



# VILLGRO INNOVATIONS FOUNDATION

## ANNUAL REPORT

2019-2020

## **INDEX**

|                                |    |
|--------------------------------|----|
| <b>HIGHLIGHTS</b>              | 3  |
| <b>INCUBATION</b>              | 4  |
| Portfolio Overview             | 4  |
| Mentoring                      | 5  |
| Technical Assistance           | 7  |
| <b>ECOSYSTEM STRENGTHENING</b> | 7  |
| iPitch                         | 7  |
| Unconvention                   | 8  |
| INVENT                         | 9  |
| VITALS                         | 11 |
| <b>CAUSE-BASED PROGRAMS</b>    | 12 |
| <b>FINANCIALS</b>              | 14 |
| Sources of Funding             | 14 |
| Program Expenditure            | 15 |
| Audited Financials             | 16 |

## I. HIGHLIGHTS

- a. Portfolio Size
  - i. Totally 31 companies incubated
  - ii. 9 companies added
  - iii. 8 companies graduated
- b. Portfolio Revenue
  - i. Revenue generated by portfolio companies: INR 18.56 Cr
  - ii. Follow-on funding raised by portfolio companies: INR 8.54 Cr
- c. Mentoring & Technical Assistance
  - i. 24 mentoring engagements across portfolio companies
  - ii. 618 mentoring hours spent
  - iii. 20 Technical Assistance assignments across 7 areas
- d. 3 New programs initiated
  - i. Powering Livelihoods
  - ii. BIRAC - BioNest
  - iii. BIRAC - SPARSH
- e. Development of VITALS – a technology platform for incubation
- f. iPitch
  - i. 1060 Applications Received
  - ii. 5 Investment Partners
  - iii. 42 Ecosystem Partners
  - iv. 3.45 Cr Investment Deployed
  - v. 8 Startups Received Funding
- g. Unconvention
  - i. 600+ Total Attendees
  - ii. 100+ Speakers
  - iii. 240+ Entrepreneurs
  - iv. 26 Sessions
  - v. 16 Sector-focused sessions

## II. INCUBATION

### a. Portfolio Overview

#### *AGRIBUSINESS*

| Enterprise Name     | Funding Disbursed | New / Current / Graduated |
|---------------------|-------------------|---------------------------|
| Flybird Innovations | -                 | Current                   |
| Krimanshi           | -                 | Current                   |
| ZooFresh            | -                 | Current                   |
| Bharat Rohan        | 20.00             | New                       |
| Cultyvate           | 20.00             | New                       |
| Kritsnam            | 20.00             | New                       |
| Oscillo             | 10.00             | New                       |
| RAAV                | 40.00             | New                       |
| Urdhvam             | 10.00             | New                       |

#### *HEALTHCARE*

| Enterprise Name | Funding Disbursed | New / Current / Graduated |
|-----------------|-------------------|---------------------------|
| Janitri         | -                 | Current                   |
| NeoMotion       | -                 | Current                   |
| Spothealth      | -                 | Current                   |
| Yostra          | 15.00             | Current                   |
| Morphle         | 17.50             | Current                   |
| MoncTech        | 20.00             | Current                   |
| Aindra          | -                 | Current                   |
| BeAble          | 10.00             | New                       |
| FlexMotiv       | -                 | New                       |
| RedWings        | 15.00             | New                       |
| 5C              | -                 | Graduated                 |
| Adiuvo          | -                 | Graduated                 |
| Bempu           | -                 | Graduated                 |
| Nayam           | -                 | Graduated                 |
| Omix            | -                 | Graduated                 |

### EDUCATION / EMPLOYABILITY

| Enterprise Name  | Funding Disbursed | New / Current / Graduated |
|------------------|-------------------|---------------------------|
| Bookmybai        | -                 | Current                   |
| Blackboard Radio | 35.00             | Current                   |
| Promorph         | 15.00             | Current                   |
| Gapoon           | -                 | Graduated                 |
| Mad Guy Labs     | -                 | Graduated                 |
| Multibhashi      | -                 | Graduated                 |

### ENERGY

| Enterprise Name | Funding Disbursed | New / Current / Graduated |
|-----------------|-------------------|---------------------------|
| CoolCrop        | 35                | Current                   |

#### b. Mentoring

Villgro had **15** active mentors who spent a total of **618 hours** across the portfolio. A few companies were assigned more than one mentor, the total number of mentoring engagements in the year were **24**.

#### *Mentorship Summary Table:*

| Incubatee        | Mentor              | Value Added                                |
|------------------|---------------------|--|
| Krimanshi        | Siva Karthikeyan    | R & D of animal feeds                      |
| Zoofresh         | Dharm Chaturvedi    | Supply chain and operations                |
|                  | Hemendra Mathur     | Business Strategy and operations           |
| BharatRohan      | Alka J Dangash      | New crop portfolio and go-to market        |
|                  | Raman Ahuja         | General business and go-to market strategy |
| Oscillo Machines | Anujay Rao          | Product development and testing            |
| Urdhvam          | Dibyaroop Bhatnagar | Sales strategy and capacity building       |
| Cultivate        |                     | Sales strategy and capacity building       |

|            |               |  |
|------------|---------------|--|
| Janitri    | Raj Sarada    | Go-to market strategy                                  |
|            | Murali CV     | Product development, operations and regulatory         |
|            | Ramanathan V  | Go-to market strategy                                  |
| SpotHealth | Mukul Bagga   | Market segmentation, pricing and go-to market          |
|            | Ramanathan V  | Go-to market strategy                                  |
| Adiuvo     | Murali CV     | Product development, operations and regulatory         |
|            | Ramanathan V  | Go-to market strategy                                  |
| Yostra     | Mukul Bagga   | Market segmentation, pricing and go-to market          |
|            | Ramanathan V  | Go-to market strategy                                  |
| Aindra     | Aditya Ajmera | Go-to market and sales strategy                        |
| Morphle    | Mukul Bagga   | Market segmentation, pricing and go-to market strategy |
|            | Aditya Ajmera | Go-to market and sales strategy                        |
|            | Murali CV     | Product development, operations and regulatory         |
|            | Ramanathan V  | Go-to market strategy                                  |
| NeoMotion  | Aditya Ajmera | Go-to market and sales strategy                        |
|            | Santhosh B    | Supply chain and operations                            |
|            | Murali CV     | Product development, operations and regulatory         |
|            | Ramanathan V  | Go-to market strategy                                  |
| Flexmotive | Shalu Mitruka | Market landscaping                                     |
| Omix Labs  | Ramanathan V  | Go-to market strategy                                  |

### c. Technical Assistance

Villgro’s Technical Assistance Program (TAP) focuses on solving critical issues of our portfolio companies by engaging third-party experts. Apart from need-based technical assistance, a Compliance Gap Assessment was conducted for all portfolio companies to ensure good practices were being followed in financial and secretarial compliances. A dedicated dashboard is being utilized to monitor Villgro’s technical assistance programme.

#### *Technical Assistance Program Summary:*

| <b>Incubatee</b>                        | <b>Technical Assistance Area</b>   |
|---|--|
| Urdhvam, Kritsnam, CultYvate, & Oscillo | Compliance Gap Assessment  |
| Bharat Rohan                            | Investment Banking, Legal and Hiring   |
| Spotsense                               | Product Design, Market research, UI/UX Design, Finance, Accounting & Compliance    |
| Omix                                    | Marketing & Branding   |
| Janitri                                 | Market research  |
| Multibhashi                             | Leadership Development, UI/UX Design   |
| Blackboard Radio                        | Leadership Development, UI/UX Design   |
| Gapoon                                  | Leadership Development   |
| Bookmybai                               | UI/UX design   |
| Health sector – assistive technologies  | Landscape research report on assistive technology solutions for disabled in India. |

### III. ECOSYSTEM STRENGTHENING

#### a. iPitch

The third edition of Villgro’s annual discovery platform - iPitch 2019 - stayed true to its mission of unearthing high potential social enterprises that can solve the most pressing problems of the country in the sectors of agriculture, education, healthcare and renewable energy, amongst others. We witnessed a significant increase in the number of applications received compared to the previous editions which attests to the growing interest from social entrepreneurs in the iPitch platform.

### iPitch 2019 Partners:

- Beyond Capital Fund
- Menterra Social Venture Fund
- SINE IIT Bombay
- Upaya Social Ventures
- Samunnati

### Key Highlights:

- 1060 Applications Received
- 42 Ecosystem Partners
- 3.45 Cr Investment Deployed
- 8 Startups Received Funding

### iPitch 2019 Winners

1. Ameliorate Biotech
2. BeAble Health Pvt. Ltd
3. Farms2fork Technologies Private Limited (Cultivate)
4. Flexmotiv Technologies Pvt. Ltd
5. Kitemaps AMS Pvt. Ltd (RedWings Labs)
6. Kritsnam Technologies Private Limited
7. Oscillo Machines Private Limited

## b. Unconvention

Established by Villgro in 2009, Unconvention is a confluence of stakeholders and collaborators in the field of social entrepreneurship to share knowledge, inspire and network with each other with the common goal of creating business solutions for people at the bottom of the pyramid.

The central theme for the 10th edition of Unconvention was **“Innovation for All”** which reinforced the importance of invention and highlighted the **power of democratizing innovations** for the Base of Pyramid. Conducted in December 2019 at Taj Yeshwantpur in Bangalore, Unconvention was a gathering of **600+** delegates - of which nearly **40% were entrepreneurs** and the rest constituted investors, corporates, NGOs, academia.



### Key Highlights:

- 100+ Speakers
- 26 Sessions
- 16 Sector-focussed sessions
- 600+ Attendees
- 240+ Entrepreneurs
- 22 Corporates
- 18 Investors

The Panel discussions highlighted innovations in Partnership, Technology, Financing and Policy. Some of the most appreciated sessions were:

- **‘Fail fast, learn fast’** - This session discussed the experiences of running an invention-based enterprise from the idea stage to market
- **‘Future of Clean Mobility: laying the rails for an inclusive sector’**- This session unlocked the opportunity for innovations & inventions in the sector.
- **‘Creating for the customer - how innovations can be more inclusive for all’** - this session addressed the need for empathetic innovation/invention that is inclusive of the BoP market.
- **‘Investor Speed Dating’** - this session allowed entrepreneurs to pitch their ideas, concerns to Investors on a one-on-one platform.

### c. INVENT

With support from DFID-UK Government, and in association with TDB-Government of India, the **Innovative Ventures and Technologies for Development (INVENT) Program** aims to support 160 entrepreneurs by providing funding and capacity building to 4 government affiliated incubators (*IIT Kanpur, IIM CIP, Start Up Oasis and KIIT TBI*) in the eight low-income states (LIS) of India. Villgro was appointed as the lead incubator and implementing agency for the INVENT program in 2016, for a three-year period.

#### ***Progress update December 2016 - December 2019***

| Milestones                                   | Program Target | Achievement over 3 years | Achievement (2019-20)           |
|--|----------------|--------------------------|---------------------------------|
| Capacity Building of Incubators              | 4              | 4                        | Completion of capacity building |
| Develop Social Enterprise Incubation Manager | 22             | 27                       | Completion of manager training  |

|   |                 |                  |                 |
|---|-----------------|------------------|-----------------|
| Incubatees Inducted/Invested  | 160             | 161              | 33              |
| Seed Investment   | INR 340 million | INR 332 million  | INR 54 million  |
| Create Investible Enterprises (Enterprises raising follow-on funding) | 50              | 72               | 31              |
| Raise Follow-on Funding for 50 Enterprises                            | INR 300 million | INR 1407 million | INR 543 million |
| Revenue Generated by Enterprises                                      | INR 16 million  | INR 35 million   | INR 19 million  |
| Appoint Mentors and Technical Assistance Providers                    | 160             | 114              | 29              |
| Conduct Inspirational events  | 167             | 137              | 16              |
| Capacity building days for enterprises                                | 1792            | 1241             | 543             |

### **Key Successes:**

INVENT is a first of its kind program where 111 first-time entrepreneurs were supported with seed funding and incubation. The program adopted best practices to ensure diversity and inclusion at all levels. 56 of the INVENT-supported enterprises are owned by women in the age bracket of 25-45 years. 12 enterprises are creating impact for women. INVENT disbursed 14.37 Cr to these 68 startups as seed funding and 27 out of them have raised 25.43 Cr further funding for expansion.

INVENT created 1930 direct jobs and 27195 indirect jobs; through this approximately 40% and 5% resulted in jobs for women and differently abled individuals, respectively. INVENT resulted in 17 NGOs & proprietorships evolving into for-profit startups, and helped in 41 IP registrations. It has also improved the livelihoods of 53 transgenders through its incubatee - Kineer Services.

#### d. VITALS

Villgro Information Tracking & Learning Systems (VITALS) is a platform utilized by internal teams to generate profound insights, analysis and actionable reports for streamlined incubation. Currently VITALS houses 2 years' worth of data that allows for deep reviews and analysis of our work. We are able to view all information pertaining to our portfolio companies, track progress based on key data points, manage and predict future growth and challenges based on the data collected over the last 2 years.

VITALS is being developed as a product for other incubators to use as well. Villgro will provide the necessary support to do the setup and customisation as needed.

The following activities were conducted in 2019-2020 with support from Ford Foundation:

- Platform upgrade and enhancements, with portfolio tracking & management modules, development of dashboards, donor & grant management tracking.
- Complete portfolio data ported to VITALS to enable seamless transition from multiple offline modes of data tracking.

Kick-off of Phase 2 development, with support from Fidelity Foundation was also initiated. VITALS Phase 2 consists of the following key upgrades

1. Enhanced reporting and data visualisation modules - The current VITALS platform has a static dashboard module that summarises key data points from the portfolio. The scope of the reporting project is to redo the data visualisation and reporting section in VITALS to provide the team with the ability to quickly access data summarise and analyse it from various angles, the ability to slice and dice data to bring out meaningful inferences that will tighten the portfolio management activities.
2. Development of the replication ready product - The productising related development which consists of
  - a. Upgrading the current platform by adding minor tweaks/ functionalities that would be required by incubators to manage their entire organisation
  - b. UI/ UX design revamp to refresh the UI and navigation of the entire system to ensure easier user flow as well as a more contemporary look and feel
  - c. Componentizing & preparation of a readily installable platform so that requirement-based set-ups can be done easily and quickly.

Selection of the development partners for both these major upgrades and initial work around the UI/UX refresh were done towards the end of 2019-2020.

## IV. CAUSE-BASED PROGRAMS

### a. Scaling Impact via Invention Based Enterprises (IBEs)

We successfully added 9 Invention-based enterprises (IBEs) to its portfolio - 3 in Healthcare and 6 in Agribusiness.

Healthcare: BeAble, FlexMotiv, RedWings,

Agribusiness: Bharat Rohan, Cultyvate, Kritsnam, Oscillo, RAAV, Urdhvam

We strengthened our Health Sector expertise and widened our reach for invention-based enterprises by fostering collaborative partnerships with BIRAC-MSMF, Phoenix Medical Systems, and Genworks. This enabled our IBEs in the Health Portfolio to have access to markets, state of the art research facilities, clinical trials, and R&D.

In Agribusiness, our partner Hindustan Unilever Foundation expressed keen interest to support enterprises innovating in the space of water conservation in agriculture which resulted in Villgro scouting for such enterprises through iPitch.

In our Energy & Clean-tech Practice, with the support of BIRAC we expanded our sub-thematic focus to include innovations in 'Waste to Value' and the prudent use of energy.

### b. Powering Livelihoods (In partnership with CEEW)

Powering Livelihoods, a USD 3 million initiative of Villgro & CEEW, aims to boost India's rural economy by scaling up the penetration of clean energy-powered appliances for livelihoods. Over three years, beginning in 2020, the initiative will support at least six enterprises to sustainably deploy **Distributed Renewable Energy** solutions at large scale.

Villgro with the help of partner CEEW, one of the premier think tanks in Asia, will leverage their experience and evidence generated to convene stakeholders such as the Ministry of New and Renewable Energy, National Livelihood missions, the Financial sector and others to advocate for favourable policies to impact BOP and catalyse the sector.

The call for applications for the Powering Livelihoods program was launched at **Unconvention on 6th December 2019**. A targeted marketing campaign led to identifying six states where MSMEs primarily engaged in manufacturing livelihoods equipment. We received coverage in The Hindu, The New India Express, Business Insider (PTI) and many other prominent regional media publications. We received over **95 applications** from social entrepreneurs across the country. Six enterprises were provisionally selected, and the final on-boarding will begin after legal and financial due diligence in FY 2020-2021. Power For All, CLEAN, Upaya Social Ventures, RAL and Caspian Debt were onboarded as program partners.

### c. **Technologies for Collective Good in Agricultural Water Use**

Villgro is committed to working on water management solutions, farmer support technologies and creating demand for water efficient use produce.

Towards this end, we signed agreements with 6 companies - RAAV, Bharat Rohan, Oscillo, Kritsnam, CultYvate, Urdhvam and provided financial support of INR 115 lacs. The enterprises were provided with Technical Assistance amounting to INR 3.15 lacs and INR 4.84 lacs was spent on providing mentoring support.

### d. **BIRAC-BioNest (In Partnership with MSMF)**

BioNest is an initiative by BIRAC to foster the biotech innovation ecosystem in India. Villgro, in association with the Mazumdar Shaw Medical Foundation (MSMF) and Narayana Health (NH) have partnered to support and strengthen innovations in low-cost medical care.

MSMF-NH will support these enterprises with access to physical infrastructure including the use of high-end equipment and testing facilities, apart from clinical expertise from the Narayana Health hospital and access to the network of industry experts from the Mazumdar Shaw Medical Foundation.

In 2019-2020, BioNest incubated three of Villgro's incubatees - Janitri, Yostra and Omix.

### e. **BIRAC-SPARSH**

Villgro & BIRAC signed an Agreement to support a cohort of innovators to understand and discover waste management and environmental pollution related problems in India and mentor them to create viable products and services to solve them. The call for applications took place in November - December 2019 and the social innovators will be selected by July 2020.

In the BIRAC Social Innovation Immersion Program these "Social Innovators" will create innovative solutions focused on the themes of Waste to Value and Combating Environmental Pollution.

In the first cycle which lasts 18 months, a group of 5 Social Innovators will be identified to work on the waste to value theme, which will be followed by the second cycle of 18 months where another 5 Fellows will work on 'Combating environmental pollution'.

Villgro will help individual innovators identify needs & gaps within communities, help gain valuable market insights and enable them to convert these insights into a feasible solution.

**f. Gender Inclusion: Providing access to finance for women entrepreneurs and increasing impact on women & girls at the bottom of the pyramid**

In 2019 - 2020, our portfolio companies employed 43.8% women and 33% of the portfolio companies we supported had a minimum of one female Founder.

Our Board of Advisors inducted two new members which resulted in a 1:1 gender ratio.

As a step towards measuring our progress towards diversity and inclusion, we have incorporated the United Nations SDG 5: Achieving Gender Equality & Empower All Women, into our impact measurement thesis.

Villgro signed an agreement with the Hindustan Unilever Foundation to support 3 social enterprises in agriculture; these enterprises are to either be led by women or to impact women and girls at the bottom of the pyramid.

**V. FINANCIALS**

**1. Sources of Funding**

**a. Grant Funding**

| Organization Name                                    | Foreign/Domestic | Grant/Services | Grant Amount | Utilized           |
|--|------------------|----------------|--------------|--------------------|
| Accenture Solutions Private Limited                  | Domestic         | Grant          | 23,802,000   | 3,286,219          |
| Aspen Network of Development entrepreneurs           | Foreign          | Grant          | 5,627,534    | 5,627,534          |
| Biotechnology Industry Research Assistance Council   | Domestic         | Grant          | 20,000,000   | 119,475            |
| Daimler Financial Services India Private Limited     | Domestic         | Grant          | 8,000,000    | 6,088,685          |
| Stichting DOEN                                       | Foreign          | Grant          | 23,558,430   | 586,643            |
| Ford Foundation                                      | Foreign          | Grant          | 7,023,571    | 4,840,124          |
| Fidelity Asia Pacific Foundation                     | Foreign          | Grant          | 7,158,740    | 358,335            |
| HDFC Bank Ltd  | Domestic         | Grant          | 10,000,000   | 9,532,655          |
| Hindustan Unilever Foundation                        | Foreign          | Grant          | 59,449,800   | 10,520,384         |
| Technology Development Board - Grant                 | Domestic         | Grant          | 470,000,000  | 125,486,308        |
| Mercedes Benz Research and Development India Pvt Ltd | Foreign          | Grant          | 13,499,750   | 3,748,581          |
| Olam Information Service                             | Domestic         | Grant          | 2,500,000    | 2,500,000          |
| Rabo Bank  | Domestic         | Grant          | 5,000,000    | 4,663,841          |
| SAP India Pvt Ltd                                    | Domestic         | Grant          | 2,747,250    | 1,738,558          |
| The Lemelson Foundation                              | Foreign          | Grant          | 124,698,422  | 31,497,853         |
| Yes Bank   | Domestic         | Grant          | 28,000,000   | 7,518,602          |
| <b>Total</b>   |                  |                |              | <b>218,113,797</b> |

## b. Service Based Funding

| Organization Name                   | Grant/Services | Contract Value    | Receipts          |
|-------------------------------------|----------------|-------------------|-------------------|
| Doen Participates                   | Service        | 2,645,547         | 2,026,972         |
| Mazumdar Shaw Medical Foundation    | Service        | 1,116,000         | -                 |
| GIZ                                 | Service        | 132,447           | 132,447           |
| IIM Lucknow                         | Service        | 650,000           | -                 |
| Invest India                        | Service        | 2,790,000         | 930,000           |
| Venture Wells                       | Service        | 3,869,618         | 3,869,618         |
| Yes Bank                            | Service        | 713,009           | 713,009           |
| United Nation Development Programme | Service        | 2,743,916         | 2,743,916         |
| Unconvention                        | Service        | 2,949,615         | 2,949,615         |
| 5C Network                          | Service        | 153,084           | 153,084           |
| Mad Cloud Technologies              | Service        | 345,000           | 345,000           |
| Technology Development Board        | Service        | 1,250,000         | 1,250,000         |
| <b>Total</b>                        |                | <b>19,358,236</b> | <b>15,113,661</b> |

## 2. Program Expenditure

| Particulars                              | Amount in Rs (Lakhs) |
|--|----------------------|
| Funding to Incubatee                     | 317.68               |
| Grants to incubators (INVENT)            | 1,251.87             |
| Investments in Incubatees                | 35.00                |
| Marketing iPitch and Unconvention        | 61.78                |
| Mentoring & Technical Assistance Program | 35.50                |
| Incubation Expenses                      | 604.77               |
| Overhead Expenses                        | 198.71               |

### 3. Audited Financials

Villgro Innovations Foundation  
Balance Sheet as at March 31, 2020  
(All amounts are in Indian Rupees unless otherwise stated)

|  | Notes | As at<br>March 31, 2020 | As at<br>March 31, 2019 |
|--|-------|-------------------------|-------------------------|
| <b>LIABILITIES</b>   |       |                         |                         |
| <b>Shareholders' funds</b>   |       |                         |                         |
| Share capital  | 3     | -                       | -                       |
| Reserves and surplus   | 4     | 61,733,901              | 62,842,274              |
|  |       | <u>61,733,901</u>       | <u>62,842,274</u>       |
| <b>Fund balances</b>   | 5     | 80,479,738              | 124,916,486             |
| <b>Non-current liabilities</b>   |       |                         |                         |
| Long-term provisions   | 6     | 2,138,314               | 3,949,108               |
| <b>Current liabilities</b>   |       |                         |                         |
| <b>Trade payables</b>  |       |                         |                         |
| Total outstanding dues of micro enterprises and small enterprises                      | 7     | -                       | -                       |
| Total outstanding dues of creditors other than micro enterprises and small enterprises |       | 1,207,823               | 3,070,885               |
| Other current liabilities  | 8     | 39,730,987              | 3,735,851               |
|  |       | <u>40,938,810</u>       | <u>6,806,736</u>        |
| <b>Total</b>   |       | <u>185,290,763</u>      | <u>198,514,604</u>      |
| <b>ASSETS</b>  |       |                         |                         |
| <b>Non current assets</b>  |       |                         |                         |
| <b>Property, plant and equipment</b>   |       |                         |                         |
| Tangible assets  | 9     | 588,715                 | 338,447                 |
|  |       | <u>588,715</u>          | <u>338,447</u>          |
| Non-current investments  | 10    | 15,191,711              | 20,722,282              |
| Long-term loans and advances   | 11    | 4,592,855               | 4,835,407               |
| Other non current assets   | 12    | 7,260,939               | -                       |
|  |       | <u>27,045,505</u>       | <u>25,557,689</u>       |
| <b>Current assets</b>  |       |                         |                         |
| Trade receivables  | 13    | 4,832,414               | 3,945,441               |
| Cash and bank balances   | 14    | 152,254,838             | 167,158,386             |
| Short-term loans and advances  | 11    | 529,015                 | 1,411,319               |
| Other current assets   | 15    | 40,276                  | 103,322                 |
|  |       | <u>157,656,543</u>      | <u>172,618,468</u>      |
| <b>Total</b>   |       | <u>185,290,763</u>      | <u>198,514,604</u>      |

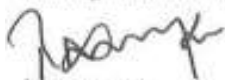
Significant accounting policies

2

The notes referred to above form an integral part of the financial statements

As per our report of even date attached

for **BSR & Co, LLP**  
Chartered Accountants  
Firm Registration No. 101248/W/W-100022



**Naveen Raj R**  
Partner  
Membership No: 217772

for and on behalf of the board of directors of  
**Villgro Innovations Foundation**  
CIN : U91990TN2001NP1047075



**Dimple Manish Gujral**  
Director  
DIN:08537016



**Ramaraj Rajasekar**  
Director  
DIN : 00090279



**Srinivas Ramanujam**  
Chief Executive Officer

Place : Chennai  
Date : September 23, 2020

Place : Chennai  
Date : September 23, 2020



Villgro Innovations Foundation  
Statement of Income and Expenditure for the year ended March 31, 2020  
(All amounts are in Indian Rupees unless otherwise stated)

|   | Notes | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|---|-------|--------------------------------------|--------------------------------------|
| <b>INCOME</b>   |       |                                      |                                      |
| Grant income  | 16    | 218,683,742                          | 251,057,068                          |
| Other income  | 17    | 27,239,032                           | 26,105,715                           |
| <b>Total</b>  |       | <b>245,922,774</b>                   | <b>277,162,783</b>                   |
| <b>EXPENDITURE</b>  |       |                                      |                                      |
| Programme expenses  | 18    | 214,423,322                          | 238,815,406                          |
| Employee benefits expenses  | 19    | 12,244,357                           | 8,550,083                            |
| Depreciation  | 9     | 492,161                              | 440,104                              |
| Other expenses  | 20    | 19,871,307                           | 16,422,081                           |
| <b>Total</b>  |       | <b>247,031,147</b>                   | <b>264,227,674</b>                   |
| <b>Surplus / (deficit) of income over expenditure before tax</b>                  |       | <b>(1,108,373)</b>                   | <b>12,935,109</b>                    |
| Current tax   | 21    | -                                    | -                                    |
| <b>Surplus / (deficit) of income over expenditure transferred to general fund</b> |       | <b>(1,108,373)</b>                   | <b>12,935,109</b>                    |
| Significant accounting policies   | 2     |                                      |                                      |

The notes referred to above form an integral part of the financial statements

As per our report of even date attached

for **BSR & Co, LLP**  
Chartered Accountants  
Firm Registration No. 101248W/W-100022

Naveen Raj R.  
Partner  
Membership No: 217772

for and on behalf of the board of directors of  
**Villgro Innovations Foundation**  
CIN : U91990TN2001NPL047075

Dimple Manish Gujral  
Director  
DIN:08537016

Ramaraj Rajasekar  
Director  
DIN : 00090279

Srinivas Ramanujam  
Chief Executive Officer

Place : Chennai  
Date : September 23, 2020

Place : Chennai  
Date : September 23, 2020

**Villgro Innovations Foundation**  
**Cash Flow Statement for the year ended March 31, 2020**  
 (All amounts are in Indian Rupees, except share data or as stated)

|   | Notes      | For the year ended<br>March 31, 2020 | For the year ended<br>March 31, 2019 |
|---|------------|--------------------------------------|--------------------------------------|
| <b>A. Cash flows from operating activities</b>                                    |            |                                      |                                      |
| Surplus / (deficit) of income over expenditure before tax                         |            | (1,108,373)                          | 12,935,109                           |
| <i>Adjustments for:</i>   |            |                                      |                                      |
| Grants received / (utilised) during the year                                      |            | (5,238,597)                          | 62,191,575                           |
| Grant income recognised upon waiver / vacation of restriction                     |            | (3,768,259)                          | (5,344,772)                          |
| Interest income   |            | (6,010,081)                          | (1,731,088)                          |
| Provision for diminution in the value of investments                              |            | 9,030,571                            | 2,500,000                            |
| <b>Operating cash flow before working capital changes</b>                         |            | <b>(7,094,739)</b>                   | <b>70,550,824</b>                    |
| <i>Adjustments for:</i>   |            |                                      |                                      |
| (Increase) in trade receivables   |            | (886,973)                            | (2,532,169)                          |
| (Increase) / decrease in loans and advances and other current assets              |            | 852,770                              | (744,294)                            |
| Increase in trade payables, provisions and other current liabilities              |            | (5,374,952)                          | (232,698)                            |
| Cash generated from operating activities  |            | (12,503,894)                         | 67,041,663                           |
| Income tax paid / refund received (net)   |            | 272,086                              | (989,720)                            |
| <b>Net cash generated / (used in) from operating activities</b>                   | <b>[A]</b> | <b>(12,231,808)</b>                  | <b>66,051,943</b>                    |
| <b>B. Cash flow from investing activities</b>                                     |            |                                      |                                      |
| Purchase of property, plant and equipment   |            | (742,429)                            | (339,431)                            |
| Bank (deposits) / redemption (having original maturity of more than three months) |            | 52,615,244                           | (65,807,103)                         |
| Interest received   |            | 8,811,645                            | 8,445,855                            |
| Investment in equity shares   |            | (3,500,000)                          | (5,000,000)                          |
| <b>Net cash generated from/(used in) for investing activities</b>                 | <b>[B]</b> | <b>57,184,459</b>                    | <b>(62,700,679)</b>                  |
| <b>C. Cash flow from financing activities</b>                                     |            |                                      |                                      |
|   | <b>[C]</b> | -                                    | -                                    |
| <b>Net increase in cash and cash equivalents (A+B+C)</b>                          |            | <b>44,952,651</b>                    | <b>3,351,264</b>                     |
| Cash and cash equivalents at beginning of the year                                |            | 66,266,798                           | 62,915,534                           |
| <b>Cash and cash equivalents at the end of the year</b>                           |            | <b>111,219,449</b>                   | <b>66,266,798</b>                    |
|   |            | <b>As at<br/>March 31, 2020</b>      | <b>As at<br/>March 31, 2019</b>      |
| <b>Components of cash and cash equivalents</b>                                    |            |                                      |                                      |
| Cash in hand  | <b>14</b>  | 4,440                                | 70,521                               |
| Balances with banks   |            |                                      |                                      |
| - in savings account  |            | 57,016,439                           | 48,653,002                           |
| - in FCRA account   |            | 54,198,570                           | 17,543,275                           |
|   |            | <b>111,219,449</b>                   | <b>66,266,798</b>                    |

**Significant accounting policies**

2.

The notes referred to above form an integral part of the financial statements

As per our report of even date attached.

for **BSR & Co. LLP**  
 Chartered Accountants  
 Firm Registration No. 101248W/W-100022

**Naveen Raj R**  
 Partner  
 Membership No: 217772

for and on behalf of the board of directors of  
**Villgro Innovations Foundation**  
 CIN : U91990TN2001NPL047075

**Dimple Manish Gujral**  
 Director  
 DIN:08537016

**Ramaraj Rajasekar**  
 Director  
 DIN : 00090279

**Srinivas Ramanujam**  
 Chief Executive Officer

Place : Chennai  
 Date : September 23, 2020

Place : Chennai  
 Date : September 23, 2020