant Pol Dean, Academics



Shraddha Sharma Dean, Students



Sonu Akshay Daga Head Of Finance



Prasanthi Ganti Head Program



Minal Kapadia Program Manager



Shilpa Lingayat Senior Associate, Accounts



Ruchismita Law Incubation Associate



Pradnya Shinde Associate Vice President, Corporate Relations



Sanmati Rathod Associate Vice President, HR



Abdullah Manihar Associate Vice President, Corporate Relations



Meenal Upadhyaya Associate Vice President, CSR

Consultants



Dilip Jain Incubation Coach



Ramanathan V Incubation Coach



Aparna Apte Gupta Incubation Coach



Demetrius Newton Consultant for Communication

Our Supporters

"Our impact would not have been possible without you. Thank you for supporting big, bold ideas for a better tomorrow."



MASH	PUNE INTERNATIONAL CENTRE	riidl	SVKM'S NMIMS Deemed to-be UNIVERSITY
school for social entrepreneurs india	SHART The Empathy Project	SURGE IMPACT	RE-IMAGENTIC FUTURES
	UPAYA Social ventures		
Shapoorji Pallonji	Thadomal Shahani Centre For Management TSSEEAAA A new school of thought.	Clobal Dialogue Foundation Unity in Diversity	CLINTON GLOBAL INITIATIVE
SVP INDIA	ROCK YOUR LIFE PLAY A BIGGER GAME	CANCER PATIENTS AID ASSOCIATION	The Bombay Antibust bit Mothers and Children Welfare Society
ATAL INCUBATION CENTRE BANASTHALI VIDYAPITH	Received relations and the Received relations and the HM NAGPUR	Lets Endorse ideas.action.impact	EST of the set dashed base DETATION DETATION OF THE SET OF WOLL OF Y
	Telangana Social Impact Group (T-SIG)	EAST	Youth Aid.fdn
NIHCHAL ISRANI FOUNDATION	Vruksh Ecosystem Ballerise Perior	WOMEN ON WINGS	Stouted BAHUDDESMA

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	TRAFIGURA FOUNDATION	THE MARSHALL FOUNDATION	ROCKEFELLER FOUNDATION
access	TECHNOLOGY FOR SOCIAL IMPACT	UN OMIDYAR NETWORK	Michael & Susan Dell FOUNDATION
	MANANTRUST	BHAU INSTITUTE	LEENA DANDEKAR
THE STITLE	HT Parekh FOUNDATION	FORBES MARSHALL	DIGITAL IMPACT SQ
	BAJAJ	DBS Foundation	dasra
British Asian Trust	CHANDRA FOUNDATION	Sterlite Tech	HCL Foundation



SHAHANI GROUP

A legacy of over a hundred years

About Us

ANNUAL DIGEST 2023

The Shahani Group is backed by 60 years of education experience and is ranked among the no. 3 among colleges offering Global Business Courses in India by Outlook Magazine. The Shahani Group of Institutions cover several verticals such as TSCFM, ask.CAREERS, Thadomal Shahani Centre for Media & Communication, Ask Talent Services and The SAGE Foundation. The Shahani Group is now in its fourth generation helmed by Maya Shahani and Dr. Akhil Shahani.



Ranked 3rd out of all the Business schools in India offering Global MBA



CII Education Excellence Award



Most Outstanding Education Group 2020 by AI Magazine (UK)



CFBP Jamnial Bajaj Award for Fair Business Practices Presented by later Dr. APJ Abdul Kalam



Management College of the year - 2017 by Higher Education Review Magazine



PIMR Outstanding educationist Award



National & International Compendium's Lifetime Achievement



DNA Award for Industry Institute Interface



REX Karamveer Gold Chakra for Education



Recognized by Clinton Global Initiative for our work developing livelihoods in Indian Villages



XL Extraodinary Lives Award



Valuable & Exemplary Contribution to the Education Community



Bharat Shiromani Award



Global Peace Initiative Award

ANNUAL DIGEST 2023

Our Gallery























Partner With Us

SAGE Skilling

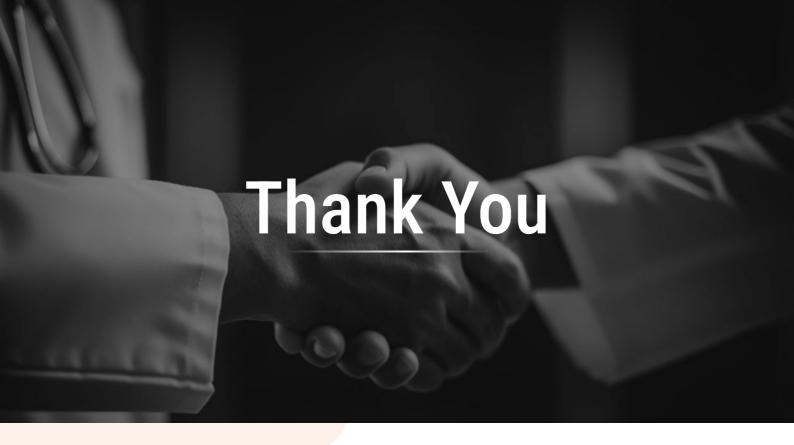
Let's build a skilled, responsible, young workforce in India.

Partner with SAGE Skilling

UnLtd India

Unleash the potential of your idea for social change.

Partner with UnLtd India





It has been a year full of opportunities.

We just wanted to say THANK YOU

to each and every one of our

Supporters, Funders, Partners and Friends.

We look forward to continue to help boost India's growth through Social entrepreneurs and our youth.

Impacting Lives SAGE-UnLtd Annual Digest 2023