



POLLINATE
ENERGY
A SOCIAL BUSINESS

2013 ANNUAL -14 REPORT

IMPROVING THE LIVES OF THE URBAN POOR





Urban slum community
in northern Bangalore

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OUR VISION AND MISSION

OUR VISION

Our vision is a world where all communities have equal access to sustainable technologies to improve their quality of life.

OUR MISSION

- Improve the lives of the urban poor by giving them access to sustainable products that make their lives better.
- Empower local entrepreneurs to be a positive force for change in urban poor communities.
- Make social business mainstream by raising awareness about the communities we work with and supporting the next generation of social entrepreneurs.

THE FUNCTIONS OF POLLINATE ENERGY AUSTRALIA:



increase awareness of issues facing the urban poor



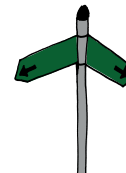
Undertake research



raise funds to support the Indian operations



build corporate partnerships



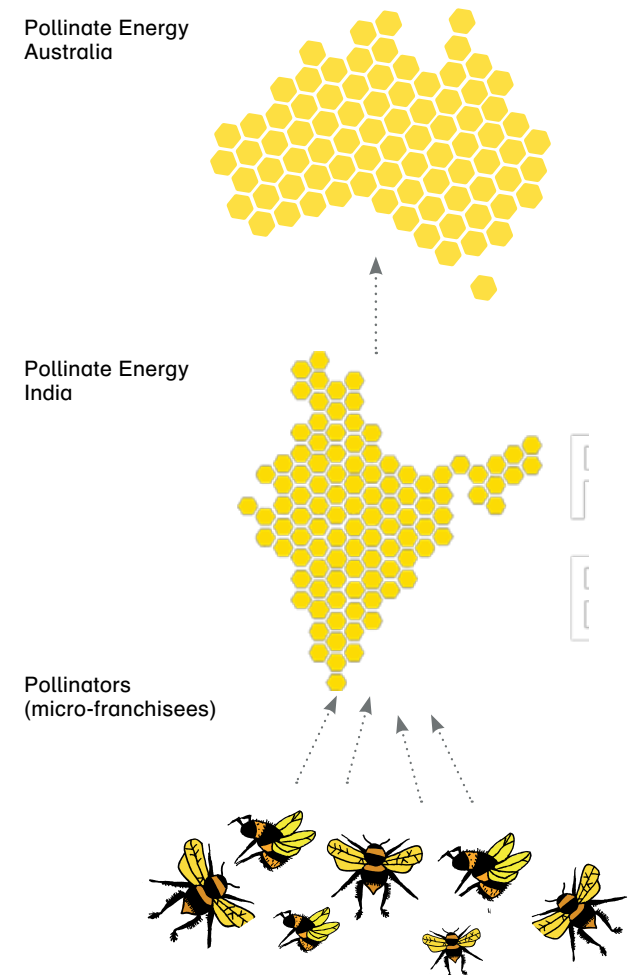
provide strategic direction and oversight

THE FUNCTIONS OF POLLINATE ENERGY INDIA:

Pollinate Energy India recruits, trains and oversees its local entrepreneurs, or 'Pollinators', who are micro-franchisees of Pollinate Energy India. The Pollinators service urban slum communities and report to Pollinate Energy headquarters.

OUR STRUCTURE

Pollinate Energy Australia is a registered Australian charity. It wholly owns Pollinate Energy India, a for-profit commercial entity registered in India. The two organisations have the same vision, mission and constitution.



A MESSAGE

FROM THE POLLINATE ENERGY TEAM

On 31 July 2012, India experienced the largest blackout the world has ever seen. 620 million people, nine per cent of the world's population, were plunged into darkness for two days. The blackout made media headlines all over the world.

But what wasn't reported was that when the lights came back on, there were still some 390 million people who were left in the dark - people who live in energy poverty with no access to electricity. It was this that motivated us to found Pollinate Energy in November 2012.

Since then, we've learnt a great deal and accomplished an enormous amount.

In that time we have:

- kick-started the businesses of 20 micro-franchisees (Pollinators)
- educated and inspired 80 young Australians and Indians in our programs
- been part of a consortium that delivered the first solar-powered installation at Sydney's VIVID Festival
- won two UN Awards, and
- sold 5,600 solar lights, impacting 26,800 people living in India's urban slums.

It's only by listening to the stories of our customers that we can begin to understand the huge impact that a small solar light can have on the life of someone living in energy poverty. Stories like Amresh's (right) are the reason we do what we do.



The Pollinate Energy Team at "Light Up A Life" 2013

POLLINATE ENERGY TEAM

Monique, Katerina, Jamie, Alexie, Ben and Emma

None of our achievements would have been possible without the incredible support of our corporate partners, our individual sponsors, our Fellows and Young Professionals, our volunteers and our many champions in Australia. Thank you for so generously giving us your time, your advice, your donations and your encouragement.

The year ahead is a particularly exciting time for Pollinate Energy. In September, we're bringing on a new team of city starters. We'll provide them with comprehensive training which will equip them to launch a brand new city. This time next year, we'll be gearing ourselves up for a mass expansion into three Indian cities.

And we're just getting started! We aim to implement our model in a further 50 major Indian cities by 2020, pursuing our vision that all communities have access to sustainable technologies that improve their quality of life.

We are extremely excited to embark on another year which will bring new opportunities for Pollinate Energy. We hope you will stick with us on our journey.



Amresh in his shop

Amresh moved to Bangalore in pursuit of a better life for himself and his family. He set up a shop in an urban slum community and lived in the shop, using kerosene lamps for lighting.

After purchasing a solar light from Pollinate Energy, Amresh is now able to keep his shop open longer each day. He can also work more effectively preparing food for sale. The light has made the

shop a more social place - customers can see when the shop is open so are more likely to visit, often staying for a chat.

In just four months since he bought the light, Amresh has doubled his weekly income. This has allowed him to move out of the slum and rent a room close to his shop. Best of all, he has now been able to bring his wife, mother and two children to Bangalore to live with him.



NOV 2012

Pollinate Energy is founded - let there be light!



MAR 2013

Chip-In Crowd Funding campaign raises \$10,000

Mobile Phone Sales Application launched for our Pollinators



JUN 2013

'Light Up A Life' Gala in Sydney raises \$20,000

AECOM

AUG 2013

AECOM joins as Young Professionals Program Sponsor



OCT 2013

Pollinate Energy receives UN SEED Award

Assetz Homes

DEC 2013

Bangalore's 3rd Fellowship Program, 15 Pollinators now up and running.

PwC joins as VIVID light sponsor.

Assetz Homes joins as corporate sponsor



APR 2014

Second Young Professionals program in Bangalore

Impact Assessment of our social, economic and environmental impact to date is undertaken

UTS Insearch joins as sponsor

2012

OUR YEAR IN REVIEW

2014



DEC 2012

First sales begin in urban communities under a trial Pollinator program

JAN 2013

Fellowship launch in Bangalore - first five Pollinators are trained



APR 2013

UNSW and UTS BUILD join as Fellowship partners



JUL 2013

Bangalore's second Fellowship Program

10 Pollinators now up and running & 1000 solar lights sold!



SEPT 2013

Young Professionals Program launch in Bangalore

Improved cookstoves are introduced into our product range



NOV 2013

Pollinate Energy receives UN Momentum for Change Award



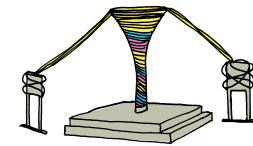
FEB 2014

Bangalore's 4th Fellowship, total 20 Pollinators

Bangalore now fully operational!

London School of Economics Award \$20,000

LSE



JUN 2014

Hullabaloo event in Sydney raises \$40,000.

Pollinate Energy is part of a consortium that delivers the first solar powered installation ('Ray') at the Sydney VIVID Festival

Rotary Sydney supports Pollinate Energy through RAWCS

THE PROBLEM

What's the problem? Quite simply, the urban poor's lack of access to basic products and services.

In many of India's cities, there exists an under-served population who have no access to the basic products and services that we take for granted.

They live in slums around some of India's most prominent architecture - IT parks, airports and affluent apartment complexes. Their homes are tiny makeshift 'tents' made of plastic sheets and whatever other materials they can scrounge from construction sites.

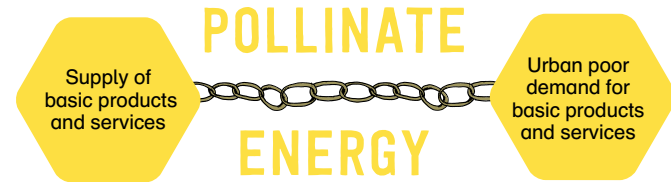
It is unfortunate that a family should have to cook on an open wood fire, use a homemade kerosene lamp for light, drink filthy water and dig a hole when they need the toilet, while all around them others enjoy access to grid electricity, gas stoves, filtered water and basic sanitation. Yet this is the harsh reality for millions of people living in urban slums across India.

The consequences of forced reliance on dirty and sub-standard technologies are many and varied.

Consider the kerosene lamp. A kerosene lamp is very good at emitting a cocktail of noxious fumes, particulate matter and black carbon. It is, however, very bad at emitting light. Coupled with the badly ventilated small tent in which the kerosene lamp is used, the result is a poorly lit, very polluted family home. It is no surprise that indoor air pollution is now the second biggest killer of women and children in India.

With the pull of urban life, it is projected that over 100 million more Indians will move to cities in the next 15 years. Many of these migrants will not be able to afford housing and will end up in slum communities.

The problem is not one of technology. There are many simple and affordable products and services that can easily overcome many of the challenges faced by the urban poor. But there is a glaring chasm between these solutions and the people who need them.



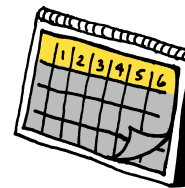
COMMUNITY PROFILE



40 Average no of households in a community



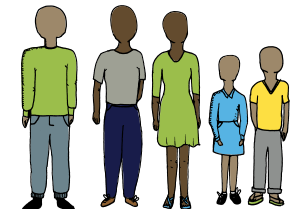
1.90 Income per person per day (AUD)



7 No of years lived in the community



1.8 Litres of kerosene used per week (before purchase of solar light)



5 Average no of people living in a household

THE SOLUTION

Pollinate Energy provides urban slum communities with access to sustainable products and services that make their lives better.

HOW DO WE DO IT?

Pollinate Energy trains micro-entrepreneurs to start their own businesses serving slum communities. These entrepreneurs are known as Pollinators. They are recruited largely through partnerships with local not-for-profit and microfinance organisations. Every Pollinator is allocated a geographic region within a city, each region containing between 20 and 50 urban slum communities which the Pollinator will service.

Once recruited, Pollinators undergo a month of intensive training through the Fellowship Program. Each Pollinator is placed in a team with international and Indian Fellows who provide training in sales, customer relations and financial literacy. The Fellows also offer guidance and moral support to the Pollinators as they build their business. The intensive training and support equip the Pollinators with the skills, confidence and community relationships to continue on their own and grow their

business into the future.

Pollinators visit their urban slum communities regularly and sell products directly to customers. Since many people cannot afford products upfront, Pollinators offer deferred payment plans which help make products accessible to everyone – customers pay back the product in instalments over a 4-8 week period.

WHAT PRODUCTS DO WE SELL?

Pollinate Energy began by selling solar lights. In September 2013, we introduced improved cookstoves into our products range. We are currently trialling a number of other products including water filters, menstrual cups and solar fans.

Our Pollinators provide us with valuable feedback on our customers' wants and needs. Once we have identified customer demand for a product, we conduct extensive research into the most appropriate products

on the market. Quality and affordability are essential, as is the product's capacity to improve some aspect of our customer's life.

HOW ARE WE ACCOUNTABLE?

We at Pollinate Energy are proud to call ourselves a services business. Pollinators, through their regular presence in the communities, remain in constant contact with customers. Over time, they develop strong and lasting relationships with their communities. This means that customers always have recourse for a broken or faulty product, which can be immediately replaced.

The strength of these relationships, and the trusted branding, allows Pollinate Energy to serve the needs of our customers and continue to provide quality support and products into the future.



Greenway smart cookstove



SunKing Pro solar light



Pollinator installs a light for new customer

“PUSHPA USES THE
EXTRA MONEY TO
PAY FOR AFTER
-SCHOOL TUITION...”

SPOTLIGHT ON CUSTOMER

PUSHPA

Pushpa has purchased two of Pollinate Energy's solar lights. The lights have enabled Pushpa to tailor at night, from which she makes an extra 200 rupees a week. Her family saves an additional 200 rupees a week on kerosene.

Pushpa uses the extra money to pay for after-school tuition and study camps for her children, who also use the lanterns to study.

Recently, Pushpa purchased a cookstove from Pollinate Energy.

She likes the stove because it uses less wood and she can leave it unattended to cook the family meal while she works.



Pushpa with her sewing machine

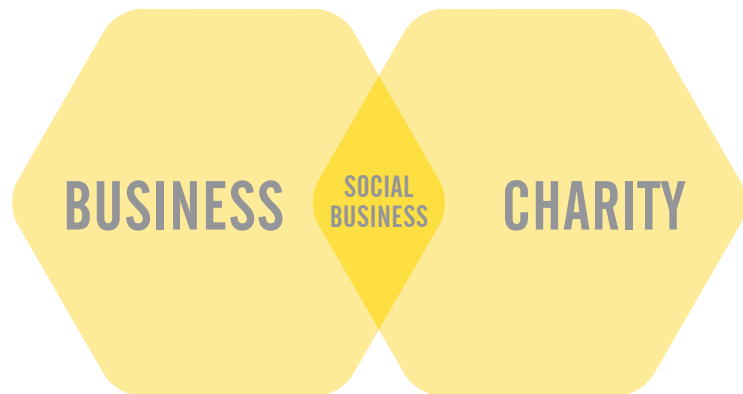
WHERE DOES OUR MONEY COME FROM AND WHERE DOES IT GO?

Pollinate Energy is a social business. This means we operate as a business, but have social impact at our core. Everything we do as an entity must satisfy our mission to improve the lives of the urban poor.

Our revenue sources provide us with the seed funding we need to launch in new cities. We anticipate

that it will take 10 months for our first three cities to be fully operational, and six months for every new city after that.

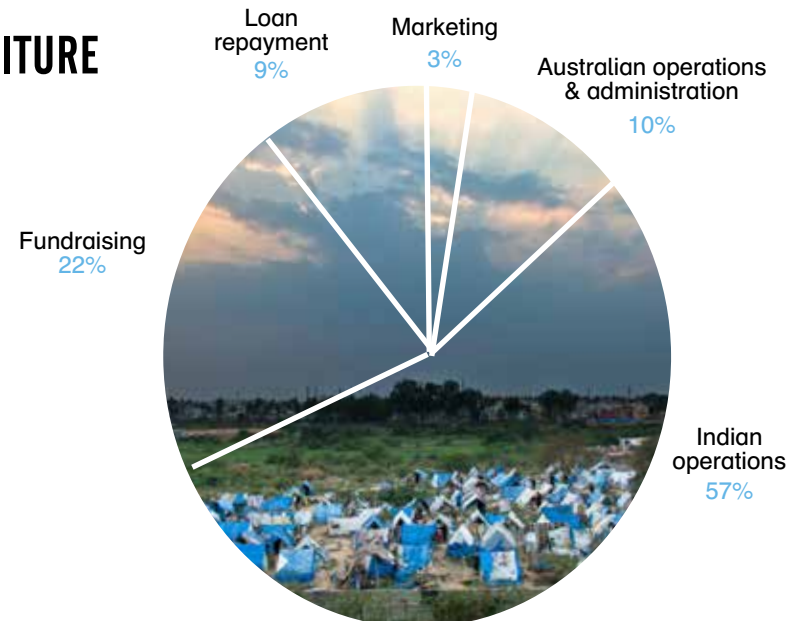
Each city, once fully operational, will be financially sustainable due to ongoing revenue from the margins applied to products, which we buy from suppliers at discounted wholesale rates.



INCOME



EXPENDITURE



*Salaries have been attributed to business expenditure areas

OUR IMPACT TO DATE

As of June 2014, Pollinate Energy has sold 5,619 solar lights, which have provided light to over 26,800 people in over 500 communities in Bangalore. We now have 17 local Pollinators, who are passionate about lighting up the lives of people in India's slum communities.

In April 2014, we commissioned an Impact Assessment. 18 young professionals came to Bangalore for two weeks to conduct research. They collected data from our customers – in the form of surveys, workshops and interviews – in order to identify the economic, social and environmental impact of our solar lights to date. The results blew us away.

FINANCIAL IMPACT

Customers are financially better off an average of US\$86 (5,000 rupees) per annum as a direct result of purchasing our solar lights, a saving of 4.2% of customers' average annual income. This represents savings of money otherwise spent on kerosene, as well as additional income from being able to work at night.

EDUCATIONAL IMPACT

Of households with children attending school, 47% report

a key benefit of the solar light being improved conditions for studying. This means that over 1,500 students are better able to learn because of Pollinate Energy's solar lights.

QUALITY OF COMMUNITY AND FAMILY TIME

The brightness of customers' dwellings means that they enjoy their homes more. They can see their children play, they can cook in greater comfort and they can socialise with other members of the community. Many, particularly women, report improved personal security, as the light deters intruders and they feel safer going to the toilet at night.

ENVIRONMENTAL IMPACT

Our solar lights currently reduce kerosene use by 263,328 litres per year. This saves 658 tonnes of carbon dioxide annually.

HEALTH BENEFITS

Exposure to kerosene is a proven risk factor for respiratory disease, lung cancer and other illnesses. After purchasing a solar light, 88% of households no longer use kerosene, and 11% of households use less kerosene. This is a positive step towards reducing the prevalence of these diseases.

The brighter light is also a deterrent to snakes and rats which pose a constant threat to families living in slum communities.

RECOGNITION

In 2013, Pollinate Energy won two UN awards recognising our work in India: the SEED (Low Carbon) Award and the Momentum for Change: Lighthouse Activity Award. In 2014 our co-founder was awarded LSE student entrepreneur of the year, and we were nominated as a Finalist of the Australian Social Enterprise Awards - Innovation Category.



"LIFE IS EASIER NOW, AND THE LIGHT KEEPS SNAKES AND RODENTS AWAY FROM MY HOUSE."

Ghandiyappan

"MY CHILDREN DID NOT STUDY BEFORE THE LIGHT, AND NOW THEY CAN READ AND WRITE"

Pampanna



"THERE IS LESS SMOKE AND WE SAVE 60 RUPEES PER WEEK."

Hussein



OUR PEOPLE IN INDIA

Core to our business are the local staff that we employ. We invest a huge amount in recruiting the right people for the job, and providing comprehensive training and career opportunities for our people. To date, we have employed 3 Operations Staff and have 17 Pollinators and 5 Worker Bees.



OPERATIONS STAFF

Our local Operations staff oversee all sales, manage stock, train and manage the Pollinators and undertake monitoring with regular spot-checks in the field.



POLLINATORS

Pollinators provide a door-to-door service to our urban slum customers. They make sales, collect repayments and repair or replace faulty products.

Pollinators are expected to meet a sales target of 30-40 products each month. They receive a base salary and collect commission on every sale.

Our Pollinators report to headquarters on a weekly basis.



WORKER BEES

Worker Bees reside in large slum communities. The Pollinators recruit Worker Bees to help with sales and to further build customer relationships. Worker Bees receive commission on every sale that they help the Pollinators make.

Worker Bees also assist their Pollinators with collecting repayments, help customers with maintenance questions and raise awareness about Pollinate Energy products to those homes still using kerosene and candles.



SPOTLIGHT ON NITIN ANJANEYA BUSINESS OPERATIONS OFFICER

Nitin had always wanted to make an impact in the social sector and find ways to increase the poor's standard of living. He joined our team after working as an intern with us in July 2013, which was his first exposure to energy poverty.

What Nitin likes most about working with Pollinate Energy is meeting and connecting with people from different backgrounds, and gaining an understanding of the root causes of urban poverty. Nitin completed a Bachelor degree in Commerce at Presidency College, Bangalore, and likes to travel and play cricket and football.

He aspires to be in Indian politics, and lives by Gandhi's words that you should be the change you want to see in the world.

SPOTLIGHT ON POLLINATORS

MANJUNATH

Manjunath, aged 27, was born in the Kolar district of Karnataka and was our first official Pollinator, joining us in February 2013.

Prior to joining Pollinate Energy, Manjunath worked in villages as a loan agent. Manjunath wanted to work as a Pollinator because he wanted to help poor people in his community and make their lives better.

He feels very satisfied when his customers tell him he is doing a great job, and wants to see more happy faces in the communities by lighting up more houses. His future plans are to move to a managerial level in the same field.

Manjunath is also an excellent artist, and did several paintings that were auctioned off at our Hullabaloo in May!



Manjunath shows his customer a warranty card

“MANJUNATH WANTS TO SEE MORE HAPPY FACES BY LIGHTING UP MORE HOMES...”

“LATHA FEELS LIKE SHE HAS A SECOND FAMILY AT POLLINATE ENERGY”



Latha with YPP participant Megan Aspinall

LATHA

Latha is 23 years old. Before joining us as a Pollinator, Latha worked as a tailor in a garment factory for five years. She learnt about Pollinate Energy through our local partner organisation Ujjivan.

Latha feels like she has a ‘second family’ at Pollinate Energy. She likes the flexible working hours which allow her to take care of her daughter. Latha was initially apprehensive about working in urban slums, but she soon grew to enjoy her time in the communities. She likes how friendly everyone is and says that selling lights to people and seeing smiling, laughing kids makes her very happy.

Latha wants to continue helping the poor by working with Pollinate Energy. She also hopes to start her own tailoring business.

SPOTLIGHT ON WORKER BEES

SUBU

Subu, originally from Andhra Pradesh, earns a living playing drums at Hindu weddings.

Since buying two lights for his own family, Subu has helped his Pollinator sell many lights in his community. He has also taken nearly 20 lights back to his native village.

Subu uses the money from kerosene savings and from his additional income as a Worker Bee to help his relatives in his native village.

“SUBU IS NOW SAVING UP TO BUY HIS FIRST HOME.”



Subu with his Pollinator, Jakob



Lakshmi and her solar light

“LAKSHMI HAS HELPED TO SELL OVER 150 LIGHTS IN HER COMMUNITY”

LAKSHMI

Lakshmi and her family of six moved to a slum in Bangalore over 13 years ago after her husband, a carpenter, struggled to find work in their native village.

Lakshmi became a Worker Bee because she liked the social nature of the job – which involves lots of interaction with people in her community – and the freedom to choose her own hours. To fit in with her family responsibilities and full-time job as a housekeeper, Lakshmi dedicates 3-4 hours two evenings a week to her Worker Bee role.

So far, Lakshmi has helped to sell over 150 lights in her community. She currently helps with the sales of at least five lights each week. This brings in around 1400 rupees extra per month to support her family.

OUR FELLOWSHIP PROGRAMS

In our Fellowship program, students and recent graduates spend four weeks supporting new Pollinators who are learning how to run their own businesses in urban poor communities. Australian and Indian Fellows work together to provide Pollinators with training in customer relations, sales, marketing and financial literacy. Fellows leave India with the knowledge that they have kick-started the business of a Pollinator who will continue to serve urban poor communities.

PRATIK



Pratik Kumar
Fellow Nov-Dec 2013

I am currently finishing my Bachelors in Communications, majoring in public communications, at the University of Technology, Sydney.

Coming from Mumbai and having seen first hand what living in a slum community can be like, Pollinate Energy and their Fellowship program caught my interest.

Pollinate Energy's innovative business model and their social drive is what pulled me in, and I found the Fellowship program to be a completely new experience.

Helping slum communities that are drowned in darkness at night due to a lack of safe electricity, while also making your dent in a young company's growth, are the most valuable experiences I have taken from the one month in Bangalore.

Each day would challenge me, and force me to think on my feet. I have also grown as a student and a professional, as I was allowed to apply my theoretical knowledge from university in a real world setting.

SAMANTHA



Samantha Passmore
Fellow February 2014

I am a Materials Engineer with AECOM, a corporate partner of Pollinate Energy. I participated in the February Fellowship in 2014 because I saw Pollinate Energy, founded by five Australians around my own age, successfully making a positive contribution to people's lives, and I wanted to play a part in it.

In Bangalore I led the 'working bee' project which focussed on improving a shelter design and developing a sanitation solution. I also had the privilege of training two very enthusiastic young women in their new roles

as Pollinators. One of the greatest benefits of the program was forming friendships with such inspirational people. Another benefit was learning how social business, rather than charity, is a more sustainable solution for humanitarian issues. I also came to understand the drivers for change within the communities, which differ so much from the developed world.

Through seeing energy poverty first hand, I am driven by my new understanding of what our social responsibility is.



INSEARCH

Education Sponsor
(Indian Fellowship Program)

OUR YOUNG PROFESSIONALS PROGRAMS

In our Young Professionals Program, professionals spend two weeks in India working to generate, develop and implement new ideas to solve core business problems.

- In September 2013, our young professionals worked with our stakeholders to introduce improved cookstoves into our product range.
- In April 2014, our young professionals conducted Pollinate Energy's first major Impact Assessment of our social, environmental and economic impact to date.

AECOM

Young Professionals Program Sponsor



Holly Hyder
Young Professional September 2013



April 2014
Young Professionals

SCOTT



Scott Watkins
Young Professional April 2014

The Pollinate Energy Young Professionals Program was, without doubt, the best professional development program I have ever done. Working in a different culture with a group of committed, inspiring leaders and participants from very diverse backgrounds was a great experience. We often talk about high performing teams and the YPP group that I was part of was

definitely an example of an amazing team.

The work that Pollinate Energy is doing has a significant and immediate impact. Seeing this first hand was a very unique experience. The program definitely changed my perspective on team work and getting things done. I've also significantly expanded my professional network and made friends for life.

WHAT'S HAPPENING IN AUSTRALIA

It's not just in India that Pollinate Energy has been busy. In Australia, we've been working hard to raise awareness about energy poverty and issues facing the urban poor.



THE HULLABALLOO

On 30 May 2014, Pollinate Energy transformed the Sydney Harbour foreshore, making it our very own secret garden. We held a fundraising Hullabaloo to celebrate the growth, positivity and hope of people living in India's urban slums who Pollinate Energy has helped over the past 18 months.

The event provided an opportunity for people to learn more about Pollinate Energy's work in India; meet program alumni; and mingle with the extensive Pollinate Energy network across the engineering, professional services, solar, sustainability and not-for-profit sectors.



VOLUNTEERS AND AMBASSADORS

As a result of the growing network of alumni on Pollinate Energy's programs, we've seen a surge in the number of active volunteers in Australia. Volunteers work with us on marketing and communications, social media, research and business development.

We also have 15 Pollinate Energy Ambassadors, who play a critical role in supporting our major projects, promoting our programs and speaking at key events in Australia.



CONFERENCE PRESENCE

Over the past year, our founding team have presented as panellists and keynote speakers at the UNFCC Conference of Parties in Warsaw, Link Festival 2013, Creative Innovation 2013, the Prince of Wales's Business & Sustainability Programme, TedX London School of Economics, Melbourne University Perspectives Session, Young Energy Professionals events, university and high school forums, and more.



'RAY'

In May 2014, we celebrated months of hard work and brought 'Ray' – the first ever solar-powered light installation in the Vivid Festival of Light – to life. A monumental collaboration of individuals and organisations rallied behind Pollinate Energy to create Ray, including designers Amigo and Amigo and interactivity designers S1T2, to create an innovative sculpture with its own personality.

A big thanks to major sponsor PwC and co-sponsors Autobake, Southern Cross University and OnLED for their support!

From left to right:

Young Professional Lorenn sets up the Hullabaloo art gallery
Fellows Andrew McArthur and Althea Hartley at a Minter Ellison speaker event
Co-founder Katerina Kimmorley presents to the United Nations Climate Change Secretariat
Ray lights up for media night in the feature park at VIVID 2014

SPOTLIGHT ON CUSTOMER

“AMINBIR IS HAPPIER AT WORK... HER CUSTOMERS ARE TOO”



Aminbir cooking bhajis in her restaurant

AMINBIR

Aminbir, originally from Gulbarga, has lived in a slum community in the south of Bangalore with her husband and two sons for six years.

Several months ago, Aminbir purchased a Pollinate Energy solar light to use in the shop and restaurant business she has set up in her community in which she lives.

Aminbir is happier at work, as she can see the food she is cooking and there is less smoke in the tent from the kerosene. She says that her customers are also happier. They sit inside and socialise as they eat, so her business is better.

Aminbir's special dish is bhajis served with tea.

HOW CAN YOU HELP

Everyone can play a part in improving the lives of the urban poor. While Pollinate Energy is financially sustainable once fully operational, our expansion into new cities is not possible without your support. Here are some ways in which you can help.

WONDERING WHERE TO START?

Donate

Every \$200 you donate lights up the lives of a whole community of 30 families.

Spread the word

You can advocate for us by telling your family, friends and colleagues about the work Pollinate Energy is doing to empower the urban poor.

Purchase one of our solar lights

Take them camping, use at an outdoor dinner party or as a great gift that's also good for the environment – 50% of the cost of the light will go to our operations in India.

Visit our website: <http://www.pollinateenergy.org>
Like us on: <https://www.facebook.com/PollinateEnergy>
Follow us on: <https://twitter.com/PollinateEnergy>
Subscribe to our channel on: <https://www.youtube.com/user/PollinateEnergy/videos>
Follow us on LinkedIn: <http://www.linkedin.com/company/pollinate-energy>



WANT TO GET STUCK IN?

Participate in our programs

Want to come to India and work with us? Become our next Fellow or Young Professional! Visit our website for details about our upcoming programs.

Volunteer

Click on 'Get Involved' on our website and sign up to our Volunteers Facebook Page. Use your skills and expertise to help us – we're always looking for volunteers to help with marketing, grant-writing, graphic design, event management, campaigns and more!

WANT TO HELP US GROW?

Help us grow our operations across India and soon the world! For only \$50,000 we can build a financially sustainable Pollinator network in a new city, reaching 40,000 people each year.

Now there's a great social investment!

ARE YOU A CORPORATE ENTITY?

We have a range of options for corporate entities:

- sponsoring Pollinate Energy's expansion
- sponsoring a new Pollinator
- becoming a Young Professionals program partner
- sponsoring our Fellowship program

Your business will receive a range of benefits in return, including custom-developed video, blog and photo content, promotion of your logo and company profile, opportunities to support Australia-based events in a pro-bono or sponsorship capacity, professional development and volunteer opportunities for your staff, and access to our talented Fellowship alumni.

'The inaugural YPP has provided AECOM's delegation with a unique professional development opportunity that is unmatched by other programs. Central to the success of the YPP is bringing together developed world business thinking and developing world entrepreneurialism to create positive change and achieve outcomes that would not be possible on their own'.

Michael Skelton – Business Integration and Market Strategy
Buildings + Places, Global

AECOM

FINANCIALS

CONSOLIDATED STATEMENT OF INCOME AND EXPENSES

Statements for Financial Years ending June 30 2013 and 2014 provided.

All figures are in Australian Dollars (AUD)

	2014 (\$)	2013 (\$)
REVENUE		
Programs	147520	46283
Grants	40141	10000
Fundraising Event	82424	63289
Sponsorship	35126	
Consulting	1000	
Pass-through reimbursement	2753	
Interest	582	147
Total Revenue	309,545	119,719
COGS		
Product Samples	1065	0
Total COGs	1065	0
Gross Profit	308,480	119,719

EXPENSES		
Admin	2958	103
Marketing and Promotion	31609	
Staff and Payroll	84328	
Operations	23810	1802
Fundraising	46706	41623
India and Grant expenditure	98267	11789
Reimbursement/Transfer expense	53520	4269
Other	354	
Total Expenditure	341,551	59,587

FINANCIALS

BALANCE SHEET

Statements for Financial Years ending June 30 2013 and 2014 provided.
All figures are in Australian Dollars (AUD)

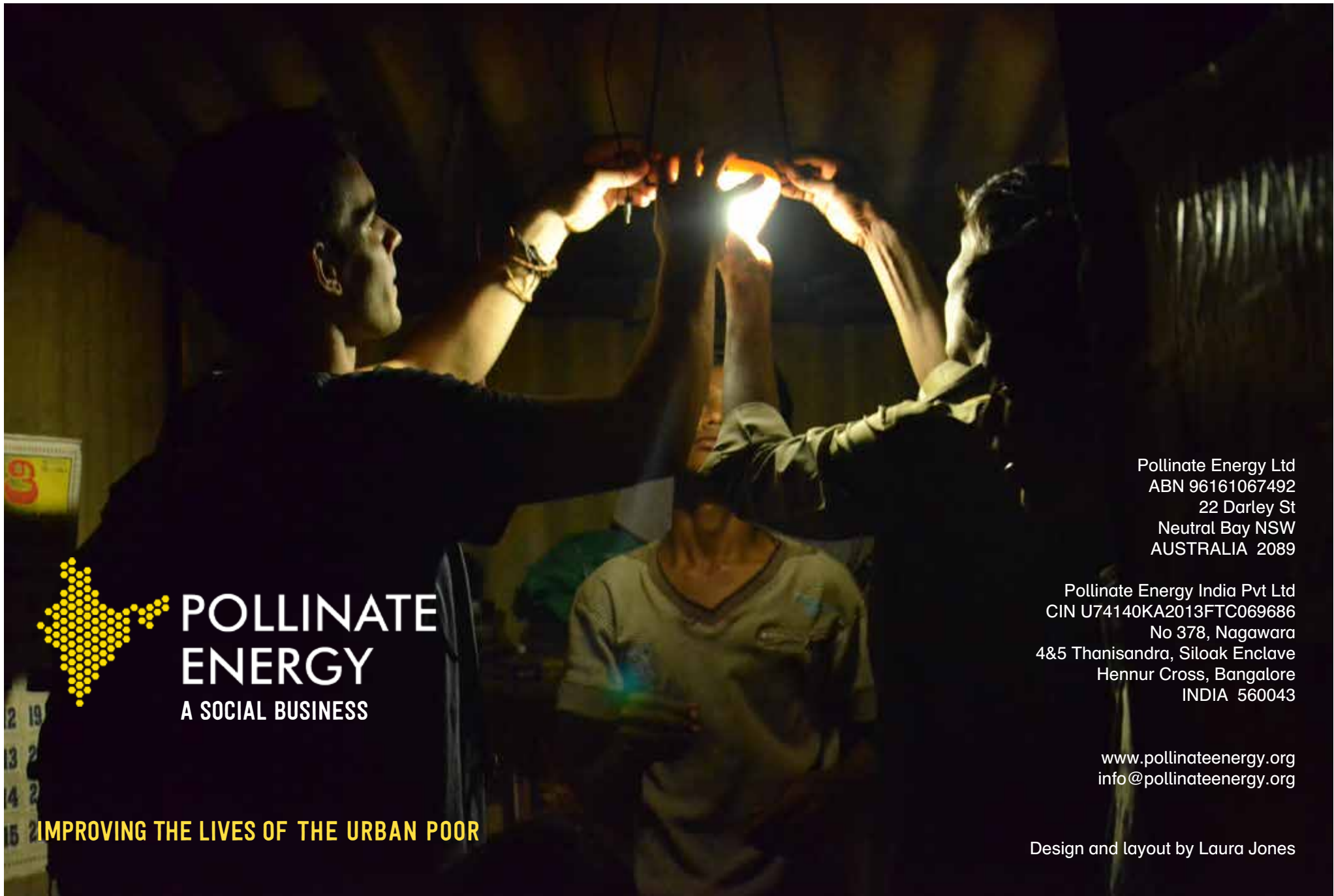
	2014 (\$)	2013 (\$)
ASSETS		
Account		
Accounts Receivable	8626	0
Bank		
Transaction Account	59334	51,788
Card Account	302	0
Savings Account	332	10,344
Total Assets	68,594	62,131

LIABILITIES		
Accounts Payable	41,533	2,000
Total Liabilities	41,533	2,000

EQUITY		
Previous year's earnings	60,131	0
Current year earnings	(33,071)	60,131
Total Equity	27,060	60,131
Total Liabilities and Equity	68,594	59,587







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