



A Step



Towards



Rural



Transformation

Annual Report 2021-22



A Step Towards Rural Transformation

Annual Report 2021-22



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About

Deshpande Foundation

Rural India forms the backbone of the nation. Focusing on its socio-economic growth would ensure holistic development. Since 2007, Deshpande Foundation (DF) has constantly worked towards recognizing and addressing the challenges of rural and semi-urban India.

Interventions in rural India are largely made in the areas of livelihood, healthcare, education, and policy-making. Our approach to rural transformation involves enhancing livelihoods and creating sustainable economic prosperity for rural communities. DF focuses on creating better, faster, inclusive and economical solutions in the areas of agriculture, micro-entrepreneurship, skilling, and startups.

We believe in navigating a unique path as a social enterprise, harnessing a blend of business excellence and compassion of not-for-profits.

While the goal is to eventually create tangible impact at the national level, we have begun our journey with [a step towards rural transformation](#).

Sustainability first, scalability next

Technology as an enabler for scaling solutions

Entrepreneurial approach in creating a demand-driven, cost-sharing ecosystem

Partnership with the rural community and all its stakeholders, based on trust



Vision

To create an ecosystem that nurtures entrepreneurial mindsets to address grassroots problems through innovation, collaboration and sustainability.

Mission

To develop scalable solutions that will address the pressing social challenges of rural and semi-urban India.

Sandbox Model

A 'Sandbox' is a geographical area that serves as a living laboratory for practical and innovative solutions to enhance livelihoods of the region. It allows for quickly testing effectiveness of interventions, rapidly building community support and collaborating with aligned organizations.

Deshpande Foundation has two Sandboxes in India:

- » **Hubballi Sandbox (Hubballi, Karnataka):** This flagship sandbox was launched in 2007. It nurtures programs in agriculture, micro-entrepreneurship, skilling, and startups.
- » **Kakatiya Sandbox (Nizamabad, Telangana):** The Kakatiya Sandbox ecosystem allows for sharing, networking, collaborating and deliberating ideas with other catalysts in rural Telangana.





Kakatiya Sandbox

Kakatiya Sandbox (KS) draws inspiration from Deshpande Foundation's Sandbox model. It envisions to improve skill sets among the rural youth, build local networks and businesses and advance the local economy level in and around Nizamabad, Telangana. KS aspires to do so through philanthropic investments to create business models that encourage collaboration and growth.

Its micro-entrepreneurship and skill development programs help empower businesses and students respectively, at the grassroots. The Agricultural Initiatives under KS encourages farmers to adopt sustainable irrigation techniques and helps them construct farm ponds.



Innovation at KS

An innovative sustainability intervention, Sustainable Rice Initiative (SRI) was piloted by Kakatiya Sandbox in 2019 through the "System of Rice Intensification" method—minimum utilization of natural resources and maintaining the biodiversity of the soil. SRI aims to impact the lives of 45,000 farmers by 2026.

In 2021-22, SRI at Nizamabad resulted in a 19% increase in yield, 20% water savings, and 25% increment in income for over 900 farmers.

Cumulative Impact in the Past 8 Years

20 lakh lives
\$50 million per year incremental income for one lakh families



Way Forward: K-Hub

In alignment with DF's journey towards rural transformation, Kakatiya Sandbox is establishing K-Hub—a center for rural social innovation in Nizamabad, Telangana. K-Hub aims to encourage the rural youth to become mission-driven entrepreneurs and solve pertinent social problems of the region, especially in the fields of agriculture, healthcare, education, among others.

K-Hub is being built over 4.08 acres, including a Micro-Entrepreneurship Development Center for aspiring micro-entrepreneurs, an Agri Center for developing innovative farming models, a Skilling Center for graduates and school children, an Incubation Center for startups, and a Makers' Lab for hardware prototyping.

Message from the Founders

Humankind has been endowed with innovative minds that have identified problems and created solutions for thousands of years. For the developed sector, this system is almost perfected—deploying product development architecture, and supported by an entire ecosystem. These solutions are directed towards people who have sufficient disposable income.

Customers in the social sector do not possess such disposable income. Additionally, their problems are multi-faceted and complex. The nonprofit sector, while operating on compassion, attempts to solve the problems of one person at a time—an approach that does not allow for scaling, because the solutions are also complex and handcrafted.

The opportunity has now arrived to bring the product engineering approach to the social sector as well, so that we can solve problems at scale. We are now confident that two of our solutions – Farm Pond and SkillPlus, are indeed ready for replication at scale.

Last year has been an eventful one for us. Our partnership with State Bank of India and HDFC allowed 1,000 farmers to finance their Farm Ponds. Our SkillPlus program expanded to over 50 colleges and the Farmer Producer Organization saw a cumulative business participation of ₹14.38 crore.

We have developed a new approach atypical to the nonprofit sector, to achieve this—identify problems and create interventions that can act as solutions for large sections of the rural population. Two illustrations to that effect are: farm ponds, solving the water problem for farmers and increasing farmer income; and our skill development programs, bridging educated but unemployed youth from rural India to employment, improving their standard of living and opportunities for growth.

We believe that using sophisticated technology along with financial engineering will help in building economical, better and faster solutions for rural transformation. For the first time, technology is getting advanced enough to truly simplify the benefits in the social sector. Moreover, customers in this sector today, have better access to technology such as smartphones, to receive technological solutions.

Given the vastness of the rural Indian population, every solution we can find for rural India has the opportunity to make a significant difference to the nation's development.

Ours is a humble beginning – a small step towards rural transformation. We call forth all our partners and funders to join our journey by replicating and improving our solutions, and assessing how we can deliver them across India. All of this will take time, resources and most importantly, deep compassion and commitment. We sincerely believe, however, that if successful, these efforts promise to bring about a transformation in rural India that we can all champion.

**Gururaj Desh Deshpande
& Jaishree Deshpande**

- Programs
- Agriculture Initiatives
 - Deshpande Skilling
 - Micro-Entrepreneurship Development Program (MEDP)
 - Deshpande Startups



Message from the Chief Executive Officer

We believe that our focus, strength and capabilities lie where the real need of India lies—increasing the prosperity of rural India. Ours is a step towards rural transformation and all our programs are aligned in this direction. Most of our customers are from rural and semi-urban India—farmers, educated but unemployed rural youth, micro-entrepreneurs in remote villages—or are startups working towards solving the issues of rural populations.

Deshpande Foundation works on the principle of having the heart of an NGO and the business excellence of corporates, to mold ourselves into a social enterprise. Using this approach, we want to be able to identify those validated solutions of ours that can be graduated to scale, along with sustainability.

We have witnessed a few highlights across our programs this year. SkillPlus is now in 53 colleges with MoU in place with 20 more; and its residential arm, SkillPlus-R has witnessed a 95% placement ratio. DF's APEX Farmer Producer Organization, Kalmeshwara Farmer Producer Co. Ltd. (KFPCL) received a 'Certification of Appreciation' from NABARD in recognition of its performance in 2021-22. Deshpande Startups cumulatively onboarded 46 new startups this year. Its EDGE program also launched its flagship program-'WeEnable Bharat Accelerator', exclusively for women entrepreneurs.

Two of our programs have matured to scale—Farm Pond and SkillPlus; we want to explore ways to take them across India. Towards this goal, we are looking at a model of impact through partnership. We are identifying and partnering with NGOs who are passionate about replicating and implementing our products, while we support them with technology, training and insights. The idea is for these NGOs to have a jumpstart from what we have in place already, and thereby scale impact.

Our Farm Pond program has utilized technology for both, enhancement and scale. We aim to construct 8000 Farm Ponds in the next year, compared to the cumulative 7000 till date. We are witnessing such growth in our solutions because we are constantly working towards improving our solutions and productizing them in an economical, faster and better way.

We are piloting this model in Maharashtra. Once we reach a threshold of success of creating impact through such partnerships in the state, we aspire to take this model to other parts of the country.

Our partners have always played a key role in the growth and success of our programs. We sincerely thank them for their relentless support. As we step into another year of our journey, we encourage you to come and be a part of igniting transformation in rural India.

Vivek Pawar

- Programs
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Message from the Chief Operating Officer

We are gearing up to scale for bigger and better impact. It therefore becomes inevitable that the organization's culture undergoes a redefinition, to enhance adaptability. At Deshpande Foundation, we are trying to inculcate a culture of 'shared responsibility' – less of a code established by the management, and more of an interactive toolkit.

It is therefore crucial that everyone in the organization has a clear and common understanding about our desired culture. We can then work together to cultivate it and share accountability for its achievement.

We are also striving to build operational excellence which focuses on value streams for both, internal and external stakeholders. Our value streams include fairness, firmness, consistency, staff development, and leadership development.

We have made the effort to ensure that we retain our experiences and cross-functional learnings, and make them transferable:

- » Across our programs and support functions, we have redesigned our operating models
- » The Project Management Unit (PMU) brings a periodic check on our desired metrics and outcomes
- » Diligent involvement of our founders, board members and senior management, streamlines our efforts
- » Digitization and Business Intelligence (BI) provide us deep insights to leverage on acceleration
- » Exposure to external ecosystems help us reduce the learning curve and build new forms of partnerships

With our footprint growing at Nizamabad (Telangana), we are expanding the existing setup for Kakatiya Sandbox with a state-of-the-art building, carrying an investment of ₹100 crore. It will act as a testing ground for experiments and pilots suited for the local ecosystem.

We are humbled and gratified for being recognized as a Great Place to Work® for two consecutive years. We will continue to place utmost importance on gathering and understanding in-depth insights on the experiences of employees at both, the organizational and team levels.

All our programs and support functions are primed to take a step towards rural transformation. With the richness of experiential learning spanning 15 years, we at Deshpande Foundation are poised to embrace the changes and new requirements that will be crucial to make our journey a fruitful one.

Sunil Chakrapani

- Programs
- Agriculture Initiatives
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Culture

Our Values

Collaboration within teams, departments, entities, partners, other organizations and the Government

Respect for all, irrespective of levels, background, programs, nature of work, etc.; through timely response, punctuality, behavior and non-violent communication

Openness to share ideas, suggestions, feedback, information and challenges; **& Transparency** in communicating information, access to policies, procedures, reports and updates to employees on matters affecting individuals and the organization as a whole

Pride with Humility, to acknowledge the impact made by every program, celebrate success collectively, recognize best practices and stay humble in our services towards all our stakeholders

Code of Honor

Purpose: I strive to impact Indians from rural and semi-urban regions who are at the bottom of the pyramid

Principles: I am responsible, transparent and do what is right

Performance: I collaborate and deliver commitments with quality and on time

Pride & Passion: I perform with passion and take pride in achieving impact

People: I treat every individual with respect and dignity



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Great Place to Work®

In June 2021, Deshpande Foundation won the Great Place to Work® certification from the Great Place to Work Institute under the 'Non-profit & Charity Organizations' category. The Foundation is committed to continuously strengthen its workplace culture and empower its employees to contribute towards rural transformation.

Our Collaborations

Over the years, Deshpande Foundation (DF) has created an effective network of collaborations that has enabled it to set out on a path to bring about economic prosperity in rural India. As the Foundation takes a step towards rural transformation in its journey, increasing and strengthening its partnerships becomes extremely crucial.

DF works in a public-private-partnership model, synchronizing support from the Government, corporates, non-profit organizations, and the civil society. The Foundation also receives generous support from philanthropists.

Deshpande Foundation is also collaborating to create impact through partnership for its productized programs – Farm Pond and SkillPlus, on a pilot basis in Maharashtra.

Government and Deshpande Foundation

Deshpande Foundation has received immense support from the Government of India, State Governments, and several statutory bodies. The Governments of Telangana, Karnataka, and Andhra Pradesh have helped DF expand its programs across several locations within these states. The Government of Telangana has also extended support in the form of grants in 2018. DF is extremely grateful for such relentless support from the Government.

DF has been working closely with the National Bank for Agriculture and Rural Development (NABARD); Small Industries Development Bank of India (SIDBI); District Industries Center (DIC), Dharwad; Central Food Technological Research Institute (CFTRI), Mysuru; National Rural Livelihoods Mission (NRLM); Department of Science and Technology; and Khadi and Village Industries Commission (KVIC).

The Ministry of Finance, Government of India, has granted DF permission to seek donations under Section 80G of the Income Tax Act.

Deshpande Foundation thanks the Government of India and the State Governments of Karnataka, Telangana and Andhra Pradesh, as well as all statutory bodies for their steadfast support throughout its journey.



- Programs
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Funding Partners



Technology Partners



- Programs
- Agriculture Initiatives
 - Deshpande Skilling
 - Micro-Entrepreneurship Development Program (MEDP)
 - Deshpande Startups

Knowledge Partners



Research & Assessment Partners



Individual Donors

- Raju Reddy
- Phanindra Sama
- Sudha Murty & Narayana Murthy
- Kannuri Family

Board of Trustees



Gururaj Desh Deshpande

Founding Trustee

Desh has pursued an entrepreneurial career for the last three decades and has built several companies. He pursued a B.Tech. degree in Electrical Engineering from the Indian Institute of Technology – Madras (IIT-M), a Master of Science in Electrical Engineering from the University of New Brunswick in Canada, and a Ph.D. in Data Communications from Queen's University, Canada. Desh serves as a life-member of the MIT Corporation. He is President and Chairman of Sparta Group LLC, a family investment office. He co-chaired a National Council to support President Obama's innovation and entrepreneurship strategy. His extensive knowledge, experience and efforts have helped Deshpande Foundation to create an environment that fosters social entrepreneurship and innovation.



Jaishree Deshpande

Founding Trustee

Jaishree is the Treasurer of Sparta Group LLC and serves as a Trustee for the Museum of Science. She is involved with HESTIA Fund, an initiative that supports quality afterschool programs for children from low-income families. She worked for the Indian Space Research Organization (ISRO) in Bengaluru until 1980, before moving to Canada. Jaishree has worked for several companies in Massachusetts and taught courses in Computer Science. She holds a Master of Science degree in Physics from the Indian Institute of Technology - Madras (IIT-M) and a Master in Computer Science from Boston University. Together with Desh, Jaishree has been a thought leader at Deshpande Foundation for creating significant social and economic impact.



Deshpande Foundation



Sanjay Nayak

Trustee

Sanjay Nayak is a Co-Chairman of India's Telecom Equipment and Services Export Promotion Council and has many feathers in his cap, like the 'Technovation Sarabhai' Award from India Electronics and Semiconductor Association and the 'Electronics Man of the Year' from ELCINA in 2011. He is also inducted as a Fellow of the Indian National Academy of Engineering for his dynamic leadership in building great scientific institutions that have immensely contributed to the faster development of the country. Sanjay holds substantial experience in telecommunication and networking and is also a member of the FICCI Start-Up Committee. Prior to Tejas Networks, Sanjay was the Managing Director for Synopsys (India) Private Limited and has a Master of Science degree from North Carolina State University, U.S.A..

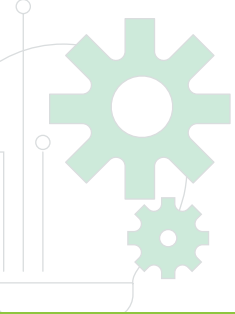


Arnob Roy

Trustee

Arnob Roy, the Chief Operating Officer at Tejas Networks, comes with an experience of over 30 years of research & development, operations, and sales in the high-technology industry. He holds a Master of Science degree from the University of Nebraska, Lincoln, U.S.A., and a Bachelor of Technology (Honors) degree in Electronics and Electrical Communication Engineering from the Indian Institute of Technology, Kharagpur. He has served as the Manager for Research and Development in Synopsys Private Limited (India) before joining Deshpande Foundation as an Executive Director. His leadership is invaluable and provides the Deshpande Foundation with the right kind of direction.

Board of Trustees



Deshpande Foundation



Kumar R. Sivarajan

Trustee

Kumar has co-authored a textbook titled 'Optical Networks: A Practical Perspective' and has served as an Associate Professor in the Department of Electrical Communication Engineering at the Indian Institute of Science (IISc), Bengaluru. His core responsibilities as the Chief Technology Officer at Tejas Networks include setting the technology and product direction, along with serving as a Trustee and guiding on technology at Deshpande Foundation. He has several accolades, such as 'Fellow of the Indian National Academy of Engineering' and the 'Global Indus Technovator' Award – 2004, from India Business Club, among others. He holds a Bachelor's degree in Electrical Engineering from IIT-Madras, and a Ph.D. from the California Institute of Technology.



Vivek Pawar

CEO & Trustee

Vivek Pawar is the CEO & Trustee of Deshpande Foundation. He is also the Chairman Emeritus & Founder of Sankalp Semiconductor, the largest independent analog semiconductor design service provider company in the world, which has been acquired by HCL. Prior to Sankalp, Vivek worked in Texas Instruments, India and U.S.A. for 15 years and has developed global innovative chip products which have received many awards and recognitions. He has three patents and multiple international publications to his credit. Vivek is passionate about creating a sustainable and scalable framework for rural transformation. In this quest for transformation, he strongly believes that startups play a crucial role in solving the long-standing problems of rural India. Vivek has completed B.E. (E&T/C) from the College of Engineering Pune (COEP) and M. Tech from IIT-Kharagpur.

Deshpande Educational Trust



P N Nayak

Managing Trustee & CEO

Nayak is an engineer by training from NIT-K, with over 28 years of experience in the corporate sector in the areas of customer support, sales, relationship management, quality and HR. The past 15 years of his career were in talent acquisition and talent development for a leading IT/ITES company in India. He has been leading the Skilling impact unit of DF – Deshpande Educational Trust, since 2019, steering its programs to be sustainable, while scaling them to more centers to create a larger impact.



Shreekant Shrinivas Deshpande

Trustee

Shreekant is an Assistant Professor in the Department of Management Studies at Christ University, Bengaluru, and is associated with Deshpande Foundation. He has also worked as a Project Manager with Tata Consultancy Services before teaching and shaping students' future. His service to the Foundation is immense, and he forms an irreplaceable force to reckon with, in the Foundation.



Serge Bhachu

Trustee, Deshpande Foundation & Deshpande Educational Trust

Serge Bhachu's association with Deshpande Foundation (DF) began in 2008, and he now serves as Managing Director of Sparta Group LLC, the investment office of Desh and Jaishree Deshpande. In his journey with DF spanning more than a decade, he has been instrumental in managing different fronts, bringing extensive knowledge and the quality of excellence to his work. He holds a Bachelor of Arts degree in Economics from Clark University and a Juris Doctor degree from Boston University School of Law.



Board of Directors



Aravind Chinchure

CEO

Aravind has been associated with Deshpande Foundation for over ten years. He is an evangelist and connector of the Foundation to individuals, institutions and industry to build the ecosystem for sustainable development. He is a physicist-turned-entrepreneur, educationist and policy advisor. He serves on the Boards of three social organizations working for women-centered inclusive development, education, and social entrepreneurship. He is the Founder & CEO of QLeap Academy, focused on creating 21st-century professionals and leaders in the areas of Industry 4.0, in partnership with Indian and global universities.



Raju Reddy

Director

Raju Reddy is the Founder of Sierra Atlantic, an IT services company headquartered in California, U.S.A.. He has provided his wholehearted support to co-founding DF's operations in Telangana – 'Kakatiya Sandbox'. The initiative started when Raju Reddy visited the Hubballi Sandbox, Karnataka, and saw its impact. He wanted to replicate it in Telangana, and took it upon himself to activate similar operations there. It was with his initiative and support that Kakatiya Sandbox has been successfully implemented and continues to run smoothly and efficiently.



Foundation For Sandboxstartup Initiatives



Ramanathan Narayan

Director

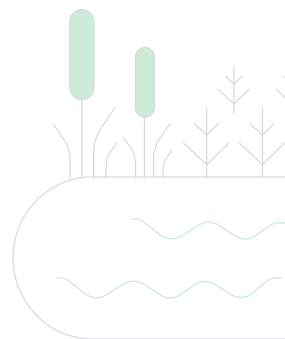
Ramanathan has handled a wide range of roles over the last two decades. He has co-founded 4R Recycling and loves listening to a variety of music to unwind from his demanding work roles. Prior to 4R Recycling, he worked as a Sr. VP - Supply Chain at Tejas Networks and has been a key member of the senior management team. He was the CFO till 2007, after which, he moved to supply chain. He comes with the prowess of working in various leadership roles with organizations like Synopsys, Viewlogic Systems, and Recon Ltd.



Rajiv Prakash

Director

Rajiv sees Bharat as the real India which is over a billion strong, made up of rural, semi-urban, and small city (tier III-IV cities) communities. He believes this economy has its distinct needs, culture, and capabilities; entrepreneurship into and from Bharat is key to sustainable development for all of India. He is the Founder of Next In Advisory – a growth platform for entrepreneurs. He was earlier the CEO at Future eCommerce/futurebazaar.com and co-founded India's leading retail technology and business services firm. He completed his PGDM/ MBA from the Indian Institute of Management (IIM), Ahmedabad in Finance & Systems after completing his Bachelor of Commerce from R.A. Podar College.



Advisors



Sushil Vachani

Advisor, Deshpande Foundation

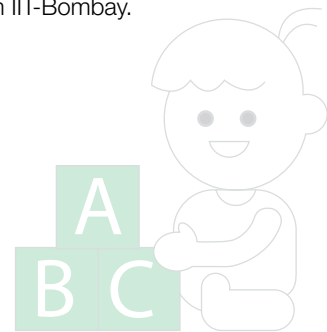
Sushil Vachani serves on the Board of Trustees and takes the lead in developing strategies for promoting economic and social development in the U.S.A. and India through entrepreneurship. He has a keen interest in the global institutional environment of business, multinational-government relations, CSR, climate change, strategy and innovation at the pyramid's base, and NGOs' impact on international businesses. As a global researcher, leader, and educator, he edifies students, executives, and policymakers in the U.S.A., Japan, China, and India, apart from being a Professor of Strategy and Innovation at Boston University since 28 years.



Raj Melville

Advisor, Deshpande Foundation

Raj drives Deshpande Foundation's strategy and efforts to encourage entrepreneurship and innovation. He helped launch three Foundation-supported centers and, as a former Board Chair, helped direct the strategic direction of entrepreneurship for all. He launched the Deshpande Symposium, an international conference on entrepreneurship in higher education. Raj has organized and participated as mentor, judge and panellist at numerous panels, workshops and accelerators and guided several startups that address key social issues. He currently serves on the Advisory Boards of two university entrepreneurship centers. He has over 25 years of product management, marketing and consulting experience, including at two mobile technology spinoffs from MIT. He has a doctorate and two masters degrees from MIT, and a B.Tech from IIT-Bombay.





Hemang Dave

Advisor, Deshpande Foundation

Hemang Dave is an investor, founder & CEO of many startups, and mentor to new entrepreneurs, along with being involved at the Board level with Deshpande Foundation, and the MIT Deshpande Center for Innovation and Entrepreneurship. He holds a BS EE/CS in Electrical Engineering from the University of Connecticut and he prefers to invest globally in the energy, metal, and agriculture sectors. His enthusiasm towards entrepreneurship, and vast leadership experience with organizations like CMGI, Lotus Development, and Prime/ComputerVision work as an asset for Deshpande Foundation.



Smita Deshpande

Advisor & Founder, EarlySpark

Smita Deshpande has an Electronics and Communications degree in engineering and a graduate degree in Computer Science from Boston University. She has previously held roles in several start-ups in the food services, supply chain analytics, fashion, and gaming industries, including the MIT Media Lab. She is passionate about finding ways to advance the lives of children. She has invented a patented mixing and anti-spoilage monitoring device for baby formula. She founded EarlySpark to enable access to high-quality education for all children, irrespective of their backgrounds.



Phanindra Sama

Advisor, Kakatiya Sandbox

Phanindra Sama is the founder and former CEO of Redbus, India's largest bus ticketing company. He and Raju Reddy are the founding patrons of 'Kakatiya Sandbox' based out of Telangana. Together, they decided that the Sandbox concept should be replicated. He believes in the philosophy: "The greatest good you can do for another is not just to share your riches, but to reveal to him his own" – Benjamin Disraeli. Kakatiya Sandbox is set up with the idea that it works as a sandbox for people to work on solutions to local problems. The aim is to support people with viable ideas to implement them. Phanindra, with his vast experience in the corporate and social world, brings immense strength to the Sandbox in terms of support, motivation, and inspiration.



Legal Authentication

Legal Authentication

- » Deshpande Foundation is registered as a not-for-profit organization under the Indian Trust Act, 1882 (Reg. No.: JPN-4-00133-2007-08)
- » Deshpande Foundation is registered under Section 12AB of the Income Tax Act, 1961 (Reg. No.: AABTD0867DE20214)
- » Deshpande Foundation is registered under 11-Clause (i) of first proviso to Sub-section (5) of section 80G of the Income Tax Act, 1961 (Reg. No.: AABTD0867DF20214)
- » Deshpande Foundation is registered under the Foreign Contribution (Regulation) Act, 2010 (FCRA Reg. No.: 094520067)
- » Deshpande Foundation is registered with the Ministry of Corporate Affairs for undertaking CSR activities (CSR Reg. No.: CSR00004646)

Our Main Bankers

- » State Bank of India
- » Kotak Mahindra Bank
- » ICICI Bank Limited
- » RBL Bank Limited
- » Axis Bank Limited
- » HDFC Bank Limited
- » Bank of Baroda



Programs

- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

Our Statutory Auditors

Suresh & Co., Chartered Accountants

1st Floor, No. 43/61, "Srinidhi" Surveyors Street, Basavangudi, Bengaluru - 560004

Our Internal Auditors

Singhvi Dev & Unni LLP, Chartered Accountants (SDU)

29/4, Trade Center, Race Course Road, Bengaluru - 560001



A wide-angle photograph of a lush green agricultural field, likely a vineyard or crop field, with rows of plants stretching towards the horizon. The sky is a clear, bright blue with some light, wispy clouds. The overall scene is bright and vibrant, suggesting a healthy and productive agricultural environment.

A STEP TOWARDS RUF

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Programs

RURAL TRANSFORMATION

Agriculture Initiatives

Deshpande Foundation's Agriculture Initiatives are designed to understand the primary needs of the farming community and bring together best practices to enhance farmers' livelihoods. The program works with national and international organizations, with an aim to contribute significantly towards rural transformation. Agriculture Initiatives aspire to benefit one million farmers by 2026.

Agriculture Initiatives include:

Farm Ponds

Better Cotton Initiative

Farmer Producer Organizations

Partners:



NATIONAL BANK FOR AGRICULTURE AND RURAL DEVELOPMENT



and many more...



Farm Ponds

In the Farm Pond program, different sized farm ponds are constructed based on the demands and needs of farmers, making it a viable choice irrespective of the size of the farmlands. The aim of the Farm Pond program has been to address farmer concerns—climate variability, lack of water storage, crop failure, and non-remunerative prices, among others.

The program has enhanced rainwater harvesting, allowing farmers to shift towards multiple cropping every year. In addition to generating between two to six times their income, farmers are also growing cash crops and short-duration vegetables. It has significantly improved the production, economic conditions, food security, and nutrition among farmers.

In 2020, the Farm Pond program began implementing the financial model in collaboration with government and banking institutions. 1183 farm ponds have been built under this model and 329 Joint Liability Groups (JLG) have been formed, to engage the farmers.



Farmer Producer Organizations (FPOs)

Farmer Producer Organizations connect producers to investment partners, technology partners, and potential markets. Deshpande Foundation's (DF) FPOs guide farmers to maximize their crop production and income.

DF's APEX FPO is working with 20 FPOs with over 20,000 members. The program covers compliances, governance, capacity-building and business development to help farmers reduce input costs and get access to better markets. It has shown tangible outcomes in terms of water management, crop management, sustainable farming, soil analysis, improved crop yield, increased income, and profitable farmer-market networking.

Better Cotton Initiative (BCI)

Deshpande Foundation, in collaboration with Better Cotton Initiative (BCI) and Sustainable Trade Initiatives (IDH), took the initiative to educate farmers on the best cotton cultivation practices and water management techniques.

BCI connects people and organizations across the cotton sector, from field to store. It promotes tangible improvements made for the environment, farming communities, and the economies of cotton-producing areas.

BCI began in 2013 with 3,000 farmers and has now grown to impact one lakh farmers.



Highlights

- » 1000 Farm Ponds were constructed with support from program partners—HDFC, LTI, SBI, NABARD, Ramba Charitable Trust
- » The cumulative business participation was ₹14.38 crores; out of which, transactions of ₹3.42 crores happened in member FPO accounts
- » DF's APEX FPO, Kalmeshwara Farmer Producer Co. Ltd. (KFPCL) received a 'Certification of Appreciation' from NABARD in recognition of its performance in 2021-22
- » Received 100% license for all 25 of DF's BCI producer units, covering 100,000 farmers
- » A part of DF's Hulagur Innovation Center is being used to pilot Zero Budget Natural Farming (ZBNF) initiatives. 1338 plants of different varieties are a part of this pilot.
- » **Technological interventions: IoT pilot for smart irrigation and fertigation using IoT sensors, farmer data collection & loan application automation through apps, and insights through visualizations**

Impact

7000+ farm ponds

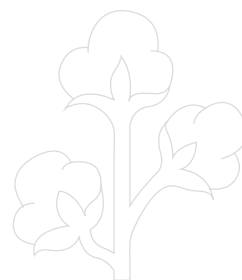
100,000 farmers | **2000+** villages

20 FPOs | **7** Districts, 2 states

₹300crore extra income & contribution to Indian GDP

₹10,000/acre increase in income - BCI farmers

1.9lakh metric ton cotton production



Way Forward

- » Construct 8000 Farm Ponds
- » Establish 18 collection centers in 14 districts of Karnataka and Telangana
- » The BCI program aims to certify 17 Producer Units across Karnataka and Telangana
- » Exploring partnerships with not-for-profits in Maharashtra to scale program impact



Nurturing the Seeds of Hope

Bellary is an arid zone, a region with inadequate rainfall. As a result, the vegetation is sparse, and agriculture is extremely difficult to practice. G. Venkatesh has been practicing farming for about 20 years in Balakundi village of Bellary. “Bellary is a drought-prone area, and we are highly dependent on rainfall for agriculture; the erratic rains in the past couple of years have just added to the agony”, grieves Venkatesh. He owns about nine acres of land, which he inherited from his father. Most farmers in Bellary grow a single crop due to water shortage. Venkatesh grew either sunflower or safflower or jawar on his farmland. “I took loans to purchase seeds and to educate my children, the inconsistent rainfalls have been upsetting as I could barely get any return on investment. I felt like giving up on farming”, says Venkatesh.

He attended the meeting conducted by the Deshpande Foundation at the village level. The representatives explained the benefits of constructing a Farm Pond and about seeking financial assistance for it. “My mother and wife were skeptical; they thought this was an additional expense. After explaining that four other farmers would join me and Deshpande Foundation would guide us in getting the financial assistance, my family finally agreed”, recalls Venkatesh. With the proper financial guidance, he was sanctioned a loan of ₹60,000, using which he constructed a Farm Pond of size 100x100x12 cubic feet, in March 2021. He paid back the loan within a year and now grows multiple crops, including cotton, chilly, maize, foxtail millet, and more.



Programs

- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

“Earlier, I made about ₹5,000 to ₹10,000, and post Farm Pond construction, I earn about ₹50,000 to ₹1 lakh per acre. I am now confident that I will get enough returns from my field. Moreover, my crops don’t suffer due to insufficient rains anymore”, Venkatesh shares, heaving a sigh of relief. Today, he has purchased a tractor and rears animals, including 2 cows, 30 sheep, and 40 hens. “My family is very pleased with the improvement in our livelihood. I want to work hard and fulfill my dreams of educating my children well”, he shares, gladly.

He now sees hope that his children will have a bright future. He also aspires to build a house for his family. Venkatesh says, “Deshpande Foundation has made me realize that small farmers who make educated efforts towards improving farming methods can also earn well. I urge other farmers to construct Farm Ponds. I wholeheartedly thank Deshpande Foundation for the Farm Pond and a chance at a better life”.





Programs

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Deshpande Skilling

India is gunning to be a \$5 trillion economy by 2025-26 and is slated to have the world's largest workforce by 2027. It is, therefore, imperative, that youth from tier II/III (non-metro) towns and villages have equitable access and are equipped to grab a fair share of this opportunity. Deshpande Skilling impacts elementary and middle school students, as well as graduates from these areas.

It has designed skill development programs to support students and unemployed youth to acquire job-oriented skills and join the formal employment sector. Through innovative pilots, leveraging emerging technology in classrooms and an integrated learning management system, the impact of these programs has been made economically viable and scalable, to gradually effect rural transformation.

Deshpande Skilling includes:

**SkillPlus &
SkillPlus-R**

**Skill in
Village (SiV)**

EarlySpark

Partners:



NATIONAL BANK FOR AGRICULTURE
AND RURAL DEVELOPMENT



and many more...



- Programs
- Agriculture Initiatives
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SkillPlus & SkillPlus-R

These two skill development programs are designed to bridge the education-employment skill gap through demand-driven, industry-specific programs to transform unemployed rural youth into skilled intrapreneurs, possessing relevant skills for evolving job roles. The rural youth is trained in real-world scenarios and given hands-on experience in their chosen fields.

This year's focus has been on better content, scaling, and sustainability with quality. Implementation of an AI tool for assessing student employability has allowed for calibrating the intervention and career counseling for students. The residential facility at Deshpande Skilling is also being utilized as an R&D center. With program trainers moving to colleges in tier II/III towns, the opportunity to scale-up is bigger than ever before.



- Programs
- Agriculture Initiatives
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Key Beneficiaries

- » 85% of students come from Below Poverty Line (BPL) families
- » 75% students are from rural areas

Impact

14000+ students trained

95% SkillPlus-R placement ratio

78% SkillPlus placement ratio

₹15000-₹18000 average salary

Highlights

- » 73 MOUs signed and operationalized in 53 colleges
- » Standardized content and its delivery
- » Student to trainer ratio in classrooms – 1:25
- » **Technological interventions: Digital payment gateway, ERP and LMS, completely automated placement tool and reporting tools**

Way Forward

- » Scale from 53 to 100 colleges
- » Increase reach from 1000 to 3000 students
- » Establish six new divisions



Fostering Dreams, Shaping the Future

Pradnya Dodamani lives with her maternal family, having tragically lost her parents at a very young age. Hers is an agriculture-dependent family consisting of 13 members. She admits tentatively, “My relationship with my maternal family is not cordial... They don’t see me as a family member. However, I own some of the agricultural yield, and so they took me in.”

While doing her B.Sc., she would worry about her future, compounded by the lack of support and encouragement from her family. Pradnya searched for different ways to become financially independent and kickstart a new life for herself. She explains, “It has been an arduous journey... So much so that my self-confidence became very low. I did not know whom to confide my feelings in or seek career guidance from.”

Pradnya shares that, like a ray of hope and certainty entering a clouded state of mind, she learned about Deshpande Skilling during her final year through its mobilization team when they visited her college. She recalls, “I was determined to join the program, but before that, I wanted to get all my doubts clarified. My professors and the Deshpande Foundation team were of great help during this period”. Once she had made the decision, the next challenge was to convince her family. With a tone of determination, she shares, “I was assertive about my decision to join Deshpande Skilling, and after several conversations and disagreements, they finally agreed”.

Pradnya then began her journey in the Deshpande Susandhi Fellowship Program. She picked up several skills—English and Communication, Information and Communication Technology (ICT), and soft skills such as teamwork, collaboration, problem-solving, etc. She fondly talks about her trainers at Deshpande Skilling, “They are friendly people. I have learnt many life skills and lessons beyond the classroom from them, which have significantly shaped my life. I loved my experience here because everyone is treated equally.”

With poised emotion, she continues, “It was not just the place where I experienced the most beautiful moments of my life, it was also where I found a family that actually cares about me and supports me.”

After completing the program, Pradnya went through the placement process and was placed in an IT MNC in Bangalore as a Transaction Processing Officer Trainee. She elaborates, “I was anxious during the selection process, but the entire placement team motivated and guided me to reach my goal.”

She expresses thoughtfully, “I am sure everyone has a different life journey, but my life and the training taught me to never give up on hope for a better life. We should just keep working hard to find our stepping stones to happiness and success”. Pradnya shares with a warm smile, “I am very grateful to Deshpande Skilling for giving me such a great platform to upskill and learn from the best trainers, giving people like me a chance at a better life.”

- Programs
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Skill in Village (SiV)

SiV is an after-school program for students in primary and upper primary classes (Grade 5-8) of government schools in rural areas to equip them with life skills and English communication skills. The program is designed to develop their confidence, leadership qualities and interpersonal skills. It aspires to improve enrolments and reduce dropouts in these schools.

The SiV program model gets embedded in the communities, steadily knitting itself with the various stakeholders—students, parents, School Development and Monitoring Committee (SDMC) members, and Panchayats.



Highlights

- » An assessment of SiV students showed that the average growth of students in the English Language was 12.6% across all levels (L1-L4 being Grade 5 to 8, respectively). The average growth in Life Skills was around 7% across all levels
- » The first cohort of Cluster Trainers (CTs) for SiV was announced last year and they have been the academic leads and quality enablers of each cluster
- » The SiV app was piloted to track real-time data from the field—student attendance, performance, dropouts, progression in content delivery, etc.



Impact

7000+ students benefited

2 states, **5** districts

93 centers

108 team strength

Way Forward

- » Reach 11000+ students through 130 centers
- » 'Junior Lead' is a new initiative being piloted to promote leadership qualities among children
- » Impact through collaboration:
 - SiV is collaborating with Cherysh for academic year 2022-23 to reach 10 schools where Chreysh owns the program from implementation to administration and Deshpande Skilling acts as a knowledge partner
 - SiV is collaborating with Nirman to help SiV alumni with further education and/or employment



Determined to Bloom

Yellamma Ramanagoudra is a cheerful grade 10 student studying in Government High School in Adargunchi village of Dharwad, Karnataka. Youngest in the family of five, Yellamma comes from Kotgondhunshi, a village in the northern part of Karnataka. She smiles as she shares her fondness for her supportive grandmother and different languages. Her passion for new languages guides her zeal to learn English. “My exposure to the English language had been limited largely to textbooks, but I wanted to learn English as a language and not merely as a school subject.”, says Yellamma, with an appetite for learning.

When one of the Skill in Village (SiV) teachers reached her school as part of the mobilization, the introduction to the program piqued her interest. “I felt this would be a great learning opportunity, and even my teachers encouraged me to join the program”, says Yellamma. Consequently, she convinced her parents to let her join the program. Yellamma had been yearning to enhance her verbal and non-verbal communication skills, and the program came in at the right time to assist her in her aspirations.



Exhilarated, Yellamma shares, “All of the SiV classes were filled with fun learning activities. I have learned so much! This program has helped me overcome my fear of talking on stage before multiple people. Knowing how to speak in English has made me more confident”. Her language-learning graph has climbed exponentially, allowing her to compete in multiple events in her school, without hesitation. She shares with a wide grin that her teachers have been very proud of her lately.

The Skill in Village team encouraged Yellamma to join the Indian School of Leadership (ISL) camp, an ecosystem that identifies capable young people from diverse backgrounds and equips them with the skills and network to develop into value-driven leaders who can solve complex problems in their communities. She had to go through multiple interviews to get selected for the camp. Yellamma says, “it took a while for me to convince my parents to let me attend the camp at Hyderabad. Finally, they made their inquiry at Deshpande Foundation and permitted me to go ahead”. Her family was ecstatic when they learned about her selection for the camp.



When asked what she wants to be when she grows up, she says, “I aspire to be a doctor and help the people of my village”. But one thing she wishes to start immediately is to inspire more children in her community, through her story. She also wants to work continuously towards building her knowledge and help them with their education, so that they prosper and achieve their dreams.



EarlySpark

Launched in 2018, EarlySpark is an endeavor to build capacity among primary school educators in rural India by adopting innovative teaching methods and training them in classroom management, child behavior and learning processes for children in Grades 1-3. It also monitors student learning outcomes through assessments.

EarlySpark is aligned with the National Education Policy (NEP) 2020 and the recently launched NIPUN Bharat Mission by the Government of India. Furthermore, to scientifically evaluate the impact of the program, it is deploying the rigorous and world-renowned Randomised Controlled Trial (RCT) methodology; guided by Prof. Prashant Loyolka, Stanford University, USA.



Highlights

- » EarlySpark introduced the 'Pandemic Catch up Intervention' – an innovation to augment classroom learning at home, involving parents, alongside classroom-based teacher training
- » The training hours were increased from 80 to 100, to boost the rapport between the school teachers and EarlySpark instructors
- » 'Numeracy Days' and 'Fun Fridays' were added to the program curriculum to strengthen the curriculum
- » EarlySpark collaborated with Prof. Preeti Rao, IIT Bombay, to explore how Machine Learning (ML) approaches can support teachers in classroom management. The output of this research pilot was the creation of a tech-based tool for classroom activity detection



Impact

1100+ students

60+ government school teachers trained

550+ parents trained through tele-mentoring

50 team strength

Way Forward

- » Reach 225+ government school teachers and 8,500+ students in 140 schools
- » Baseline, endline & follow-up assessment through RCT

Nourishing A Little Heart

Shriraksha Rao, a cherubic grade 2 student at Government Higher Primary School, Belur, has catalepsy- a neurological condition characterized by a lack of response to external stimuli, muscular rigidity, and fixed posture, making the limbs stagnant. Occurring in bouts like seizures, it can cause reduced responsiveness and minimal speech, even after the episode is over. This condition had made the 7-year-old always fearful of when it would strike again, though she was on medication.

“She was silent yet very jittery, she avoided interactions with her classmates. Coupled with her feeble social skills, was her reluctance to show interest in academics. No amount of cajoling by her mother or me had helped; she refused to read or write even a single word”, says Shirraksha’s downhearted school teacher Shashikala Jadhav. “When I entered the school, I noticed that the girl needed special attention. Long conversations with her mother and the school teacher revealed the problem’s extent”, recalls Pavitra Aragannavar, the Foundation’s EarlySpark Instructor.

Being a non-medical, the instructor decided to implement the simple yet powerful teaching methods she had just learned at EarlySpark’s Teacher Learning Lab. She made Shirraksha the leader of the class. “Though entirely unforthcoming in the beginning, she gradually began directing her classmates, even reprimanding them if they did not follow class rules”, says Pavitra, with a grin.

Having become slightly more comfortable standing in front of everyone, Shirraksha was asked to write letters on the blackboard. Hesitatingly, she wrote a few, to spontaneous applause from her classmates. Her mother was doubly pleased that her daughter was not only writing but also obeying her commands. “Her apprehensions have reduced, and her responsiveness has improved. Following clear directions from her EarlySpark instructor, she now bravely participates in all the activities. The attractive worksheets with open-ended questions have helped improve her speaking and thinking ability”, says her teacher, elatedly.

“I sense that Shirraksha now feels much more in control, and even when she has episodes of catalepsy, she is able to come out of it unscathed. At home, she endears herself by all, regaling them with stories from school”, shares her delighted mother. During the hand-holding process by the EarlySpark instructor, the school teacher learned the art of motivating children instead of pressurizing them.

“The hand-holding provides a steady anchor that any child needs when they are sailing in rough weather. Deshpande Foundation’s EarlySpark intervention has been helpful to me in understanding the different needs of children and guiding them accordingly”, says the school teacher. Shirraksha’s rise like a phoenix from her volatile neurological disorder to near-recovery was not just a medical miracle but also one brought about by the priceless virtues of calmness, kindness, and courage.

- Programs
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 - Micro-Entrepreneurship Development Program (MEDP)
 - Deshpande Startups



Micro-Entrepreneurship

Development Program (MEDP)

- Programs
- Agriculture Initiatives
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 - Deshpande Startups



Micro-Entrepreneurship Development Program (MEDP)

The Micro-Entrepreneurship Development Program (MEDP) helps local micro-entrepreneurs build and grow their sustainable businesses through training, mentorship, monitoring & evaluation, and by implementing best practices. MEDP works with both, individuals as well as clusters of micro-entrepreneurs, to help fulfill their aspirations. MEDP has just entered its second decade this year and is striving towards taking a step towards rural transformation through all its efforts.

Partners:



NATIONAL BANK FOR AGRICULTURE
AND RURAL DEVELOPMENT



Flipkart



FLOURISH
made from good

and many more...





I-MEDP (Individual MEs)

This arm of MEDP focuses on individual entrepreneurs, assisting them with networking support, exhibitions, business planning and scaling. In 2021-22, 1500 MEs were supported. All of them continue to be in the ecosystem, aiming to reach and cross the threshold to eventually become successful and self-reliant businesses. I-MEDP witnessed crucial marketing assistance this year, with the largest number of Santhes (exhibitions), achieving the highest revenue yet for our micro-entrepreneurs – ₹5.17 crores.

C-MEDP (Collectives)

This program establishes collective enterprises of artisans and primary producers by providing them assistance in mobilization, guidance for forming companies, design development and production, marketing, among other services. The program has helped form two such Collectives: Swavalambi Sakhi Producers Co. Ltd. (SSPCL) and Santh Haralayya Leather Producers Co. Ltd. (SHLPCL). The former is Karnataka's first women entrepreneurs' collective; the latter is comprised of Kolhapuri chappal-making artisans. National Bank for Agriculture and Rural Development (NABARD) has collaborated and supported both these Collectives.

C-MEDP has also formed one food cluster and is providing assistance to horticulture farmers. The program involves over 1000 producer-owners.

Trainings & Workshops

Pragathi

A skill-building initiative wherein MEs can develop their creative skills and learn from experienced trainers, with an option of certification.

Courses organized: 63

No. of MEs who attended: 991

Entrepreneurship Development & Training Programs (EDP)

A training program for MEs to help them develop business and social skills, including problem-solving, conflict management, leadership, bookkeeping, supply chain management and marketing.

No. of MEs who attended: 290

Marketing

Udyami Santhe

A marketing platform that facilitates exhibitions and sales of products through direct customer engagement. Udyami Santhes help MEs reach a larger customer base and understand its evolving demands.

Mega Utsav

A large-scale sales event organized by MEDP to serve as a marketing channel for micro-entrepreneurs and to help stimulate their income at a greater scale than Udyami Santhes.

Canopy Santhe

A canopy marketplace – MEs' products are stocked up in a mobile van and set up with a canopy – organized in various locations with high footfall.

Corporate Santhe

Santhes organized in corporate spaces. Potential corporate workspaces and campuses are identified and their managements are approached with an appeal to allow MEs to set up stalls.

Total sales through above market channels: ₹3.35 crore

Other Services

Mentorship

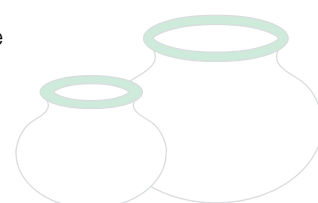
Connecting MEs to industry experts for one-on-one support and guidance.

No. of sessions: 55

Credit-Linkage

A program aimed at helping MEs develop their businesses by linking them to relevant financial institutions and services.

Total credit linkage achieved: ₹ 2.37 crore



- Programs
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Highlights

- » 1200 MEs on-boarded
- » 1100 MEs assisted with major services such as marketing, accounting, etc.
- » Market linkages worth ₹17.35 crores
- » To create a culture of entrepreneurship learning among the youth, MEDP signed an MoU with K.L.E Society's Lingaraj College, Belagavi. MEDP hopes students here will eventually bring about marketing connects to its MEs through their specializations and learnings about micro-entrepreneurship development
- » **Technological interventions: Comprehensive budgeting tool for streamlining all financial activities of MEDP**

Impact

₹2.48 crores cumulative business

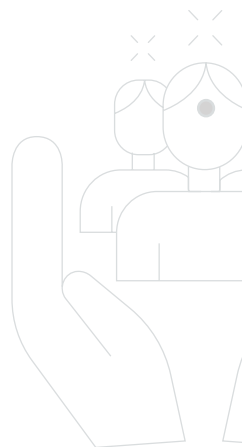
4900 MEs supported

15,000 MEs oriented

1500+ employment created

₹14 crores market linkage

₹6 crores credit linkage



Way Forward

- » Reach and create impact among 10,000 MEs by 2025-26 with support from aligned institutions such as Sanjeevini (Karnataka State Rural Livelihood Mission)
- » Seek avenues for collaborations with organizations such as NABARD, SIDBI, NRLM, and others

Crafting Transformation

Gundurao Medar carefully picks the clock dial and assembles it into the bamboo clock base while sitting on a goni cheela (gunny sack) as he shares about his family's journey as traditional bamboo craftspeople. "My parents taught us this craft, and those days they mostly weaved winnowing fans and baskets", he recalls.

Gundurao lives with 21 other family members and works with his two brothers in the same house in Basapur, Belagavi. He recollects with teary eyes, "With the advent of plastic alternatives for baskets and winnowing fans, our occupation was declining, and we faced severe financial challenges". Gundurao met one of the Micro-Entrepreneurship Development Program (MEDP) representatives accidentally in a craft exhibition. "I was introduced to Deshpande Foundation's MEDP, and since I was disappointed with the sales in the exhibition, I did not pay any heed to it", he says.

On the verge of quitting his crafts work, Gundurao called the MEDP representative - Parameshwar Gaded, and explained the challenges he was facing. He was then introduced to the Entrepreneurship Development Program (EDP) and participated in mentorship sessions on marketing, business management, financial literacy workshops, and multiple Udyami Santhes and Mega Utsavs. "I feel our traditional occupation would have perished if I had not associated with MEDP", says Gundurao.





He elaborates on how the program and workshops have helped him understand bookkeeping, distributing business earnings to further invest in his business, starting and managing a business on social media, and using UPI and Google Maps. “IAS and KAS Officers come with their families to my home to make customized orders; I feel proud that I am a bamboo Craftsman”, says Gundurao with a broad grin. He earns about ₹2 lakh with up to 40% profit every month and makes 300+ different products. He shares that he gets significant support from his brothers and family members.

He narrates one particular moment that highlights his growth as an individual, “Bamboo crafts sales in my first Mega Utsav instilled in me, a sense of confidence. I developed a good network with customers and understood their demands better. Since then, I have only dreamed of growing our traditional crafts business, and I will never give up”.

Gundurao and his family aspire to support ten other Medar families in their village and want to teach their kids the craft of traditional bamboo product-making, along with educating them. Beaming with confidence and joy, Gundurao says, “Deshpande Foundation is like our parents, I feel at home when the MEDP representatives call us to ask about our life and business. I thank the Foundation for always sheltering us and other micro-entrepreneurs with support”.



Broadening Perspective, Instilling Confidence

“I have always wanted to stand on my own feet”, expresses Sarvamangala Moti, a mother of two, belonging to Hubballi. Sarvamangala has owned a tailoring business for more than ten years. “I loved crafts as a child, and my mother still recalls that I used to try weaving wire baskets when I was around 3-4 years old”, she shares with a smile as she paddles her mother-in-law’s 55-year-old Singer Merritt sewing machine. “Post-marriage, my husband did not think I needed to work. However, I stitched saree falls and tailored clothes for a few close relatives without his knowledge”, shares Sarvamangala.

“My friend Usha Hiremath believed that I needed a platform to hone my skills, and she introduced me to Deshpande Foundation’s Micro- Entrepreneurship Development Program (MEDP)”, narrates Sarvamangala. She shares that she reluctantly attended the first Entrepreneurship Development Program (EDP) session; however, as days passed, she felt more confident and got the idea to specialize in making only infants’ and kids’ wear. She eventually started making clothing for infants and toddlers, like dresses, quilts, and more. “I learned many things during EDP, including pricing, product placement, promotion, and marketing. In fact, it was during one of the exhibitions that I became aware of the importance of having a visiting card of my own”, shares Sarvamangala.

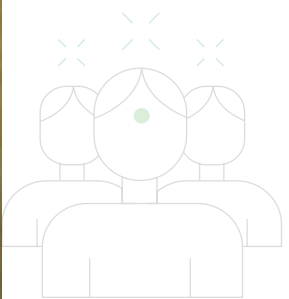


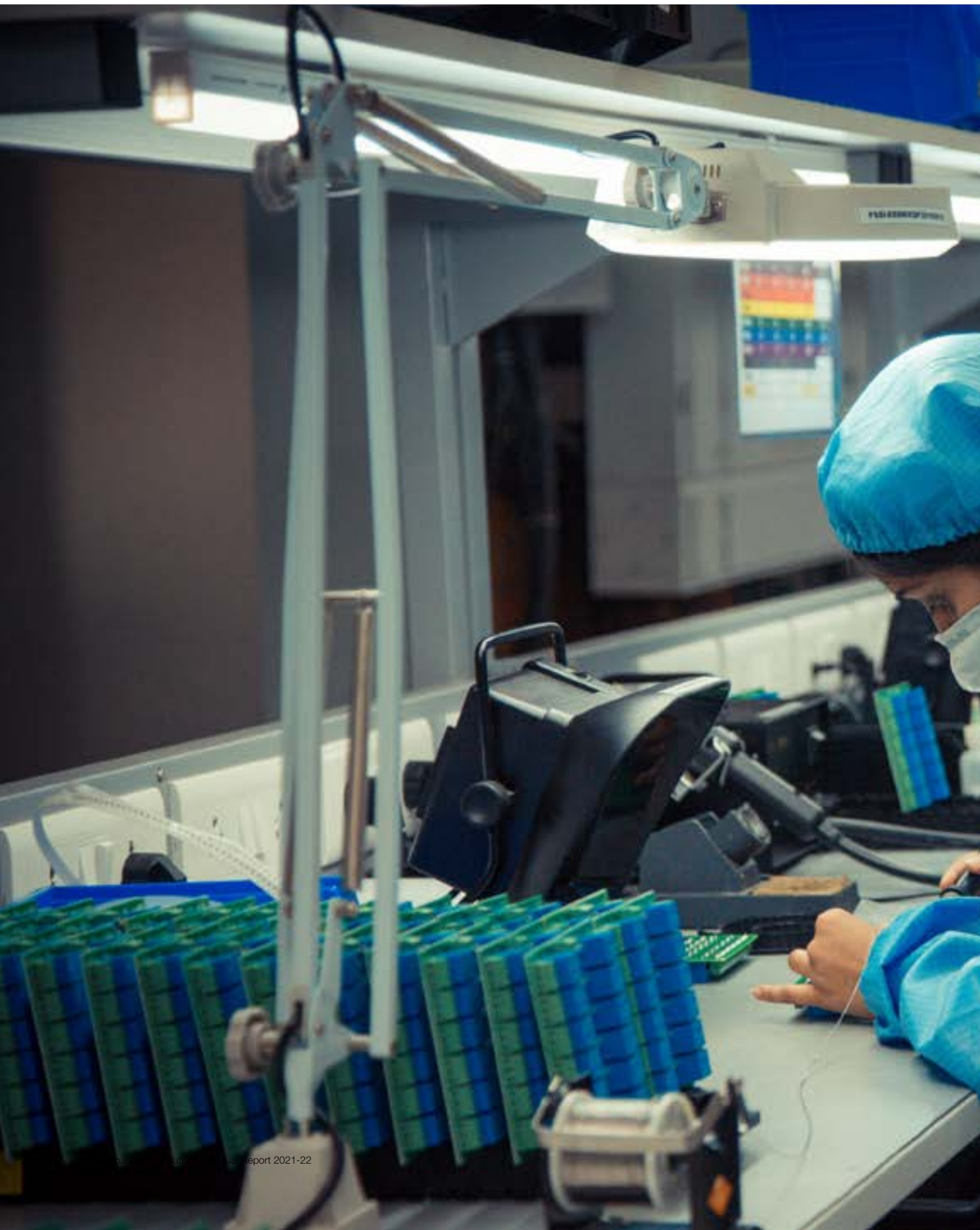


Zealous to learn new crafts, she also joined the Pragathi Program and has learned the art of Aari embroidery. She has gained advanced knowledge in the craft of Aari and has supported MEDP by training a couple of batches. Now, she runs one of the Aari Units of Swavalambhi Sakhi Producers Company Ltd. (SSPCL) and is one of the directors. “Post the pandemic, when MEDP and all the Aari Embroiders realized we are now a bigger community, Deshpande Foundation gathered all women and supported us to start our own Off-Farm Producers Company, called SSPCL. Today, we have five units under SSPCL, and I feel so proud and happy for all our women entrepreneurs”, says Sarvamangala smilingly.

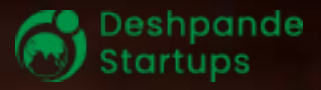
“My journey with MEDP has been gratifying. Over the years, I developed my skills and became confident, and built a network of some wonderful women entrepreneurs, whose journeys have been both inspirational and empowering”, she rejoices. Seeing her grow and take responsibility for herself, her husband’s perspective has also changed. He and their two sons are now her biggest supporters.

“I aspire to support more women to be self-sufficient and financially independent. Deshpande Foundation has supported me in fulfilling my aspirations, and now I want to do my best to encourage other women to stand on their own feet through SSPCL”, says Sarvamangala with a hopeful look in her eyes.





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Deshpande Startups

Deshpande Startups is a unique incubation platform that supports mission-driven entrepreneurs with knowledge, resources, and network to start and then scale their ventures by penetrating the markets of Bharat (rural and semi-urban India). It was Initiated in 2016 and is currently India's largest and most comprehensive platform of its kind.

Deshpande Startups is recognised by the Department of Science and Technology, Government of India, as a Technology Business Incubator. It is unique owing to its ground connect with Bharat and founder-first, collaborative approach.

Deshpande Startups includes:

YUVA
Entrepreneurship

EDGE

Incubation

Accelerator

Partners:



and many more...



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YUVA Entrepreneurship

This program builds the entrepreneurial mindset and skills of the youth, setting them on a path to become entrepreneurs. Visionary students who aspire to establish their own startups benefit from YUVA Entrepreneurship by learning how to innovate, collaborate and lead.

The program acts as a student startup platform to nurture promising ideas to prototypes and products. Student communities are also provided with a dedicated team of mentors and other resources available in the startup ecosystem.

EDGE

EDGE is a 12-week pre-incubation program to support early-stage startup founders to help them create sustainable ventures by focusing on problem-validation, market research and customer discovery. The program helps startups understand the market need and validate their ideas with real-time customer insights. Recent graduates, working individuals, idea and prototype-stage startups, and entrepreneurs willing to create social impact, benefit from EDGE.

Incubation

A gap identified for startup founders hailing from Bharat (rural and semi-urban India), is the lack of supportive ecosystems. Bridging this vital gap, the Incubation program offers curated support for these founders by providing them market exposure, expert knowledge, networking, peer entrepreneur community and timely access to opportunities. It also connects them to enablers such as the government, industries, funds, and a world-class infrastructure. The focus is more on startups who are beyond the prototype stage and are validating their business models, or entering the market.

Founders under the year-long Incubation program, are also supported with a wide array of business and technical services — systematic training, guidance and research, partner benefits, one-stop services, sophisticated labs, manufacturing facilities for prototyping and batch production, prototyping grants, and finally, initial seed funds.

Accelerator

A 16-week cohort-driven structured program, Accelerator is a market and investment-focused, seed-to-scale program designed for early-revenue stage and market-ready startups. It aims to accelerate growth by providing founders with the knowledge, resources, and networking required to build new markets and rapidly scale their ventures. They also receive market-access, ecosystem and infrastructure support, and targeted intervention in their focus areas.

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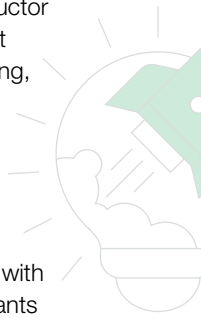
Ecosystem Support

Infinity Studio

An idea-to-prototype lab that serves as a one-stop solution for innovators, startups and industries seeking opportunities specifically in the mechatronics sector. Set up in association with India Electronics and Semiconductor Association (IESA), Government of Karnataka, Department of Science & Technology (DST) and Nidhi PRAYAS, it offers state-of-the-art infrastructure and extensive in-house facilities for ideation, design development, prototyping, testing and batch manufacturing.

Funding

Once Deshpande Startups recognizes ideas that are innovative, impactful, scalable and sustainable, it partners with them and supports them all the way. With NIDHI-EIR and NIDHI-PRAYAS, they are provided seed funds and grants for validation and prototyping. Startup founders are also connected to financial institutions and funding agencies.



Highlights

- » Incubation successfully supported 36 startups and onboarded 30 new startups, over 50 new mentors and experts, and raised funding of ₹37.2 lakh
- » EDGE raised funding of ₹39.6 lakh through NIDHI-EIR grants to support 10+ early-stage startups, and eight of its alumni won a cumulative grant of ₹1.42 crore. It also onboarded 46 new startups
- » EDGE launched its flagship program exclusively for women entrepreneurs – WeEDGE
- » 12000+ students were part of the YUVA Entrepreneurship awareness program and over 3200 aspiring student entrepreneurs participated in its Startup Bootcamp

Impact

300+ startups supported

3500+ jobs created

₹250 crore+ added to local economy

127+ products commercialized | **69+** patents filed

44+ trademarks registered

₹11.2 crore+ grants raised | **₹17 crore+** investments made

Way Forward

By 2023-24, Deshpande Startups envisions to:

- » Build a startup awareness program for 20,000+ students
- » Support 500+ aspiring student entrepreneurs
- » Support 100+ startups with market-access, resources and funding
- » Launch 30 student startups



- Programs
- Agriculture Initiatives
 - Deshpande Skilling
 - Micro-Entrepreneurship Development Program (MEDP)
 - Deshpande Startups



Encouraging Artisans

Handmade goods are art, graced with cultural beauty and uniqueness. India has over 3000 craft forms and over seven million artisans who create and design intricate, artistic, and aesthetic products with inherited traditional skills. With the rise of machine-made imitations that belie the handmade products, the artisans involved in traditional handicrafts do not receive due recognition for their efforts and skills.

“Eighty percent of products that are sold as handmade are machine-made imitations”, says Vijaya Krishnappa, a management professional and a textile Engineer based in Bangalore. When he worked along with the government to help develop the economy of a weaving cluster in Banaras, he was shocked by the ground reality. “That is when I had an exposure to handloom, and the reality was staggering. Handmade products are expensive, but the artisans are struggling to make ends meet”, laments Vijaya. With cheaper imitations, handmade products are driven out of the market. Hence, traditionally skilled artisans are shifting to other better-paying jobs.

Understanding the need for a differentiator between handmade and machine-made products, Vijaya joined hands with Ramki Kodipady, an IT professional, and cofounded KOSHA. KOSHA was started in 2018 in order to authenticate handmade products such as handlooms, hand-printed and embroidered textiles, wooden toys, and more. The enterprise was running trials on a weaving cluster in North Karnataka in 2019 and heard about Deshpande Startups' Incubation event. “We came down to Deshpande Startups and pitched our idea. That is when our journey with Deshpande Startups began”, recalls Vijaya.





“We started with just an idea. Deshpande Startups supported us with research, product development, marketing, and investments”, he says. KOSHA developed technologies to authenticate and digitally integrate the craft sector with global supply chains. “Mentorship from Mr. Vivek Pawar, the CEO of Deshpande Foundation, was the turning point in our journey. We were advised to demonstrate the product to customers and gather market validation. The feedback helped us improve the product, and now we successfully make the product at one-tenth of the original cost”, elaborates Vijaya. Today, KOSHA provides multiple services including product authenticity, traceability, brand protection, product digitization, and more, using its proprietary IoT and AI based ‘WEAVESENSE technology’.

“We got many networking opportunities including access to handloom weavers through Deshpande Startups’ Micro-Entrepreneurship Development Program (MEDP). This helped us in research and development. We also learned a lot from the fellow entrepreneurs present in the ecosystem. I encourage other entrepreneurs to associate with Deshpande Startups if they are looking to scale up”, shares Vijaya.

KOSHA is registered in Hubballi, Karnataka, and has won the Startup Karnataka Elevate Award in 2019-20. It is now present in seven states of India and has a footprint in Africa. “Deshpande Startups is like a second home to me as an entrepreneur, the warmth and service-oriented nature of people there has taught me to help others and also to seek help when needed”, says Vijaya, smilingly.

Rural Transformation Technology Center (RTTC)

Deshpande Foundation (DF) strongly believes that technology is an enabler for change—to empower communities and create positive outcomes. With the establishment of the Rural Transformation Technology Center (RTTC), DF aims to continuously harness technological innovations to deliver its services for rural India in a better, faster, and economical manner.

RTTC is equipped with customized software that is used to extract geospatial intelligence to inform, guide and monitor rural activities. It has computation and communication devices that display operational data, dashboards, infographics, and telemetry data from various sources (satellites, government data, IoT sensors, drones, etc.).

RTTC leverages Artificial Intelligence (AI) and Machine Learning (ML) to strengthen DF's efficiency and sustainability. Deshpande Foundation aspires to scale its solutions using technology with relevance, so that it is able to make bigger strides towards rural transformation.

RTTC will be supporting all programs of DF in the long-run. It is already being deployed to carry out its functions for Agriculture Initiatives' Farm Pond program and Farmer Producer Organizations (FPOs).

RTTC will significantly streamline the operational and logistical management of the Farm Pond program using satellite imagery to offer near real-time visibility of on-ground situations. It deploys technological solutions during all stages of Farm Ponds:



Programs

- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

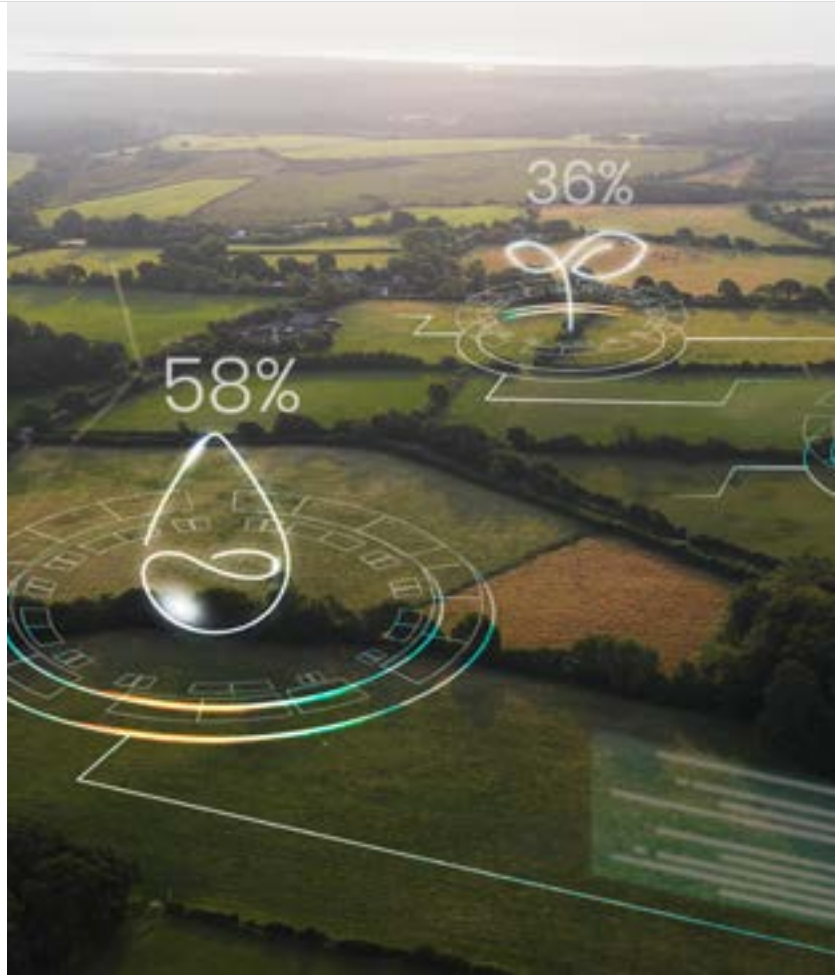
- RTTC
- RTIKC

RTTC will also play a key role in supporting 'climate-smart agriculture' through critical flows of information (weather forecast, government data, on-field data, etc.) to strengthen farmers' facilitation, market linkage, and advocacy capabilities.

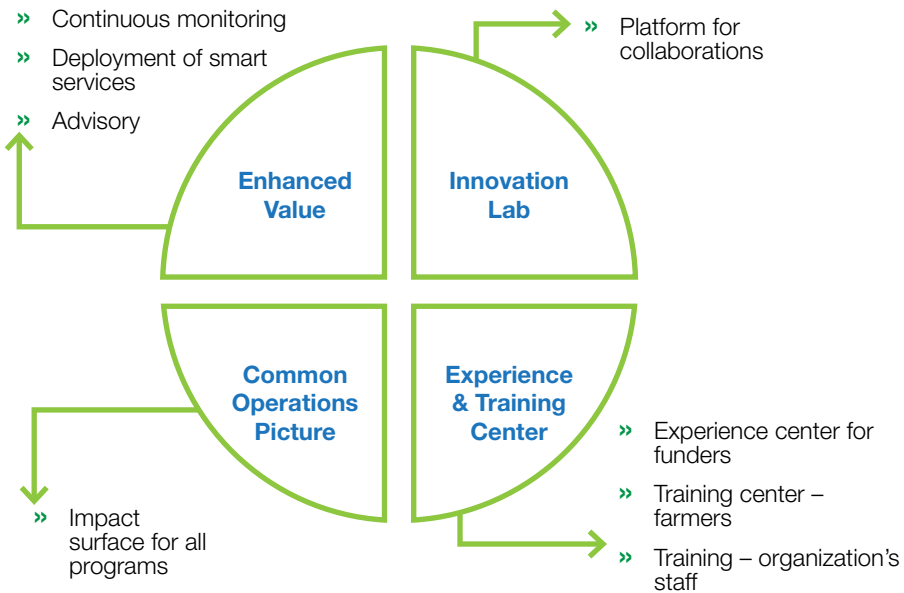
Currently, the Technical Advisory Service under RTTC empowers DF's Agriculture Technical team with better on-ground data like soil moisture, cropping patterns, hydrology, weather, etc.; and data on trends and patterns from the field for better analytics.

Technology used in RTTC will also play a crucial role in capturing the impact created by all DF programs, which will be of utmost importance to the Foundation's funders, grant-makers and partners in understanding and evaluating the impact of their social investments and making evidence-based decisions.

RTTC has been established by Deshpande Foundation with support from State Bank of India (SBI), National Bank for Agriculture and Rural Development (NABARD), HDFC Bank Ltd., and Larsen & Toubro Infotech Ltd. (LTI), in Hubballi, Karnataka.



RTTC – Purpose



Rural Transformation

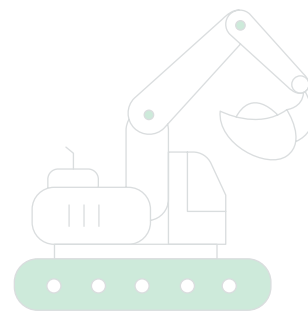
Innovation & Knowledge Center (RTIKC)

RTIKC is the strategic impact advisory arm of Deshpande Foundation (DF). It focuses on streamlining existing programs, innovating new ones, and translating scale through partnership. RTIKC is pivotal in building the strategy to deliver DF's step towards rural transformation by following an economic impact and product-management mindset.

The overarching goal of RTIKC will be to assess the maturity of DF programs as products and their demand in the current state, and thereby recommend a scaling strategy.

RTIKC is currently engaged in:

- » **Partnership for Impact:** DF is working towards creating a larger impact by replicating its programs that have matured to scale, in other parts of the country. Towards this end, the organization is looking to partner with other players in the non-profit ecosystem. RTIKC is therefore experimenting with the critical criteria of the suitability of DF's programs in regions it aspires to reach.
The Farm Pond program has seen a clear demand in Marathwada, Maharashtra. Similarly, SkillPlus and Skill in Village (SiV) have seen a demand in these regions. RTIKC is currently focused on the scouting and selecting potential partners for executing these programs in these regions.
- » **Economic Opportunities for Impact:** RTIKC is implementing a pilot of Integrated Farming System (IFS) – an agriculture-allied intervention, to add to the economic value delivered to our customers. Some significant steps taken are:
 - Water management: Deploying drip or sprinkler systems for efficient and effective use of Farm Pond water, currently involving 1000 farmers.
 - Horticulture: Increasing the resilience of income, through diversification of crops, leading to more income in farming households.
 - Allied Services: Addition of milk and other value-add products, largely focused on households with women's participation.
 - Vermicomposting: The next plan is to gradually move these households into vermicomposting, to create a sustainable agriculture ecosystem.
 - Entrepreneurship: Engaging customers in the field of entrepreneurship, to deliver various services such as soil-testing, selling agricultural inputs, custom hiring, etc.
- » **Product Augmentation:** RTIKC has recommended two additional product designs (75x75 ft. and 50x 50 ft.) in the Farm Pond program.
- » **Program Evaluation & Analytics:** RTIKC is helping develop program analytics for SiV and SkillPlus, to assess their quality and impact.



Programs

- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

- RTTC
- RTIKC



Way Forward

The Rural Transformation Innovation & Knowledge Center is focused on seeking partnerships in the non-profit ecosystem, which will be eventually assessed on the scale of impact and execution efficiency. The Center will also implement and evaluate the various income-generation projects under its ambit to make a recommendation on scaling them. Finally, RTIKC will also aim to establish program evaluation and analytics systems, to establish a culture of quality improvement and impact measurement for DF's programs.

Significant Visits

August 12, 2021: State Bank of India's team, including Shantanu Pendsey, former General Manager; Abhijit Majumder, Chief General Manager and G. Narasimha Murthy, Regional Manager, visited Deshpande Foundation (DF) to establish a partnership and support DF's Farm Pond Program.

August 14, 2021: Niraj Kumar Verma, former Chief General Manager, NABARD, and Mayur Kamble, District Development Manager (Dharwad), NABARD, visited DF to strengthen NABARD's partnership with the Foundation for the ongoing Off-Farm Producers Organization (OFPO) Projects and Deshpande Skilling programs.

September 2, 2021: Shashank Reddy B., Deputy Manager (Commercial), and Aneel Kumar Terdal, Manager (HR) of ADM Agro Industries India Private Ltd., visited Deshpande Skilling and Deshpande Startups to explore various programs. ADM Agro Industries is one of the institutional buyers of soybean and other oil seeds from DF's Kalmeshwara Farmer Producer Company Ltd. (KFPCL).

March 24, 2022: Ashish Karamchandani, President, Nudge Foundation, visited Deshpande Foundation to explore its intervention in rural transformation through agricultural programs.





March 17, 2022: District Administration, Dharwad and DF jointly applied for the 'Prime Minister's Awards for Excellence in Public Administration', under the Innovation category. Two Central Committee members, Susheel Khajuria, Deputy Secretary, Department of Defence, and P. Viswakannan, Director, Department of Drinking Water and Sanitation, visited Deshpande Foundation for a Spot Study of the application. Nitesh Patil, IAS, District Commissioner & Magistrate, Dharwad, and DF's team, led the visit.

91 members from various organizations visited DF to explore various programs during FY 2021-2022.



Strategic Leadership Team



Aravind Chinchure

Chief Executive Officer (CEO),
Deshpande Startups & MEDP



Benjamin Mathew

President, Rural Transformation
Innovation & Knowledge Center



Chakravarthy Vasudevan

General Manager,
Finance & Accounts



Dnyanada Deshpande

Vice President,
Strategic Partnerships



Manish Jaiswal

Chief Executive Officer (CEO),
Kakatiya Sandbox



Programs
- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

- Strategic Leadership Team
- Leaders



Mohammad Innus Khan

Sr. Director,
Agriculture Initiatives



P N Nayak

Managing Trustee & Chief Executive Officer (CEO),
Deshpande Skilling



Rupal Dandia

VP Development, Deshpande Foundation
RISE (Rural India Sandbox Ecosystems)



Shubo Biswas

Global Chief Technology Officer



Sunil Chakrapani

Chief Operating Officer (COO),
Deshpande Foundation



Vivek Pawar

Chief Executive Officer (CEO),
Deshpande Foundation



Leaders



Abhinandan Kavale

Sr. Program Manager,
Alumni Engagement, Deshpande Skilling



Amrut Patil

Deputy Director,
YUVA Entrepreneurship, Deshpande Startups



Akshay Goharkar

Manager, K-Hub, Media & Communications,
Kakatiya Sandbox



Arundhati Sural

Senior Innovation Associate & Quality Lead,
SiV, Deshpande Skilling



Bhanuchandar Gollapally

Lead, SiV,
Kakatiya Sandbox



Chandrashekaraswamy M T

Sr. Manager, Farmer Producer Organization (FPO),
Agriculture Initiatives



Programs
- Agriculture Initiatives
- Deshpande Skilling
- Micro-Entrepreneurship Development Program (MEDP)
- Deshpande Startups

- Strategic Leadership Team
- Leaders



Dineshkumar A. Reddy

Sr. Manager, Better Cotton Initiative (BCI),
Agriculture Initiatives



Golden Frankly

Deputy Director, Incubation,
Deshpande Startups



Harish M H

Program Lead, SiV, Deshpande Skilling



Jagadeesh Hanchinal

Deputy Director, SkillPlus-R
Academics, Deshpande Skilling



Kedar Kulkarni

Manager, EDGE,
Deshpande Startups



Mrigank Gupta

Deputy Director, EarlySpark



Leaders



Rajabali M

Deputy Director,
SkillPlus Mobilization, Deshpande Skilling



Ramesh Nellaturi

Lead,
MEDP, Kakatiya Sandbox



Ravi Chavan

Deputy Director,
SkillPlus, Deshpande Skilling



Sandeepkumar Naik

Deputy Director,
Farm Pond, Agriculture Initiatives



Sanjay R. Wadhwa

Head,
Media & Communications





Savitha Kulkarni

Sr. Manager,
Human Resources



Shekhar Gonne

Head, SkillPlus & SkillPlus-R,
Kakatiya Sandbox



Shrishail B. Kambi

Vice-President,
Information Technology



Suresh Kumar

Assistant Program Manager,
SRI, Kakatiya Sandbox



Veeresh Pani

Deputy Director,
New Initiatives, Deshpande Skilling



Vijay Purohit

Senior Director,
MEDP





Financial Report



Financial Report

Message from General Manager, Finance & Accounts

In FY 2021-22, Deshpande Foundation posted a consolidated gross deficit of ₹37.75 crores and a cash deficit of ₹30.44 crores.

The constant and generous support we have received from our CSR partners has enabled us to continue creating a positive impact in the lives of our beneficiaries and take a step towards rural transformation.

In the next year, our focus will continue to remain on further optimizing costs, allowing us to impact more beneficiaries. We will further strengthen our audit, internal controls and risk management practices to enhance process efficiency and governance.

We, at Deshpande Foundation, sincerely adhere to our cardinal values – openness and transparency in our operations and finances. We present to you, the audited financials for the FY 2021-22.

Chakravarthy Vasudevan



DESHPANDE FOUNDATION INDIA								
Consolidated Income & Expenditure statement of Deshpande Foundation (DF), Deshpande Educational Trust (DET) & Foundation For Sandboxstartup Initiatives (FSSI)								
Income and Expenditure Statement for the year ended 31st March 2022								
Particulars	Amount in Crores (₹)							
	31st March 2022				31st March 2021			
Income	DF	DET	FSSI	Total	DF	DET	FSSI	Total
A Voluntary contributions/grants - FCRA	5.19	-	-	5.19	5.57	-	-	5.57
B Voluntary contributions/grants - Non FCRA	12.48	4.11	0.47	17.06	7.31	1.52	0.49	9.32
C Program registrations & other donations	0.55	-	0.18	0.73	0.35	-	0.28	0.63
D Revenue from Skill Training Programs	-	3.70	-	3.70	-	1.48	-	1.48
E Revenue From Incubation & Entrepreneurship Development activities	-	-	0.71	0.71	-	-	0.53	0.53
F Transfer from capital grant - depreciation equalisation	-	-	0.35	0.35	-	-	0.31	0.31
G Interest on deposits & Savings Accounts	1.25	0.78	0.27	2.30	1.61	0.46	0.15	2.22
H Other Incomes	0.24	0.03	0.01	0.28	0.32	0.12	0.00	0.44
Total Income A	19.71	8.62	1.99	30.32	15.16	3.58	1.76	20.50
Expenditure								
A Program Expenses	28.22	0.32	1.27	29.81	34.70	0.14	-	34.84
B Administration and other operating expenses	2.30	2.39	0.74	5.43	2.62	1.93	0.74	5.29
C Finance Cost	-	0.09	0.00	0.09	-	0.40	0.11	0.51
D Personnel Costs	4.30	4.56	1.58	10.44	4.51	4.43	1.36	10.30
E Depreciation on Assets	6.34	0.17	0.38	6.89	6.75	0.23	0.33	7.31
Total Expenditure B	41.16	7.53	3.97	52.66	48.58	7.13	2.54	58.25
Cash Deficit (Excluding Depreciation)	(15.11)	1.26	(1.60)	(15.45)	(26.67)	(3.32)	(0.45)	(30.44)
Excess of Expenditure Over Income (A-B) - Surplus/(Deficit)	(21.45)	1.09	(1.98)	(22.34)	(33.42)	(3.55)	(0.78)	(37.75)

The above information has to be read along with the audited financial statements for the year ended 31st March, 2022, these numbers are summarised for the limited purpose of the annual report.

for DESHPANDE FOUNDATION INDIA

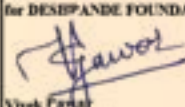




 Vivek Pawar
 CEO & Trustee



for SURESH & CO.
 Chartered Accountants


 Udupi Vikram
 Partner



DESHPANDE FOUNDATION		
Income and Expenditure Statement for the year ended 31st March 2022		
Particulars	Amount in Crores (₹)	
	31st March 2022	31st March 2021
Income		
A Voluntary contributions/grants - FCRA		
EDI Sustainable Trade Initiative	3.50	3.47
Fidelity Charitable Trust	1.48	-
Ford Foundation	0.20	0.45
Give2min	-	1.64
B Voluntary contributions/grants - Non FCRA		
ADMI Agro Industries Pvt Ltd	0.39	-
ATE Chandra Foundation	-	0.01
Avantha Capital Pvt Ltd	0.57	0.35
Collective Good Foundation	0.05	-
Cosmo - Grant	0.02	0.04
Ek Soch	0.70	0.14
Grant from Telangana Govt.	-	0.03
HDFC Bank	4.63	1.83
Hitachi Group Grants	0.48	0.09
JSW Foundation	0.18	-
LTI Infotech	1.53	0.45
NABARD	0.14	0.14
Pharinda Sana	0.12	0.12
Rambha Charitable Trust	0.92	0.50
Shri Basava Textiles Ltd	-	0.01
SIDBI	0.09	0.03
Sures Technology Pvt Ltd	0.13	0.10
Tata Education & Dev. Trust	2.54	3.26
Tejas Networks Ltd	-	0.15
Wavelabs Technologies Pvt Ltd	-	0.07
C Program registrations & other donations		
General donation	0.18	0.13
Lead registration income	0.02	0.02
Program support & registration	0.34	0.20
D Interest on deposits & Savings Accounts		
Interest income from saving bank	0.42	0.66
Interest income from fixed deposit	0.80	0.91
Interest on IT refund	0.03	0.05
E Other Incomes		
Other Income	0.01	0.00
Profit on sale of scrap	0.01	-
Provisions no longer required	0.23	0.32
Total Income A	19.71	15.16
Expenditure		
	31st March 2022	31st March 2021
A Program Expenses (Including Direct Employer remuneration & benefits relating to respective programs)	28.22	34.70
B Administration and other operating expenses	2.30	2.62
C Finance Cost		
D Personnel Costs	4.30	4.51
E Depreciation on Assets	6.34	6.75
Total Expenditure B	41.16	48.58
Cash Deficit (Excluding Depreciation)	(15.11)	(26.66)
Excess of Expenditure Over Income (A-B) - Surplus (Deficit)	(21.45)	(33.42)
The above information has to be read along with the audited financial statements for the year ended 31st March, 2022. These numbers are for the limited purpose of the annual report.		
for DESHPANDE FOUNDATION	for SURESH & CO. Chartered Accountants	
 Vivek Parulkar Managing Director	 Udupi Vikram Partner	
		

DESHPANDE FOUNDATION		
Balance Sheet as at March 31, 2022		
Particulars	Amount in Crores (₹)	
	31st March 2022	31st March 2021
SOURCES OF FUNDS		
Capital fund	79.41	99.12
Borrowings	-	-
TOTAL	79.41	99.12
APPLICATION OF FUNDS		
Fixed assets		
Gross block	96.83	95.98
Capital Work in Progress	1.56	0.82
Less: Accumulated depreciation	29.94	24.85
NET BLOCK	68.45	71.95
Current Assets , Loan & Advances		
Loans advances, Receivables & Deposit	3.32	2.58
Cash & bank balances	12.49	33.43
Total A	15.81	36.01
Less: Current Liabilities		
Current liabilities	1.64	2.27
Unutilised grants	2.97	6.33
Provisions	0.24	0.24
Total B	4.85	8.84
Net Current Assets (A-B)	10.96	27.17
TOTAL	79.41	99.12

The above information has to be read along with the audited financial statements for the year ended 31st March, 2022. These numbers are summarised for the limited purpose of the annual report.

for **DESHPANDE FOUNDATION**


Vivek Pawar
 Trustee



for **SURESH & CO.**
 Chartered Accountants

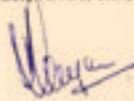

Udipi Vikram
 Partner



DESHPANDE EDUCATIONAL TRUST		
Income and Expenditure Statement for the year ended 31st March 2022		
Particulars	Amount in Crores (₹)	
Income	31st March 2022	31st March 2021
A Voluntary contributions/grants - FCRA		
B Voluntary contributions/grants - Non FCRA		
Grant from HDFC	3.92	1.52
Grant from NABARD	0.19	-
C Revenue from Skill Training Programs		
Skill training programs	2.12	1.11
Up-skilling & registrations	-	-
Rental from hostel	0.60	0.24
Income from other program	0.97	0.14
D Interest on deposits & Savings Accounts		
Interest income from saving bank	0.61	0.28
Interest income from fixed deposit	0.16	0.18
E Other Incomes		
Excess provision withdrawn		
Other income	0.03	0.02
Liabilities no longer payable		0.10
Leave encashment provision written back	-	
Total A	8.62	3.58
Expenditure		
A Program Expenses	0.32	0.14
B Administration and other operating expenses	2.39	1.93
C Finance Cost	0.09	0.40
D Personnel Costs	4.56	4.43
E Depreciation on Assets	0.17	0.23
Total B	7.53	7.13
Cash Deficit(Excluding Depreciation)	1.26	(3.31)
Excess of Expenditure Over Income (A-B) - Surplus/(Deficit)	1.09	(3.55)

The above information has to be read along with the audited financial statements for the year ended 31st March, 2022. these numbers are summarised for the limited purpose of the annual report.

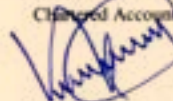
for DESHPANDE EDUCATIONAL TRUST



Perampalli Narasimha Nayak
Managing Trustee

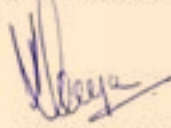









for SURESH & CO.
Chartered Accountants



Udupi Vikram
Partner



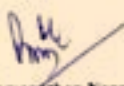
DESHPANDE EDUCATIONAL TRUST		
Balance Sheet as at March 31, 2022		
Particulars	Amount in Crores (₹)	
	31st March 2022	31st March 2021
SOURCES OF FUNDS		
Capital fund	18.65	16.82
Secured loans	-	-
Un secured loans	0.50	0.50
TOTAL	19.15	17.32
APPLICATION OF FUNDS		
Fixed assets		
Gross block	2.67	2.67
Less: Accumulated depreciation	2.17	2.00
NET BLOCK	0.50	0.67
Current Assets , Loan & Advances		
Loans advances, deposits and current Assets	0.41	0.26
Cash & bank balances	20.87	18.74
Total A	21.28	19.00
Less: Current Liabilities		
Current liabilities	2.33	2.27
Provisions	0.30	0.08
Total B	2.63	2.35
Net Current Assets (A-B)	18.65	16.65
TOTAL	19.15	17.32
<p>The above information has to be read along with the audited financial statements for the year ended 31st March, 2022. These numbers are summarised for the limited purpose of the annual report.</p>		
<p>for DESHPANDE EDUCATIONAL TRUST</p>  <p>Perampalli Narasimha Nayak Managing Trustee</p> 	<p>for SURESH & CO. Chartered Accountants</p>  <p>Udupi Vikram Partner</p> 	

FOUNDATION FOR SANDBOXSTARTUP INITIATIVES		
Balance Sheet as at March 31, 2022		
Particulars	Amount in Crores (₹)	
	31st March 2022	31st March 2021
EQUITY AND LIABILITIES		
SHAREHOLDER'S FUNDS		
Share capital	0.01	0.01
Reserves and surplus	16.56	18.02
NON-CURRENT LIABILITIES		
Long-term provisions	0.03	0.03
CURRENT-LIABILITIES		
Short-term borrowings	0.00	0.00
Trade payable	-	-
Other current liabilities	0.92	0.49
Short-term provisions	0.00	0.00
TOTAL	17.52	18.55
ASSETS		
NON-CURRENT ASSETS		
Fixed assets		
(i) Property plant & equipment	4.21	3.82
(ii) Intangible assets	-	-
Non-current investments	4.32	3.82
Non Current Assets	0.02	0.05
CURRENT ASSETS		
Trade receivables	0.29	0.11
Cash and cash equivalents	7.48	10.22
Short term Loan & Advances	1.10	0.03
Other current assets	0.10	0.50
TOTAL	17.52	18.55
<p>The above information has to be read along with the audited financial statements for the year ended 31st March, 2022. These numbers are summarised for the limited purpose of the annual report.</p>		
<p>for FOUNDATION FOR SANDBOXSTARTUP INITIATIVES</p>  <p>Raminathan Narayanan Director</p> 	<p>for SURESH & CO. Chartered Accountants</p>  <p>Udupi Vikram Partner</p> 	

FOUNDATION FOR SANDBOXSTARTUP INITIATIVES		
Income and Expenditure Statement for the year ended 31st March 2022		
Particulars	Amount in Crores (₹)	
	31st March 2022	31st March 2021
Income		
A Voluntary contributions/grants - FCRA	-	-
B Voluntary contributions/grants - Non FCRA		
Dept. of Science & Technology (Grant-R)	0.03	0.35
Deshpande Foundation	0.25	-
JSW	0.01	-
HDFC CSR - Revenue Grant	0.04	-
IFSA - ESDM Cluster Development	-	0.05
NIDHI Prayas -revenue Grants	0.14	0.09
Nidhi EIR - Revenue Grant	0.00	-
Nidhi SSS Revenue Grant	0.01	-
C Program registrations & other donations	-	-
Program Registration Fees	0.08	0.07
Event Donations & Other Donation	0.10	0.21
D Revenue from Incubation & Entrepreneurship Development Activities	-	-
Rent from Incubation Centre	0.37	0.35
Engagement & Advisory Fees	0.01	0.01
Makers Lab usage Charges & Membership Fees	0.01	0.01
ESDM Lab Usage Charges	0.10	0.12
Usage,Maintenance & Electricity Charges Collected	0.05	0.03
Nidhi Prayas Shala (Fab Lab)	0.06	0.01
Yuva Entrepreneurship Program Fees	0.03	-
Incubation Annual Fees	0.10	-
E Transfer from capital grant - Depreciation equalisation	0.35	0.31
F Interest on deposits & Savings Accounts	-	-
Interest income from saving bank	0.03	0.07
Interest income from fixed deposit	0.00	0.00
Interest income from f& Money	0.24	0.08
G Other Incomes	-	-
Interest on income tax refund	0.00	0.00
Other Income	0.00	0.00
Total A	1.99	1.76
Expenditure		
A Program Expenses	1.27	0.40
B Administration and other operating expenses	0.74	0.74
C Finance Cost	0.00	0.11
D Personnel Costs	1.58	1.36
E Depreciation on Asset	0.38	0.33
Total B	3.97	2.94
Cash Deficit (Excluding Depreciation)	(1.60)	(0.85)
Excess of Expenditure Over Income (A-B) - Surplus/(Deficit)	(1.98)	(1.18)

The above information has to be read along with the audited financial statements for the year ended 31st March, 2022, these numbers are summarised for the limited purpose of the annual report.

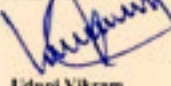
for FOUNDATION FOR SANDBOXSTARTUP INITIATIVES


 Ramasethan Narayanan
 Director



for SURESH & CO.

Chartered Accountants


 Udupi Vikram
 Partner



Deshpande Foundation India



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