

TRANSFORMING LIVES...



Annual Report 2019



industree

TRANSFORMING LIVES...

Industree Foundation's comprehensive approach helps communities assess their traditional skill base, organise them into production units, develop products that appeal to modern markets, and create consistent demand to create sustainable businesses at the lowest possible costs. Our approach has tripled the incomes of artisans in non-farm occupations by leveraging their artisanal skills and integrating them into the creative industries sector. Industree Foundation believes that if the poor have access to sustained and consistent demand for their products and services and are provided with an enabling ecosystem, they can integrate into the formal economy and lift themselves out of poverty.

Industree Foundation has reached 60,000 artisans across India and Africa, through collaborative efforts with organisations like The Future group, IKEA, Mastercard Centre for Inclusive Growth, Standard Chartered, The Freedom Fund, Tata Trusts, Grassroots Business Fund and National Skill Development Corporation.

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TRANSFORMING LIVES... THROUGH GLOBAL INCLUSION



NOTE FROM NEELAM

As Industree moves into its 3rd year of Creative Million, and looks at its target for 2030, to impact not just a million women globally, but a 100 million, through systems thinking and the use of technology, there is a sense of hope for the future and satisfaction with the past year.

The hope comes from the partnerships sealed in the past year and the strong internal senior leadership team, working with a committed organization to take the vision forward till 2030 and beyond. I would consider the annual report to be totally incomplete without mention of the able and strong organization Industree is becoming, to carry on its shoulders the great task it has set for itself. Its employees, volunteers, boards, partners both national and global, stand testimony to the fact.

The satisfaction comes from the fact that there is a gradual understanding within existing and future partners about the value proposition that Industree brings. It brings the latent power of its largely women producer customers to the fore by enabling the formation of 100% producer owned enterprises. Thus, producers earn a living wage and can chart a wealth creation journey beyond wage, through access to dividends. It ignites their power with critical professional management services to build their livelihoods. These are built through supply of merchandise to titans like IKEA, H & M, Fabindia, with customers like Future Group, Reliance, Mynta, and many more waiting for the

production capacity to grow to allow them to participate in this inclusive journey.

Its actually a win-win for all - the producers, customers and the planet. As we forge into the 2020s, just 10 years away from meeting the SDG's, the future of the planet is on everyone's mind. Industree's tryst with co-creating wealth and social empowerment and a Platform for Inclusive Entrepreneurship for a 100 million producers has an obvious relationship with the environment. The livelihoods that are being created focus on manufacturing products of the circular economy. The 100 million who will be using the Platform globally would have the critical thinking skills to understand their carbon footprints, in how they live, earn and consume on a day to day basis. Industree's work is targetted at addressing four SDGs directly and six additional goals indirectly. More information on this is visible within the report and I would leave you all now here, thanking you for all the support.

Neelam Chhiber
Co-founder and Managing Trustee

Twisting Banana Fibre
Madurai, Tamil Nadu



BOARD MEMBERS



Neelam Chhiber

Neelam Chhiber is an inspirational social entrepreneur who has been working with women producers in India and (now in) Africa for the last 30 years. She was chosen as the Schwab Foundation/World Economic Forum's Schwab Social Entrepreneur of the Year for India, and she is also WomanChangeMakers Fellow. Over these years, Neelam and her team have built a holistic ecosystem that works with rural producers to equip them with the necessary skills and tools to set up self-owned enterprises. Under her leadership, Industree has been working with over 60000 producers, by providing design, technical, marketing and management solutions to bridge the urban-rural divide. Neelam is an Alumnus of NID, Ahmedabad and Harvard Business School, executive & social programs.

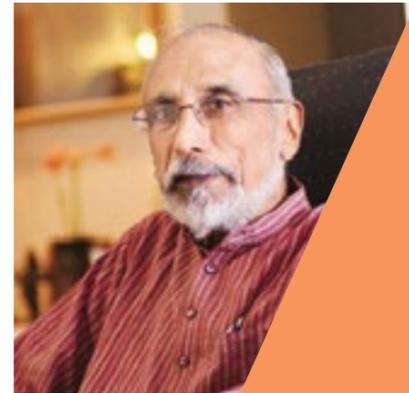
Neelam is a member of the WEF Skills Task Force, India and Member working committee of Civil Society Organisations at NITI Aayog. She is also a Member of the Governing Council of National Institute of Design (NID), Ahmedabad



Shoba Narayan

Shoba Narayan is the author of four books. She has been a journalist and columnist, for a number of national and international publications. She writes about textiles, aesthetics, travel, food, wine, relationships, culture, spirituality and women.

She has taught at IIM-Bangalore, IIM-Ahmedabad and the Indian Institute of Science, Bangalore.



Prof. Ashoke Chatterjee

Prof. Ashoke Chatterjee's background is in the engineering industry, international civil service, India Tourism Development Corporation, and 25 years in the service of the National Institute of Design (Ahmedabad) where he was Executive Director, Senior Faculty, Distinguished Fellow and Professor of communication and management. Current affiliations include the Prabhat Education Foundation for children with special needs, Utthan, the Centre for Heritage Management, the India Foundation for the Arts, Madras Crafts Foundation, Centre for Environment Education, and Gandhi Ashram. An author and writer, his books include "Dances of the Golden Hall" on the art of Shanta Rao and "Rising" on empowerment efforts among deprived communities in rural Gujarat.



Gita Ram

Gita Ram is Co-founder of Industree Foundation and Industree Crafts Pvt Ltd. She has been working in the craft sector for several years and has a rich expertise in technical issues. She has been working as a volunteer with The Crafts Council of India for over 30 years and is currently the Chairman. She was with Madras Craft Foundation and has helped set up Dakshinachitra the Heritage Center outside Chennai. She has also worked extensively on revival of languishing crafts, organized technical trainings and skill up gradation camps for artisans. Gita has served in advisory capacity and on senior positions in organizations dedicated to development and promotion of crafts at various State levels and national levels. She is currently the Managing Trustee of the Gandhigram Khadi and Village Industries Trust.



Sanjay Kalra

Sanjay Kalra is an Entrepreneur-at-Large, in pursuit of the next discontinuity. His recent projects have been in leveraging tech for healthcare, rural skilling and distribution chains, corporate governance and mentoring. Till recently, he was Chairman of Shiv Nadar & Sanjay Kalra Associates, a US Health Tech focussed buy-out fund. Earlier he was the CEO of Tech Mahindra, served on the Board of Directors of Mahindra Satyam and was a member of the Global Executive Board of Mahindra and Mahindra. Mr. Kalra served as an Executive Vice President at HCL Technologies and was the CEO of DSL Software. His past experiences are in leveraging talent, capital and markets to turn around businesses, acquisitions, joint ventures, leading high growth businesses and engineering teams, nurturing start-ups and IPOs. He is an IIT Delhi Alumnus and the recipient of the Alumni award for National Development in 2007.

ADVISORY BOARD



Lisa Kleissner Co-founder and President of the KL Felicitas Foundation, a family foundation dedicated to empowering impact entrepreneurs worldwide



Charly Kleissner

PhD; Co-Founder Toniic & KL Felicitas Foundation; Board Chair Impact Assets. Charly Kleissner is an impact investor.



Geetha Narayanan

An educator with over four decades of experience as a teacher, an educator, a curriculum and instruction designer.

TRANSFORMING LIVES... THROUGH LEADERSHIP



Jacob Mathew

Jacob Mathew is the CEO of Industree Foundation. At Industree he works at the intersection of Design, Business, Sustainability, Capital and Impact, aligning with it's philosophy and objectives.

A product designer by training, he spent the first 25 years of his life transforming businesses through design. Jacob has co-founded consulting companies Tessaract Design, Idiom Design, Dovetail Furniture in manufacturing, The Design Store in retailing and Spring Health Water India in BOP services.

Jacob is a design pioneer in the organized retail sector having worked with the first wave of franchise retailers like Levi's, Weekender, Titan etc. and design retail businesses with Future Group, Godrej Aadhhaar etc. Jacob also leads the Impact Edge Lab at Srishti.



Neju George

Neju George Abraham heads Rural Livelihoods and Agri Value Chain projects at Industree Foundation. He has over 20 years of experience in building natural resource-based microenterprises, watershed development, social security, emergency relief and rehabilitation issues in the rural sector.

This is his second stint at Industree. During 2009-2013 he managed the Integrated Theme Cluster Project and Narasapur Producers Transform Pvt. Ltd. He was the global consultant for the Commonwealth Secretariat UK, helping set up the Global Natural Fibre Forum encompassing 52 commonwealth countries in Asia, Africa and Caribbean and managed its international secretariat.

Neju also co-founded Cocogreen Foods in 2015 and was COO Safe Harvest Pvt Ltd, India's first Non-Pesticide food brand.



Akila Lean

Akila Lean is the Head- Communications and Partnerships, her role includes building partnership tie-ups, fund raising through CSR and Grants for all Industree initiatives and communication to all stakeholders.

Akila has over 20 years of experience in Advertising, Marketing, Communications, Investor Relations and Business Management. She has held a broad range of leadership positions across business management, brand building, communications, investor relations, product management, marketing and sales.

Akila is equally at ease with commerce and technology. Her infectious enthusiasms, sharp sense of opportunity, ability to build relationships across company hierarchies and across geographies are the attributes that she brings to Industree.



Susan Bhaktul

Susan heads the Apparel and Textile Vertical at Industree. She comes with three decades of demonstrated history in the apparel and the textile field.

Her vast expanse of experience includes working for Gokaldas Exports the leading export house of India and global brands such as Nike and VF. She managed a large knitwear factory which specialised in lingerie for brands like VS, M&S, Jockey and American Eagle.

At Industree, Susan manages budgets and P&L for the Apparel Vertical. Susan's other responsibilities are to hire, skill and make production efficient factory personnel to man the 5000 machines. She and her team of experts monitor efficiencies, productivity, gets market connects from Indian/global brands and get profitability to all Industree incubated apparel facilities.



Ami Patel

Ami Patel has been associated with the Industree eco-system for over 18 years. A Craft Design Manager from IICD, her expertise lies in creating design led solutions, bridging the gaps of market access for the artisans.

Over the years she has worked with artisans in various aspects ranging from capacity building to design development to brand promotion to heading an artisanal owned brand. She has run retail business pan India for the brand 'MotherEarth' and is currently the key Business Lead for the B2B development with brands such as IKEA, H&M and Caravane for Industree. She is also involved with the Farm to Fashion project that Industree is implementing in Ethiopia to improve the handloom sector and replicate the producer company model in Ethiopia.



Gambera Seelan

Gambera Seelan is a qualified Chartered Accountant with 17 years of work experience in Trading/Service/Non profit Organizations.

He is the Head of Finance at Industree taking care of the finance vertical including cash flows, accounts, and business modelling for Industree proposed projects.

Prior to this he has worked with the Wadhvani Foundation where he helped set up the accounting and finance department and put systems in place. He also worked with Accenture Financial Services where he was managing the receivables section. His work exposure also includes audit of PSU's like, Hindustan Aeronautics Limited, Hindustan Machine Tools and various banks for concurrent and stock audits.



Kajendran Sankar

Kajendran Sankar is a qualified Bachelor of Commerce and appear the CS - (The Institute of Company Secretaries of India (ICSI) - 16 years of work experience in Trading/Service /Non profit Organizations.

He is the Sr.Manager – Finance at Industree taking care of the finance, Tax Audit, all statutory compliance for Industree and as well as Producer Companies .

Prior to this he has Worked as an Internal Auditor in a Vengada Mani & Co at Tirunelveli, where he took care of the Internal and concurrent Audits of Nationalised and Private Banks, Transports Corporations & Other Pvt. Ltd. company's. His work exposure also includes audit of Producer Companies like, Bangalore Greenkraft, Ektha Apparel, Narasapur Producer Company.



Ayan Dutta

Ayan heads the Industree incubated Bangalore Green Kraft operations which includes business management, production and delivery. This is his second stint at Industree

Ayan comes with over 15 years of experience in Retail Operations entailing Store Operations, Sales & Marketing, Category Management, Direct/ Channel Sales, Brand Promotion & Team Management Expertise in blending creative intellect/ insight and sharp planning skills for managing business operations & meeting top/ bottom-line objectives. He is skilled in managing diverse set of domains such as Retail & Channel experience in Apparels, Food, Home & Consumer Electronics.

TRANSFORMING LIVES... THROUGH PRODUCER OWNERSHIP



“It has been a long journey working with Industree. I started working here in June 2007. From not knowing a thing about weaving/basketry, today I work as a Master artisan and trainer. Firstly, I never get bored of doing this work as there are varieties of designs to work on. I have learnt a number of techniques, different designs. Now I can weave any design they ask me to!

Secondly, because of this work, I get to travel and see so many new places! I have given trainings in many villages in Karnataka, Tamil Nadu and other states also. The people I train work on the production. It is so exciting when finished products come in made by them. Everyone appreciates the work and for me, it is a big achievement. I feel really happy.

I want to continue working here as long as I can. I want to conduct more trainings and want more people to work with natural fibres. And eventually, I want to run a unit on my own.”



“My name is Swetha. I have 2 children and I work at the Kyathumgere tailoring unit in Mandya. Before joining this unit, I had never worked anywhere outside my home. I always had an interest to learn new things like for example if there was a training program I would want to do it. I heard that the Industree had come to town and was interested in doing the embroidery program. I learnt a lot because I had less experience and all the things that I went through were new to me. I never used to use a phone before. After the training got over and the production started, and I had to make production reports and I did not know how to make it. In those 5 months I learnt everything one at a time.

After all of this, today I have been chosen as the Welfare and Mobilisation officer. I decided to adjust my work timings just so I can make it to work and take up this position. When I started I was just a trainee, then a producer but today I hold the position of a Welfare and Mobilisation officer.”

Before joining this unit, I had never worked anywhere outside my home

Now that I can earn, I can send them to a good school where they can learn English. I couldn't complete my education and doing this for my children is the most important



“When I first learnt about the work being done by Industree, I was not convinced because in the past people have tricked us. After some persuasion when I came to the unit, I realised that I can earn well here so I gave it a chance. I love learning new work and here they were teaching me a new skill. This has really paid off for me. I am earning well here. I had to take my children out of school for one year. This was very difficult for me. But now that I can earn, I can send them to a good school where they can learn English. I couldn't complete my education and doing this for my children is the most important. I am so thankful for the help I got through Industree Foundation. I have learnt to be strong not weak and work hard.”

TRANSFORMING LIVES... THROUGH COLLABORATION



STÉPHANE DUBOIS
Manager, Gender and Growth Initiative, Chatham House

"The first time I met Neelam Chhiber in 2017, I was immediately impressed by her vision and by what had been accomplished by Industree. The business model she introduced me to was genuinely innovative and very different from the micro-finance model which is often the go-to one in developing economies. I decided in February this year that I would take some time off to see Industree's work 'live' and visited several units. The experience was amazing... Industree has created the eco-system which allows very poor women to discover what they can achieve when given an opportunity. Many of the women I met had been in very difficult financial situations and I could feel their pride in now being able to ensure that there was enough food at home and that their children would have access to better education. Some were receiving remuneration for their work for the first time in their lives and their enthusiasm for what was becoming possible for them and their families was extraordinary! I could only think that it would be wonderful if the Industree model could be exported to other regions of the world..."



TONY KALM
Founder and CEO, The LINK Fund

"Industree's ability to transform lives of members of rural subsistence farm families into prosperous producer groups generating both on and off farm income is remarkable. Far too few organizations succeed in stimulating this culture change. While all wish for better futures for their families through improved livelihoods, few prove able to change behavior, adopt new income generation methods, and most fail to bring about the changes they desperately desire. Industree quietly breaks molds and stereotypes, through a combination of trust, expertise of what works, and inspired global supply chain partnerships. Industree has just begun to realize its potential to close a yawning gap on the pathway out of extreme poverty."

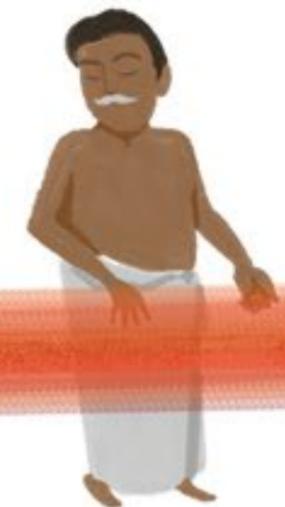
Industree quietly breaks molds and stereotypes, through a combination of trust, expertise of what works, and inspired global supply chain partnerships

Industree sets itself apart with this model, using producer ownership as a gateway to lasting and impactful empowerment



DEVAL SANGHAVI
Founder, Dasra

"I have worked with Industree Foundation for several years now and have watched the development of their programs grow and evolve with every challenge they have faced. The result is an innovative approach that holistically addresses the obstacles in the way of sustainable livelihoods for women. Industree sets itself apart with this model, using producer ownership as a gateway to lasting and impactful empowerment. I look forward to watching their initiatives unfold in the coming years, as they've only just scratched the surface."



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.

CONNECTION TO SUSTAINABLE DEVELOPMENT GOALS

PRIMARY



No Poverty

Industree Foundation works with bottom of the pyramid communities in order to ensure that they are pulled out of poverty through sustainable interventions that have long term and lasting impact.



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.

SECONDARY



CORE IMPACT AREAS



Increased and regular incomes



Women's empowerment at home and at work



Decent and equitable work conditions



Resilience to life crises



Improved standard of living for the next generation

TRANSFORMING LIVES...
OVER TIME



TRANSFORMING LIVES... THROUGH INCLUSIVE GROWTH

India has the second largest population in the world at 1.26 billion people. At the same time, the country holds the second largest number of people living in extreme poverty, surviving on less than \$1.90 a day. With its working age population rising by 10-12 million annually, the country is under pressure to generate sustainable employment at the same rate in order to meet demand. Yet majority of those already working do so in the informal sector, while many remain without work due to the lack of skills development and/or regional disparity. What's more, female employment is alarmingly low and on the decline, with only 25% of working age women employed. It is clear that India is struggling to provide jobs to the large number of those who need them, especially for women.

The Potential

While these obstacles are formidable, Industree sees this as an opportunity with vast potential. With the Fourth Industrial Revolution underway, we can leverage this period of robust economic development for inclusive growth. By 2027, India is forecast to be the world's third-largest consumer economy. Utilizing this period of development, we can bridge the gap between economic growth and rural livelihoods for women so that each may work to support the other.

Industree has recognized the vast unexploited potential for growth in the farm and creative manufacturing sectors in the Global South, an opportunity to build millions of sustainable livelihoods for producers. However, the region is plagued

by low productivity geographies, with masses of the population in occupations as small-holder farmers or underemployed artisans in rural areas. Both farm and creative/artisanal manufacturing sectors have been labeled low productivity sectors, with little improvement in techniques and value addition. Yet at the same time a disproportionate volume of the population depends on these sectors for work, reduced to mere labour in the value chain. They receive meager compensation and have negligible ownership in what they do.

The Gap

Furthermore, majority of producers in the rural farm and non-farm economy in the Global South work outside of the formal framework and are forced to take up employment in exploitative conditions. Artisanal producers struggle to gain access to broader markets and depend on infrequent and underpaid local orders, often placed by intermediaries who take a disproportionate share of the final value. 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 the artisanal small manufacturing workforce, are especially vulnerable.

Yet the gap of potential earnings in these sectors is a huge untapped economic opportunity not only for producers, but for the world economy as well. Looking at India alone, the possible income increase for artisans



We support small enterprise clusters across the country, from urban to rural areas, in order to avoid urban-rural migration and support rural livelihoods



Tailoring
Kalyandurg, Andhra Pradesh

and farmers could total to roughly USD 180 billion, while averaging a USD 780 billion loss in revenue for the country. Imagine the prospective profit for producers and economies when looking at such opportunities across the world.

The Solution

Industree's solution to leveraging the farm and creative manufacturing sectors with the economic growth of the Global South to bring sustainable livelihoods to rural women functions around the concept of distributed decentralized ownership. We believe in building producer-owned enterprises that are able to equitably engage with global and local markets, empowering producers to become wealth creators themselves. We support small enterprise clusters across the country, from urban to rural areas, in order to avoid urban-rural migration and support rural livelihoods.

These producers become competitive, achieving globally complaint standards and pay for services accessed at scale, thus leading to a self-sustainable model. Producers become financially literate through Industree's support and earn a regular and increased income and thus be economically empowered. Economic empowerment act as the springboard for their social empowerment at home and in the workplace, leading to improved standards of living for the next generation, increased resilience to life crises, and ultimately increased gender equality.



TRANSFORMING LIVES...

THROUGH 6 ELEMENTS OF INTERVENTION

Producer Ownership



Incubate and accelerate producer-owned sustainable enterprises, thus producers jointly own and run their company, splitting the profits and benefits themselves.

Professional Management



Producer enterprises hire a professional management team for strategic support in areas such as finance, paying the professionals a fixed salary. This avoids corruption, increases transparency and traceability, and enables producer empowerment and scalability.

Women Entrepreneurs



Gender equality in the workplace is of utmost importance to Industree. In our experience, empowerment in the workplace leads to empowerment at home and in their communities. Further, when women earn, their income more often goes to the health, nutrition and education of their children.

Technology



Industree uses a digital societal platform for scalability to offer various services to producer enterprises, providing a collective operational space for knowledge assets (content, processes, tools, solutions), service provisions, and data analytics (to innovate and respond), enabling every stakeholder to bring their strengths in a unified way.

Design



A core component of Industree's intervention is scaling through market-led designs. The majority of creative producers in rural India are far from market trends and latest fashion, which leads to a big gap between what the consumer wants and what they produce. Industree through Create' in the 6C framework brings innovation through new product development. Industree's professional management team consists of designers who handhold the producers through design intervention. Under this, the objective is to enable artisans to innovate new designs and products by co-creating with upcoming talent, established designers or even on their own through skill upgradation and new technology. Thus enabling them to close the gap.

Distributed Model



Industree plans to pursue a system of Decentralized Manufacturing Model, as opposed to large mass manufacturing units - the single most advantage of this approach being to sustain and encourage individual and small group creativity, as opposed to mass manufacturing techniques of being only focussed on potential gains.

This decentralised approach works on the principle of hub and spoke model where number of production units, called Producer Enterprises, are mentored by a hub. The hub provides access to ecosystem services to the decentralised units.

Under the decentralised model, work will be taken to where the producers are, rather than producers having to migrate to find work.



TRANSFORMING LIVES... THROUGH ECOSYSTEM BUILDING

6Cs

In the 6C model, IndusTree plays the role of an incubator- facilitating the aggregation of producers into self-owned enterprises, implementing capacity-building, training 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 range of digital tools, including apps and a dedicated e-commerce portal, to bring traceability and transparency to otherwise opaque and unaccountable supply chains. This creates 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



Construct



- Mobilisation and aggregation
- Infrastructure
- Professional management
- Mutually Beneficial Trust / Producer Company formation
- Scoping
- Deep Handholding

Capital



- Loans
- Working capital
- Grants
- Corporate Social Responsibility
- Access to finance

Create



- Design development
- Product development
- Research & Development
- Upgradation of existing tools/equipment

Capacity



- Life skills
- Technical skills
- Leadership skills
- Design skills
- Entrepreneurship skills

Channel



- Networking
- Fairs
- Exhibitions
- Liaising with buyers
- B2B
- B2C
- Online e-commerce portal

Connect



- Applications
- Hasti
- PIE

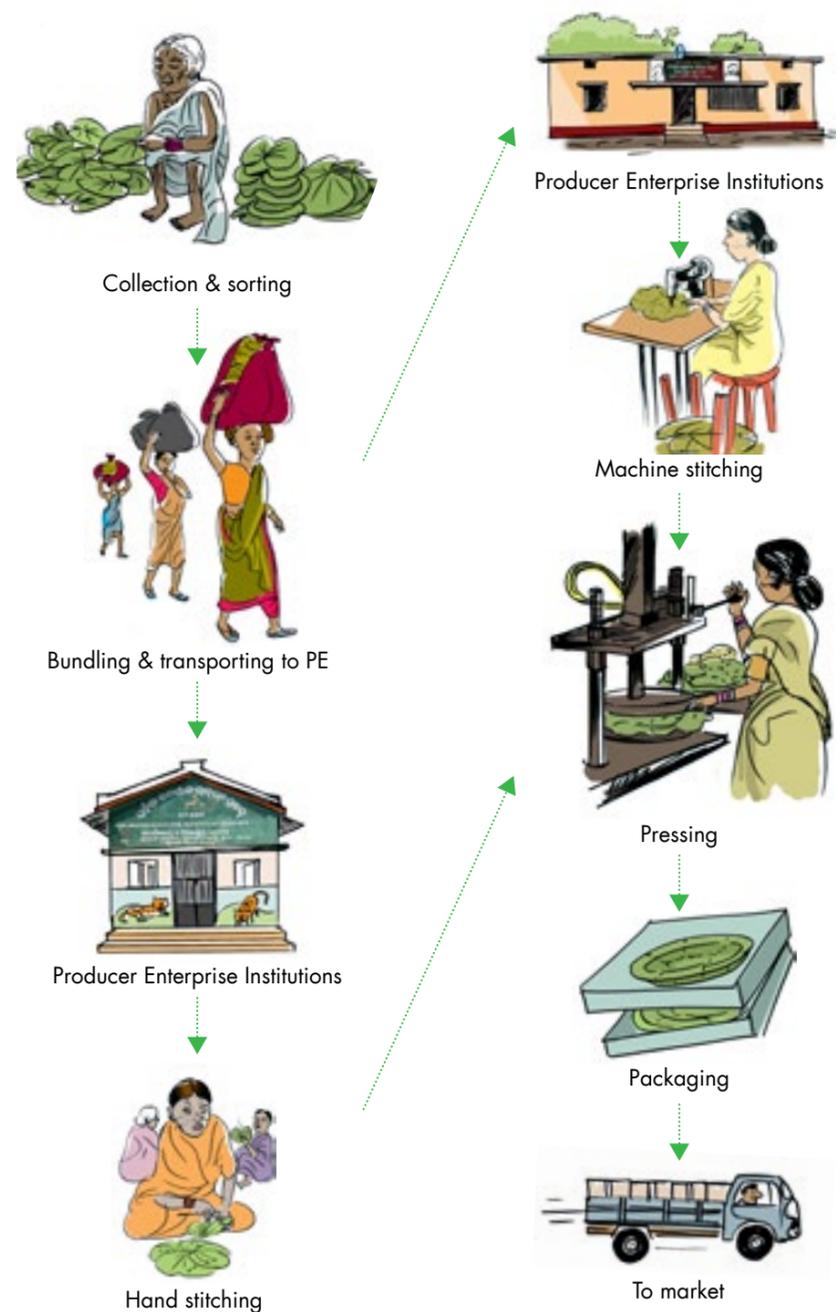
Embroidery
Jaipur, Rajasthan





TRANSFORMING LIVES... ACROSS VALUE CHAINS Siali Leaf

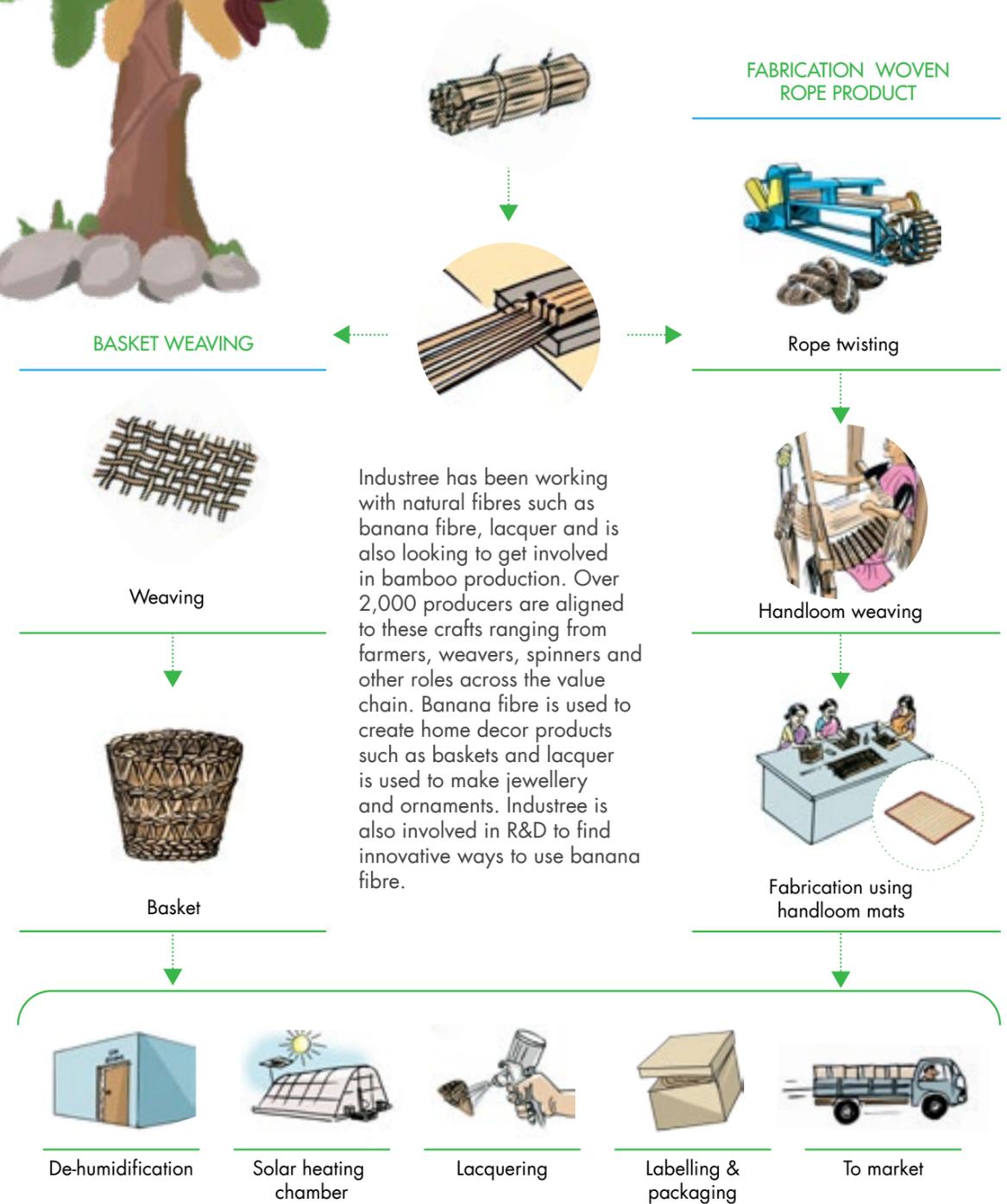
Siali leaves are used to make eco friendly biodegradable plates. Industree is working with indigenous women in Odisha to help them learn new designs and move up the leaf plate value chain. About 600 women have been touched so far and R&D is on to stream line the process and create export quality plates and other home decor products.



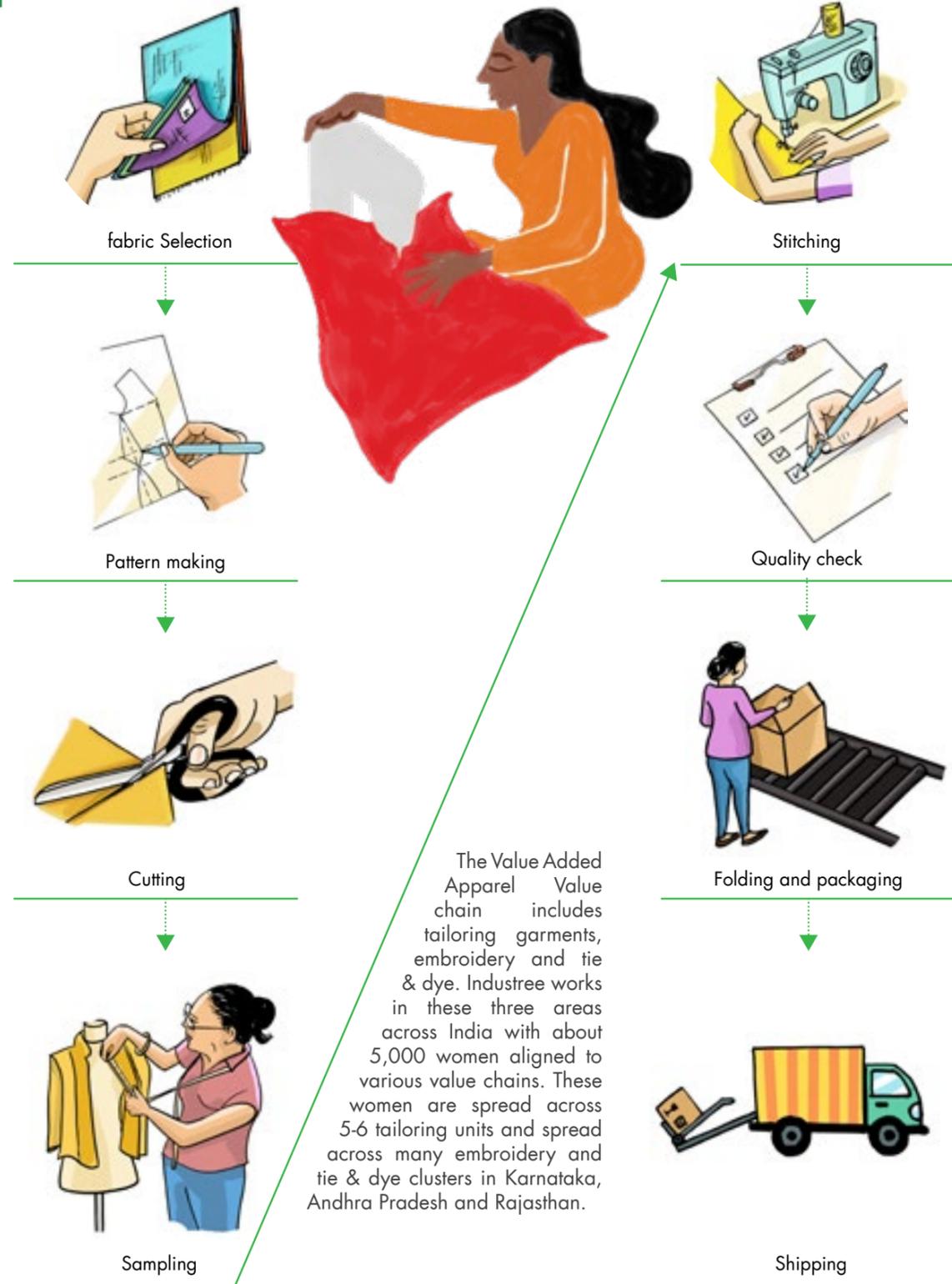
Industree Foundation looks at addressing value chains in order to achieve meaningful impact. A value chain is the production process by which one adds value to a product. When planning an intervention, Industree first researches the value chain, the geographic location of the project, the cultural implications surrounding those involved, and so forth to gain a better understanding of the intervention context. From there, we launch into our scoping phase, gathering first hand information from the ground to better advise our program design. Using the data collected, we devise an innovative systems initiative built specially for the area and value chain targeted. Industree then pilots the initiative for proof of concept, failing quick and early to evolve the program rapidly into an effective and impactful intervention. Once we gain traction, we begin to multiply and scale.



Banana Bark



Apparel



Tailoring
Kalyandurg, Andhra Pradesh



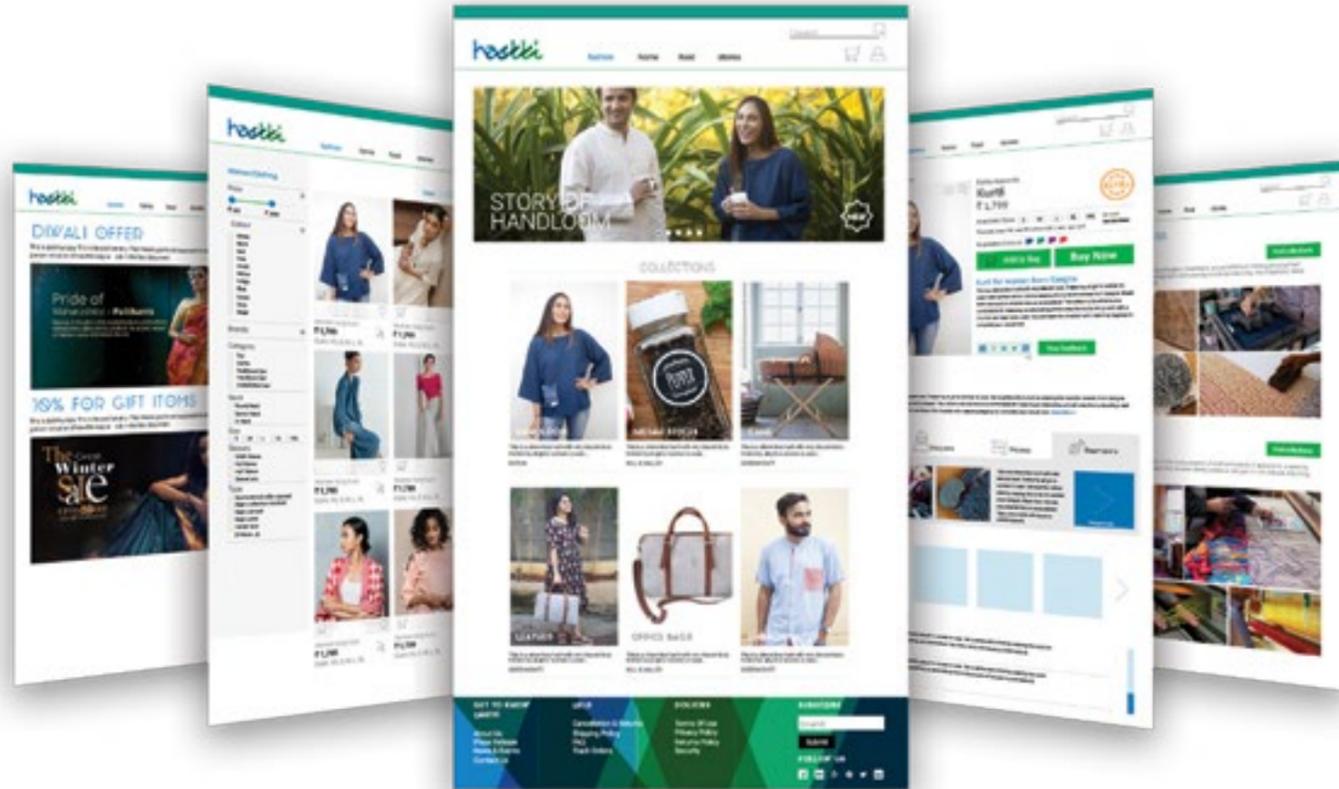
TRANSFORMING LIVES... WITH TECHNOLOGY



Hastti is a first-of-its-kind producer-owned e-commerce portal that caters to the aspirations of the contemporary consumer with well designed, authentic, and traceable fashion, lifestyle and food products direct from the producer. artisanal products.

Products sold on Hastti are traceable across their value chain, rich in stories of the producers, production processes and their cultural ties, showcasing unique skill and authenticity of material. Traceability and ethical sourcing create better working conditions for artisans and more wholesome products for consumers, who know exactly what they're buying and who made it. The Hastti website has been built out

and the on-boarding of artisans will begin soon. The Hastti portal has been built with support from Sonata Software. They have now come on board to build out the Hastti app which is due to be live by 2020.





hastki



Natural Fibre



Handloom



Authentic



Organic



Made by Women



Natural Dye



Handmade

TRANSFORMING LIVES...
THROUGH PRODUCER ENTERPRISES



Greenkraft, based out of Madurai, has seen the establishment of a **globally compliant** production unit, a warehouse, mobilisation of the artisans and the establishment of production.

There has been an exponential growth with **1,050 producers (720 weavers) mobilised in 3 months, 8.5x** increase in production capacity and **2x** increase in factory size.

This means that the facility is now equipped to handle growing orders and expanding business.



Ektha Apparel is a producer-owned social enterprise incorporated in 2013, creating contemporary clothing and accessories. All producers have an **equal stake** in the company. As owner-members, they have access to increased finance, training, social security, child care, and more. Over **90% of the members are women**, with a significant number of them in supervisory and managerial positions.



Total Artisan Reach
started with 80 now at 1,050



Professional management
 Team Size

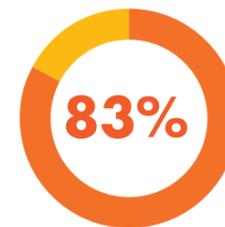
30

Current Capacity
5,000 pcs/week



Overall Impact
Started with 400 now at 5,250

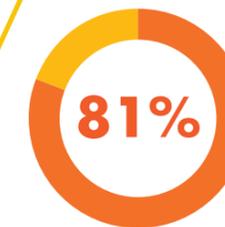
Producers earn more than at their previous job



Producers reported increased self-confidence at work



Producers have increased their savings



Increase in number of producers who have bank accounts



TRANSFORMING LIVES... THROUGH MARKET CONNECTION

Currently, the entrepreneurial spirit of women producers lies unutilised as they are cut off from urban and global markets. Uninformed by customer preferences or market insights, producers craft products that do not get adequate recognition. This gap between producers and the market needs to be bridged by building direct connects with global and national retailers.

Globally, 60% of customers are looking for sustainable production. Social and environmental concerns are both intrinsically linked to sustainability. The Modern Day Slavery act, passed by the UK Govt, is also a big driver for brands in fashion and lifestyle to relook at their value chains.

Women owned value chains, and collectives supplying to global and national brands, have a win win, inbuilt into their design. Women's empowerment created at production level, offers consumers in all parts of the world, what they are looking for- good products, at a good price, made in good conditions, in short Good Fashion and Home.

There are various channels, which can be pursued in order to create adequate market traction – B2B, B2C and so on. These can be accessed through visiting exhibitions – both national and international – where products can be displayed and connections to brands and buyers can be established. Additionally direct relationships need to be built with large retail chains.

Industree Foundation specialises in creating value addition at

manufacturing and marketing process level, in terms of product diversification, design development, simplification of labour and time intensive processes, and access to a broad range of markets, thereby creating an ecosystem for craft-based professions to grow and sustain.

Industree has a long standing relationship with IKEA, one of the world's largest home ware sellers. IKEA has been purchasing banana fibre home accessories from Industree incubated producer company Bangalore Greenkraft for years now. IKEA has a major interest in expanding to water hyacinth and



Industree has a long standing relationship with IKEA, one of the world's largest home ware sellers. IKEA has been purchasing banana fibre products from Industree for years now.

bamboo products as well. Along with this, Industree has also recently partnered with H&M under their "We Care" initiative to conduct a pilot project which sources banana fibre lampshades from Bangalore Greenkraft Producer Company. This initiative is aimed at empowering rural women artisans.

Producers have also been linked to large apparel brands such as FabIndia, Myntra, Nalli, John Miller, Eco Femme, Basics, Mother Earth, Peter England, United Colors of Benetton and more.

Hashti, an e-commerce platform has also been developed to ensure transparency and traceability for consumers.



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.

TRANSFORMING LIVES... THROUGH CO-CREATION

PIE

PIE, a Platform for Inclusive Entrepreneurship, is a societal platform built to create economic opportunity for artisans, farmers, and other producers. At its simplest, the platform creates a digital space to connect various entities with a stake in positive change—from producers to customers. Similar to any other platform, as users grow in number, so does the value of the platform itself (e.g. Facebook, Uber, AirBnB). PIE will be comprised of a suite of apps, addressing various areas such as on-boarding, measurement and evaluation, compliance, orders, and stock to a customer-facing e-commerce portal. Additionally, PIE will provide online courses like leadership training and entrepreneurship programs for those who wish to learn how to run impact enterprises.

Why PIE?

What sets PIE apart from any other societal platform is its focus on enabling distributed ownership. Distributed ownership refers to a company ownership model in which an enterprise is owned and run jointly by its members, who then share its profits and benefits. As a business model, it is tremendously robust, flexible and when properly executed, offers massive scalability. With regard to individual producers, it results in higher wages, social equity, and thus improved livelihoods. By increasing working wages for the poor, producers have the opportunity to spend on the improved services the rest of the impact world is trying to micro sell to them such as better education, health, water, sanitation, energy and financial access.

Supporting Evidence

The PIE model is a tried and tested solution in building producer-owned companies, meeting global compliance standards, disaggregated manufacturing, value-addition and design, and market building and branding. Some examples include:

Mother Earth
I Got Crops
Vrutti
Green Kraft
I Got Skills
Catalyst Management Services

Our Core Partners collectively share over two decades of extensive experience in grassroots livelihoods, technology, micro business and brand creation.



Industree Foundation

Industree has set up two of India's largest globally compliant and profitable artisan producer companies, jointly earning annual revenues of over Rs. 12 crore/USD 2 million, and has promoted the brand Mother Earth. Industree is setting up at-scale collectivized, self-owned and responsible value chain that encompasses food, fashion and home through Mission Creative Million.



Mindtree

With the IGX platform, Mindtree has developed technology-based solutions to empower and enable grassroots entrepreneurs with digital tools to create networked multi-dimensional flows within and across ecosystems, to optimize and achieve scale. Cumulatively, 1+ million waste-pickers, farmers, school principals and teachers, and unemployed youth use its services.



Vrutti

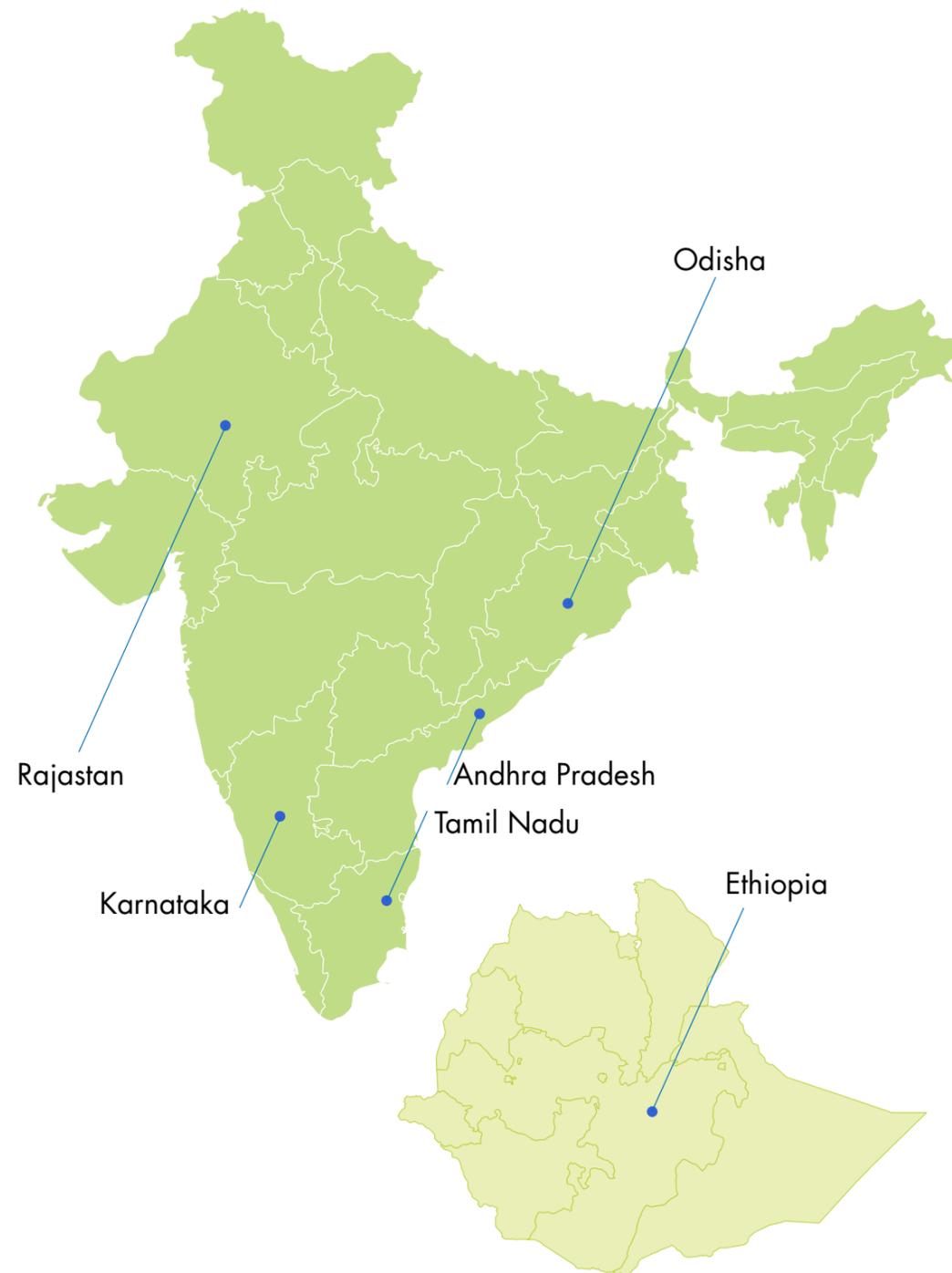
Through its '3-Fold Model', Vrutti has impacted over 120,000 smallholder farmers, established 90+ producer companies and continues to support them. It also supports over 130,000 people who are marginalized and vulnerable to HIV, over 500 micro, small and medium enterprises, and about 40,000 marine fisher folk.

Societal Platform - The Societal Platform Method is shared by EkStep Foundation under a Creative Commons Attribution – No Derivatives 4.0 International License.



TRANSFORMING LIVES...

CURRENT AND PROPOSED PROJECTS



TRANSFORMING LIVES...

WITH SUSTAINABLE LIVELIHOODS

Current Projects

Karnataka

Our Karnataka project focuses on livelihoods development and market linkage in the apparel value chain. Supported by UNDP, Social Venture Partners, British Asian Trust, and National Skills Development Corporation, the project's goals are to train 3,500 women in hard and soft skills and connect 2,000 trained women to market.

This year, our hard skills training program has 962 women trained in tailoring and hand embroidery. We have trained 3,802 producers in soft skills, and have connected 2,111 producers to market so far. The women have been fulfilling orders regularly for a range of national companies such as Fabindia, Myntra and Tenacity. Apart from this Industree has a fulfilled apparel unit in Hulivana village, Mandya district. This unit is also supported by a nearby feeder unit in Kyathengere village.



Number of People Impacted

3,802

- Location
- Dharwad-Hubli
 - Haveri
 - Bellary
 - Davanagere
 - Chitradurga
 - Chikkaballapura
 - Tumkur
 - Kolar
 - Bangalore Rural
 - Ramanagara
 - Mandya
 - Chamarajnagar



Tamil Nadu

This year Industree Foundation partnered with Standard Chartered Bank in order to bring about financial inclusion in low-income areas of Tamil Nadu through financial literacy, digital inclusion and market development support. This partnership spanned over two years (2017-2019) and impacted a total of 10,000 producers involved in banana basketry, handloom, pottery and other varied crafts.

This intervention was conducted as part of Industree Foundation's Mission Creative Million, which aims to impact one million agricultural and non-agricultural producers by 2030.

This year Greenkraft producer company, incubated by Industree shifted its hub to Madurai. The unit then set-up multiple feeder units in Tamil Nadu to support the aggressive expansion of the producer company. Greenkraft now supports 1050 producer across Tamil Nadu.



Andhra Pradesh

Industree Foundation has partnered with Tata Trusts to enable the ecosystem for 4,000 off-farm producers with the objective of enhancing their incomes. Of this, 1,584 producers have been aligned to the apparel and embroidery value chain. Tata Trusts has sanctioned a grant amount of about 12.19 Crores for this 2-year project.

Industree will engage with the producers through its handholding model over a 2-year period, which would include incubation and acceleration of producer-owned enterprises. Industree has chosen Anantapur and Narasapur as the locations for implementation of the project.

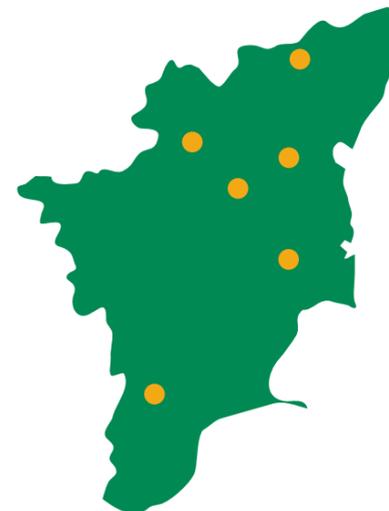


Number of People Impacted

11,050

Location
Madurai
Arani

Tharamangalam
Manamedu
Thirubhuvanam
Veeravanallur



Number of People Impacted

1584

Location
Ananthpur
Kalyan Durga
Raya Durga
Narasapur



Rajasthan

Our intervention in Jaipur seeks to address the issue of child labour through strategic interventions having both economic and social impact on the communities. The aim of the intervention is to create incentives to dissuade the communities from the use of child labour. This is being done through the creation of a market that prizes child labour free products over those manufactured involving children. Industree believes that this demand generation will push people employing children against this practice while maintaining the growth of their businesses. The intervention also seeks to address the challenge of lack of awareness in the communities about the evils of child labour as well as the legalities around it. The women that Industree is working with through this project will act as change makers and harbingers of awareness for their communities, dissuading them from the use of child labour. The project involves working with Lacquer, tie & dye, embroidery and tailoring chains, which are child labour heavy crafts.

We are one year into the project and mobilisation is almost complete. Soft and hard skills training is in full swing with the first embroidery order also underway.



Odisha

In Odisha, Industree Foundation is working with tribal women of Sirla and Lundruguda in the biodegradable plate value chain. The focus here is to support 2,000 women over the next two years in consistent and higher revenue generation through value addition and connection to market. Currently, Industree is supporting over 600 women by bringing design and productivity improvements to existing production clusters.

These women typically earn around INR 1,500-3,000 per year, struggling to support their families. The project aims to triple the incomes of the women involved consistently and sustainably. So far, over 600 women have been trained and have started working on orders for fine stitched leaf plates, already doubling their income per piece. Infrastructure development is also in progress thanks to a partnership with SELCO Foundation to develop solar powered electrical machines to these remote locations, which suffer from frequent power cuts. While these 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 in the process of upgrading 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.



Number of People Impacted
1,200

Location
**Shastrinagar
Ramganj
Bhatta Basti**



Number of People Impacted
600

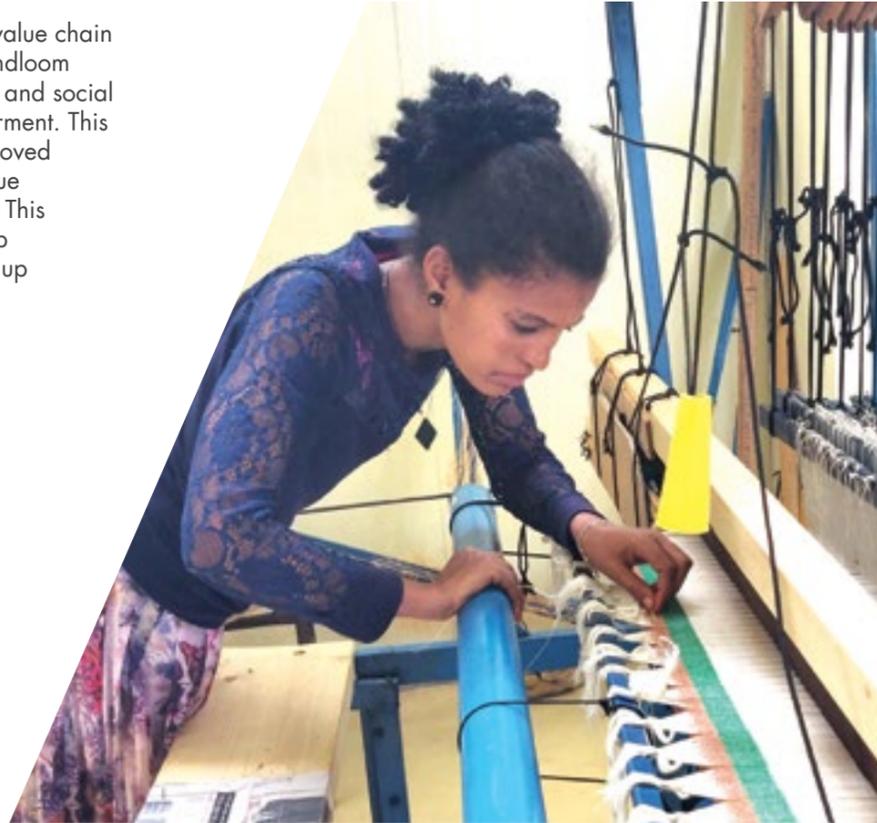
Location
**Sirla and
Lundruguda**



Ethiopia

Industree Foundation is building a Farm to Fashion value chain in Ethiopia by leveraging the existing traditional handloom value chains for employment, income multiplication, and social impact with a particular focus on women's empowerment. This project involves technological interventions like improved handlooms and production processes as well as value addition through dyeing, tailoring, and embroidery. This paired with a market-oriented approach aims to help weavers in the diversification of products and move up in the value chain.

This project is in its initial phases with training having just begun in May. Three design collections have been created and market tested and branding strategies are underway. On-ground teams are in the process of mobilizing more producers to join the program and equipment acquisition is in progress.



Number of People Impacted
100

Location
Bahir Dar



OVERALL IMPACT

100%
producers received
Financial Literacy
Training

Industree Impact
since inception
60,000+

Number of Units:
**15+ Producer
Groups**



Average salary increase
from previous job

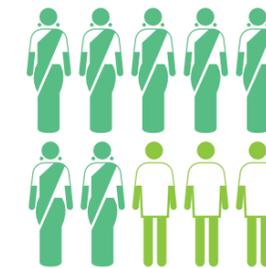


Producers have
increased their savings



Women reported greater
respect from their families

Two
globally-compliant
producer-owned
enterprises



**70% Women
30% Men**

2000+
producers in
value chain
brought under
social security

15
producer units
established

20,000+
producers
connected to
market

2,000+
producers
onboarded onto
Hastti platform

Crafts

- Value Added Apparel (Tailoring, Embroidery, Tie & Dye)
- Biodegradable Leaf Plates
- Natural Fibre (Banana bark, banana silk)
- Lacquer

TRANSFORMING LIVES... MAJOR ACTIVITIES

Skoll World Forum April 9-11 2019

Skoll World Forum on Social Entrepreneurship is an annual conference held in Oxford to accelerate entrepreneurial solutions to the world's most pressing problems. Industree Foundation's Neelam Chhiber attended the international forum and initiated discussions with key stakeholders like Greenwood Place, Fossil Foundation, Primark, and Lake Advisory. Neelam also co-hosted a Skoll Ecosystem Event with Dasra titled 'SDG 5 in India, to explore India's roadmap to achieving the Sustainable Development Goals from the lens of empowering women and girls.

LeNS April 3-5, 2019

The LeNS Conference is one of the largest design international conferences for lecturers, researchers, professionals and relevant institutions and organizations and has become a reference event where experts get together to present and share their knowledge to diffuse sustainability for all. Jacob Mathew and Faiyqa Halim represented Industree Foundation in Bangalore, presenting a paper on Sustainable Development: 'Creating a virtuous production-consumption cycle'. The paper will be published in a lens journal.

International Women's Day March 8, 2019

Our Bangalore Greenkraft Unit in Madurai celebrated International Women's Day by putting together a special celebration for their team. They performed dance routines, elocution, and played games, having planned the entire event themselves, from creating the agenda for the day, buying prizes for the games, renting sound systems, and creating a performance schedule. It was a truly inspiring testament to their empowerment, and demonstrated how much these women are capable of when empowered.

Dasra Philanthropy Week March 3-9, 2019

This year was the 10th annual Dasra Philanthropy Week. Each year, the event brings together philanthropists, media, academia, and program staff and beneficiaries from the ground to celebrate a week of activities, discussions and workshops to collaboratively forge a way forward to achieve the Sustainable Development Goals. Neelam Chhiber attended the event as well as spoke on the Spearheading Women Leadership panel.

Mae Fah Luang Foundation Visit March 1-2, 2019

The Mae Fah Luang Foundation, a social entrepreneurship focused organization from Thailand, visited Industree Foundation to see our Producer Ownership Model first hand. A group of 26 team members made their way to the head office in Bangalore to learn about our model and then to our rural Ektha Apparel units in Mandya to see our work in action and speak to producers about our impact.

Ambiente Feb 8-12, 2019

Ambiente is the world's leading trade fair for consumer goods, hosted in Frankfurt. This year's partner country was India, with a special presentation on "Handmade in India"-combining traditional production methods and contemporary aesthetics and to redefine handmade manufacturing. Bangalore Greenkraft and its natural fibre products were showcased as an example of artisan owned enterprises achieving scale.



International Women's Day



Mae Fah Luang Foundation Visit

Good Fashion Round Table Jan 29 2019

Industree Foundation hosted a round table in London on the topic of Good Fashion, exploring sustainable buying in mainstream fashion and lifestyle as the apparel industry has immense potential to contribute towards meeting the Sustainable Development Goals. Key leaders from the apparel, textile, lifestyle, and investor and non-profit sectors met to discuss how to accelerate SDG impact through Good Fashion practices like adopting sustainable materials and business operations, promoting responsible production and consumption, and ensuring fair and equitable employment.

WEF Davos Jan 22-25, 2019

The World Economic Forum Annual Meeting in Davos convened again this year for world leaders to discuss the global, regional and industry agendas to collaborate on facing the challenges ahead. Industree Foundation attended the forum, receiving press coverage on CNBC TV, The Daily World, The Economic Times, and the WEF blog. The various stories covered our strategies for inclusive growth and how to build models that achieve lasting and meaningful impact.

Jury of National Entrepreneurship Award Dec 2018

The Ministry of Skill Development and Entrepreneurship has instituted the National Entrepreneurship Awards to recognize and honour outstanding young first generation entrepreneurs and their Ecosystem Builder. Industree participated in the event, finding it extremely useful in engaging with the Government of India and the Ministry of Skills and Entrepreneurship programs to keep our work on track with the government's approach to entrepreneurship related to gender.

Gender Smart Investing Summit London Nov 1-2, 2018

The Gender-Smart Investing Summit is a global forum that brought together over 300 champions to focus on unlocking investment in gender equality and the power of women making markets. Industree Foundation attended, gaining a clear understanding the SDG 5 investment landscape (i.e. the kinds of philanthropy and impact available and the chief players involved).

GSG Impact Summit Oct 8-9, 2018

At the GSG Impact Summit, 500 organizations from 54 countries across 6 continents convened in New Delhi to discuss the Power of Impact: Driving to Tipping Point 2020. The summit covered global challenges from education to environment alongside emerging tools and strategies for measuring and minimizing impact investments. Industree Foundation attended the conference, establishing a connection with Open Society during the time there. As a result, Industree is in continued dialogue with the philanthropic organization for future project support.

Social Entrepreneur Summit Sept 2018

Neelam attended the Social Entrepreneur Summit in New York to celebrate the 20th anniversary of Schwab Foundation. There she networked with 130 Schwab entrepreneur peers and built critical alliances with Tony Kalm, who at the time was President for One Acre Fund. Industree's connection with Tony Kalm has since been strengthened as we look toward collaborating on various projects around PIE in the near future.



Good Fashion Round Table



Gender Smart Investing Summit London



**IPF Panel
July, 2018**

Chatham House hosted an IPF panel to discuss recommendations for Women20: Putting Gender Equality at the Core of G20. The panel compiled a number of ideas and suggestions to which G20 countries can draw from, building an implementation plan that articulates promising programs and measurable indicators. Neelam was invited and participated as a thought leader on women collectives, sharing her expertise with the group in an effort to achieve greater impact.



**Co-creation Paradigm
Workshop
July 31, 2018**

Industree Foundation, Mindtree, and Vrutti hosted a Co-Creation Paradigm workshop for Positive Societal Impact, with the goal to come up with methods and mechanisms to initiate, accelerate, and sustain co-creation at scale. The setting of micro-enterprises in the farm and off farm sectors provided an anchor for exploration of co-creation opportunities during the workshop engagement. Representatives from Samhita, Labournet, SVP, Ola, and Villgro participated.



Co-creation
Paradigm
Workshop

**IKEA Democratic
Design Days
June 7-8, 2018**

Every year IKEA hosts its Democratic Design Days event, a two day jamboree where upcoming collections and collaborations are presented in the spirit of perpetual innovation. Industree attended the Design Days where collections made by Bangalore Greenkraft were displayed. There, we met with H&M to build a buying relationship, one that has continued to gain strength over the course of the year.

**Inclusive
Manufacturing Forum
April 5-7, 2018**

Held at National Institute of Advanced Studies, the Inclusive Manufacturing Forum 2018 brought together thought leaders from academia, industry, NGOs and government as well as students to evolve a white paper supporting development for all, by democratizing and distributing manufacturing, empowering local production with local resources and marketing links. Neelam Chhiber spoke on a panel discussion about the importance of creative manufacturing in generating sustainable employment in India.

MEDIA MENTION

Women Get a Special Focus Under Skill India Mission Khabar India, 8 March 2019

The Ministry of Skill Development and Entrepreneurship has focused on women's empowerment through various skilling initiatives, seeking to increase India's participation rate in the workforce. One such initiative is the Ministry's partnership with Indusree Foundation to train and support 1500 women across Karnataka.

<http://bit.ly/skillindiamission>

How social entrepreneurs made an impact on Davos 2019 World Economic Forum, 4 Feb 2019

Over 3,000 leaders attended Davos 2019 under the theme Globalization 4.0: Shaping Global Architecture in the Age of the Fourth Industrial Revolution. Among them were a delegation of social entrepreneurs already impacting millions in need around the world, each using the WEF platform to further impact. Indusree Foundation leveraged the Annual Meeting to tackle obstacles related to skills development and job creation that India is face with sharing ideas about a model of distributed ownership in order to achieve inclusive growth.

<http://bit.ly/DavosWEForum>



Social entrepreneur Neelam Chhiber pitches for co-op models like Amul to take jobs to villages by Press Trust of India, 27 Jan 2019

Press Trust of India covers Neelam Chhiber's pitch for an Amul-like model to create several cooperatives across India and make them more viable by using technology.

"I think the solution is to create more work for women at the village levels. You have to take manufacturing to them. Don't expect corporates will do it. The corporates have to be competitive. I'm not suggesting government intervention, that is out of the question. I am suggesting a public private partnership model."

<http://bit.ly/amulcoop>

Davos 2019: Women empowerment needed for overall growth of economy, says Indusree Foundation's Neelam Chhiber by CNBCTV, 21 Jan 2019

CNBC TV interviewed Neelam Chhiber on the importance of women's empowerment in economic growth and the necessity of putting more income in the hands of women. When women earn, their wages are more likely to be put towards better health, nutrition, and education for their children. India is facing a huge problem with urban-rural migration, where many women are averse to moving from their rural homes. With 70 percent of India's population residing in rural areas, it is critical, therefore, that rural jobs be created in order to ensure inclusive growth.

<http://bit.ly/EmpowerNeed>

Distributed ownership: what it means and how it could transform India by Neelam Chhiber, WEFForum, 15 Jan 2019

Neelam Chhiber writes about the role of distributed ownership in leveraging India's economic development for inclusive growth. Creating producer owned enterprises, where the profits and benefits are shared by the enterprise's members, can increase incomes, support social equity and empower individuals.

<http://bit.ly/DOwnership>

Commentary: The enormous, avoidable waste of human capital caused by gender inequality by Vijay Eswaran of Channel News Asia, 21 Nov 2018

Gender inequality in the workforce is not only a moral and human rights issue, but an economic issue as it results in a waste of human capital for national economies. Women led companies deliver significantly higher returns than the market average and women-owned start-ups deliver over two and half times more revenue per dollar invested than companies founded by men. Indusree Foundation is referenced as an example of a woman-led organization that develops game-changing solutions with the potential to make a huge impact in improving lives and communities.

<http://bit.ly/CNewsAsia>

Rwanda exports dried hybrid chilli to India for the first time by New Business Ethiopia, 11 Jul 2018

SITA has embarked on several activities aimed at boosting the export of East African countries to the Indian market. One of these projects includes a handloom initiative by Indusree Foundation, looking to strengthen and train the Ethiopian handloom value chain- from farm to fashion.

<http://bit.ly/BusinessEthiopia>



Financial literacy builds confidence in women entrepreneurs, says Shamina Singh by Jui Dharwadkar of Hindustan Times, 14 Apr 2018

The president of Mastercard Centre for Inclusive Growth, Shamina Singh, discusses the impact of financial literacy on women's empowerment, mentioning Mastercard's partnership with Indusree to connect over 20,000 women producers to domestic and international markets over the following year.

<http://bit.ly/FinLitbuild>

IKEA supports marginalized women in India with handmade homeware collection by Ali Morris of Dezeen, 30 March 2018

IKEA sources banana-fibre baskets and handwoven textiles for their indigo-themed Innehållsrik collection from Indusree Foundation, supporting livelihoods through their production for IKEA collections.

<http://bit.ly/IkeaSoCent>

ITC expands East Africa, India business partnerships by New Business Ethiopia, 28 Jan 2019

Over the last few years, the Indian private sector has been partnering with African countries under a project initiated by the Geneva based International Trade Center (ITC). Indusree Foundation is among these partners, working to implement a handloom initiative in Ethiopia.

<http://bit.ly/Indiabusiness>

IKEA in India: Realisation of a Swedish design dream by Sangeetha Devi Dundoo of the Hindu, 5 Jul 2018

In a profile on IKEA entering into the Indian market with its first store in Hyderabad, Indusree Foundation is highlighted as one of the social enterprises that develop products for the company.

<http://bit.ly/firststorehydbd>

ACCOUNTS



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 31.03.2019

Particulars	Sch. No.		Year Ended 31-03-2019
INCOME:			
By Workshop & Project Grant Received		101,882,616	
By Consultancy fee Received		684,000	
By Donation Received		547,591	
By Other Receipts		318,762	
Total	2.1		103,432,969
EXPENDITURE:			
To Training & Development Expenses	2.2	90,534,700	
To Administrative Expenses	2.3	11,848,494	
To Financial Expenses	2.4	38,361	
To Depreciation	1.4	1,664,116	
Total			104,085,671
Net Excess of Expenditure Over Income			(652702)

BALANCE SHEET FOR THE YEAR ENDED 31.03.2019

Particulars	Sch. No.		As on 31-03-2019
SOURCES OF FUNDS:			
General Fund	1.1		7,511,761
Loan Fund :			
Secured & Unsecured loans	1.2		3,993,101
Total			11,504,862
APPLICATION OF FUNDS :			
Fixed Assets :	1.3		10,993,579
Current Assets:			
a. Deposits		5,187,822	
b. Sundry Debtors		9,382,417	
c. Cash & Bank Balances		1,193,923	
	1.4	15,764,162	
Less : Current Liabilities & Provisions	1.5	15,252,879	
Net Current Assets			511,283
Total			11,504,862

As Per My Report of Even Date

(Signature)



CA.R.SUBRAMANIAN, B.Com., FCA.,
Chartered Accountant
Place : Bangalore
Date : 26.7.2019

This report was prepared by Kajendran Sankar

255, V.O.C. Street, Tirunelveli Town, Tamil Nadu - 627 006. Ph: 0462 2338475, M: +91-98421 57725 E-mail: tvrmanica@yahoo.com

For Indus Tree Crafts Foundation

(Signature)



Mrs. Neelam Chhiber,
(Managing Trustee)

TRANSFORMING LIVES... PARTNERSHIPS

accenture

Adobe

AUTODESK

BRITISH ASIAN TRUST

EMTEX

EkStep

GRASSROOTS BUSINESS FUND

H&M

HT Research

IKEA

International Trade Centre

Center for Inclusive Growth

Mindtree

N-S-D-C National Skill Development Corporation

SEWA

SEWA

SRISHTI

SONATA SONATA SOFTWARE

Standard Chartered

SVP SOCIAL VENTURE PARTNERS

TATA TRUSTS

THE FREEDOM FUND

UNDP

Vrutti

WISE

Womanity

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 our journey to Transforming Lives

As part of Mission Creative Million, Industree Foundation is looking for like minded partners, 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

Joseph Chemmanur Hall, Indiranagar, 1st stage,
1st cross, Bangalore - 560 038, India. Ph: 080 4222 9161
www.industree.org.in

