



**POLLINATE
ENERGY**

IMPROVING THE LIVES OF THE URBAN POOR

**2014 ANNUAL
-15 REPORT**



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A MESSAGE

from the Pollinate Energy
co-founders



It's been an incredible year for Pollinate Energy. Not only are we about to reach our 10,000th family, but we're now in three cities across India, with more planned for 2016.

Less than three years after selling our first solar light, we are reaching our 10,000th family!

This year took us into two new cities: Hyderabad, in central India, and Kolkata, in the north. This was made possible by our new 'City Co-founder Program', which sees international volunteers partnered with local employees in each city. Paul and Pascal who founded our second city Hyderabad alongside Anilkumar really brought the Pollinate Energy vision to life, reaching 600 slums and 640 people in just four months (and still growing!) They have gained valuable skills in social business which they are committed to taking into the next phase of their career and have paved the way for the Kolkata founding team: Boris, Tao and Debjani.

In Bangalore we continue to see our impact soar under the leadership of Raghu and Jabir. Since 2013, we have brought light to over 9,500 families, saving them a total of INR43.7m (\$946,000) on kerosene. At the same time the team successfully brought in a new Pollinator payment structure and default strategy, designed to benefit our staff while helping us achieve financial sustainability.

Bangalore is also the home of our new headquarters. From Bangalore we provide all our cities with sales, operations, HR, financial and legal support. We have employed additional team members, welcomed co-founder Emma into Bangalore from Canberra earlier in the year and look forward to Australian National Manager Alexie relocating from Melbourne in early 2016.

In Australia we continue to fundraise to support our growth and advocate for people living in energy poverty. These include campaigns allowing Australians to take a local action that has a global impact, like switching their energy provider to Powershop. For every switch

Powershop donates to support Pollinate Energy in India. To support the launch of Kolkata's hive we also pitched at the Funding Network event for Women and Girls in Sydney and ran an online crowd-funding campaign to raise a whopping \$60,000, which was well timed with a great profile piece about our work on Foreign Correspondent, ABC.

But of course, none of this would be possible without the support of our Fellows, Young Professionals, Corporate Sponsors and individual donors.

Equis, in particular, supported 50 percent of our start-up costs for Hyderabad, and also generously provided Mr Josh Carmody as an independent Board member.

The year ahead promises more exciting growth and we look forward to reaching our next 10,000 families even faster!

Mon, Kat, Jamie, Alexie, Ben and Emma



POLLINATE ENERGY

at a glance

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.

Pollinate Energy is a social business with a simple mission: to improve the lives of India's urban poor.

Pollinate Energy was founded in response to the energy poverty faced by urban slum dwellers. India's urban poor don't have access to clean energy technology such as modern electricity. Instead they are forced to turn to basic fossil fuels, like wood and kerosene, for their energy needs.

Burning these fuels has long-term detrimental effects on people's health, safety and livelihoods. As well as posing a serious fire hazard, kerosene releases toxic pollutants which cause life-threatening respiratory illnesses. The poor quality light shed by kerosene lamps impacts everyday activities, limiting the family breadwinners' capacity to earn income and impairing children's ability to study. Furthermore, with hundreds of millions of people across the

globe relying on kerosene as a fuel source, millions of tonnes of carbon are emitted into the atmosphere every year.

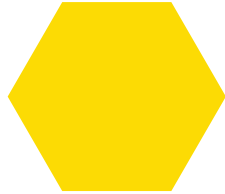
Pollinate Energy is an efficient and scalable distribution network that provides Indian urban slum dwellers with access to basic products and services that improve their wellbeing. These include life-changing technologies such as solar lights and improved cookstoves.

Our distribution network comprises local sales men and women called 'Pollinators'. We recruit, train and support Pollinators to provide door-to-door service to urban slum communities. The Pollinators sell our products and provide ongoing servicing for those products.

As at June 30, 2015, we have sold 9,328 products across three cities - Bangalore, Hyderabad and Kolkata - which have impacted the lives of 42,908 people.

July 2014

- Salesforce application launch
- Fellowship Program in Bangalore

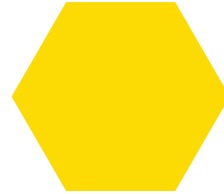


October 2014

- Powershop campaign launch - Australian residents can switch to Powershop to support Pollinate Energy
- Sales specialist hired in Bangalore

January 2015

- Pollinate Energy launches in Hyderabad
- Bangalore HQ set up



March 2015

- HQ team grows with new head of HR, Operations and Finance
- New Pollinate Energy record - every Pollinator hits their monthly sales target

May 2015

- 40,000 people reached
- New product introduced - three-light home solar system
- Australian Social Enterprise Awards Finalist - Innovation and One to Watch

2014

OUR YEAR

in review

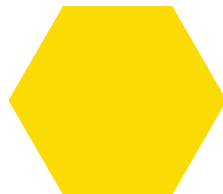
2015

September 2014

- First city co-founders land in India
- Last Young Professionals Program in Bangalore - the team successfully sell our first batch of water filters

December 2014

- Last Fellowship Program in Bangalore - city is fully operational
- 1,000 tonnes of CO₂ abated



February 2015

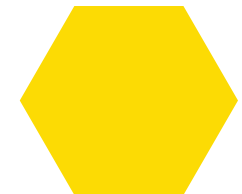
- First Fellowship Program in Hyderabad - 380 slums across the city identified, mapped and surveyed
- Unilever Sustainable Entrepreneurs Awards Finalist, awarded £12,500

April 2015

- First Young Professionals Program in Hyderabad - four Pollinators recruited and trained
- Partnered with Intrepid Travel
- Partnered with NAB for Earth Hour

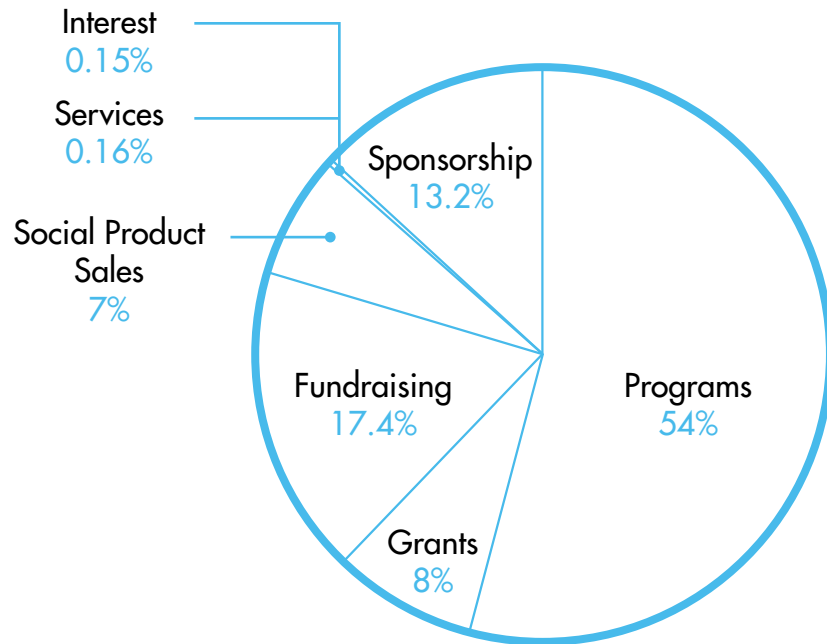
June 2015

- Pollinate Energy launches in Kolkata
- Raised over \$60,000 in fundraising campaign to support the startup of Kolkata

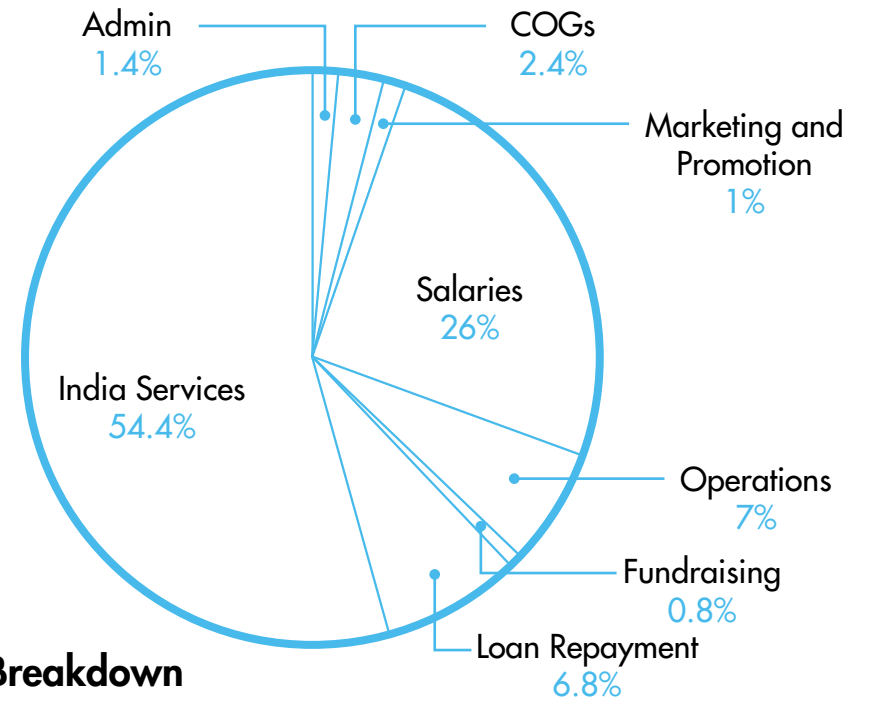


OUR YEAR

Incomings & outgoings



Income Breakdown



Expense Breakdown

OUR CUSTOMERS

India's urban slum dwellers are the unrecognised, undeclared 'invisible city makers'.

40 

Average number of households per community

5 

Average number of people per household

\$1.52

Average income per day

7

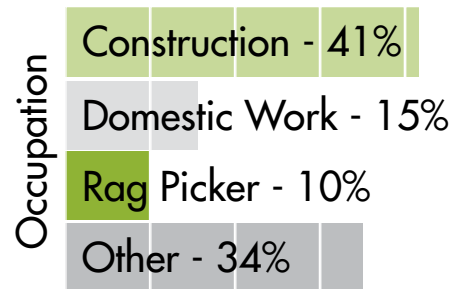
Average number of years lived in community

1.4L

Average kerosene usage per week (before purchase of solar light)

0.1L

Average kerosene usage per week (after purchase of solar light)



Our customers live in India's unrecognised, undeclared urban slums. Most are rural migrants who moved to the cities to work off debts they incurred as a result of their volatile agricultural livelihoods.

These people earn on average US\$1.52 a day, but remit 25 percent of that income to family in their village. They are known as the 'invisible city makers' and are primarily rag pickers, construction workers, street sweepers and domestic workers. They have no access to basic services and are dependent on kerosene and candles for lighting.

100 million more rural Indians are predicted to move to the cities over the next 15 years.

With 100 million more Indians predicted to move to the cities in the next 15 years, this underserved market is growing rapidly, and the need to provide basic products and services is increasingly urgent.

There is an urgent need to provide basic products and services.



Venkatamma

Customer

Originally from Guntur in Andhra Pradesh, 50-year-old Venkatamma now lives in Rachenahalli. She lived and worked in the Manyatha community for 40 years, has married daughters and a son who is studying for his degree.

Venkatamma runs a small shop in the community. Before buying a solar light, Venkatamma worked from 6am to 6pm in her shop. She is now able to work until 8.30pm, and her income has gone up from INR350 (\$7.50) per day to over INR500 (\$10.80) per day.



Venkatamma is very enthusiastic about Pollinate Energy's products and service. She is currently in training to be a Worker Bee for her community's Pollinator, Rajan.

**Venkatamma's income
has gone up from
INR350 per day to over
INR500 per day.**



IBRAHIM

Customer

Ibrahim is a labourer and sand worker from Telangana in Mahboob Nagar. Married with three sons and a daughter, he is 45 years old.

Ibrahim has lived in his community for six years. His is a partially electrified community, with the people accessing electricity via a corrupt landlord who charges a very high fee for electricity.

Ibrahim's solar light saves his family INR700 (\$15) a month and they are delighted about this! The light is also great for cooking and eating by at night.



Ibrahim has a corrupt landlord who charges a very high fee for electricity.



Srinivas

Customer

Srinivas is a construction worker from Andra Pradesh, Karnool. He is 40 years old and married with two children.


Srinivas lived in his community without electricity for 18 years. His purchase of a solar light has allowed his wife to cook and sew at night, and his daughter to do homework. His daughter is doing so well academically that her school has given her a whiteboard so she can teach other children in the community who don't go to school.

Srinivas's wife now gets up at 4.30am when it's still dark outside to cook Srinivas a meal to take to work. This means he no longer has to buy food from a tiffin store, saving the family more money.



Srinivas's solar light allows his wife to cook and sew at night, and his daughter to do homework.

OUR IMPACT

9,328 

Number of products sold

42,908 

Number of customers reached

886

Number of communities serviced

43.7m

Total Indian Rupees saved by our customers from kerosene expenditure

2,010

Total tonnes of CO2 emissions saved

Our core impacts are:

- **Economic empowerment leading to reduction in poverty.** Families save money both from reduced kerosene expenditure and increased income from being able to work after dark. Children are better able to study in the evenings which is linked to better education outcomes. Customers are better off on average USD\$86 per year (5% of average annual income) by purchasing our solar light.
- **Better security for women and girls.** Carrying a light, women and girls are less at risk when walking to and from their communities at night.
- **Improved safety for families.** Replacing the naked flame from a kerosene lamp with a solar light means fewer accidents and reduced risk of fires and burns. The bright light also keeps away rats and snakes which frequent the slum communities.
- **Improved quality of family time and community life.** Customers surveyed during our Impact Assessment last year ranked this as the most fundamental benefit of the solar light. The importance of being able to see once the sun goes down cannot be underestimated.
- **Improved health.** Families no longer breathe in fumes from kerosene inside unventilated homes.
- **Reduction in carbon emissions.** Kerosene is one of the leading emitters of climate-changing black carbon. We save our customers an average of 1.2L of kerosene per week - with 9,328 customers to date, that's a total of 582,067L of kerosene per year.

This is the impact that something as small as a solar light can have on a person's life.

OUR INNOVATION



Building blocks of innovation

Life changing technology

Unique sales method

Finance

Customer Relationship Management (CRM) tool

Life changing technology

Pollinate Energy provides the urban poor with access to basic products that fundamentally make their lives better. We consult urban slum communities to determine their needs, then source and trial off-the-shelf products with customers.

We are a services business; we don't 'dump products' but provide ongoing after sales service for faulty or damaged goods. We are 'product agnostic' - not wedded to any particular supplier but remaining flexible to adapt to our customers' evolving needs. For the past 18 months we have been selling the Greenlight Planet SunKing range.

We are looking to expand our product offering beyond solar lights and cookstoves to include water filters, solar fans and more.

Unique sales method

Pollinators provide door-to-door sales and servicing to build trust with risk-averse and dispersed urban poor communities. Every Pollinator services around 40 communities of 30 to 500 households each.

Finance

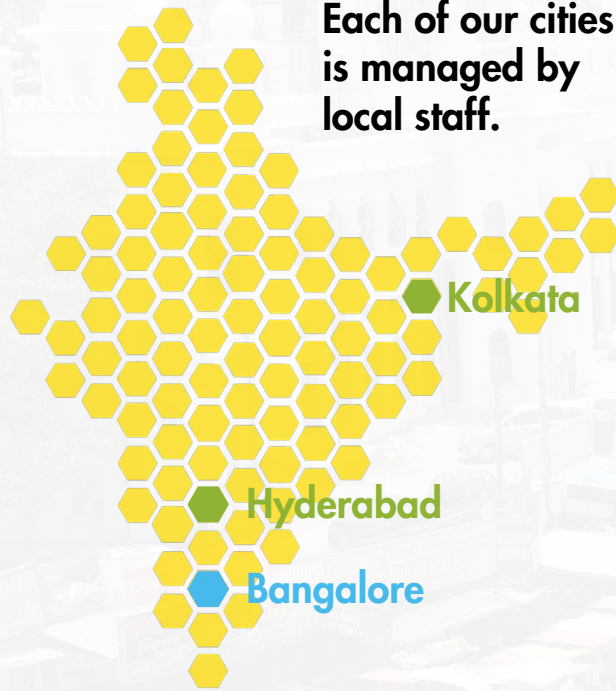
We offer short-term deferred payment plans which make products affordable for our low-income, transient customers and allow them to make the change to better technology solutions overnight.

Customer Relationship Management (CRM) tool

We have a customised Salesforce application which enables Pollinators to track customer sales and repayments, view their own stock and profit/loss levels, and ultimately manage their micro-distribution business.

OUR CITIES

Each of our cities is managed by local staff.



With two new cities set up in 2015 and four more scheduled for launch in 2016, Pollinate Energy is growing at an exciting pace.

This impressive growth is possible thanks to our growing network of local and international employees and volunteers.

Bangalore (original city and HQ)

Set up: November 2012

Sales Manager: Raghuvendra Bugade

Operations Manager: Jabir Ahmed

Number of Pollinators: 10

Hyderabad

Set up: January 2015

Sales Manager: Akash Kollengode Subramaniam

Operations Manager: Anilkumar Abburi

City Co-founders: Pascal Meline and Paul Sullivan

Number of Pollinators: 6

Kolkata

Set up: May 2015

Operations Manager: Debjani Banerjee

City Co-founders: Boris Couteaux and Tao van Wieringen

Number of Pollinators: 2





Our people

Our city 'hives' are led by our local sales and operations managers, supported by our city co-founders.

Sales Manager

- Recruits Pollinators
- Trains and coaches Pollinators in sales
- Keeps Pollinators happy and motivated
- Ensures Pollinators are hitting their sales targets each month

Operations Manager

- Trains Pollinators in the use of our Salesforce data management application
- Monitors Pollinators' cash balances, payment statuses and default rates
- Manages stock levels

Our city co-founders

City co-founders are highly skilled volunteers who spend one year with Pollinate Energy to help us scale our business. Working in teams of two, they work alongside local staff to set up Pollinate Energy's operations in brand new cities across India, with Bangalore HQ providing all the necessary training, support, systems and processes.



Raghavendra Bugade

Sales Manager - Bangalore, India

Before joining the Pollinate Energy team, I was the Senior Marketing Manager at a leading Indian company dedicated to promoting eco-friendly and environmentally safe renewable energy technologies.

I wanted to work in the social sector and help provide poor people with access to lower price products. I am particularly interested in sustainable products like solar lights and water filters.

My job is to support all the Pollinators in sales and collections, promoting new products in the communities and tracking progress in Salesforce. I spend three or four days each week in the communities with Pollinators, coaching and mentoring them to improve their sales performance.

"My job is to support all the Pollinators in sales and collections."



Pascal Meline

City co-founder - Hyderabad, India

My assignment is to set up Pollinate Energy's operations from scratch in the city of Hyderabad. My responsibilities include organising the logistics of the office setup, recruiting and training the city's future management team and sales representatives (Pollinators), carrying out market research, running volunteering programs and managing the financials.

Previously, I was a technology and communications consultant in London, working with blue chip corporations to shift their operations to more sustainable practices. I joined Pollinate Energy to cement my career in sustainability and gain a better understanding of social enterprise and its associated challenges.

"Success for me will mean leaving Hyderabad after one year with a fully operational team in place and a city close to being financially self-sustainable."

OUR POLLINATORS

Our Pollinators continue to be at the centre of everything we do. Every day a team of Pollinators heads out to the communities to provide our customers with new products and training.

Our Pollinators are assisted in their work through our Worker Bee Program which gives slum dwellers the opportunity to earn extra income. The Worker Bees do this by helping Pollinators with new sales and receiving collections from community members.

Each Pollinator has a target of 40 sales per month, and these sales are weighted towards closed sales where all collections have been made. A Pollinator who has consistently achieved their target can move up to become a Senior Pollinator. Senior Pollinators earn more profit per light sold.





Latha

Pollinator

I have worked with Pollinate Energy for 17 months. My job involves going round the community, explaining the benefits of the products and how they work, making sales and then receiving collections.

I enjoy interacting with the people in my community and providing them with lights.

It is important to me that my hours are flexible as I have a seven-year-old daughter. Before joining Pollinate Energy, I had a full-time job as a tailor at a garments factory, and I had to do overtime. I often arrived home late, and there was no-one to look after Anita.

Now I can work while Anita is at school, and we can spend the evenings together.

“I enjoy interacting with the people in my community and providing them with lights.”



Tamil

Pollinator

I have worked with Pollinate Energy for two years. I promote and sell the lights where people are poor and have no power.

Previously I worked for a wind power energy farm. I enjoy the social service aspect of the work I do now.

I have three of my own children and one adopted child who I care for out of my Pollinate Energy salary.

**"I care for my children
out of my Pollinate
Energy salary."**



Devputra

Worker Bee

I work in one of Pollinator Amreen's communities. I injured my leg so I can no longer work on construction sites.

If we didn't have the extra income from selling solar lights in the community our life would be very hard. We use the extra funds to pay for our rent and fresh vegetables.



Pollinator Amreen

"We use the extra funds to pay for our rent and fresh vegetables."

OUR OPERATIONS

1

Pollinators find an urban slum community and introduce themselves for the first time. They explain the concept of Pollinate Energy and start building a relationship with the people in the community. With the help of Fellows, Pollinators map the community using the Salesforce mobile application, capturing critical data including location.

2

As trust grows, Pollinators start to make sales. People choose to buy for themselves, and also for their family and friends back in their village.

3

For each new customer and sale, details are entered into the Salesforce mobile application. Salesforce starts tracking many different parameters, allowing Pollinator and Manager to monitor the status of the sale.

4

Pollinators continue weekly collections until final payment is made. At this point Salesforce automatically closes the sale and allocates target points to the Pollinator.

Pollinate Energy conducts full impact assessments to ensure that the intended impact of our model is being realised among people living in the urban slums.



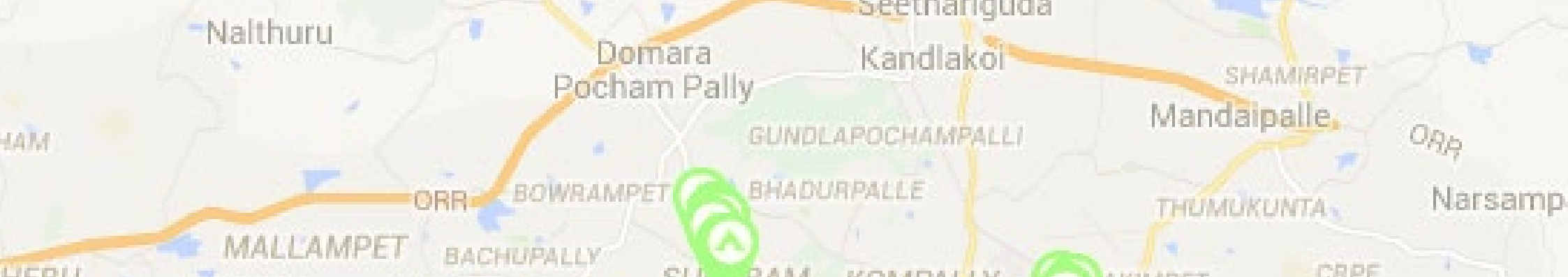
5

Pollinators continue to visit their communities to check on customers and make sure everything is in order. Managers also visit communities and conduct random Operational Spot Checks to ensure that Pollinators are doing their job correctly, the product is working well and the customer is not experiencing any issues.

6

If a customer has a problem, they can contact the Pollinator directly to request a service callout. Pollinators are trained to troubleshoot typical problems while in the communities. If there is an obvious manufacturing defect, the customer is given a brand new unit immediately, and the Pollinator brings the defective unit back to the local city office (the 'Hive') to be replaced under warranty.

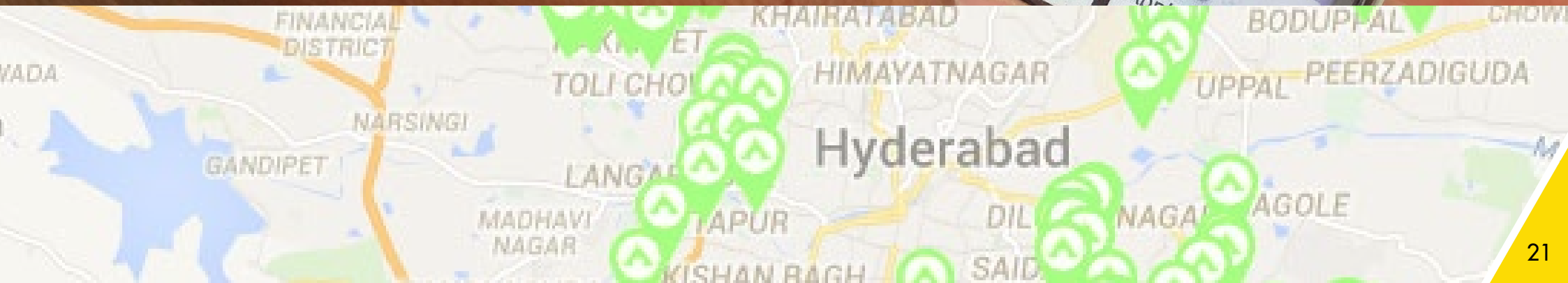
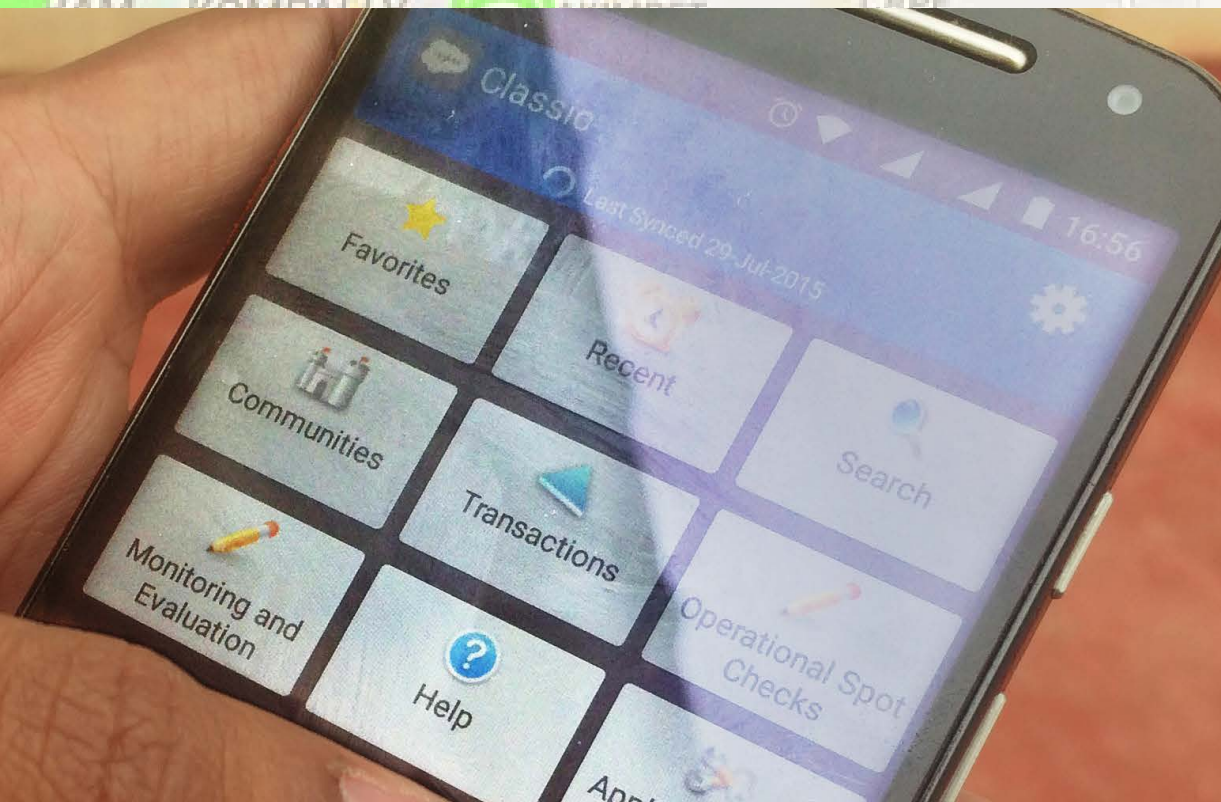
If the issue is not eligible for a warranty replacement, the customer has the option to send the unit away for servicing and repair – a process fully managed by Pollinate HQ.



Salesforce application

Using a custom Salesforce application and specialised management tools, the Pollinators and managers at Pollinate Energy are able to track communities, customers, sales, after-sales servicing and much more. This brings a host of benefits that have allowed us to keep things running smoothly and efficiently.

For example, during the Manager-Pollinator weekly meeting, managers are able to run special reports on a Pollinator's current portfolio. Together they can examine the summarised data and spot potential problems which the Pollinators can then take steps to prevent. This fosters a sense of teamwork where everyone is invested in the success of the Pollinators.

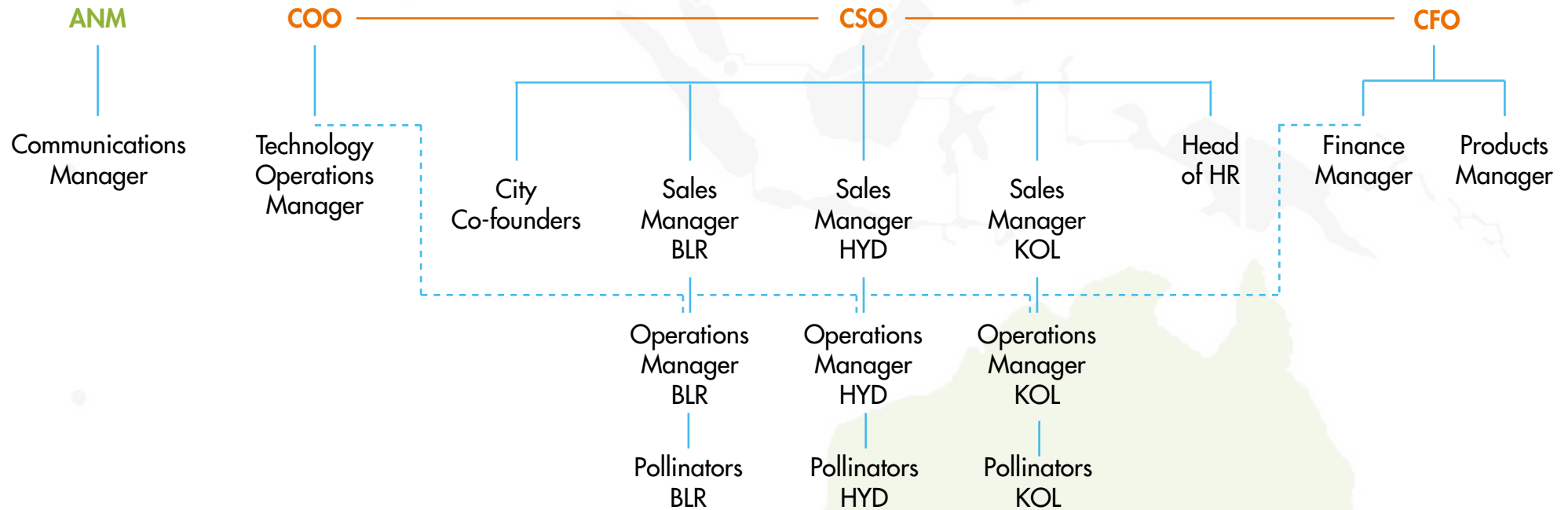


OUR ORGANISATIONAL STRUCTURE

Pollinate Energy Australia is headquartered in Melbourne. It is headed up by our Australian National Manager (ANM) and supported by volunteers.

Pollinate Energy India is headquartered in Bangalore. To better support operations in our new cities, we have developed a new organisational structure for India and hired extra people at Bangalore HQ.

We will be making additional changes to the organisational structure in India over the next year to further improve our operations and governance.





Arjun Bolangdy

Technology Operations and Strategy Manager

I am Pollinate Energy's Technology Operations and Strategy Manager. My job is to identify ways to streamline the organisation's practices through the use of technology.

After working as a business consultant for a multinational corporation specialising in electricity distribution and management, I was keen to become involved with a social cause enterprise. I chose Pollinate Energy for two reasons: it has an innovative approach to solving a complex problem, and it recognises that energy is one of the most necessary resources to fuel the dream of an ambitious, world-ready populace.

I enjoy working with and being guided by people who embrace my principles and share my goals.

"Energy is one of the most necessary resources to fuel the dream of an ambitious, world-ready populace."



Julie Banerjee

Finance Manager

As Finance Manager, I oversee Pollinate Energy's finances and develop and improve financial processes. My daily tasks include managing accounts, training staff and working with the auditors.

Previously, I worked for a USAID contractor on projects in Sri Lanka, Ukraine, Lebanon, Ghana and Colombia. I managed contract databases and grant programs, ran cradle to grave procurements, wrote contracts and oversaw compliance management and strategy.

I was intrigued by the concept of Pollinators and how they, as community members, can connect with their communities while developing their own businesses. I also wanted to join an organisation that is making a

sustainable difference in the lives of India's slum populations.

Working with Pollinate Energy has been inspirational. My colleagues bring experience and knowledge to the company, creating an environment of continual learning.

"I wanted to join an organisation that is making a sustainable difference in the lives of India's slum populations."

OUR PROGRAMS

Over the past year, our international Fellowship and Young Professionals Programs have seen another 50 young people from around the world team up with over 20 young Indians.

These programs have continued to grow in impact and outcomes, and our participants never cease to amaze us. We have now hosted people from countries all over the world including Norway, Sweden, Germany, Spain, Australia, New Zealand, United States of America, Mexico and Ecuador. It is an absolute pleasure to be building a global network of motivated and inspirational people who we know will drive change as they continue on their journey.



It is a pleasure to be building a global network of motivated and inspirational people who will drive change as they continue on their journey.



"...a chance to get involved with an organisation that not only raises awareness, but also gets their hands dirty and does work within the communities."

Visiting communities that don't have access to basic products and services was very confronting, and confirms how important Pollinate Energy's work is.

I'd recommend the Young Professionals Program for any young person who wants to develop professionally, to see another side

of the world that's not often shown, and to experience how creative minds working together can make a big difference.

Josh Forte, Arup - Bangalore Young Professionals Program, September 2014



What our program participants say...



"The Pollinate Energy business model has the power to redirect movement and change throughout the developing world."

I was surprised by and appreciated the measure of independence we were given with regard to our assignments. We were accorded a level of respect and trust which allowed me to develop my professional skill set in a way that suited me.

The greatest learning I took away from the experience is that the Pollinate Energy business model has the power to redirect

movement and change throughout the developing world. Furthermore, it does not take an academically elite mindset to achieve this, just a passion and belief in what you do.

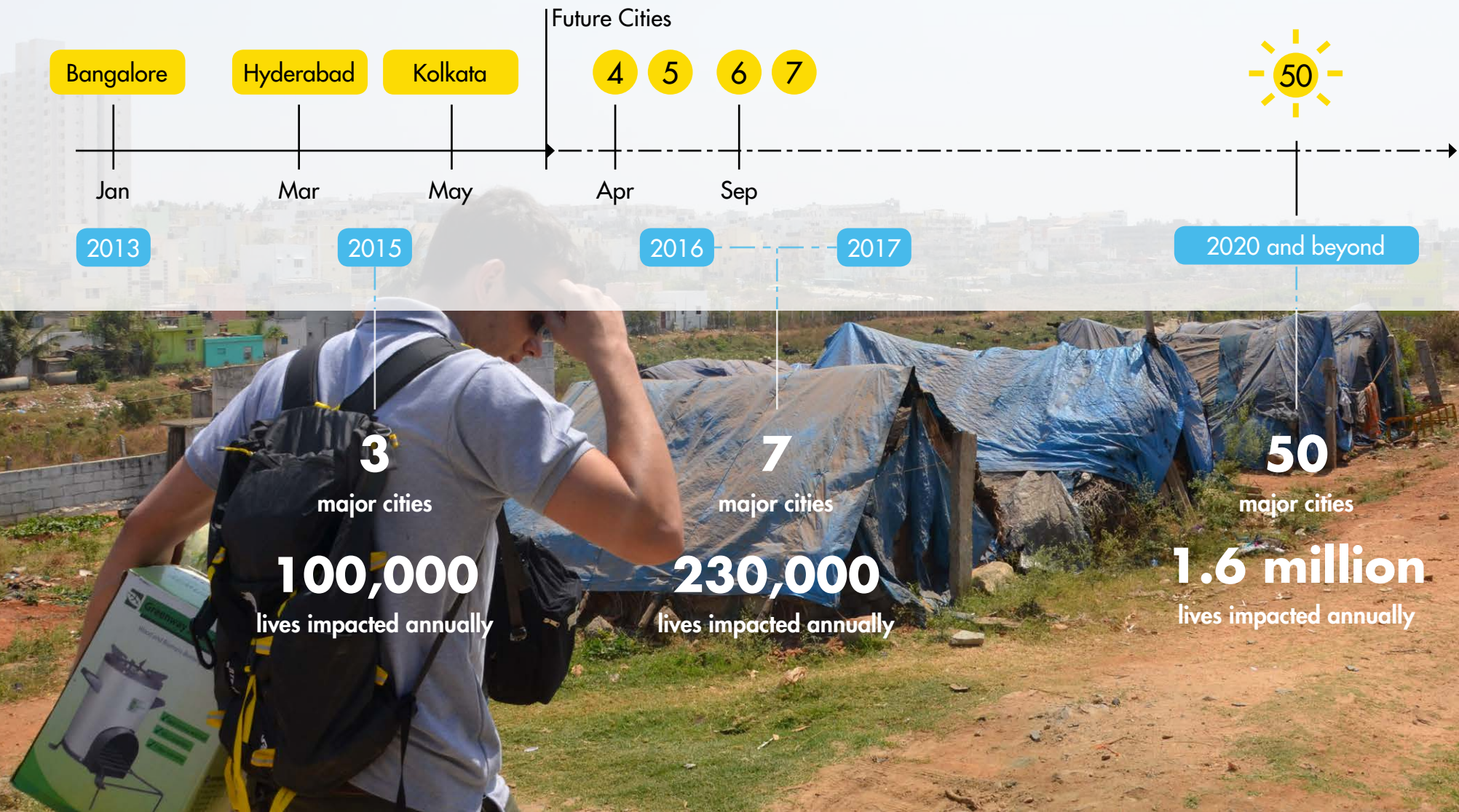
The Pollinate Energy Fellowship Program offered me a fresh perspective on and insight into the purpose of my education. It opened up new possibilities and narrowed down what I want to be involved with in the future.

Elloise Brady, Macquarie University - Hyderabad Fellowship, February 2015

LOOKING FORWARD

Timeline for future growth

Pollinate Energy has an ambitious timeline for growth. Following on from the three cities in which we are already operational, we aim to scale our social enterprise solution to reach India's 50 largest cities.



LOOKING FORWARD

Strategies



City financial sustainability strategy

Over the next year we will focus on achieving financial sustainability in each of our cities. We plan to accomplish this through the following activities:

- Implement a new incentive structure for our Pollinators
- Set strict sales targets in each of our cities
- Set targets for our expenses and report on these monthly

- Hire new products experts to assist our Pollinators increase sales of non-light products, such as water filters and solar fans
- Ensure each city generates enough surplus to cover the cost of running our Indian headquarters

To be sustainable, each city hive requires 15 operational Pollinators selling an average of 40 products per month.





Strategic plan

We have great aspirations for next year and have developed a set of key indicators to track our progress.

The four key elements that we 'must win' as we head into a year of scaling and improving our business are:

1 Optimise

Hone our model so that we can Replicate at scale

- Minimise cost
- Reach compliance targets
- Reduce fraud
- Meet budget planning

2 Know how to grow

Understand how to move into new geographies and be able to replicate

- Recruit leaders
- Put training processes in place
- Build strategic partnerships
- Implement fundraising plans

3 Improve our impact

Improve our customers' lives and program experience

- Roll out new products that will be transformative to the lives of our customers
- Upskill Pollinators
- Monitor customer satisfaction with products
- Provide programs that are effective at developing leaders and inspiring action

4 Prepare for scale


Prepare staff and organisation for growth

- Promote highly effective relationships between leaders in cities
- Embed new leadership team
- Define reporting and processes
- Meet KPIs and sustainability targets

HOW YOU CAN HELP

As we continue to grow, we're finding more ways for you to be a part of our story. Here is how you can help.

- **Switch your power company to PowerShop**
- **Sponsor Pollinate Energy and help light up a city**
- **Participate in a Young Professionals Program**
- **Sponsor a Fellowship Program**

A photograph of two children, a girl on the left and a boy on the right, holding a large sign. The girl has short dark hair and is wearing a yellow top. The boy has dark hair and is wearing a blue and green striped shirt. They are both looking towards the camera. The sign is white with blue text and is attached to a wooden board. The background is a blurred outdoor setting with reddish-brown soil.


INDIA + AUSTRALIA
WORKING TOGETHER
TOWARDS SUSTAINABILITY

HOW YOU CAN HELP

Pollinate Power

Pollinate Power is a partnership between Pollinate Energy and Powershop. This partnership means Australians can choose to make an impact locally and also help us with our work in India. By switching your power company to Powershop you will be supporting renewable energy investment in Australia, and Powershop will donate to Pollinate Energy on your behalf. Visit www.pollinateenergy.org/pollinatepower for more information.

Many of our partner organisations have shared this opportunity with their staff and networks. Contact us to find out more about this.

A smiling woman in a red and floral sari is holding a clipboard with a handwritten message. The message reads: "Make the switch to #PollinatePower Because you've got the power to Light Up Lives". The background shows a blue and yellow banner with some text, including "Greetings from the below".

Make the switch to
#PollinatePower
Because you've got
the power to Light Up Lives

HOW YOU CAN HELP

Light up a city

As we expand throughout India, there are more opportunities for sponsors to be a part of our mission. As a sponsor you will:

- have access to our local team in India
- receive updates from the ground and reports outlining the impact of your contribution
- learn about our experience working in the urban slum communities of India

HOW YOU CAN HELP

Participate in our Young Professionals Program

This year we were pleased to add another sponsor, Arup, to our Young Professionals Program. As we continue to expand we have more and more positions available on the program. Our partners have already seen enormous benefits from staff participation in the Young Professionals Program, including increased motivation, commitment to their field and the ability to navigate and support their own entrepreneurial ideas within the company.

HOW YOU CAN HELP

Sponsor a Fellowship Program

Our Fellowship Program is growing in numbers and we're now reaching over 50 universities across the globe. The applicants are well-rounded, talented, passionate and motivated individuals. As a sponsor of this program you'll align yourself with tomorrow's change-makers and have access to a growing pool of talent who are entering the job market seeking to make an impact with their work.

GOVERNANCE

Pollinate Energy Ltd – Australia

Pollinate Energy Ltd is an Australian registered charity. It wholly owns Pollinate Energy Pvt Ltd, a for-profit Indian entity. The two organisations have the same vision, mission and charter.

Pollinate Energy Ltd exists to increase awareness of issues facing the urban poor, raise funds to support the Indian operations, build corporate partnerships, facilitate international volunteer programs, undertake research and provide strategic direction and oversight. It is run by an Australian National Manager.



Board of Directors

Josh Carmody - Partner, **Equis Funds Group**

Emma Colenbrander - Chief Sales Officer,
Pollinate Energy

Alexie Seller - Australian National Manager,
Pollinate Energy

GOVERNANCE

Pollinate Energy thanks
our incredible advisors
for their generosity,
support and unending
enthusiasm for
our work.

Pollinate Energy Ltd – Australia

Board of Advisors

Abraham Robertson - Director, **Octopi**

Amanda Hicks - CEO, **Autobake Serpentine**

Dr Andrew Refshauge - Chair, **CareFlight**

Christina Murrell - Marketing Consultant, **Think MKT**

Derek Colenbrander - CEO, **CareFlight**

Elena Bondareva - Founder, **Vivit**

Hardika Shah - CEO, **Kinara Capital**

Jason Siu - Corporate Development Manager, **Qube Holdings**

Kate Harris - CEO, **Centre for Sustainability Leadership**

Michael Skelton - Business Integration and Market Strategy, **AECOM**

Paul Hunter - Chief Executive, **Strategic Management Institute**

Phil Tapsall - Director of Sustainable Business, **WWF India**

Phil Vernon - Managing Director, **Australian Ethical Investment**

Rohan Abraham - Founder, **Pledgeback**

Stuart Craine - CEO, **Village Infrastructure Angels**

Tom Norris - Associate, **Resolve Litigation Lawyers (Rotary Sydney)**

GOVERNANCE

Pollinate Energy Pvt Ltd – India

Pollinate Energy Pvt Ltd manages the sales of products and the operations of the Pollinator network. It is run by an executive management team based in Bangalore HQ, the team comprising a Chief Operations Officer, (Ben Merven) Chief Financial Officer (Monique Alfris) and Chief Sales Officer (Emma Colenbrander). Each city Pollinator network is managed by two local staff - a Sales Manager and an Operations Manager - who report to HQ.



Board of Directors

Mallika Ghosh - CEO, **Parinaam Foundation**

Kaushik Ramanuja - Architect, **Gramavidya and Mahija**

Jamie Chivers - Senior Vice President - Business Development, **Energion India**

Katherine Kimmorley - Co-founder, **Pollinate Energy**



GOVERNANCE

Partners



Sponsor
Pollinate Energy India



Sponsor
Pollinate Energy India



Fundraising
Pollinate Energy India



Sponsor
Indian Fellowship Program



Sponsor
Young Professionals Program



Sponsor
Young Professionals Program



Probono Support
Legal (India)



Probono Support
Legal (India)



Probono Support
Legal (Australia)



Endorsing Partner
Fellowship Awards



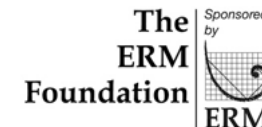
Endorsing Partner



Endorsing Partner



Endorsing Partner
Fellowship Awards



Endorsing Partner



Probono Support
Programs Promotion

FINANCIALS AUSTRALIA

Consolidated Statement of Income and Expense

Statements for Financial Years ending June 30
2013, 2014 and 2015 provided.

All figures are in Australian Dollars (AUD).

REVENUE	FY15	FY14	FY13
Programs	203 832	147 250	46 283
Grants	30 577	40 141	10 000
Fundraising	65 669	82 424	63 289
Social product sales	26 224	0	0
Sponsorship	49 958	35 126	0
Services	615	1 000	0
Pass-through reimbursement	0	2 753	0
Interest	556	582	147
Total Income	377 431	309 276	119 719

EXPENSES	FY15	FY14	FY13
Admin	5 098	2 958	103
COGs	8 743	1 065	0
Marketing and Promotion	3 877	31 609	0
Salaries	94 672	84 328	0
Operations	25 732	23 810	1 802
Fundraising	2 749	46 706	41 623
Reimbursement/Transfer expense	24 629	53 520	4 269
India Services	197 710	98 267	11 789
Total Expenditure	363 212	342 263	59 586

FINANCIALS AUSTRALIA

Balance Sheet

Statements for Financial Years ending June 30
2013, 2014 and 2015 provided.

All figures are in Australian Dollars (AUD).

ASSETS	FY15	FY14	FY13
Account			
Cash on hand	0	0	0
Accounts receivable	2 354	8 626	0
Bank			
Transaction Account	83 006	49 334	51 788
Card Account	332	302	
Savings Account	25 787	332	10 344
Total Assets	111 479	68 594	62 132

LIABILITIES	FY15	FY14	FY13
Accounts Payable	28 666	41 533	2 000
Total Accounts Payable	28 666	41 533	2 000

EQUITY	FY15	FY14	FY13
Previous year's earnings	27 146	60 131	0
Current year earnings	14 219	-32 987	60 131
Total Equity	41 365	27 146	60 131

FINANCIALS INDIA

Consolidated Statement of Income and Expense

Statements for Financial Years ending March 31 2014, and 2015 provided.

All figures are in Indian Rupees (INR).

REVENUE	FY15	FY14
Sales of Products (lights)	8 081 949	4 764 874
Sales of Services (income from Australia)	3 793 600	6 398 588
Total Income	11 875 549	11 163 462

EXPENSES	FY15	FY14
COGs	6 608 203	4 570 149
Program Expense	1 837 801	1 166 880
R&D	391 154	152 865
Salaries	692 994	382 480
Staff	203 757	97 636
Administration	40 118	6 426
Travel	174 153	74 458
Pollinators	120 311	0
Operations	1 021 720	508 770
Accounts and Legal	427 376	223 785
Defaults	125 035	1 259 909
Penalties	49 046	0
Marketing	33 854	90
FX	62 906	48 834
Total expenditure with COGs	11 788 428	8 492 282
Total expenditure without COGs	5 180 225	3 922 133
Net Profit	87 121	2 671 180

FINANCIALS INDIA

Balance Sheet

Statements for Financial Years ending March 31 2014, and 2015 provided.

All figures are in Indian Rupees (INR).

EQUITY AND LIABILITIES		FY15	FY14
Shareholder Funds			
	Share capital	100 000	100 000
	Reserves and surplus	1 793 978	1 780 393
	Deferred tax liabilities	12 331	
Current liabilities			
	Short-term borrowings	100 000	0
	Trade payables	146 236	140 160
	Other current liabilities	179 630	463 431
	Short-term provisions	29 744	890 787
Total		2 361 919	3 374 772

ASSETS		FY15	FY14
Non current assets			
	Tangible assets	487 340	60 641
Current assets			
	Inventories	290 737	680 689
	Trade receivables	727 099	1 556 579
	Cash and cash equivalents	349 658	679 752
	Short-term loans and advances	507 085	397 111
Total		2 361 919	3 374 772



IMPROVING THE LIVES OF THE URBAN POOR

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