

Industree Foundation

ANNUAL REPORT

2017-18





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NOTE FROM NEELAM

The inspiration for Industree struck when I was a student at the National Institute of Design. While studying Dhokra craft in Bastar, it became very clear that since the industrial revolution, which had brought competitively priced, mass-produced products from other countries to the villages, people in rural areas no longer bought what local artisans made. In order for livelihoods in creative manufacturing to grow, they would have to reach out to more distant markets, where their skills would be appreciated and valued. In the years that followed, Industree has evolved to become a link between creative producers and modern supply chains, establishing a model that can enable India's vast rural population to rise to the challenge of supplying to global markets, spurring economic growth at the grassroots level.

But the story doesn't end there. Industree has constantly had to reinvent itself, bridging the gap between traditional non-profit models and the fast-paced change of market-led growth in the private sector. Over the years, we have understood that creative producers can become owners of their businesses and leaders in their communities when provided with an enabling ecosystem. Industree's holistic model has enabled real progress in rural areas, at the same time pushing for the policy changes required for India's creative producers—especially women—to thrive. Leveraging this experience, Industree began its most ambitious initiative yet: Mission Creative Million.

The first year of Mission Creative Million has been both inspiring and challenging. Embarking on such a journey could have been daunting for a small organisation, but our teams have risen to the challenge; exceeding expectations. Creative Million is aligned with four key sectors: apparel, handloom, natural fibre and artisanal food; all labour-intensive industries from which a great number of producers in rural areas derive their livelihoods, with vast potential for unlocking inclusive growth.

The past year saw Creative Million projects advance in several states. In apparel, successful pilots have begun in Karnataka and Andhra Pradesh. Thanks to the support of partners like Social Venture Partners, Tata Trusts, UNDP's Project Disha, Mastercard Center for Inclusive Growth,

Standard Chartered, the British Asian Trust, Sonata Software, the NSDC, and others, Industree is not only bringing creative producers into the formal sector, it is also filling the gaps between skilling programs and employment. A majority of the women involved in Creative Million projects are now formally earning for the first time in their lives, and many of them emphasise how truly life-changing the transition has been from sitting idle at home or taking on sporadic manual labour jobs to earning in companies that they collectively own. In a country where women in rural areas often do not have the opportunity to advance their careers, enabling them to take ownership of their work and their lives is profoundly inspiring.

In natural fibre value chains, the ongoing collaboration between IKEA, Mother Earth and Bangalore Greenkraft has expanded, giving women in rural Tamil Nadu increased economic opportunity. Working with Standard Chartered to build these women's financial capabilities also ensures that they are empowered to make responsible financial decisions with their earnings, including spending on their children's education and saving for the future. We are thrilled to report that many women who were afraid of going to the ATM or avail of banking services because they thought these were for "high-class" people, are now proud experts in banking, including taking out loans for their businesses, and of course, using the ATM. Industree is also working with communities of tribal women in Odisha who derive their livelihoods from non-timber forest products like siali leaf, ensuring that they have access to increased and regular incomes and financial training. Projects in the apparel and embroidery value chains have been gaining momentum in Karnataka, and with support from Tata Trusts, we are planning to scale similar apparel projects in Andhra Pradesh. In the coming year, we hope to include handloom and value added food sectors in our areas of focus, with new partnerships.

Mission Creative Million has transitioned more quickly than expected from a single organisation's initiative to a broader movement, adopted by multiple institutions. We are proud to announce a partnership that has evolved with Mindtree and Vrutti, initiated by Social Venture Partners, which will enable our projects to scale exponentially. The ecosystem is evolving more rapidly than we initially imagined, as we had planned to transition from mission to movement mode after five years. This is in large part thanks to Accenture, whose teams helped streamline Industree's model in a way that enables other organisations to both adopt and adapt it, even across sectors.

Another crucial part of transitioning to movement and platform mode this year has been developing our association with EkStep Foundation. Along with Mindtree, Vrutti, and other partners, Industree is developing the Platform for Economic Opportunity, which will bring together vital resources and learning materials for producer-owned companies across farm and creative manufacturing sectors. The Platform for Economic Opportunity is being developed as a Societal Platform (CC BY ND 4.0 International License, EkStep Foundation, (www.societalplatform.org)). This digital societal platform aims to enable 100 million producers in the farm and off-farm sectors to attain prosperity through connected entrepreneurship. You will find out more about the potential impact of this platform, as well as the progress we've made on Creative Million projects and stories from the field, in this Annual Report. This year, witnessing the growth of Creative Million firsthand has given our teams and partners the drive to overcome the challenges that stand in the way of building truly inclusive growth.



Neelam Chhiber
Co-founder and Managing Trustee



“Ever since I started working here, I’ve learnt new skills and I get to spend time with other women. This place is close to my home and so it’s more convenient to work here than in a garment factory.”

-Sarvamangala, Mandya Unit



SARVAMANGALA'S STORY

From a homemaker to a tailor

Sarvamangala, 38, is from Bevanahalli village in Mandya district, Karnataka. Formerly a homemaker, she now works as a tailor at the Kyathumgere unit. Her husband passed away three years ago, and she now supports herself financially. She has two sons; one of whom is completing his diploma; the other works in Bangalore. Their family has two acres of farm land, but they are not able to make much use of it due to a lack of irrigation.

Every day, Sarvamangala wakes up between 5:00 and 5:30 a.m. From 6:00 to 7:00, she works in the field, and then prepares breakfast and does household chores. Nowadays, instead of being at home all day, she takes the bus to the Kyathumgere tailoring unit by 9:00 in the morning. She has been working as a tailor since October 2017, after she received training from Industree Foundation. She says she is happy to work with a community of women, which is a big change from before her association with Industree, when she says she wasn't doing anything after completing the household work and looking after cattle.

Sarvamangala says, "Ever since I started working here, I've learnt new skills and I get to spend time with other women. This place is close to my home and so it's more convenient to work here than in a garment factory." She adds that the women in her self-help group are very helpful, and that the Gram Panchayat is supportive of their work. However, she states that community members do not always encourage women to work outside of their homes. Sarvamangala hopes to see that mindset change.

She dreams of building her own house one day, and works to support her son to complete his education successfully. She wants to motivate other women to work and contribute to women's empowerment. Overall, Sarvamangala says that since her unit is a producer-owned company, things are relatively flexible and she feels free to work according to her convenience, in contrast with garment factories.



MISSION

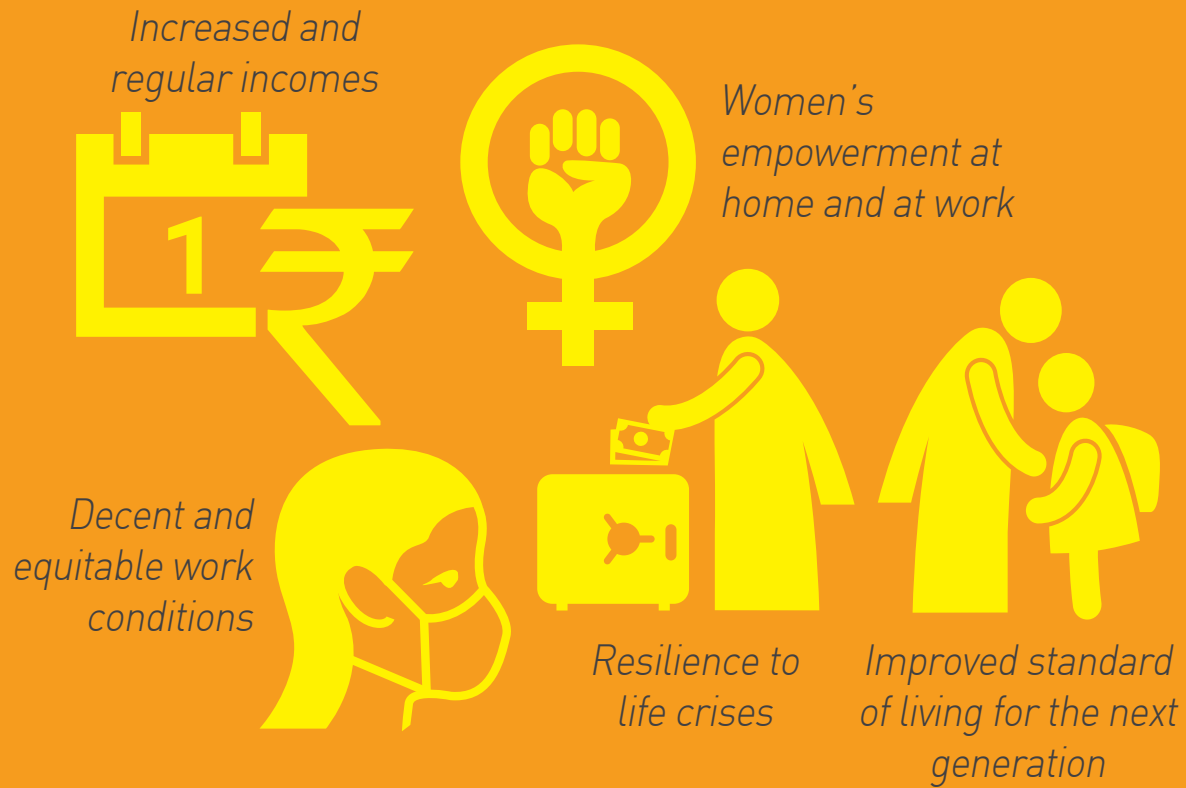
Industree builds sustainable livelihoods in the farm and creative manufacturing sectors to ensure that underemployed women can have high and regular incomes, decent and equitable working conditions, and resilience to life crises.

VISION

Industree envisions a world in which millions of producers rise out of poverty by building sustainable livelihoods in creative manufacturing.

We believe that when producers have access to an enabling ecosystem they are able to pursue their futures with dignity, and that when women earn they are empowered at home and in their communities.

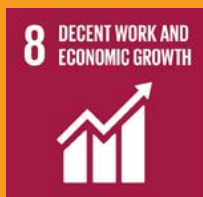
CORE IMPACT AREAS



CONNECTION TO SUSTAINABLE DEVELOPMENT GOALS



Gender equality: Industree's social entrepreneurship model with an emphasis on creating livelihoods for women contributes towards the fifth United Nations Sustainable Development Goal of Gender Equality.

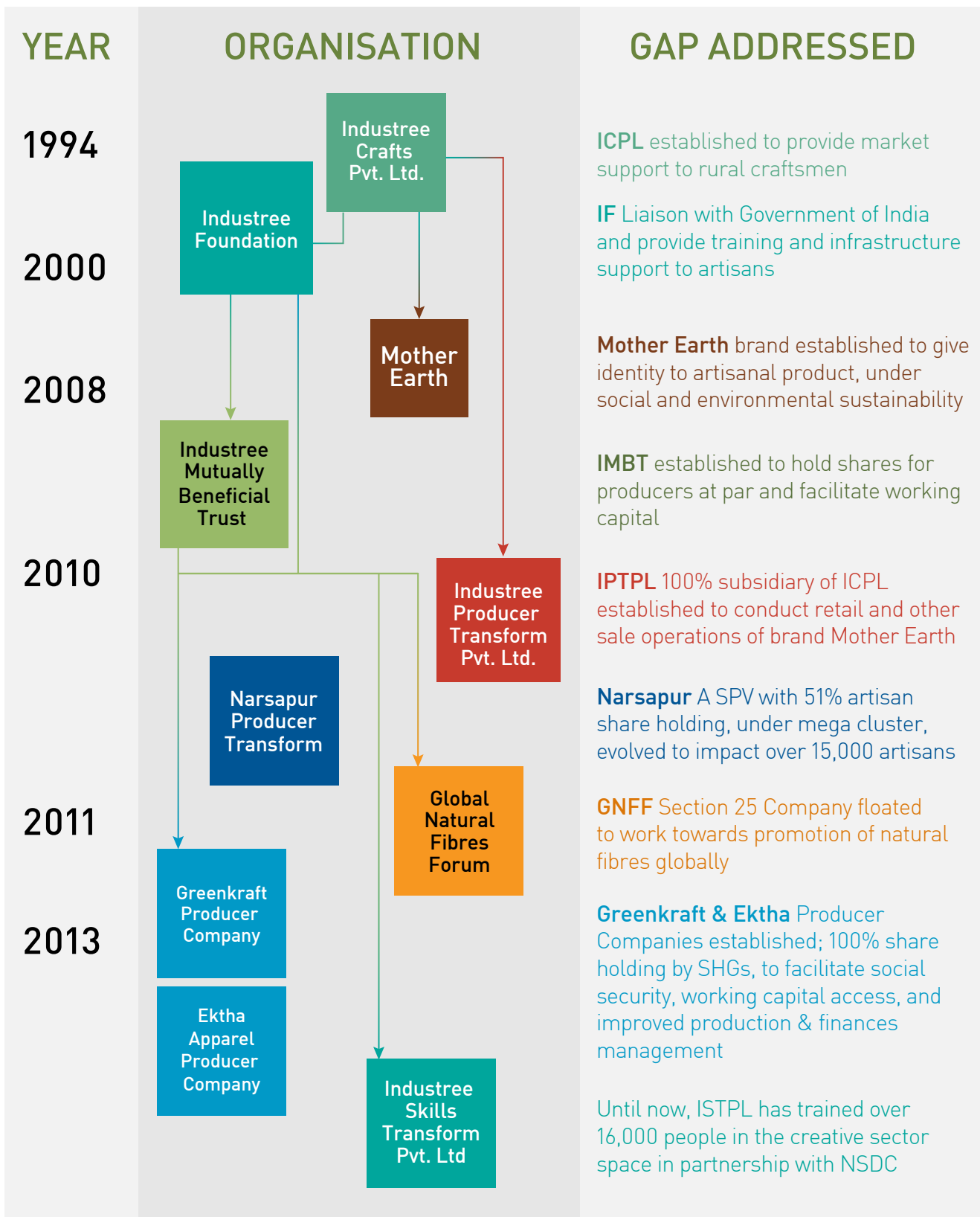


Decent work and economic growth: The self-help group and producer-owned distributed manufacturing model generates increased incomes and job stability for artisans and contributes to the eighth United Nations Sustainable Development goal of Decent Work and Economic Growth.



Responsible consumption and production: By creating a market for natural fibre products and converting waste material into useful products, Industree's work is contributing to the eleventh United Nations Sustainable Development Goal of Responsible Consumption and Production.

EVOLUTION OF INDUSTREE





MISSION CREATIVE MILLION



Mission Creative Million is a movement designed to impact one million producers (a majority of whom will be women) across farm and creative manufacturing value chains. The purpose of the movement is to incubate and accelerate producer-owned enterprises, by enabling improved access to markets, working capital, design and other professional services. This will enhance producers' incomes, leading to sustainable livelihoods for future generations.

Creative manufacturing is the backbone of the rural non-farm economy in India. However, a majority of the producers in the sector work outside of the formal framework, and are forced to take up employment in exploitative conditions. Producers struggle to gain access to broader markets and depend on infrequent and underpaid local orders, often placed by middlemen who take a cut. Furthermore, as a result of the unorganised nature of business and lack of supply chain transparency, abuses like low wages, long hours, forced overtime, unsafe working conditions, short-term contracts, and harassment are systemic. Women, who comprise a majority of this workforce, are especially vulnerable, and sometimes earn less than half of what men do for the same work.

An alternative to exploitative employment is for producers to set up their own units, but the obstacles to success are many. With little access to professional management, producers operate using inefficient production practices, and often rely on middlemen for access to raw material, capital, and markets.

Industree's approach provides creative producers a choice to work in self-owned enterprises, earning stable and fair wages under good working conditions. Mission Creative Million is Industree's strategy to bring this possibility to producers across India, achieving both economic impact (including regular work, increased wages and financial stability) and social impact (improved agency for women at home and in their communities, as well as better opportunities for the next generation). Industree works simultaneously on economic and social empowerment, providing the support required for producers to set up and scale their enterprises.

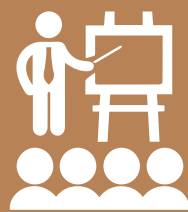
Industree creates and accelerates producer-owned enterprises to sustainability using its 6C model. Industree plays the role of an incubator by facilitating the aggregation of producers into self-owned enterprises, implementing capacity-building for them, assisting them in developing products that appeal to modern markets, and enabling their access to vital working capital. Industree's model makes use of a professional management team to streamline operations of the enterprises, as well as a Platform for Economic Opportunity (PEO), including apps and a dedicated e-commerce portal, to bring traceability and transparency to otherwise opaque and unaccountable supply chains. The app suite, DOT Next, will build traceable systems to track producers' payments, and facilitate access to resources like raw material, capital and design. Hastti, the producer-owned e-commerce platform, will connect producers making traceable handmade products directly to customers a retail markets. These services, combined with the rest of the PEO, create an ecosystem in which producers can earn steady incomes through decent and equitable work, gain access to consistent demand for their products and services, and lift themselves out of poverty, attaining social empowerment.

6C model

Developing the ecosystem for sustainable impact through six core components



Construct
Aggregation &
infrastructure



Capacity
Training and
skill-building



Connect
Digital resources
and platform



Capital
Working capital



Create
Design inputs



Channel
Market access



FOCUS ON MARKET ACCESS

In the early 1990s, Neelam Chhiber partnered with social investor Gita Ram to work on government projects that trained rural artisans in resource-starved states of the country. Over the years, Neelam had witnessed craft communities reaching dead ends. Uninformed by customer preferences or market insights, their products languished in government stores. The vexing process of skilling crafts producers and building small manufacturing units in their hamlets only to see the resulting products struggle without access to concrete markets motivated Neelam and Gita to make a change. To address this issue, Industree Crafts Pvt. Ltd. was born and a retail outlet was set up in Bangalore in 1996. The idea was to create and sell high quality products for international and domestic markets by combining traditional crafts and natural fibre materials with contemporary design and usage.

The company quickly gained local recognition for its natural fibre-based home products. The natural fibre sector in India is driven by minority BPL families - 56% from SC/ST groups - with 94% ultra poor women in the workforce. This company attempted to address the complex economic and social disadvantages of its production base but, over time, the capital-intensive

process of artisan mobilisation and training, setting up manufacturing capabilities, and building supply chains in remote rural areas was a drain on resources. The strategy of focusing on export business was also inefficient as there was no guarantee of regular orders to ensure a regular stream of revenue, and therefore creating a domestic market to augment sales was essential.

Neelam realised the need for a stronger retail brand to build a consistent market for these products. Capital for the scale-up of operations came from an initial investment from Future Group and Grassroots Business Fund. Through that investment, state-of-the-art talent came onboard. Then, Industree raised catalytic philanthropic funds through the not-for-profit Industree Foundation to scale Mission Creative Million, designed to provide livelihoods for one million women across India. Debt funding was leveraged through NSDC for a skill-development company, because Industree knew that the kind of work it was doing was impossible through a single entity. Industree has instead taken a holistic ecosystem approach, raising funds to support all the entities required to make the hybrid model run smoothly.

The Mother Earth brand was born in 2008, and now has retail outlets in eleven states and more than 20 different cities, ensuring that artisanal production in rural areas has an expanded market reach.



**mother
earth**

Looking Good
Doing Good



OUR IMPACT KARNATAKA

In Karnataka, Industree Foundation is involved in livelihoods development & market linkage for 2,000 women in the apparel value chain; supported by UNDP, Social Venture Partners, British Asian Trust, National Skills Development Corporation.

In the production units set up so far, 80% of women are earning for the first time. Producers participating in this project are receiving income directly in their bank accounts, transitioning out of the cash economy. In one of the tailoring units in Mandya district, producers negotiated their rent with the landlord and got it reduced. This shows that the women have internalised a sense of ownership and entrepreneurship. Producers are also actively seeking out orders from the local market and are negotiating the price points for these orders themselves. Producer groups are taking out loans to pay off the investment on sewing machines and are repaying the amount from revenue earned by their units.

Watch this video: <http://bit.ly/MandyaVideo>

“Every girl should be independent. No girl should be afraid...I just want to educate my children, support my husband and improve myself.”

-Suraiya, Kirgauvalu unit, Mandya Karnataka



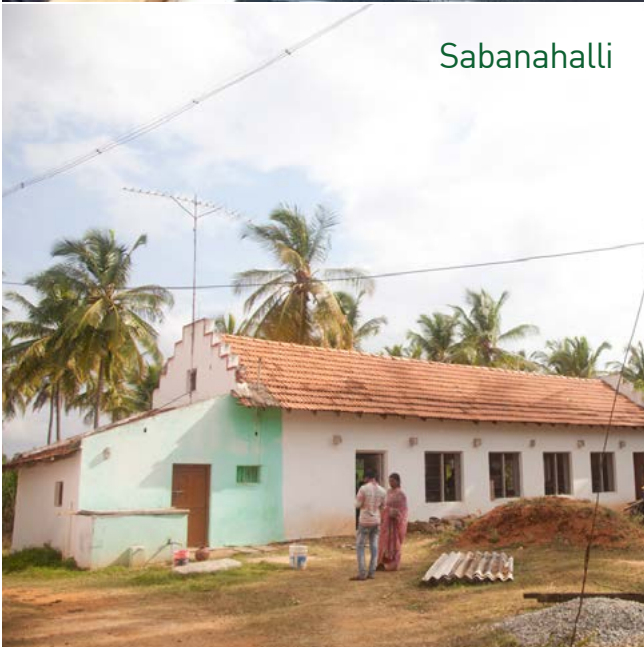


Azad Nagara

Production units:
Mandya district, Karnataka



Kirgauvalu



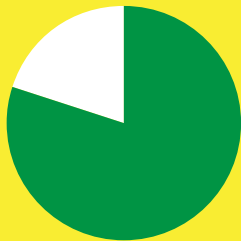
Sabanahalli



Kyathumgere

80%

of women are
earning for
the first time



Total Revenue
500,000
(Embroidery
& Tailoring)



75
new designs
developed

Tailoring
productivity
increases
more than
200%

OUR IMPACT TAMIL NADU

In Tamil Nadu, Industree Foundation is building the financial capability of 5,000 producers across multiple value chains including natural fibre, apparel, and handloom. The project implementation is complete and the project has been renewed for the second year for another 5,000 producers with support from Standard Chartered and Mastercard Center for Inclusive Growth.

Through this project, 5,000 producers have been trained in financial literacy: learning concepts such as financial planning, mobile and digital banking, and access to loans. All the producers impacted are encouraged to start maintaining a financial diary to track income and expenses post the training. More women have started using their ATM cards, as opposed to depending on their husbands or children like they previously did. Those who didn't have cards before have now applied for them. Producers have also stated that they would be comfortable approaching banks to take out loans now.

Watch this video: <http://bit.ly/GrowthTN>

***“Many women like me
have hardships; they are
oppressed.
This work can free them
from poverty.”***

*-T Rani, Pudukkottai unit,
Tamil Nadu*





5,000

women in TN underwent financial literacy training

100%
of women now have bank accounts

70%
have an ATM card and are using it

More than

200

women worked on the IKEA order



Total wages generated by the order:

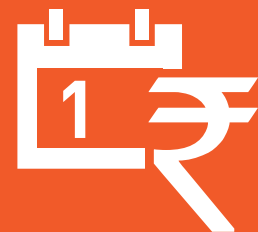
40% of
17 lakhs



More than

300

women were trained in basketry



Women earn stable income for the first time

Turnover of the unit:

₹10 lakh

After IKEA order women earn

Tripled Incomes

OUR IMPACT ODISHA

Industree Foundation is currently implementing a project upskilling 2,000 tribal women working in the siali leaf value chain in Balliguda and Phulbani forest divisions, bringing in design and productivity improvements to reach out to new markets, supported by Odisha Forestry Sector Development Project (OFSDP).

Industree Foundation is providing support for demand-side activities (revenue-oriented & marketing activities). To this end, Industree has successfully mobilised more than 600 women across 26 self-help groups in the Sirla area and 22 self-help groups in the Lundruguda area and completed capacity-building (including hard and soft skills training) for more than 1,050 women. Branding activities have begun, and infrastructure development is currently in progress thanks to a partnership with SELCO Foundation to introduce solar powered electrical systems to these remote locations, which suffer from frequent power cuts. While the women are currently working on local siali leaf plate orders, Industree Foundation is in the process of securing larger orders from Bangalore. Industree is also looking to upgrade the machinery in use at the units in order to cater to a larger market and create more designs and product options. This will increase incomes further and also ensure consistent orders.

Watch this video: <http://bit.ly/OdishaLivelihoods>

“We decided to stick with the group and make it successful. We will solve the village’s problems and improve our lives.”

*- Ippuli Mahji, Lundruguda unit
Odisha*





4x
increase in
incomes

Design
development
underway

Sustainable
harvesting and
quality stitching

1050
women trained in
business skills

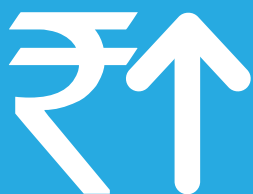
PLATFORM FOR ECONOMIC OPPORTUNITY

Today in India there are 118 million marginalised farmers and artisans who earn less than INR 2,000 per month. These producers have negligible ownership of the value chains in which they operate, and are often perceived as mere labour.

The Platform for Economic Opportunity (PEO) is a digital societal platform that aims at providing opportunity to a 100 million of the poorest of the poor producers across farm and off farm sectors in India through entrepreneurship; enabling them to reach earnings of INR 10, 000 per month by 2025. Platform for Economic Opportunity is being developed as a Societal Platform (CC BY ND 4.0 International License, EkStep Foundation, www.societalplatform.org)

The PEO will restore agency so that artisans and farmers can take control of their destiny and build sustainable livelihoods.

- Fostering ownership and co-creation
- Enabling disintermediation
- Building new markets
- Creating wealth



ECONOMIC IMPACT

Increases producer earnings by 10X for artisans and 3X for farmers.

Contributes to the economy through revenues of \$500 billion and above across 100 million producers.



SOCIAL IMPACT

Builds resilience to life crises – sustained economic growth.

Builds social equity through ownership.

Creates cultural capital through artisanship.



ENVIRONMENTAL IMPACT

Reduces carbon footprint – localised supply chains and local consumption.

Optimises use of resources through processes and systems backed by data.

Revives the environment, promoting organic, natural farming and processing practices.

The PEO enables a threefold impact:

The farm and off farm sectors are plagued with dynamic problems. These problems call for the development of dynamic solutions. The foundation for building these solutions lies in Industree's 6C model.

In the 6C Model, each 'C' is a core component critical for building sustainable value chains. The 6Cs need to operate in tandem to ensure the success of a micro enterprise and the larger ecosystem.

The PEO is designed to connect producers, both farm and off farm, with 6C service providers and vice versa.

DOT Next Consortium

Industree Foundation, Vrutti and Mindtree (with over 400+ combined years of experience in farm, off farm and information technology sectors) have now come together to form a consortium called DOT Next that will build the PEO in collaboration with farmers and artisans.

The consortium, along with other key partners such as Ekstep, SVP, NSDC, Mastercard, and more, will work on scaling the platform with its multiple stakeholders across civil society, government, and markets: *samaaj, sarkar, bazaar*.

Digital Infrastructure

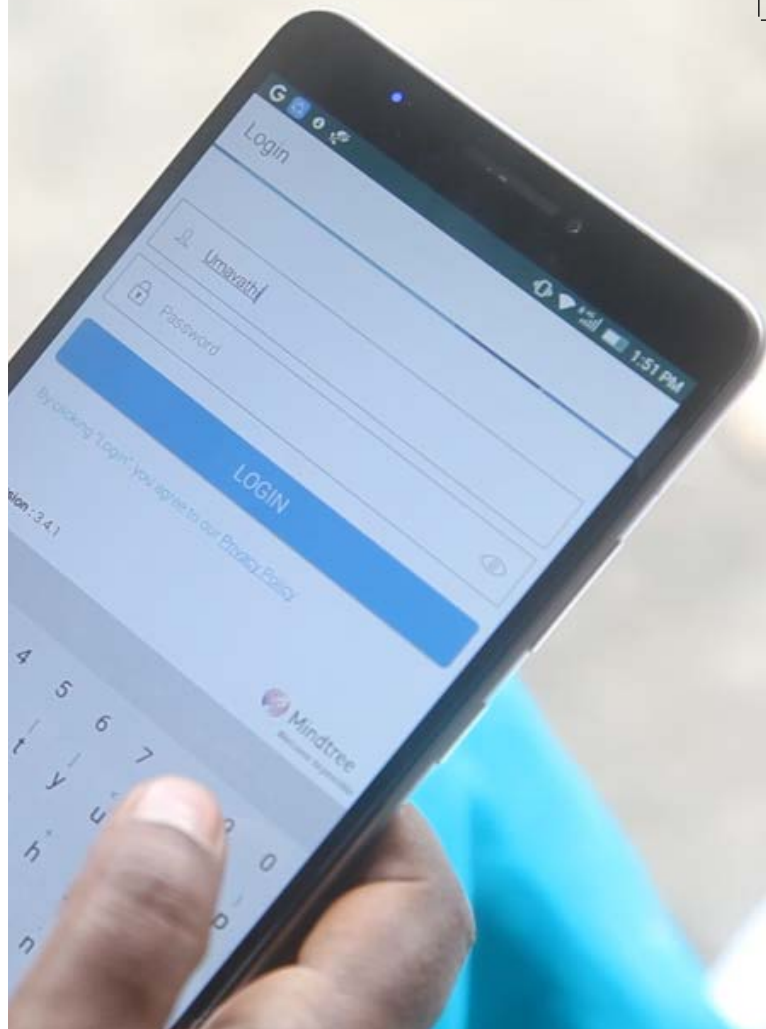
The PEO is built on digital infrastructure and developed with open APIs by Mindtree. This would mean that existing platforms such as Aadhar, Sunbird and Avanti with a shared value system could easily integrate with the PEO. This also means that going ahead, further technology-based solutions could be built on to the base infrastructure by those who wish to do so, leading to:

- Relevant solutions
- Disruptive Innovation
- Impact at scale

The strong technology backbone of the PEO and other platforms that it integrates with enables amassing big data that can be curated specifically for the benefit of the PEO stakeholders, enabling traceability.

Path ahead: Stage 1 (Year 1 -3)

DOT Next will look to create opportunity for the first 30,000 producers through the platform: 10,000 off farm and 20,000 farm-based producers.



These 30,000 producers will be aggregated into micro enterprises that will be brought under 24 Producer Enterprises.

In the first year, these producers will reach earnings of INR 5,000/ month, leading to a revenue generation of 100 Crore.

Key solutions

Digital infrastructure – To build out the digital infrastructure, DOT Next is conducting a pilot with farm and off-farm use cases. The aim is to identify critical scale blockers and create relevant technology solutions. The digital infrastructure is being funded by Mindtree.

Leadership building – One of the most critical solutions is building a professional management layer that will help run the business of producer companies and micro enterprises. This professional layer will liaison between the producer enterprises and the 6C service providers. DOT Next, in partnership with the Srishti School of Art, Design and Technology is currently running the MINT program that is training the Cadre of Entrepreneurs (COE) to lead and/or mentor the producer enterprises.



MINT PROGRAM

Masters in Impact Entrepreneurship

The Masters in Impact Entrepreneurship (MINT) is a joint initiative of IndusTree Foundation and Srishti Institute of Art, Design and Technology. The two year Masters program is designed to educate, incubate and accelerate impact entrepreneurs in their endeavours to solve some of the world's most complex social problems. Through an approach that combines design thinking, social impact and entrepreneurship, MINT equips its participants with tools to create successful impact enterprises.



DESIGN THINKING

Solve complex problems through design and innovation



SOCIAL IMPACT

To build a more sustainable and equitable world



ENTREPRENEURSHIP

Develop business solutions to profitably maximise impact

Design and businesses usually focus on the most affluent 10% of the world's population and the rest benefit only from a trickle-down effect.

Why don't the other 90% have access to business solutions that help them pull themselves up out of poverty?

This question is the basis for the Impact Edge Lab at Srishti Institute of Art, Design & Technology. Impact Edge supports early-stage social entrepreneurs in developing the mindset, skills and the sense of purpose needed to thrive in a rapidly changing world.

As the flagship program for Impact Edge, MINT aims to catalyse the creation of an inclusive economy by making entrepreneurship education, resources, co-curricular activities, practical training, expert coaching, funding and networks more accessible to students from diverse backgrounds at different stages of the entrepreneurial journey.



“With a unique design-infused curriculum, dedicated faculty, community of mentors and partnerships with broader entrepreneurial ecosystem, the MINT program provides us with the support needed to transform challenges into opportunities that have economic, social, and environmental impact”

*Suvish Sukumaran
Batch of 2017*



CURRENT PROJECTS

At present, Mission Creative Million's pilot projects are underway in Karnataka, Tamil Nadu, Odisha and Andhra Pradesh, with further projects being developed in Maharashtra, Uttar Pradesh, Rajasthan, and even Ethiopia.

In Karnataka, Industree is working with producers in the apparel value chain, incubating and accelerating independent producer units in 7 districts, of which projects have begun in Mandya and Ramanagara districts. These shall culminate in a larger production cluster that will supply contemporary hand embroidery and apparel to domestic and eventually international markets. Project partners include UNDP's Project Disha, the British Asian Trust, Social Venture Partners, and the National Skills Development Corporation. The Karnataka project is a fantastic example of the kind of broad collaboration that Mission Creative Million stands for, with several organisations working together towards a larger purpose.

Industree is also collaborating with the Odisha Forest Sector Development Project to impact women working in the siali leaf and non-timber forest product value chains in Phulbani and Baliguda forest divisions of Odisha. Through upskilling, improvements in technology, product diversification and direct market linkages, the project aims to increase incomes for women who were earning as little as INR 3,000 per year. 1,050 women have been trained so far, and more than 600 have already started working on local orders for fine-stitched plates. The production capacity and speed have greatly increased thanks to lean manufacturing, where a group of several women work together on different steps of making leaf plates, rather than each woman working alone, which takes exponentially more time and leaves more room for quality errors. Ongoing orders have been secured that will more than quadruple producers' incomes. In Tamil Nadu, Standard Chartered funded a project

to build the financial capability of 5,000 producers. Project implementation is complete and the project has been renewed for a second year. Women were trained in savings, budgeting, using digital financial services, and more. Many of them expressed great confidence in their new financial capabilities. Thanks to the Mastercard Center for Inclusive Growth, which is providing support across many states, Industree has gone beyond just training and is also working with producers in rural Tamil Nadu on an order from IKEA for banana fibre products. This order has tripled the incomes of more than 200 women, many of whom are the only working members of their families.

Industree recently began projects in enterprise building for 5,000 producers in tailoring and embroidery in rural and peri-urban Andhra Pradesh, funded by Tata Trusts. Scoping has been completed and training is currently underway for producers in the first tailoring unit in Anantapur district. Production is due to start in the next month.

Mission Creative Million has also expanded to Africa, with an initial project in the Bahir Dar region in Ethiopia involving enterprise development in farm-to-fashion value chain with 500 people. The scoping has been conducted, and master trainers from Ethiopia have completed advanced handloom weaving training in Bangalore.

In the coming years, Mission Creative Million projects like these will scale exponentially thanks to the Platform for Economic Opportunity (PEO), a digital societal platform being built by Industree, Mindtree and Vrutti. The PEO will enable 100 million producers in farm and off-farm sectors to increase their incomes through market access, training, professional management inputs, and many more services to help them build their businesses.

ACTIVITIES

April 2017



Uttar Pradesh Scoping Visit

In Sitapur district, this family with five daughters and two sons struggles to find more work opportunities. All of the children are educated, with the eldest daughter holding a Master's degree. The father is handicapped but runs a repair shop, and the girls do intermittent tailoring work for a very small profit, which they put towards furthering their education.

What if they could find more stable, higher-paying work close to home?

In April, Industree Foundation conducted a scoping study in several villages across Uttar Pradesh to find out how creative producers, like the women pictured here, could benefit from the Creative Million model, which will generate support and career opportunities for creative producers across India.

May 2017



Rajasthan Scoping Visit

In May, Industree conducted a scoping study in Dausa district, Rajasthan. Lalita (above right), learned how to do *gota patti* work (below) as part of a women's self-help group initiative supported by Rajasthan Grameen Aajeevika Vikas Parishad - RAJEEVIKA, a government program focused on improving livelihoods for women in the region. *Gota patti* is a type of elaborate embroidery which originated in Rajasthan. Now, more than 7 families in Lalita's village of 34 households are doing this kind of work. As part of Mission Creative Million, Industree's team visited these women in Rajasthan to understand local creative manufacturing practices and markets.



Tamil Nadu Scoping Visit

Industree's teams completed scoping visits in several villages across southern Tamil Nadu to get a better understanding of the needs of women artisans there. This was in preparation for the financial literacy training project that was to be rolled out with support from Standard Chartered.

In Pudukkottai, the team met Sangeeta, a bright and dynamic 27-year-old doing tailoring work with TREES, a local NGO.

Sangeeta comes from a farming family, and was passionate about the idea of growing the small business of her SHG (Self-Help Group) currently working to stitch and embroider petticoats. Speaking about the changes she would like to see in her community, she stated, *"I would like to see more livelihoods around garment making. We struggle with sales, we want more work orders. Our group is currently 20 people; we want it to increase to 500!"*

June 2017



Fabric of Change Summit, C&A Foundation with Ashoka Globalizer

Neelam Chhiber of Industree mentored the Ashoka Globalizer fellows on maximising impact at the Fabric of Change Summit in June.

Launched in 2015, the Fabric of Change joint initiative supports innovators at various stages of development, unlocking the unique power and potential of social entrepreneurs and their solutions to advance a shared vision: transforming the apparel industry as a force for good.

Through the Fabric of Change network, an array of stakeholders are working together to tackle these complex challenges, creating innovative solutions to the industry's problems. The summit, held in Bangalore in May 2017, brought together more than 80 leading global businesses, social innovators, philanthropists, professionals, media influencers, and industry experts to foster co-creation, accelerate solutions, and ignite sustainable transformation.



Bangalore Greenkraft Partnership with Women on Wings

Bangalore Greenkraft, a women-majority producer-owned company incubated by Industree Foundation, entered into a three-year partnership with Women on Wings in June. They will help build efficiency, increase jobs and improve livelihoods at Greenkraft and for all the women in rural India where Greenkraft operates through pro bono consulting.

Silk Handloom Weavers Cooperative Visit

Industree's team visited the Athimalaipattu Silk Handloom Weavers Cooperative Society in Arni, where we met Saravanan, a sari weaver in his 20s who learnt the craft from his father. A local trader gave him a loan of around INR 50,000 to buy his jacquard loom on the condition that he supplies only to the trader till he has cleared his loan. For every sari that Saravanan supplies, the trader deducts a small amount from the loan. However, he has yet to repay a sizeable portion of the loan. As part of Mission Creative Million, Industree Foundation hopes to free Saravanan and others like him from this kind of bonded labour. We are working to make creative manufacturing aspirational for the next generation of weavers.



“I would like to see more livelihoods around garment making. We struggle with sales, we want more work orders. Our group is currently 20 people; we want it to increase to 500!”

-Sangeeta, Pudukkottai Unit, Tamil Nadu

July 2017



Innovating for Change Panel, London

In July, the British Asian Trust brought together some of the UK's leading fashion retailers and influencers to join the Innovating for Change discussion about social and economic empowerment in the fashion supply chain, with Neelam Chhiber of Industree Foundation, Alisha Miranda of Not My Style and Abha Thorat-Shah, of the British Asian Trust, at Clarence House.

Neelam and Alisha both specialise in using technology to promote a fairer deal and improved conditions for workers in the fashion and accessories supply chain. Together they discussed business solutions and forms of technology to empower women at every stage of the supply chain with increased negotiating power and participation in decision-making.

Neelam highlighted the importance of ensuring that the voice of women is heard. With women empowered at every stage of the supply chain they have increased negotiating power and able to invest in the health and well-being of their families and the local economy.

Neelam stated: ***"Our focus is on women because they are the backbone of the family. If, thanks to these social partnerships, they have a better life and a working environment where they are happy because of the contact with other women, then in the end this has direct positive benefits for the whole society."***



Impact Edge at the Srishti Collective

Impact Edge is a joint initiative of Industree Foundation and Srishti Institute of Art, Design and Technology. It offers projects that combine business strategy with design thinking, to design impact businesses that seek to create social impact profitability. It deals with solving social problems in real situation using design thinking and business strategy.

It prepares potential entrepreneurs in the livelihoods space, including creative manufacturing and agriculture through a mix of projects, challenges, boot camps and incubation with hands on mentoring.

At the 2017 Srishti Collective of students' final projects, there were a variety of projects based on improving artisan livelihoods through design interventions and business model development.



July 2017



Scoping in Jaipur, Rajasthan

Artisan groups like the one Industree visited in Jaipur, pictured above, create beautiful tie-and-dye work. But the other side of the story is that they often earn just 10-30 rupees for 6 hours of work tying intricate knots. These women all have bank accounts, but few of them know how to use an ATM. They struggle due to a lack of regular work and low wages. Through Mission Creative Million, we are working to provide artisans like these women with financial literacy training, as well as more stable work and fair compensation.

Business Fights Poverty Conference

Business Fights Poverty is the global community for thousands of professionals passionate about fighting poverty through business. Neelam Chhiber of Industree was on a panel called *Innovations in the Field: Innovations in Small and Medium Size Enterprise Financing and Operations* at the 2017 Oxford conference, held at the University of Oxford Said Business School in July.



Women for Women Rwanda Study Tour

Industree Foundation strives to enable cross-cultural exchange within the creative manufacturing sector whenever possible. To that end, in July 2017, Industree hosted a study tour for 15 women artisans from Rwanda, in partnership with Women for Women International. This was part of Women for Women Rwanda's social and economic empowerment program, which gives marginalised women opportunities to learn business and vocational skills. These women receive valuable support to start saving money, establish cooperatives, and build associations. Working alongside their peers means they can share their experiences and build solutions together for common challenges.

The purpose of the study tour was to enable these women to learn new skills and gain exposure to international markets. For many of them, this was also the first time they had ever left Rwanda.

Of course, the women came to India with their own rich skills, including weaving, bead work, tailoring, and sculpture.

The study tour proved to be a true example of what collaboration across the Global South could look like, and gave everyone a glimpse of the possibilities of sharing strategies for inclusive growth across borders.





August 2017



Health Camps for Producer-Owned Companies

Jayalakshmi, above, participates in the monthly health checkups organised at Ektha Apparel producer company, incubated by Industree.

Accenture Streamline of Internal Procedures

In August, teams from Accenture came to Industree's offices to document and streamline internal procedures. This was part of the process required to create the Platform for Economic Opportunity and ensure that Industree's model can be replicated by other organisations.

NGO Meet in Tamil Nadu

Industree, along with Dr. M.P. Palanisami, the Secretary of the Tamil Nadu NGO Association, organised an NGO partner meet in Trichy. We discussed Industree's interventions in the creative manufacturing space, including our holistic 6C model, and met with many potential partners working in livelihoods and social entrepreneurship.

September 2017



Hastti Exhibition

Industree has incubated Hastti, a producer-owned e-commerce portal for traceable, well-designed handmade products. The first Hastti exhibition took place at Exhibit .02 at The Hatworks Boulevard on Cunningham Road in Bangalore, featuring products created by artisans working with Industree.



October 2017



Empowering Entrepreneurs, Creating Jobs: Launching Mission Creative Million

In October, Industree Foundation officially launched 'Mission Creative Million' at a round table, during the World Economic Forum's India Economic Summit at the Hotel Taj Palace, New Delhi. Participants included stakeholders from the central and state governments, Shri Chandrababu Naidu, Honourable Chief Minister of Andhra Pradesh, Amitabh Kant of NITI Aayog, major corporations, leading civil society organisations and international development organisations.

Speaking about the initiative, Shamina Singh, President of Mastercard Center for Inclusive Growth, a key partner, said, *"Unlocking the potential of artisan producers to earn, save and invest is critical to ensuring that India's economic growth is inclusive and sustainable. We are proud to partner with Industree, government ministries and other private sector leaders to realise the promise of the creative million business model"*.

According to Neelam Chhiber, *"With the right training and tools, producers can become owners of their own businesses and leaders in their communities. That is why we have developed a model that empowers producers with skills training, market linkages and the professional management support they need not only to build sustainable futures for themselves but also create hundreds of new jobs"*.

November 2017



Mother Earth Products on Jaypore

Industree strives not only to ensure that women get the kind of training and knowledge they need to succeed, but also that they have access to premium markets where they can sell their products to earn a living. This year, products created at the producer-owned companies incubated by Industree Foundation were featured on Jaypore.com, a high-end fashion e-commerce platform.

Scoping in Uttar Pradesh

In November, Industree teams conducted a scoping study and visited women artisans working in Hardoi, Uttar Pradesh. Despite producing stunning Zari and Chikan embroidery work, they earn very low wages and many are considering moving away from traditional crafts because of irregular work. Industree's model is designed to provide women like these with market access and the professional management support they need to obtain regular orders and fair wages.





**“I started this work to become self-sufficient.
I will earn, and stand on my own two feet.”**

-Shaizeen, Kirgauvalu unit, Karnataka

November 2017



Cumulus 2017 at Srishti: Letters to the Future

Industree participated in Cumulus 2017 at Srishti: Letters to the Future, presenting Mission Creative Million. Pictured here from left to right are Shriya Kariappa and Neelam Chhiber of Industree Foundation, Karan Rai Bahadur (Head Of Consulting - Social Inclusion) of Mindtree Ltd and Aashu Calapa (Director, Million Jobs Mission) of SVP India.

"Inspiring stuff from Neelam Chibber and her co-panelists. The idea that there is the possibility of reviving a manufacturing expertise that at one stage made us the world's richest economy is a great motive. The possibility of seeing 1-Million mini-manufacturers using a supply chain to revive crafts that are losing experts but not their relevance is a great prospect." -Cumulus 2017 at Srishti Letters to the Future

Ecofemme Menstrual Hygiene Training

100 women from the producer-owned companies incubated by Industree Foundation received menstrual hygiene training from the Ecofemme teams in November.

Bosphorus Summit

Industree's team attended the Bosphorus Summit in Istanbul with UNDP India and Mindtree sharing the collaborative Creative Million model, and building partnerships across the Global South to share solutions across borders.

December 2017



NDTV Panel

Neelam Chhiber discussed inclusive growth for women on a panel on financial inclusion for all and unlocking women's economic potential which included Rupa Dutta, Economic Advisor, Department of Commerce, Ajaita Shah, Founder & CEO, Frontier Markets Consulting, Sonal Shah, Executive Director, Beeck Center for Social Impact & Innovation, Georgetown University, Chetna Vijay Sinha, Founder & President, Mann Deshi Foundation, and Shamina Singh, President, Mastercard Center for Inclusive Growth.

Jana Services Financial Planning

Teams from Jana services conducted financial planning workshops for women at the producer-owned companies incubated by Industree Foundation.

Report On Private Sector Engagement with Women's Economic Empowerment

Industree's work on gender equality with Mastercard Center for Inclusive Growth is featured in Professor Linda Scott's report on private sector engagement with women's economic empowerment. Find the full report here:

<http://bit.ly/2ns83e7>

January 2018

NASSCOM Design Summit

Shriya Kariappa discussed design for scale at the NASSCOM design summit in her talk, 'Design That Doesn't Scale, Hurts'.

She said, "Customer Experience Design is a crucial point while designing a product for your end user. But for a country like India who's population of a 1.3 billion, has just started trusting digital solutions, there are a lot of touch points businesses should keep in mind. Delivering an effective customer experience (custom made for India) is not an easy task. Managing interactions basis tech and non-tech factors is critical – in fact, it can make or break the relationship between your business and its customers. It all boils down to the extent to which businesses from India are willing to deliver a consistent and relevant customer experience across all touch points."

February 2018



Lexus Design Awards India

Neelam Chhiber of Industree Foundation was the chairwoman of the jury for the Lexus Design awards in February. The Lexus design awards seek to recognise the best industrial designs by Indian designers and firms.

<http://bit.ly/LexusAwards>

Stories From Mandya on the Local FM Radio

In February, producers Shwetha and Laxmi from the Kyathumgere tailoring unit discussed their journey with Mission Creative Million on the Mysore radio station FM 100.6. The following day, Anitha and Dakshayani from the Sabbanahalli embroidery unit recounted their experiences.

<http://bit.ly/MandyaRadio>

March 2018

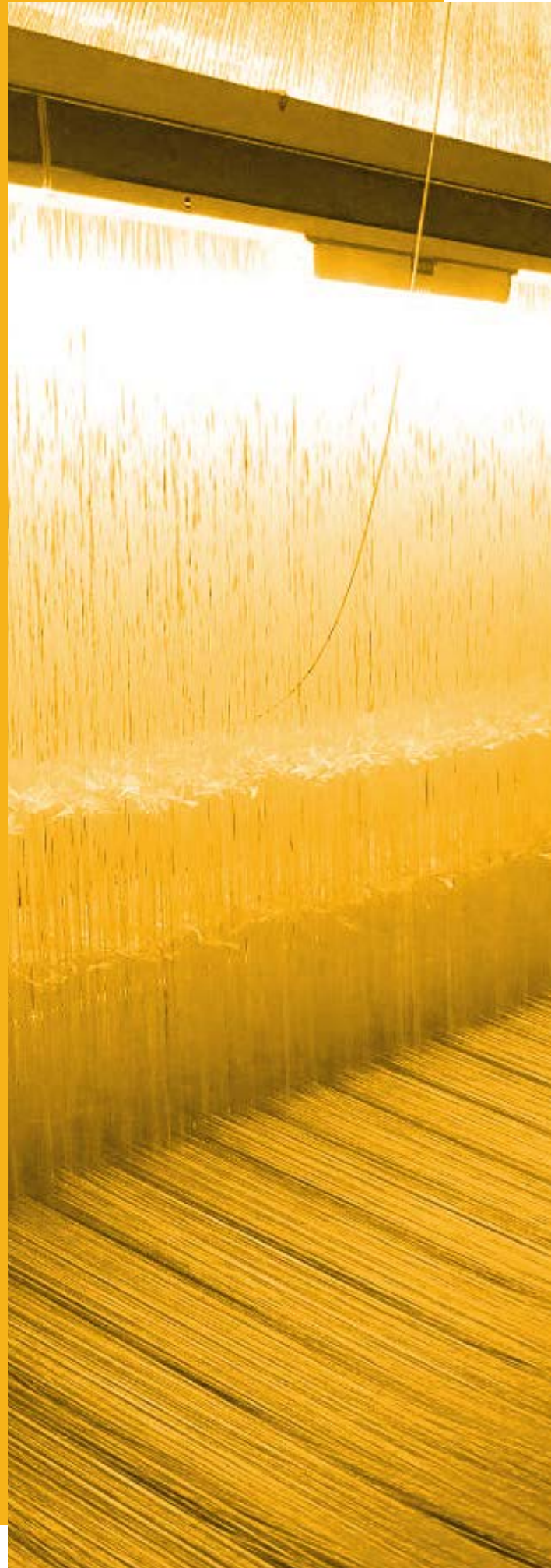


Platform for Economic Opportunity Offsite

In March, Industree hosted the offsite session with partners Vrutti and Mindtree to discuss building the Platform for Economic Opportunity (PEO). At the offsite, the teams planned how to leverage technology to enable creative producers and small holder farmers to improve their livelihoods through increased market access, value chain traceability, and more.

University of Michigan Ross School of Business Internships

Four MBA students at the Ross School of Business completed their three-week-long internships at Industree's Bangalore office. They worked on streamlining the Platform for Economic Opportunity.





ISTPL

Industree Skills Transform Pvt. Ltd.

Industree Skills Transform Pvt Ltd (ISTPL) is a skill development company that was incubated in 2013 by Industree Foundation with support from National Skill Development Corporation (NSDC) with a vision to connect rural livelihood skills to demand and markets in a sustainable and equitable way.

ISTPL works with under-compensated apparel producers, handloom weavers and handicraft artisans, who represent a large traditionally-skilled rural workforce that is unorganised and suffers from poor production infrastructure, access to working capital and contemporary entrepreneurial skills. ISTPL's intervention results in enhancing the design capabilities of producers and making them employable. As a result, the artisans benefit from increased social and financial security.

Until now, ISTPL has trained over 16,000 artisans by implementing various projects under government such as PMKVY, RPL, Special Projects with NSDC, CSR Projects through NSDC and Short-Term Trainings.

List of Projects 2017-2018

Project Name	District	State	Job Role	Number of Candidates Trained
NSDC CSR - Bharat Electronics Limited	Anantapur	Andhra Pradesh	Self Employed Tailor	115
NSDC CSR - Bharat Electronics Limited	Anantapur	Andhra Pradesh	Two Shaft Handloom Weaver	115
NSDC CSR - General Electric Power	Gulbarga	Karnataka	Self Employed Tailor	154
NSDC CSR - Coal India Limited	Singrauli	Madhya Pradesh	Self Employed Tailor	159
NSDC Special Project	Channapatna	Karnataka	Self Employed Tailor	125
NSDC Special Project	Chitradurga, Bellary, Channapatna, Chamrajanagar, Kolar, Mandya	Karnataka	Hand Embroider	561
Standard Chartered Financial Inclusion and Technology(FIT)	Kanchipuram, Tuticorin, Pudukkottai, Kanyakumari	TamilNadu	Financial Literacy	5,000
Creative Million UNDP Softskills 4Y	Tumkur, Chamarajanagar, Ramanagara, Mandya	Karnataka	4Y	255
NSDC CSR - National Hydroelectric Power Corporation	Bishnupur	Manipur	Two Shaft Handloom Weaver	60
Confederation of Indian Industry - Hindustan Petroleum Corporation Limited	Coochbehar	West Bengal	Basketry	200
			Total	6,744



AKSHAYA'S STORY

From a trainee to a self-employed tailor

Akshaya, 18, is from Annapurna Colony, NTPC Ramagundam, Telangana. She has studied up to tenth standard and is a school dropout. Akshaya is living with her father, Mr. Kanakaiah, her mother, Mrs. Kumari and her younger sister Akkanasha, who is studying in ninth standard. Her father is a day labourer earning up to INR 10,000 per month, and her mother is a housewife.

While Akshaya and Akkanasha were growing up, their father's earnings were insufficient for their education, clothing and other expenses. As Akshaya dropped out of school, she was unable to get a job to earn enough money to support her family. Furthermore, she was unable to enroll in short-term professional courses to develop her skills.

Akshaya came to know about the free Self- Employed Tailor training program, being carried out by ISTPL through a friend, and she decided to enroll in the course. She was happy to join the course and attended the training regularly with interest. She completed the training successfully, learning about different types of garments and designs. Though she wanted to set up a small tailoring shop of her own post her training, she was demotivated by the lack of access to financial assistance.

With support and motivation from her trainer, she managed to secure her first order for stitching shirts for the local market. Now, not only is she able to earn regularly, but she is also able to set aside some of her earnings as savings. With her savings, she plans to do a professional course in tailoring, and support her sister's education.



PARTNERSHIPS & DONORS

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for Inclusive
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National
Skill Development
Corporation**



S E R P

SRISHTI

**SVP
SOCIAL VENTURE
PARTNERS**

**SONATA
SONATA SOFTWARE**

**Standard
Chartered**

TATA TRUSTS



IMPLEMENTATION PARTNERS

TREES

ROPE

VIKASANA

HAND IN HAND

NBFC PARTNERS FOR PRODUCER COMPANIES

MILAAP

MANAVEEYA

CASPIAN

NABFINS

NABKISAN

INDIAN GRAMEEN SERVICES

FWWB



ARTICLES, PUBLICATIONS AND VIDEOS

Industree is working to empower more than 2,000 women producers in rural Karnataka. Over the years, we have found that when women earn, they can become leaders at home and in their communities. Find out more about our work in Karnataka in this video:

<http://bit.ly/MandyaVideo>

Industree Foundation and Sonata Software were featured in this Innovators Magazine article about “tech for good”.

“E-commerce in India is leapfrogging to mobile first and mobile-only platforms and digital technology will remove layers of middlemen to bring artisans closer to their end customers and help increase their incomes,” -Tridip Saha, Vice President and Head of Europe for Sonata Software.

<http://bit.ly/Tech4good>

Mastercard Center for Inclusive Growth announces its partnership with Industree Foundation for Mission Creative Million, where it intends to make a grant of US\$150,000 to further adoption of digital payment solutions among women artisans:

<http://bit.ly/MCpartner>

Creative producers associated with Industree worked on IKEA’s latest Innehållsrik collection, meaning the products they made in India will reach global markets. This work was featured in De zeen:

<http://bit.ly/IkeaSoцент>

Industree Foundation has partnered with Standard Chartered to build financial inclusion for creative producers in Tamil Nadu. Industree is also working with the Mastercard Centre for Inclusive Growth and Mindtree Ltd to build out technology to enable market access for producers. Learn more:

<http://bit.ly/GrowthTN>

The British Asian Trust brought together leading fashion retailers and influencers, including Neelam Chhiber of Industree Foundation to join the Innovating for Change discussion about social and economic empowerment in the fashion supply chain. *"We were delighted to convene key leaders and influencers from the fashion industry for this lively debate to share insights and innovation that will make a difference to the lives of people who make the things we love."*

– Abha Thorat-Shah, British Asian Trust

<http://bit.ly/Innovate4>

Industree Foundation's work to train women as supervisors and managers (the WSTP, or Women's Supervisory Training Program) is mentioned as a solution to the widespread problem of sexual harassment in the garment industry in this Scroll.in article:

<http://bit.ly/GarmentsBLR>

Industree Foundation with Mindtree and Social Venture participated in a panel discussion at Cumulus 2017 at Srishti: Letters to the Future and were featured in this article in the Times of India:

<http://bit.ly/CumulusICF>

In Kandhamal district, Odisha, tribal women depend on the forest for their livelihoods. Industree Foundation is supporting these women as part of Mission Creative Million. To get a brief glimpse into what the leaf collection and stitching process looks like, watch this video:

<http://bit.ly/SialiVideo>

If you've ever wondered how the talented artisans working with Industree create such exceptional products, have a look at this video tutorial featuring Mani from Bangalore Greenkraft, a producer-owned company incubated by Industree Foundation:

<http://bit.ly/ManiTutorial>

The world can learn a lot from India about inclusive growth. This year, Industree's team published an article about inclusive growth in the World Economic Forum Agenda:

<http://bit.ly/WEFindustree>

Over the last few months, Industree has led scoping activities in East Africa, and is now starting a project focused on leveraging existing cotton value chains for inclusive growth in Ethiopia. To learn more, see this video, created in partnership with Autodesk Foundation and the International Trade Centre:

<http://bit.ly/F2Fethiopia>

Neelam Chhiber and the Honorable Smriti Irani discussed the future of the Indian textile industry and the producer-owned company model at the Weaving a Better Future panel discussion at the India Economic Summit 2017 in Delhi, as recounted in this Business World article:

"Amul is owned by farmers, 84 per cent of its revenues and profits go to farmers. And it's one of the best managed companies. That's a great example of how textiles should go," said Chhiber, speaking about how co-operatives which involve the textile labour force should be made.

<http://bit.ly/TextileTiger>

The producer-owned companies incubated by Industree Foundation were featured in this brief film on sustainable fashion, which was supported by United Nations Development Program India and screened at Lakme Fashion week:

<http://bit.ly/LakmeIndustree>

At the 2017 Srishti Collective of students' final projects, there were a variety of projects based on improving artisan livelihoods through design interventions and business model development. Here's an excerpt from the Hindu article on this year's Collective:

"Sushmita Hatte, an undergraduate student of design who worked on the Impact Edge project, created a business plan for 100 women working in the garment sector in Channapatna. 'Women working in the manufacturing sector have to travel all the way to Bengaluru. We, in collaboration with Industree Foundation, designed a business plan for them. A unit is being set up in Channapatna. Also, we roped in 50 women proficient in the art of embroidering and will be providing them a means to earn their livelihood,' she said."

<http://bit.ly/SrishtiCollective>

Industree's work with IKEA is highlighted in this Ethical Corporation article about female micro-entrepreneurs:

<http://bit.ly/FemSoцент>





VENGADAMANI & CO
 CHARTERED ACCOUNTANTS
 CA.R.SUBRAMANIAN, B.Com., FCA.
 M.No. : 207705, FRN : 0067785

Indus Tree Crafts Foundation

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31.03.2018

Particulars	Sch. No.		Year Ended 31-03-2018
INCOME:			
By Workshop & Project Grant Received		688,86,793	
By Consultancy fee Received		32,73,294	
By Donation Received		12,88,000	
By Other Receipts		3,70,392	
Total	2.1		738,18,479
EXPENDITURE:			
To Training & Development Expenses	2.2	727,73,042	
To Administrative Expenses	2.3	111,32,126	
To Financial Expenses	2.4	77,152	
To Depreciation	1.4	16,56,747	
Total			856,39,067
Excess of Expenditure Over Income			(11820588)
Net Excess of Expenditure Over Income			(11820588)

BALANCE SHEET AS AT 31.3.2018

Particulars	Sch. No.		As on 31-03-2018
SOURCES OF FUNDS:			
General Fund	1.1		81,64,463
Loan Fund :			
Secured & Unsecured loans	1.2		11,07,674
Total			92,72,137
APPLICATION OF FUNDS :			
Fixed Assets :	1.3		88,11,355
Current Assets:			
a. Deposits		22,38,575	
b. Sundry Debtors		147,11,166	
c. Cash & Bank Balances		206,94,782	
	1.4	376,44,523	
Less : Current Liabilities & Provisions	1.5	371,83,741	
Net Current Assets			4,60,782
Total			92,72,137

As Per My Report of Even Date

A. Subramanian
 CA.R.SUBRAMANIAN, B.Com., FCA.
 Chartered Accountant
 Place : Bangalore , Date : 25.6.2018



For Indus Tree Crafts Foundation

Neeiam Chhiber
 Mrs. Neeiam Chhiber
 Managing Trustee





VENGADAMANI & CO
 CHARTERED ACCOUNTANTS
 CA.R.SUBRAMANIAN, B.Com., FCA.
 M.No. : 207705, FRN : 0067785

M/s.Industree Skills Transform Private Limited		
Statement of Profit and Loss for the Year ended 31st March 2018		
Particulars	Note No	Year Ended 31.03.2018
I. Revenue from operations	13	407,00,832
II. Other income	14	3,50,417
III. Total Revenue	(I + II)	410,51,249
IV. Expenses:		
Purchases of Stock-in-trade	15	69,72,650
Changes in inventories of Stock in Trade	16	(74,72,650)
Employee benefits expense	17	87,70,766
Finance costs	18	27,89,509
Depreciation expense	7	21,97,370
Other Administrative Expenses	19	112,19,945
Other Operational Expenses in Academies	20	139,97,240
Total Expenses		384,74,830
V. Profit Before Tax & Extraordinary Item	(III - IV)	25,76,419
VI. Profit before Tax	(V - VI)	-
VII. Tax Expense:		
(1) Current tax		-
IX. Profit (Loss) for the period	(VII - VIII)	-
Balance Sheet as at 31st March 2018		
Particulars	Note No	Year Ended 31.3.2018
I. EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	1	251,00,000
(b) Reserves and surplus	2	(298,46,473)
2 Non-current liabilities		
(a) Long-term borrowings	3	530,48,058
(b) Long-term provisions		1,64,253
3 Current liabilities		
(a) Short-term borrowings	4	-
(b) Trade payables		58,28,678
(c) Other current liabilities	5	
(d) Short-term provisions	6	24,33,005
Total		567,27,521
II. ASSETS		
1 Non-current assets		
(a) Fixed assets		
(i) Tangible assets	7	83,14,226
2 Current assets		
(a) Inventories	8	82,26,725
(b) Trade receivables	9	167,37,695
(c) Cash and Bank balances	10	1,11,131
(d) Short-term loans and advances	11	197,60,857
(e) Other current assets	12	35,76,887
Total		567,27,521

Significant Accounting Policies & Notes on Accounts forming part of the final accounts

Subject To Our Report Of Even Date

For M/s. Vengadamani & Co.,

A. Subramanian

Proprietor : CA.R.SUBRAMANIAN, B.Com., FCA.

Chartered Accountants

M.No. 207705 FRN 0067785

Place Bangalore, Date - 25-05-2018

For Industree Skills Transform Pvt Ltd.

Managing Director

Managing Director



BOARD OF TRUSTEES

Industree Foundation:

Founding Trustees:

Neelam Chhiber
(Co-Founder and Managing Trustee)
Gita Ram (Co-Founder)
Nivedita Ram (Founding Trustee)

Board Members:

Neelam Chhiber
Gita Ram
Ashoke Chatterjee
NV Ramana
Sobha Narayan
Sanjay Kalra

Advisory Board:

Geetha Narayanan
Sankar Datta
Shankar Hariharan
Sejho Singh

ISTPL

Board Members:

Neelam Chhiber, Gita Ram, Gayathri Vasudevan, Nagaraja Prakasam

DISCLOSURES

Organisation information

Registered name: Indus Tree Crafts Foundation

Trust registration no: TRN: 362 /2000-01

Date of registration: August 24th 2000

Statutory information

PAN no: AAAT12700B

Income Tax Reg u/s 12AA: Trust/718/10A/Vol.I/I-180/2001-02/CITII

Approval for exemption u/s 80G: DIT(E)/80G(R)/AAAT12700B/X-109/2010-11

FCRA registration no: 094421327

We bank with: ICICI, Koramangala 7th Block, Bangalore

Statutory Auditors: Vengadamani & Co



Join the Movement!

As part of Mission Creative Million, Industree Foundation is looking for designers, entrepreneurs, volunteers and interns. Please join the movement and help Industree build sustainable livelihoods across the creative manufacturing sector!

E-mail us to get involved:

creativemillion@industree.org.in





Industree

36/5 Somasundrapalya, HSR Layout Sector 2,
Bengaluru, Karnataka, 560 102, India. Ph: 080 4222 9161,
www.industree.org.in

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