

Indigram Labs Foundation

23, Zamrudpur Community Centre,
Kailash Colony Extension, New Delhi - 48

Impact investment for a better tomorrow

Investment Focus



Sustainable Agriculture

- Technology for development
- Rural focused SMEs
- Natural Resource Conservation
- Livelihoods



Education and Skill

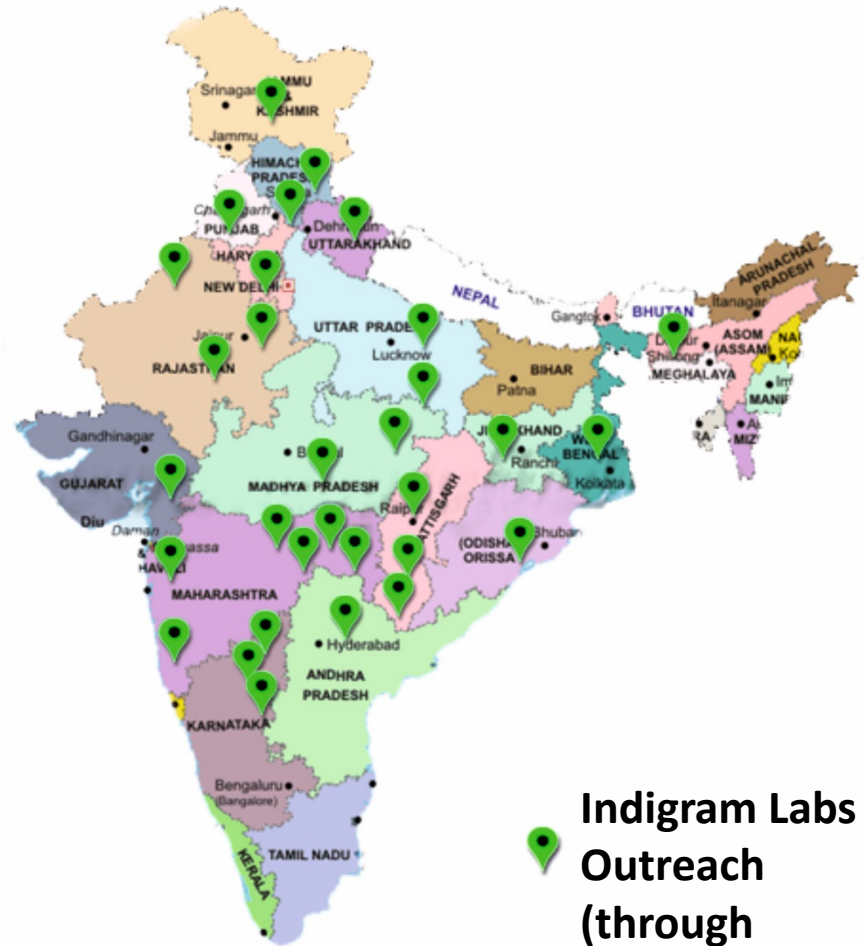


Clean Energy and Automation



Rural focused Health and Wellness

Geographic Focus



Indigram Labs
Outreach
(through
ISAP)

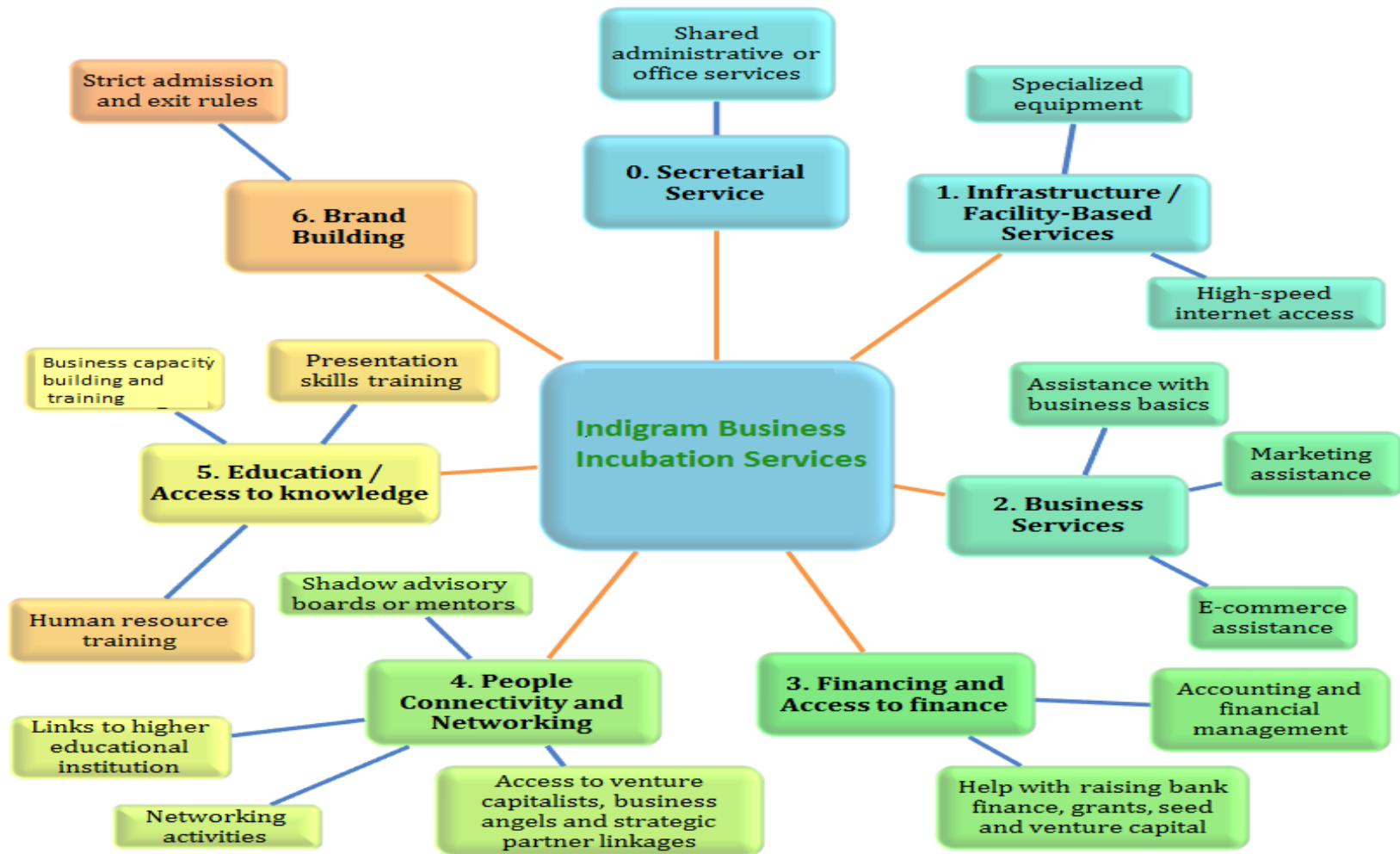
Indigram Framework of Impact Focus

- ✓ Alleviating poverty
- ✓ Conserving land, ecosystem and natural resources
- ✓ Creating rural jobs
- ✓ Increasing access to education and skills and improve productivity
- ✓ Increasing access to healthcare services and improving health
- ✓ Increasing access to water and sanitation/ affordable rural housing / promoting local arts and media

Indigram Platform Value Added Incubator Services

- ✓ Secretarial and Legal Assistance
- ✓ Infrastructure/ Facility-based Services
- ✓ Business Mentoring Services
- ✓ Access to Entrepreneurs and Markets
 - ✓ People Connectivity and Networking
 - ✓ Brand Building
- ✓ Management of the Program
- ✓ Business Capacity Building and Legal Training
- ✓ Technology Access
- ✓ Financing and Access to Finance

Indigram Incubator Services in a nutshell





Sustainable Agriculture

- Indigram Labs to provide tools and resources aspiring agricultural and Technology entrepreneurs to develop and manage viable farm-based (including livestock) related enterprises.
 - The Incubator would plan to reduce the traditional barriers to success for new farm-related businesses by providing access to shared equipment, infrastructure, low-interest capital, business mentoring and training in advanced practical skills.
- Access to Technologies and Partnerships to create a low-risk environment to greatly increase the likelihood of business viability and success.
- Our Focus Areas under this investment theme:
 - **Technology in Agriculture –** Precision Farming techniques and related areas
 - **Rural Focused SMEs –** Bio-mechanics focused manufacturing (Rural SME focused electricity initiatives / logistics initiatives / skill-training initiatives
 - **Natural Resource Conservation -** Recycling / replacement of non- renewable resources
 - **Livelihood related Businesses -** Agriculture output processing, logistics etc



Education and Skill

- To foster innovation at the Grass-root level to train, educate and skill school going children and youth
 - Kickstart fearless innovation in rural areas to train market-ready graduates to be skilled and mentored to pursue various business avenues – Develop Entrepreneurship
- To achieve the mission of eradicating poverty through skilling & employment of rural graduates to aid “Make in India” – in close association with Industry clusters in areas nearby
- Traditional skills and products of women artisans to be given focus and avenues to monetization (i.e.,) thereby create steady-income opportunities
 - platform businesses that aggregate / train / market products along with skills development
- Healthcare Skills Training to youth



Clean Energy and Automation

- With disruptive innovation increasing across all areas of the energy industry from rural background
 - Clean energy entrepreneurs and incubators to collaborate with industry stakeholders
- Distributed generation, automation, sensors, micro grids, electric carts for farm transportations and rural transportation, and storage and manage bio-waste-to-energy initiatives for production, distribution, design and marketing of appliances etc.
- Create self-reliance on off-grid ventures to eradicate energy backwardness in a sustainable way
- IoT related initiatives in the farm-information based analytics / feedback mechanisms



Rural Focused Health and Wellness

- Create and administer Innovation grants in health and sanitation initiatives
 - For Rural Entrepreneurs in this field
 - To work on eye-blindness, hypertension and diabetes in rural context due to lifestyle issues
- To foster entrepreneurs whose products and services strive to Reduce women-children related sanitary conditions / nutrition issues
- Develop advisory services to doctors in rural areas for enhancing professional skills (create a professional networking platform for doctors in rural areas to interact with their counterparts anywhere in the world for solutions / professional enhancement)
- Wellness initiatives in semi-urban and tier-2 /3 towns with a focus on secondary healthcare

Management

Sunil Khairnar – Founder and Director

He the founder of Indigram Group. He holds a B. Tech in Agriculture Engineering and is an alumnus of IIM Ahmedabad. He has seeded and supported several business and social ventures. His expertise includes business strategy, corporate financial structuring, commodity trade, and impact investing. He was an elected member of the Board of Directors of International Food and Agribusiness Management Association for 2010-11. He has been a member of various committees in government and various industry bodies including Planning Commission Working Groups for the Eleventh Five Year Plan (2007-2012) on Agricultural Marketing Infrastructure and Policy for Internal and External Trade; and Governing Council of the India Development Gateway Group at the Ministry of Communication and Information Technology, GoI. Sunil spent several years in the early part of his career at trading companies such as Cargill and Godrej. A Passionate Value-Delivery man, he can be reached on sunil@indigram.in

Sudarshan K Suryawanshi – Director

Sudarshan is co-founder and CEO of Indian Society of Agribusiness Professionals (ISAP), the parent body of Indigram Labs Foundation. His expertise areas include community mobilisation for forming producer organisations, integrated farming systems, market linkages, supply chains, water resource management, small & micro enterprise, international consulting and training. Out of more than 20 years of experience in these areas, he has spent more than a decade working and travelling extensively and interacting with farmers in 27 countries across Asia and Africa. Sudarshan is B.Tech (Agri) and MTech (IIT, Kharagpur).

Management

Mehmood Khan – Chairman and Director

Mr. Mehmood Khan, is the Chairman of Indigram Labs Foundation. He has over three decades of experience at Unilever in various International positions, with postings in India, Singapore, The Netherlands and The United Kingdom. Mr. Khan retired as the Global Leader of Innovation at Unilever London in 2009. He is the President of the IIM Network in Europe and is a Managing Trustee of the Rasuli Kanwar Khan Trust, which is transforming lives in rural Mewat. He was nominated as the Person of the Year in 2009 by Forbes India and has development experience at IIM - Ahmedabad, Bharatiya Agro Industries Foundation, and Punjab Cooperatives.

Mr Uma Mahesvaram – CEO

Professional with 20 years of experience spanning Educational Infrastructure, Petro-products retailing, Private Equity, Manufacturing and Rural Marketing of Livestock products. Has an entrepreneurial edge in creating, investing, guiding organizations in retail, technology, internet and wellness organizations. Graduate of IIM, Ahmedabad (batch of '97) and an Agricultural Engineer from College of Agricultural Engineering, Coimbatore.

Management

Shriram Singh – Director (Business Development)

He has 18 years of experience in Banking, financial services and manufacturing. He has remarkable corporate stints with Reliance Private Wealth, HSBC, RBS Bank NV, ICICI Lombard, Edelweiss Capital and Eicher Motors with a management experience of assets that include AIFs, PMS, NCD and ICDs for over a decade and has rich experience with advising UHNIs and Family Offices. His belief and faith in Sustainable Development propelled him to a Climate Champion's role in HSBC and guided his actions as Director RBS Foundation. He is also the Co-chairman of Young Leader's Forum in the Youth wing of Indian Merchant Chambers (IMC) and has been awarded for his contribution towards Organic Farming and the effort of "Uncancer India". He is an University topper in Bachelor's Degree in Mechanical Engineering and an MBA in Marketing from Faculty of Management Studies, Delhi University.

Promoter's (the HI) profile

Indigram Labs Foundation is incubated by of **Indian Society of Agribusiness Professionals (ISAP)**, which is a not-for-profit development agency working in agriculture and rural space.

ISAP to its credit operates in One Million farm households in Livelihood Enhancement Programs (255 Farmer Producer Organizations (FPOs), 20,000 Women SHGs); Incubated 1607 Agribusiness Enterprises; 31 Community Water Treatment Plants; 2 Rural Hospitals (50 beds capacity) across 5000 Villages in 250 Blocks of 100 Districts in 18 States with its 25 Field Offices and 300 Employees.

Brief on Indian Society of Agribusiness Professionals – ISAP (Incubator of ILF)

Entrepreneurship Development Program (EDP) of ISAP

ISAP runs Entrepreneurship Development Programs (EDPs) training for aspiring agriculture and allied sector graduates and diploma holders.

Support from Ministry of Agriculture and NABARD for cost of training and subsidy for bankable projects

4400 unemployed Agri / allied graduates trained

1505+ Agri – ventures established

115 trainings conducted



States	Centers
J & K	Srinagar, Jammu
Punjab	Amritsar
HP	Solan
Haryana	Karnal
UK	Dehradun
Rajasthan	Sri Ganganagar
Gujarat	Vadodara
MP	Bhopal
Jharkhand	Bokaro
WB	Asansol
Chattisgarh	Raipur

Business venture

Agri-input store

Poultry

Dairy

Mushroom Production

Veterinary

Agri-Nursery

Seed Production

Floriculture

Horticulture

Piggery

Fishery

Goatry

Organic farming

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Details of enterprises incubated

Through various Government / Non-Government schemes and programs, Indigram Group has incubated a total of 1505 small enterprises in the last decade ending 31st, 2015. The largest among these has been scaled-up from incubation to the current turnover-size of size of @ \$ 8.5 million. Also nearly 80 ventures among them have a turnover range of @ \$ 150,000. We have been acting as an incubator/social impact investor well before these terms gained currency.

S.No.	State	Total enterprises incubated	S.No.	State	Total enterprises incubated
1	Madhya Pradesh	299	2	Haryana	205
3	Punjab	176	4	Jharkhand	175
5	Assam	172	6	Jammu & Kashmir (J&K)	124
7	Himachal Pradesh	105	8	West Bengal	76
9	Rajasthan	55	10	Chattisgarh	48
11	Gujarat	38	12	Maharashtra	12
13	Karnataka	10	14	Telangana	10
Total			1505 + (other states)		

Indigram Group and its Investments

Mr. Sudarshan Suryawanshi, CEO
Sustainable farming and rural
livelihoods
www.isapindia.org



IASPL – Agriwatch (Ms. V N
Saroja , CEO) Information &
Analysis for Agribusiness
www.agriwatch.com

ICRIS – Dr. B. R. Patil, Chairman
Partnerships for Inclusion &
Sustainability www.icris.in



Indigram Market Linkages Private
Limited –(Mr Basant Mishra,
CEO)

Indigram Lab Foundation
(Mr Uma Maheswaram, CEO)



Mycareline Private limited
| Dr. Anuradha Sunil, CEO)
Affordable Geriatric Home Healthcare
www.mycareline.in / www.eChemist.in

ISHP (Dr. V. K. Singh , Chairman | Mr. Bimal
Saini, COO) Strengthening Rural Health
Systems
www.ishpindia.org



Panamax Indigram Advisors Private
Limited | Mr. Amit Sinha – CEO,
Offers financial consulting services
www.indigram.in

Educational Initiatives (Tiny Stake)

- Mr. Sridhar Rajagopalan, CEO
- Educational research and assessment for strengthening outcomes [www.ei-india.com]

Glocal Healthcare (Tiny Stake)

- Dr. S S Azim, CEO
- Affordable access to secondary healthcare [www.ghspl.com]

INESA (33%)

- Ms. Poonam Madan, CEO
- Partnerships for Inclusion and sustainability [www.inesa.in]

Jupiter Group (26%)

- Mr. Mayur Jha, Group CEO | Luxe Café (Ms. Manisha Rao, CEO) | Newsd (Mr. Bhanuchander. N, CEO)
- Online luxury lifestyle magazine with curate content on fashion, decor, travel, leisure, gadgets, personas & ideas for connoisseurs of fine living. [www.theluxecafe.com] [www.newsd.com]

Indraprastha Academy Skill Initiative (28%)

- Mr. Gaurav Srivastava, CEO
- Create opportunities for sustainable employment for urban & rural youth, through skill, capacity, marketing and handholding. [www.yuvagram.in]

Innovatio Curis (30%)

- Dr. V K Singh, Chairman | Mr. Sachin Gaur, CEO
- Expertise in healthcare Consulting, Software applications & Training [www.innovatiocuris.com]

Indraprastha Academy Knowledge Initiative Foundation (48%)

- Mr Amit Srivastava, CEO
- Skill development initiatives [www.indraprasthaacademy.in]

Jayalaxmi Agro Tech (30%)

- Mr. Anand Babu C, CEO | Mr. Shivaprakash L, COO
- Mobility, Analytics & Cloud technology solution in hands of farmers for agriculture [www.jayalaxmiagrotech.com]