

syngenta foundation India

ANNUAL REPORT 2019-20

Joint Message from the Chairman, SFI and Executive Director, SFSA

Dear Friends,

Welcome to the latest Syngenta Foundation India (SFI) Annual Report. It highlights creation of the Agri-Entrepreneur Growth Foundation (AEGF) in partnership with Tata Trusts and the IDH Sustainable Trade Initiative. AEGF intensifies the promotion of agricultural development through entrepreneurship. We look forward to it becoming fully operational this year.

In 2019-20, the number of Agri-Entrepreneurs (AE) again jumped significantly, supported by numerous collaborations. Across the country, SFI teamed up with agribusinesses, government, the financial sector and innovative start-ups.

SFI underlined its commitment to greater participation of women in agricultural development with the launch of a female training institute at Eluru, Andhra Pradesh. Our partner here is Syngenta India Limited.

The Foundation also initiated promotion of climate-smart technologies, by helping communities set up solar-powered irrigation systems. Together with its partners, SFI established more than 35 such systems run by Water Users' Groups. The irrigation is already benefitting hundreds of farmers in Jharkhand, Bihar and Madhya Pradesh.

Our thanks, as ever, go to our many partners. We are also deeply grateful for the huge efforts of SFI staff to keep serving smallholders throughout the Covid-19 pandemic. As the following pages show, employees rose to the challenge magnificently. They continue to do so.

Prakash Apte Chairman Syngenta Foundation India (SFI)

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1. EXECUTIVE SUMMARY

In 2019–2020, Syngenta Foundation India (SFI) made several efforts to innovate and introduce technology to accelerate rural development and uplift the Agri-Entrepreneur (AE) Program. SFI developed several AEs, with the total number of registered AEs being raised to 2050 in 2019. Several key partnerships were established, such as those with AgriBazaar, IDH-The Sustainable Trade Initiative, JEEViKA, and Rabobank, to facilitate the growth of AEs and farmers. To further develop AE skills, SFI, in association with Start-up Nation Central (SNC), conducted a 10-day Hi-Tech Agricultural Leadership workshop at Arava International Center for Agriculture Training (AICAT), Israel, for a team of 15 candidates from its network. The workshop was aimed at exposing AEs to advanced agricultural practices and promoting innovation in Indian fields. Similar training sessions were conducted for AE Mentors by the Centre for Agriculture and Bioscience International (CABI) and rural self-



employment training institutes (RSETI), with focuses on soft-skill development, technology transfer, and disease management.

A key highlight of the year was the launch of the Agri-Entrepreneur Growth Foundation (AEGF) in June 2019. Syngenta Foundation India and Tata Trusts incorporated the AEGF as an independent not-forprofit organization.

SFI also conducted several impact evaluation studies to assess the growth, magnitude, and reach of the AE program. SFI focuses on making the AE Enterprise Program inclusive and accessible to all. A study was conducted in 2019 to understand the performance of women AEs and create an enabling environment to improve income and increase participation. In addition, a pan-India review was conducted to assess AE performance across all project locations, in addition to smaller studies to assess AE performance and growth across individual project locations such as Nasik and Jawhar. Leveraging the power of the government subsidy, the Solar-Powered Lift Irrigation System (SPLIS) installed in the Sisitola hamlet of Chandrapur village in Khunti district, Jharkhand, has been a beacon of hope for the farmers in Jharkhand. The 5hp AC solar pump was installed by a farmers' collective. This collective is a member of the Panch Bandhu Sichai Samiti water users' group (WUG) which has been helping to irrigate the farms of 23 farmers for a year.

A total of USD 4,482,230 worth of produce was linked to markets, through which AEs and farmers profited immensely.

Lastly, a total of 38 batches of students with 971 candidates were trained in all four centers in Maharashtra. Of the trained candidates, 415 candidates applied for jobs, out of which 233 (56.14 percent) were placed in different companies. The drop-out rate was very low (1.54 percent).





2. INTRODUCTION

Syngenta Foundation India (SFI) was established in October 2005 as an independent not-for-profit organization under section 25 of the companies act. SFI's mission is to have small and marginal farmers participate in agricultural development by facilitating access to improved seeds, inputs and knowledge of suitable agronomic partners. The focus is on educating small and marginal farmers about the latest developments in agriculture suited to their local needs, thereby improving their income.

Evolution of SFI

Syngenta Foundation India marked its 14th year of making a difference to farmers' lives in India. The growth of SFI and its impact on beneficiaries is a result of a well-thought-out journey map. The journey map is categorized in three distinct phases.

The first phase lasted from 2005–2009, where extension-driven agricultural projects in disadvantaged regions were the key focus areas. This was achieved by propagating new technologies, including high-performing seeds, improved agronomic practices and control of pests, diseases and weeds. Special techniques such as SRI (System of Rice Intensification), rice production mechanization, and raising seedlings in polyhouses, were introduced. This had a positive impact on farmer earnings and helped SFI earn their trust.

The second phase (2009–2013) built on the experiences of the first phase. Improved productivity was understood to be just one of the factors which impact farmer income. One of the key factors to ensure increased farmer income is to connect farmers to markets. Phase II therefore focused on linkages to markets and technical advice to farmers.

"Produce Together and Sell Together" came to be the motto of this phase, promoting the power of aggregation for small farmers. The essential features of this approach included linking vegetable producers' groups with markets through fewer intermediaries.

Under SFI's guidance, producers' groups adopted processes that increased efficiency, such as tracking price changes by mobile phone. Aggregation through collective production and marketing of high-value vegetables led to a significant rise in farmer incomes with yearly income from finger millet and rice increasing from USD 140 to USD 350. These Phase II achievements were an indication of the scalability of these steps.



Phase III started in 2014 with the objective of replicating the successes of aggregation on a larger scale. True to SFI's core vision of creating value for farmers, modernizing agriculture and acting as a catalyst for agricultural development, the approach for Phase III was to develop 'last mile agents' who would rapidly scale up the model. Phase III focused on developing models for small and marginal farmers in the regions as well as creating an ecosystem for sustainable development which will flourish without SFI's support.

Based on this approach Agri-Entrepreneurs (AEs) were trained by SFI to provide financial and irrigation solutions, increase access to farm machinery, and improve agro-processing operations. The details of the model and its success so far are provided in the latter sections of the report.





3. THE AE PROGRAM

An Agricultural Entrepreneur (AE) works with 150–200 farmers in a cluster of four to five villages, acting as a one-stop solution provider for the agricultural needs of small and marginal farmers and performing four critical functions:

- 1. Providing better quality inputs
- 2. Sharing knowledge and crop advice
- 3. Linking farmers to markets
- 4. Facilitating credit.

An AE thus needs keen business acumen, good leadership skills and awareness of social objectives.

The array of services to be provided by AEs makes the identification of candidates with suitable social and entrepreneurial skills one of the most crucial factors for the model's success. The AE selection process includes a written test and an interview to ensure that the best candidates for the program are selected. SFI's Agriculture Technology Assistant (ATA) training program, which trains young people for work in the agriculture sector, includes the option for some students with entrepreneurial interest and aptitude to join the AE program.

Selected candidates are enrolled in a 45-day residential training program in agriculture and allied

sciences which focuses on providing information about advances in technology and their practical application to increase productivity. The objective of the program is to mold participants into competent and conscientious entrepreneurs.

| Sl. No. | Name of the Project | Number of | Number of AE's with | Total No | Total |
|---------|---------------------|-----------|---------------------|----------|---------|
| | | AE's | transaction | Farmer | Acreage |
| 1 | Jawhar | 218 | 218 | 11343 | 8180 |
| 2 | Wada | 155 | 155 | 9044 | 7286 |
| 3 | Ahmednagar | 414 | 414 | 31891 | 95304 |
| 4 | Nanded | 155 | 155 | 5073 | 12865 |
| 5 | UMED | 243 | 172 | 11497 | 21296 |
| 6 | Raheli | 44 | 29 | 3687 | 5554 |
| 7 | Harsha Trust | 23 | 23 | 4754 | 5031 |
| 8 | Kalahandi | 64 | 64 | 11563 | 21229 |
| 9 | Govindalaya | 5 | 5 | 795 | 945 |
| 10 | Vizag | 15 | 15 | 2880 | 5550 |
| 11 | Gola | 23 | 23 | 2646 | |
| 12 | Gumla | 34 | 34 | 6788 | 3114 |
| 13 | Тогра | 25 | 25 | 4541 | 1687 |
| 14 | Patna | 38 | 38 | 4963 | 9899 |
| 15 | East Champaran | 44 | 44 | 6040 | 7212 |
| 16 | Purnia | 69 | 69 | 7101 | 16332 |
| 17 | Katihar | 32 | 32 | 3949 | 5762 |
| 18 | Muzaffarpur | 44 | 22 | 4322 | 5437 |
| 19 | Saharsa | 11 | 11 | 2919 | 3432 |

AE dashboard

| SI. No. | Name of the Project | Number of | Number of AE's with | Total No | Total |
|---------|----------------------------|-----------|---------------------|----------|---------|
| | | AE's | transaction | Farmer | Acreage |
| 20 | Khagaria | 13 | 13 | 2600 | 2367 |
| 21 | Koushalya Foundation | 41 | 41 | 6052 | 10885 |
| 22 | Chitoor (SERP) | 61 | 61 | 9923 | 0 |
| 23 | Ananthapur (SERP) | 19 | 19 | | |
| 24 | Jabalpur | 17 | 17 | 1397 | 4256 |
| 25 | SURYA (Spraying AEs) | 100 | 0 | | |
| 26 | Nasik (IDH) | 54 | 27 | 729 | 55 |
| 27 | Vaishali | 7 | 0 | | |
| 28 | Samastipur | 11 | 0 | | |
| 29 | VB Net | 28 | 0 | | |
| 30 | Vizag (Exclusive Syngenta) | 7 | 2 | | |
| 31 | Santhal Prajana | 18 | 0 | | |
| 32 | Nalanda | 18 | 18 | 3171 | 1937 |
| | TOTAL | 2050 | 1746 | 159668 | 255616 |





4. OVERALL PROGRAM HIGHLIGHTS

a. **RSETI Training**

The Rural Self Employment Training Institute (RSETI) is an initiative of the Ministry of Rural Development (MoRD). RSETI has dedicated infrastructure in each district of the country to impart training and skill upgradation of rural youth geared towards entrepreneurship development. RSETIs are managed by banks with active cooperation from the Government of India and state governments. SFI began by appraising the National Academy of RUDISETI (NAR), which heads and mentors the RSETIs, about our work, objectives, the AE model, and the significance of AEMs and trainers. The two stakeholders collectively agreed that the AE and RSETI models were comparable. The transfer of technology to the staff was an important factor in the partnership, with both parties understanding the need for soft skill development such as attitude, behavior skills,

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self-confidence, stress management, emotional intelligence, a customer-centric approach, and the like. The collaboration helped make the selection and training processes more robust and greatly reduced the chances of selecting inappropriate candidates. Homogeneity in classrooms across all training centers was also achieved through the collaboration, as trainers from RSETI stepped on board. The training covered topics such as the impacts of human behavior on entrepreneurship development, achievement motivation, entrepreneurial competencies, effective communication and presentation skills.

All the RSETIs are backed by banks, bankers, and credible grassroots partners, and the collaboration also helped connect SFI with banks and other such organizations for mobilization.

b. CABI Training

In order to train AEMs in agronomy as a refresher and for additionally introducing new technologies to the team, Syngenta Foundation India partnered with CABI to further develop AEM capacity. The training was aimed at making AEMs more effective at both diagnosis and disease management and transferring the know-how to AEs and farmers.

In development projects and research, CABI's work is arranged around four core themes: Commodities, Invasive species, Knowledge for Development and Knowledge Management. As part of its development efforts, CABI has recently initiated an international program known as Plantwise, to improve food security and lives of the rural poor by reducing crop losses.

SFI selected 25 AEMs representing project locations across the country. These were trained in the Master Trainer Modules of Plantwise. A four-day residential workshop was conducted for all AEMs at Ahmednagar, Maharashtra. Training delivery leveraged a mixed methodology of classroom presentations (strong visual aids) and practical on-field training for diagnosis and recommendations. The total cost of the training was INR 500,000 (USD 7000).

The modules built on existing knowledge by blending local knowledge with global experience and provided skills to run a clinic and provide subsequent recommendations. Plantwise publishes validated pest and disease distribution data. This information, harnessed effectively, form the basis of an earlywarning system alerting the plant health community to a change in distribution of existing pests/diseases or the threat of a disease in a new region.

Upon completion of the collaborative training, under AFI's Skill Upgradation of Rural Youth in Agriculture (SURYA) initiative, participants received the opportunity to be placed within agriculture business companies, such as Bayer, UPL, Mahyco, and BASF, amongst others. More than 50 percent of the students took up placements in these companies, while others started their own ventures or returned to make original businesses more profitable. Each student received a certificate after completing their course. The training was conducted by two expert trainers from CABI and covered a course on observation, identification and diagnosis of plant health problems in the field.

c. Israel SNC Collaboration

Syngenta Foundation India, in association with Startup Nation Central, conducted a ten-day Hi- Tech Agricultural Leadership workshop at AICAT, Israel, for a team of candidates from its network. Candidates included high-performing agri-entrepreneurs, projectpartners, government stakeholders, and SFI team members.

The workshop was aimed at:

- Participants to advanced practices in agriculture and new agri-businesses,
- Facilitating local adoption and promoting innovation in Indian fields.

The workshop covered nurseries, water management, beekeeping, bio-products, plant protection, and dairy management. In addition to these, sessions on food security and business management were also included in the workshop.

To initiate the process of making the learning more suitable to local conditions, AEs subsequently select techniques or agri-businesses of their choice to further pursue. Essentially, the aim was to increase income for both farmers and AEs by implementing superior principles. Each AE was required to champion one stream and adopt the learnt procedures in the following agriculture-cycle. The process was monitored and carefully regulated.

To further facilitate regular transfer of knowledge from Israeli start-ups and research centers, SFI's 'Center of Excellence' network was leveraged as a facility for creating, validating, and customizing solutions through pilots. Thus, a channel of relevant and viable technology transfer was enabled. In its current format, the workshop helped create awareness of several agriculture and allied businesses.

d. Demand Collection

Of the AEs who provide agri-input services, close to 600 from various different project locations do so through an online platform called AgriPos. AgriPos provides AEs with a user-friendly interface through which they submit their demands for the upcoming kharif season, and in turn, the software estimates value and variety. The demand that is fed in is later shared with the network manager - StarAgri, Samunnati, Unnati, or DestaGlobal. The network manager then supplies the required input to the AEs directly. Through this forum, AEs are given the opportunity to negotiate prices with the companies directly and are also reassured in the knowledge that prices will not be hiked up by local vendors.

IDH-SFI Nasik Partnership- A GRAPE AND RAISIN MARKETING SUCCESS STORY

In an effort to improve economic conditions and quality of life for marginalized farmers, IDH India partnered with Syngenta Foundation India for our Agri-Entrepreneurship (AE) program.

India is amongst the top ten producers of grapes in the world. About 80 percent of India's grape production comes from Maharashtra. Under IDH and SFI's partnership, a large part of which was focused on marketing, AEs became increasingly interested in grape production and, subsequently, raisin marketing.

This heightened focus on marketing was validated when AE incomes increased by 15 percent to 30 percent thanks to raisin marketing. From March to December 2019, AEs completed transactions upwards of USD 4200 and over 17,000 boxes of grapes were transported for the domestic and international market.

AEs further established links with export companies such as Pune Weekly Bazaars, Shete Traders, Freshtrop and Euro Fruits. With these efforts, AEs collectively earned profits upwards of USD 700 from this venture.



5. PROJECT-WISE HIGHLIGHTS

a. Andhra Pradesh

AE program in Andhra Pradesh in partnership with IDH, The Sustainable Trade Initiative: 2018-19

This project, initiated in Guntur and Khammam districts, focused on chili and turmeric value crops. The partnership was essentially established to develop agri-entrepreneurs who could conduct business that would extend their services to farmers and increase their incomes. Guntur district was initially considered for turmeric farmers and the focus in Khammam was on chili. The objective was to develop 30 AEs, and the first batch of 19 aspiring AEs was successfully organised. The classroom sessions were completed by the end of January 2020.

b. Telangana

| S.No | Batch end Date | Male | Female | AEs Trained |
|------|-------------------------|------|--------|--------------------|
| 1 | 15 th Oct 19 | 0 | 22 | 22 |
| 2 | 15 th Dec 19 | 0 | 18 | 18 |
| 3 | 11 th Jan 20 | 32 | 0 | 32 |
| 4 | 23 rd Sep 20 | 35 | 6 | 41 |

c. Madhya Pradesh

- Guest lectures and farmer training sessions were conducted to educate AEs in good agricultural practices, crop technologies, government beneficiary schemes, and horticulture.
- Exposure visits were conducted for progressive farmers, where 25 farmers were trained at demonstration sites.
- Broccoli, a high-value crop, was introduced to the Raheli block through ten demonstration plots.
- Drip, mulching, and fruit production technologies were introduced to farmers.
- A formal partnership was established with IIFDC and Bima Crop for input linkages.
- Farmers participated in group farming and land pooling.
- AEs began manufacturing incense sticks for an additional revenue stream through a partnership with the National Rural Livelihood Mission (NRLM).



d. Maharashtra

The agri-entrepreneurs (AEs) in Maharashtra's Osmanabad, Yavatmal, Palgarh, and Wardha districts demonstrated the power of Maharashtra State Rural Livelihood Mission (UMED) and SFI's participatory and collective action. Rather than waiting for the system to change, the AEs actively shaped the structures around them and empowered themselves. From quality seedlings being made available at doorsteps in Palgarh to several successful bank credit linkages in Yavatmal, the change was visible to the AEs and the farmers participating in the program.

Palgarh District:

Starting with Palgarh district on the west coast, the AEs boast of numerous success stories ranging from the aforementioned seedling availability to the installation of an efficacious hydroponic unit. Before seedlings were readily accessible, farmers travelled close to 100 kilometers to cities like Nasik and Pune to purchase expensive seedlings. This arduous process often led to farmers buying seeds instead of seedlings. The resulting low yields and improper growth proved that seeds were an inefficient option.

However, with the development of a local nursery, which reduced the process of raising seedlings, the delivery of low-cost and high-quality seedlings to farmers was made possible.

The reduction in production costs associated with this initiative benefitted almost 240 farmers. With a simple investment of USD 850, farmers in the Palgarh region now have increased revenues and low-cost alternatives to previously unaffordable methods.



In addition to improving one aspect of farmers' livelihoods, AEs soon found another reason for celebration with the introduction of a hydroponic fodder unit in Palgarh. Hydroponics is an internationally popular way of growing plants without

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soil but with a controlled environment for the roots. The technique dates to the middle of the eighteenth century. This new installation will help provide fodder for goats even through the summer, giving farmers an additional source of income. Before the introduction of hydroponics in Palgarh, the situation was particularly dire: farming only took place from June to September. Now, fresh feed is available from March to September in a region where cattle traditionally only received dry rice fodder. This has the potential to improve livestock health and weight considerably and reduce the heavy cattle losses faced by many owners. The introduction of hydroponics has also improved other crops such as maize.

Wardha District:

Similarly, moving east, positive changes made in the AE program helped the farmers and AEs of Wardha district experience new possibilities and opened the door to new opportunities. With the opening of a routine milk collection center and the involvement of 200 farmers, AEs were able to provide supplementary services such as supplies of feed and herbal medicine in addition to milk collection. The center generated a monthly income of INR 1,80,000 (approximately 2520 USD). To supplement the milk production and further increase revenue, a fodder nursery was installed, thereby making access to fodder easier for farmers.

Six agri-entrepreneurs connected with 500 farmers for input services and farmer demands were met efficiently. Furthermore, a growth in polyhouse activity led to an analogous growth of vegetable seedlings and stimulated interest in vegetable cluster development as well.

Osmanabad District:

Pushpa Thorat and Bhagashri Mule

Women AEs Pushpa Thorat and Bhagashri Mule led the way for crop protection by providing spraying services for over 160 associated farmers under a unique program called Inculcating Safety Awareness for Farmer Empowerment (I-SAFE) which was launched jointly by Syngenta India Ltd and SFI. Their efforts reduced the amount invested in pesticides.

| Center Name | No. of Batches | Candidates | Female Candidates | Job Aspirant | Selected for jobs | AE |
|-------------|----------------|------------|----------------------|-----------------|----------------------|----|
| Jawhar | 1 | 16 | 16 | 0 | 0 | 16 |
| Total | 1 | 16 | 16 | 0 | 0 | 16 |

Jawhar District

e. Jharkhand

Gola

Twenty-four AEs from the Gola block worked with 11 local governing bodies (panchayat) in 87 villages. AEs sold produce in seven local markets and farmers achieved an average price realization of USD 0.17/kg with a total turnover of USD 51,000.

Raidih

Forty AEs from the Raidih block worked with 13 local governing bodies (panchayats) in 61 villages. Through their efforts, 7602 farmers, who grew produce on 2460 acres of land, were served.

Torpa

Twenty-five AEs from the Raidih block worked with 16 local governing bodies (panchayats) in 54 villages. Through their efforts, 3833 farmers were served.



f. Assam

| SI No | Inputs | Remarks |
|-------|--|---|
| 1 | Guest lecture and farmer training | Training sessions were conducted for 24 AEs by the Fishery and Animal Husbandry Department, Assam Agriculture University, on tea husbandry modules prepared by the Tea Research Association (Tocklai) |
| 2 | Exposure visits to progressive farmers | Exposure visits were conducted with progressive farmers, of whom Pallab Gogoi was awarded Best Banana Cultivator of 2020 in India. He currently carries out integrated farming of tea, banana and areca nut on his 2.67 hectares of land. He also operates a pig farm as an additional source of revenue. |
| 3 | New crop introduction | Integrated farming techniques of tea with banana, lemon, black pepper, and areca nuts were taught to AEs and farmers. |

| SI No | Inputs | Remarks |
|-------|---------------|---|
| 4 | Bank Linkages | AEs were linked with the district's agriculture office. Eleven AEs were awarded fertilizer licenses. |
| | | They were further linked with the district's fishery department for subsidized loans for farmers, as well as technical and credit support from the local fishery cultivation project. |
| | | Additionally, they were linked with the local Krishi Vigyan Kendra (KVK) Golaghat, for technical support with integrated farming of tea. |





6. LAUNCH OF AGRI-ENTREPRENEUR GROWTH FOUNDATION

Syngenta Foundation India and Tata Trusts incorporated the Agri-Entrepreneur Growth Foundation (AEGF) as an independent not-for-profit organization.





The Syngenta Foundation had been working on the development of Agri-Entrepreneurs (AE), where an unemployed rural young person is identified, trained and mentored to help small farmers. To create a transformational impact at scale, AEGF was created in partnership with Tata Trusts. The vision of this project is to "foster agriculture development through agri-entrepreneurs" and the mission is to "launch 100,000

AEs and directly engage 20 million smallholder farmers by 2023" in India.

Early in 2019, the AEG Foundation conducted a multi-stakeholder consultation event called the 'Agri Enterprise Ecosystem Conclave'. The aim of the conclave was to co-ideate and co-create the path for scaling up the AE model across India. Over 70 representatives participated from 48 agri-sector organizations, spanning the public sector, private players, international agencies, domestic NGOs, policy and advisory. Participants were divided into seven intersectoral groups.

The objective was to get a user/partner perspective on the existing model as well as the envisioned project design and to dive deeply into some of the key aspects of the model as it is today for credit, input access, market linkage and training. Participants engaged in a lively day-long discussion in different sessions. This marked the beginning of a great journey toward achieving a common goal. In the coming year, AEFG will continue to build strong partnerships with government and non-government actors along with network managers.

A new partnership with StarAgri as a network manager has been initiated in Rajasthan State to work on the mustard value chain. In the following months the focus was also shifted to take the total number of AEs to 5000, thus reaching close to one million farmers.



High Value Crop Introduction in Jharkhand: Broccoli

AEs in Jharkhand began offering a host of services to help local smallholder farmers move beyond subsistence agriculture towards increased incomes.

In Jharkhand's Tukutoli village, AE Jasmani Tirkey began broccoli cultivation.

Jasmani began farming on a 15-acre packet of land and involved 25 farmers in her new venture. Using Besty and Namdhari varieties of seeds, Jasmani and her farmers were able to cultivate high quality broccoli and produced a yield of seven quintals per acre, a total of 10.5 tonnes.

The total transaction for this venture was USD 9,000. The AE was able to make a profit USD 0.02/kg and received a commission of USD 300 for her efforts.

New Business Venture in Maharashtra: LAYER FARMING

Now more than ever, the AEs in Maharashtra's Wardha district are demonstrating the power of UMED and SFI's participatory and collective action.

Maharashtra's Wardha district AE, Yogita Madavi, recently began a new venture: layer farming.

With its simple structure and easy set-up, this low-cost model of poultry farming has gained popularity in Wardha. Yogita was able to



explain and demonstrate the benefits of layer farming to her associated farmers who are now enjoying higher revenues as a reward for their investment of time and effort in this project. Following the success of Yogita, ten other AEs are now supporting farmers in a similar fashion.



7. NEW PROJECTS AND PARTNERSHIPS

Partnerships and collaborations are crucial to growth. Below is a list of strategic partnerships made to help enhance and develop the AE Enterprise Program.



a. StarAgri

A partnership between AEGF and StarAgri was established as a strategic collaboration to develop AEs in order to help smallholder farmers improve their income. The partnership revolved around the creation of 1500 AEs and ultimately the growth and development of 300,000 farmers. The scope of the partnership included collaboration in areas listed below:

- Agri- and allied services, such as improved inputs and advisory for increasing crop yields, banking and other value-chain development activities;
- · Sale of agricultural inputs for crops;

- Soil testing at farm level;
- Assisting farmers in sale of agricultural products and output;
- Assisting in the implementation and execution of agronomics;
- Introducing crop insurance for farmers;
- Developing a block-level private marketplace in collaboration with progressive farmers
- and agri-entrepreneurs;
- Developing storage facilities;
- Establishing strong parameters for commoditybased procurement and guarantee of competitive prices and same day payments to farmers;

• Establishing an agri-entrepreneur-led franchiseebusiness model.

b. IDH The Sustainable Trade Initiative, Assam (Tea)

In association with IDH, the work on tea production in Assam began late in 2019. The aim of the program was to innovate impact at scale through the agrientrepreneurship model. Initiated in Golaghat, Assam, 24 AEs were launched through this partnership.

Assam was a new project location. The initial work included understanding the crop cycles in Assam, farmer culture, and the current ecosystem of tea plantation. With assistance from IDH, a base was set up Golaghat and stakeholders like Baught Leaf Factory, smallholder tea planters, and leaf agents were brought onboard. The North Eastern Tea Association was also in favor of promoting the AE program.

c. IDH The Sustainable Trade Initiative, Jalna (Cotton)

The AE program started out strongly in Jalna, Maharashtra, rapidly reaching six blocks and more than forty villages. This initial reach drew a cohort of close to 60 probable candidates. After a strenuous selection procedure to identify the best candidates, 19 candidates graduated and were taken onboard as AEs. The candidates were trained at the Center of Excellence in the Ahmednagar district.

The AEs in Jalna focus on the production of cotton as the region is well-known for its high-quality annual output of the product.

d. IDH The Sustainable Trade Initiative, Andhra Pradesh (Spices)

The partnership in Andhra Pradesh, built around the production of spices, began recently with the appointment of two AEMs in the Khammam and Krishna districts.

Campaigning started in the Krishna district with the program acquiring 68 young people from the area. Training of these candidates was completed by mid-January. A total of 19 candidates attended training at the Center of Excellence in Chevella, Hyderabad.

e. JEEViKA

AEGF signed an agreement with JEEViKA (part of the Bihar Rural Livelihood Missions, BRLPS), an autonomous body of the Bihar government dedicated to development. The partnership included bringing on board a total of 10,000 AEs in ten districts of Bihar. Already active in five districts in Bihar, the agreement was formulated to add another five to the existing five districts. A new batch of 33 candidates began their training on the 27thJanuary 2020 in the Center of Excellence in the Nanded District. JEEViKA also regularly sent in representatives to ensure the quality of training was being maintained in addition to collecting feedback about the training.

f. AgriBazaar

AEGF entered a partnership with AgriBazaar to induct 1500 AEs in Rajasthan by 2021. The partnership is focused on strengthening the value chains of mustard and wheat. Three districts – Alwar, Kota, and Tonk - were chosen for the roll-out of the first phase. AEGF will be expanding this AE program to other districts of Rajasthan in the next phase. The whole process starts with campaigning, then screening and selection, followed by training and finally mentoring. The screening and selection of interested candidates involves four steps: an aptitude test, a written test, a psychometric test and a personal interview. Post selection, AEGF provides 45 days of training which includes 26 days of compulsory residential training for the selected candidates, 15 days of farmer interaction and four days of business planning process. AEGF then nurtures and mentors these AEs for two years,

ensuring that they can earn a sustainable livelihood while working with local farmers. Eighty-six candidates began training and passed out as AEs. The new AEs now engage in farmer management; they also assist with baseline surveys and farmer registration.

g. Rabobank Credit Tool

A credit rating tool to enable first time entrepreneurs secure credit is being created with Rabobank Foundation. A stakeholder workshop was carried out in January to seek proof of concept from various financial institutions. This tool is currently in the stage of formulation and will assist AEGF in sharing the credit worthiness of AEs with financial institutions (FIs) and for conducting a first level check in order to reduce administrative costs for FIs – thus making smaller token amounts of credit more viable. The partnership with Rabobank is built around the development of 100,000 AEs which include:

- Partnerships with state governments to launch 40,000 AEs
- Agri-business companies sponsoring 30,000 AEs
- Franchising models by directly tapping into rural markets for 30,000 AEs.



8. MARKET LINKAGES

| Block | Count of Variety Linked to Markets | Sum of Volume in MT | Sum of Value INR |
|------------|---------------------------------------|---------------------|------------------|
| Ahmednagar | 9 | 2,929 | 54,132,000 |
| Bihar | 6 | 3,264 | 66,720,906 |
| Chittoor | 1 | 494 | 9,879,583 |
| Gola | 4 | 95,846 | 3,266,354 |
| Jawhar | 10 | 7,049 | 104,014,000 |
| Kalahandi | 12 | 323 | 8,089,290 |
| Nanded | 4 | 899 | 17,520,510 |

| Block | Count of Variety Linked to Markets | Sum of Volume in MT | Sum of Value INR |
|-----------------|---------------------------------------|---------------------|------------------|
| Nasik | 1 | 27 | 1,479,636 |
| Raidih | 8 | 4,834 | 13,040,845 |
| Rehli | 1 | 88 | 1,541,493 |
| Torpa | 4 | 2,459 | 16,436,650 |
| Umed | 10 | 201 | 6,868,720 |
| Wada | 1 | 359 | 10,770,938 |
| Sub Total | 71 | 118,771 | 313,760,925 |
| Gola (Garlands) | 1 | 99,766 | 826,989 |
| Total | 72 | | 314,587,914 |

Demo Plots: Seeing is believing

To ensure that farmers attain maximum output and training, the AE program helps set up demo-plots, or model farms: parcels of land on which research is conducted or various agricultural techniques are demonstrated.

A crop surveillance program was recently conducted at a cauliflower demo-plot in UMED's Deoli block. Several women farmers from the Deoli block attended. They were taught primarily about



vegetable cultivation and were informed about SFI work as well as business plans and opportunities. Training certificates were also awarded to the women. The women were taught a variety of new practices such as demo-boards and fencing, agri-tech awareness, vegetable seedling practices, and bio-product promotion (with Koppert). In addition, they were informed about field support provided by AEs, the importance of AEs, and government planning in their region. They were also encouraged to join the AE program.



9. IMPACT EVALUATION

a. Gender Inclusion in Agri-Entrepreneurship

SFI focuses on making the AE Enterprise Program inclusive and accessible to all. A study was conducted in 2019 to understand the performance of women AEs and create an enabling environment to improve income and increase participation. Of the total AEs in the program, 289 were women AEs who were active across seven project locations, i.e., Bihar, Jharkhand, Maharashtra, Odisha, Rajasthan, Madhya Pradesh, and Andhra Pradesh. A study was conducted in five states – Bihar, Jharkhand, Maharashtra, Odisha, and Andhra Pradesh – to capture and understand the performance of women AEs and create an enabling environment to improve income and increase participation. The study methodology was based on the integration of quantitative and qualitative research methods.



It was seen that some of the immediate steps that could be taken to catalyze better performance are in providing financial products that are tailored towards women's needs, such as the promotion of initial investment, business training for decision-makers (spouse), the selection of locations with childcare support facilities, and the creation of exclusively female AE forums, with women mentors and trainers being hired to lead the change.

The program has had a significant impact on the incomes of women AEs. Before joining the program, the number of women AEs earning over USD 1428 annually was 10 percent, however this increased to 19 percent after the program. Income for more than 22

percent of the AEs went up by 25 percent in less than two years since joining the program.

Key to the change in the program is the influence of women leading as mentors, trainers and experienced AEs, sharing their experiences with other women AEs and female farmers who have the potential to become AEs. Of women AEs, 94 percent agree that it is easier to understand a subject if it is being taught by a female trainer; in addition, 95 percent of women AEs will find it easier to ask a female trainer if or when they have queries. Given these findings, it is important to work on building diversity within the program to enable it to attract female participation. An increase in female peers fosters greater belonging and acceptance and also helps to boost confidence. Hence, a balanced ratio of men to women should be maintained in classes where there is not a possibility of all-women batches.

b. UMED-SFI Partnership (AE Performance Evaluation)

In a concerted effort to improve both the economic conditions and quality of life for a marginalized farmer, Maharashtra State Rural Livelihood Mission and Syngenta Foundation India carried out operations across Maharashtra State. In October 2018, the two organizations collaborated to achieve their common goal of rural prosperity and agriculture development. Krushi Sakhis and Pashu Sakhis, who were an integral part of the UMED cadre, were provided with residential training to develop them as agri-entrepreneurs (AEs). The program was delivered across Yavatmal, Osmanabad, Wardha and Palgarh Districts. Over 200 candidates were trained, of which 170 were women entrepreneurs. With more than 60 enterprises set up across the four districts in a month, we aim to increase farmer profitability and rural employment through this intervention. Each AE will work as a service provider for 150–200 AEs, promoting new technology in both animal husbandry and farming. AE enterprises have been started across multiple service lines: dairy, poultry, processing units, collection centers for milk and agri-produce, horticulture nurseries, farm machinery rental services, and veterinary services amongst others.

As part of SFI's AE program, young people from rural backgrounds are given training and are assigned mentors who guide them as they start their enterprises. A total of 175 rural men and women were trained by SFI subject matter experts at a residential training center. Additionally, exposure visits and visits to KVKs were organized to better equip rural youth to start their enterprises. Yavatmal saw the highest numbers of AEs launching their enterprises. A total of 10,934 farmers were registered across all districts.

c. AE Performance Review

There were 1763 registered AEs in 2019, of which 278 were women. These AEs served over 200,000 farmers across Andhra Pradesh, Bihar, Jharkhand, Madhya Pradesh, Maharashtra and Odisha. The objective of the study was to understand and review the performance of AEs and identify the chief characteristics of AEs who performed well. The study methodology was based on the integration of quantitative and qualitative research methods. Based on their performance, AEs were categorized as "fast", "solid" and "slow" climbers. It was seen that 64 percent of the AEs were from the fast and solid groups, with performance measuring steady success to rapid growth. Fast climbers were characterized as having higher educational levels (senior secondary and graduates), being above the age of 25, having some investment capacity although with fewer existing sources of livelihood, the ability to mobilize the community or an existing relationship with local farmers as well as the risk appetite required to reduce time-to-market even with a small upfront investment in working capital.

Annual incomes of AEs ranged widely when compared across locations and program maturity: the average annual net profit of a good performer in Odisha, where the program has been active since 2014, was USD 5300; whereas in Bihar, where the program has been active since 2017, average net profit was USD 1800. While socio-economic and ecological factors bring unique sets of strengths and challenges for AEs, the study assessed a set of common characteristics found across AEs from different locations that chiefly define a successful entrepreneur. Among the fast climbers, a majority (46 percent) of respondents were graduates. Education has a positive impact on the performance of an AE as a result of better utilization of training provided; however, it was seen that 41 percent of the solid climbers were senior secondary graduates and 29 percent were graduates. With regular specialized training, AEs with a lower level of education were also seen to perform well. The highest percentage of fast climbers (46 percent) was in the 25–30 age group. Fifty percent of the AEs who were less than 25 years of age were seen to be slow climbers. AEs who are married to an employed spouse performed better. Across all age groups, a higher number of AEs who had been previously employed exhibited better performance. It was seen that 76 percent of the better performing AEs took up specialized training. The most remunerative service offered by AEs was input services. Agri-input services are provided by 36 percent of the AEs across all performance groups. These maybe supplemented with other services such as market linkage (16 percent) and nursery management (15 percent). A lower adoption of market linkage, however, was found to be a significant challenge. A majority of fast climbers cited lack of market linkage as an obstacle to further scaling-up. Only 18 percent of the AEs reported being completely dependent on the AE enterprise for their total income generation. Around 60 percent were able to generate more than 50 percent of their household income from avenues other than their enterprise. However, a larger dependency on the AE Enterprise Program for income was seen to drive higher performance.

d. IDH-SFI Partnership (Nasik, AE Performance Evaluation)

In an effort to improve economic conditions and quality of life for marginalized farmers, IDH The

Sustainable Trade Initiative partnered with Syngenta Foundation India for the Agri-Entrepreneurship (AE) program. Beginning in 2019, the two organizations collaborated to achieve their mutual goal of rural prosperity and agricultural development. Based out of Nasik, Maharashtra, the project was geared towards creating 50 AEs who would provide key services such as quality input, access to credit, market linkage, and impactful advisory for sustainable agriculture. With several AEs having set up their enterprises, the initial aim of increasing farmer profitability and rural employment is being worked towards through this project, as each AE services between 150 and 200 farmers. AEs promote new technology in farming, while increasing access to common commodities like seeds or pesticides, thereby making previously inaccessible services and common supplies more available. AE enterprises have been started across multiple service lines ranging from dairy and fertilizers to nurseries and marketing.

AEs generated the highest amount of revenues from collective marketing of grapes and market linkage of processed raisins. AEs earned 30 percent profit from raisin marketing, while making 15 percent profit off their other ventures. Thus, total AE incomes also increased from an average of INR 45,778 (approximately 639 USD) from March–September, to INR 267,196 (approximately 3729 USD) from



October–December. Furthermore, it was observed that multiple AEs belonging to the same village collaborated their efforts and frequently worked out of joint enterprises. An AE mentor training was also conducted in collaboration with CABI on integrated pest management.

e. Independent Evaluation Conducted in Collaboration with Policy Consultant from University of Erfurt, Germany

In two districts – Palgarh (Jawhar) and Ahmednagar – 132 farmers were studied in order to assess the impact of the AE model on farmers' livelihoods and their satisfaction with market access, the price of inputs, credit, farm machinery and crop management training. The study assessed the impact of the AE



program in a time frame of after three years (in Jawhar) and one year (in Ahmednagar) from its implementation. The control group formed about 50 percent of the total samples collected. Overall, 60 farmers participated in the AE program, while the control group accounted for 67 cases.

KEY FINDINGS: The AE program had a direct positive impact on farmers' income and profits through the:

- 1) AEs' shops (quality and right pricing of inputs),
- 2) AEs' agronomy advisory,
- 3) Market linkages facilitation.

The positive effect was evidenced by:

- a) the economic and income perception indicator,
- b) the income and profit distributions,
- c) the profits usage patterns,
- d) the satisfaction with the services assessed,
- e) the assets owned, and
- f) the weekly calories intake.

A few indicators impacting farmer's livelihoods were affected by factors beyond the AE scope of work. These were household sources of water, access to electricity, sources of cooking fuel and other facilities. Indeed, other exogenous variables played a more relevant role (e.g., government-sponsored development policies, the presence of irrigation facilities and infrastructures). both in the context of worse-off and better-off farmers. Moreover, while comparing the AE group and control group in Jawhar (characterized by worse-off farmers in terms of literacy levels and irrigation facilities access), it emerged that the differences between the two sets are higher in Jawhar than Ahmednagar (characterized by farmers with higher literacy levels and better access to irrigation facilities). Consequently, it was possible to infer that in the less advanced areas with low irrigation facilities and marginal farmers with low educational levels, the impact of the AE model was considerable. The reason was that the AE program provides some necessary basic information (e.g., market prices, inputs prices, weather information) and a reliable and sustainable market network for the farmers. The reduction of the information asymmetries and the formalization of market linkages accelerated the farmers' income capacity. Finally, in Ahmednagar the consumption patterns for the profits were slightly different. Indeed, while health and education were still a priority as for Jawhar, farmers in Ahmednagar did not consider food as an urgency any longer. Their consumption patterns moved to farm expenditures and revealed that better-off farmers have enough income stability to invest more in new crop solutions. Consequently, interventions in economically betteroff areas required actions on the introduction of more advanced technological solutions to scale the production.



10. IRRIGATION

Delivering the power envisaged in the subsidy, the Solar-Powered Lift Irrigation System (SPLIS) installed in the Sisitola hamlet of Chandrapur village in Khunti district, Jharkhand, has been a beacon of hope for the farmers in Jharkhand. The 5hp AC solar pump was installed by a farmers' collective. This collective is a member of the Panch Bandhu Sichai Samiti water users' group (WUG) which has been helping to irrigate the farms of 23 farmers for a year. Syngenta Foundation India (SFI) acted as a catalyst and enabling institution for this life-changing installation.

This initiative employs participatory investment as an alternative finance mechanism, where the farmers' collective bears 40 percent of the total capital cost in addition to providing the human resource required for installing one SPLIS. The remaining 60 percent of finance is provided by Syngenta Foundation India (SFI).

syngenta foundation India

Ownership of the installed solar pump rests with all the farmers who paid for the pump. In addition to the installation of the solar pumps, SFI has also provided technical support and guidance to lay pipeline water supply systems for pumping and distributing surface water from the nearby river. This system aims to increase water conveyance efficiency by reducing seepage loss of water while irrigating an area of more than 12 acres. Farmers' involvement in the process – right from GPS-based irrigation site surveying to the installation of the solar pumps – has also ensured that the installed solar pump meets the requirement of the farmers. The majority of the farmers staying in this region have been part of either a self-help group or a water user association (WUA), formed with the support and facilitation of the NGO Pradan. As a member of this group, they have been saving a minimum sum of USD 0.15 every week for the past two decades. These accumulated savings eventually provided the money required for the farmers to pay the part-installation cost of the solar-powered irrigation systems. Most of the farmers could arrange their share of money from the savings they achieved as a member of the self-help group, while only a few had to take a loan from their self-help groups.





11. SURYA- AGRICULTURAL TRAINING ASSISTANTS

A total of 38 batches with 971 candidates were trained in all four centers in Maharashtra. Of the trained candidates, 415 candidates applied for jobs, out of which 233 (56.14 percent) were placed in different companies. The drop-out rate was very low (only 1.54 percent).



In-house Batches

| Center Name | No. of Batch- es Com- pleted | Candi- dates Trained | Fe- male Can- di- dates | Job As- pirant | Select- ed for jobs | AE's in Batch | Self Em- ployed | Self- Farm- ing | Higher Educa- tion | Drop- outs |
|----------------|--|----------------------------|-------------------------------------|-------------------|---------------------------|------------------|-----------------------|-----------------------|--------------------------|---------------|
| Pune | 2 | 40 | 4 | 30 | 28 | 0 | 2 | 0 | 7 | 1 |
| Nanded | 7 | 179 | 8 | 54 | 48 | 37 | 44 | 7 | 26 | 11 |
| Ahmednagar | 5 | 112 | 12 | 58 | 57 | 20 | 7 | 6 | 21 | 0 |
| Jawhar | 2 | 31 | 3 | 10 | 6 | 0 | 10 | 2 | 7 | 2 |
| Total | 16 | 362 | 27 | 152 | 139 | 57 | 63 | 15 | 61 | 14 |

Remote Trainings

| Center Name | No. of Batch- es Com- pleted | Candi- dates Trained | Fe- male Candi- dates | Job As- pirant | Select- ed for jobs | AE's in Batch | Self Em- ployed | Self- Farm- ing | Higher Educa- tion | Drop- outs |
|----------------|--|----------------------------|--------------------------------|-------------------|---------------------------|------------------|-----------------------|-----------------------|--------------------------|---------------|
| Pune | 3 | 81 | 15 | 34 | 6 | 0 | 1 | 0 | 45 | 1 |
| Nanded | 5 | 162 | 43 | 62 | 19 | 0 | 4 | 4 | 92 | 0 |
| Ahmednagar | 8 | 207 | 43 | 101 | 31 | 1 | 12 | 1 | 92 | 0 |
| Jawhar | 5 | 143 | 33 | 66 | 38 | 0 | 5 | 0 | 72 | 0 |
| Total | 21 | 593 | 134 | 263 | 94 | 1 | 22 | 5 | 301 | 1 |
| Grand Total | 38 | 971 | 177 | 415 | 233 | 74 | 85 | 20 | 362 | 15 |

12. AAA MAIZE

Syngenta Foundation's Seeds2B has developed AAA Maize hybrids with an objective to provide quality seeds at affordable rates in rainfed areas of central India dominated by tribal population with small and marginal land holdings. Last year, a number of demonstrations with farmers were conducted after a study defined the right locations. Tie-ups with commercial seed companies were also taken up.



A strong momentum has been created amongst seed partners which is clearly demonstrated from the confidence shown by seed partners on the product performance and interest shown by new seed partners. To promote the hybrid in targeted geographies , 10 seed partners were finalised from three different sectors: private seed companies, non-profit organizations and government bodies such as National Seed Corporation (NSC). We secured registration certificates timely for the targeted states to sell TA5084 and dispatched Syngenta produced Hybrid Seed –TA5084 to seed partners on time for 2019 Kharif planting season. Most of the seed partners require capacity building in seed production. This was addressed by providing regular training on AAA Maize seed production protocols.

Third party organisations were onboarded to conduct trials of new pipeline hybrids during Kharif 2019. The trials included multiplication trials and strip trials, trials are conducted in 15 locations and 60 locations, respectively. Trial results have been encouraging as they demonstrated lodging resistance along with lower incidence of Fall Army Worm (FAW) being reported due to seed-care protection with Fortenza Duo and foliar insecticide application.





In a bid to understand the user farmers feedback on product performance and impact of the AAA project, a market research was conducted. The study provides evidence towards average yield potential of AAA Hybrid TA5084 being on par with the popular single cross hybrids and double when compared to local OPVs and composites. The three main sustainability themes under which the farmers surveyed in December 2019 saw benefits from switching to AAA maize are given below:

Economic: AAA variety TA5084 delivers high consistent yield in drought prone areas. It performs well in soil conditions with low potential.
 TA5084 has excellent output features such as

high grain quality, semi flint grain texture with 77% shelling, and a valued orange yellow color by corn traders. Most of the farmers who shifted from local varieties to TA 5084 claimed they generated an additional net income of \$200/ha which represents, on an average, more than 10% of their annual net income.

Environmental: TA5084 has a better input efficiency in dry conditions with a remarkable stay green character (disease free). It allowed farmers to achieve higher yields while still applying the same crop protocols as the one they apply for their local varieties. TA5084 is perceived as a guarantee in case of dry conditions, with a satisfactory yield potential in case of wet conditions.

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Social: We have received encouraging anecdotes of farmers using the additional income from the use of TA5084 to finance their children's scholarship (\$50 per year per child) and finance small health care expenses for the first time.

Over 900 Farmers have used the hybrid in the year 2018 and 2500 Farmers have used the hybrid in the year 2019. Farmers using AAA hybrids represent around 2% of farmers in a village. From 18T in 2018,

50T in 2019, Seed partners are geared up to sell around 120 Metric tons of Seed for the year 2020, to cater 6000 farmers in central India

The Survey has also shown that , 81.5% of the user farmers have given first preference to AAA hybrid in Gujarat, 83.3% in Madhya Pradesh, 85.7% in Rajasthan. The reasons behind greater percentage of acceptance being attributed to High yield, quality of grains, Low input costs, Disease resistance, stronger plants and better taste.

13. FINANCIALS

SYNGENTA FOUNDATION PUBLIC

Balance Shoet as at 31 March 2820

| | Natas | At ut 31 March 2828 Bis 900 | As # 31 March 2019 #a 900 |
|---|-------|-----------------------------------|---------------------------------|
| Equity and Babilities | | | |
| Reserves and supplies | 3 | (4,430) | 27,793 |
| | | (4,638) | 22,793 |
| Non-correct Sublition | | | |
| Long-term provisions | | 8,979 | <u> </u> |
| Course Babilities | | 8,979 | |
| Trade metables | | | |
| - intal extranding does to micro enterprises and small enterprises - total outstanding does of enabling other than micro enterprises and | | 2 | ÷. |
| to related parties | | 16,872 | 38,346 |
| ethern | | 414 | 1.487 |
| Shart-tarm provisions | + | 972 | |
| Other summit liabilities | • . | 1,647 | 56,047 |
| Tetal | - | 34,324 | 63,993 |
| | - | | |
| Contract another | | | |
| Cash and hath balances | | 14.787 | 67,085 |
| Shust-torm loarn and advances | | 324 | 298 |
| Other comunit arrests. | | 7,113 | 455 |
| | 1.1 | 34,324 | 63,843 |
| Total | | 34,334 | 61,840 |
| Significant accounting policies | 1.4 | | |
| Notes to the Reported statements | 1-30 | | |

The notes refered to above form an integral part of the financial statements

As per our report of even date.

For B S R & Associates LLP Charterol Accountants First's registration ma.: UK231W/W-100024

ausan Rubjajeb Dynai

Particular Merchenhip No. 101190 ICAI UDIN: 20101198AAAAJaP9820

Place: Pure Detc: 74 July 2020 For and on behalf of the Board of Directors of Syngesta Foundation India. CTN: 191120072305971C139104

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Prokash K.Apie Director DON - 00096106 Samuali Baskar Reddy Chief Functionary and Whole Time Discoury DIN - 97265794

Place: Purse Date: 31 July 2028

SYNGENTA FOUNDATION INDIA

Statement of Income and Expenditure for the year ended 31 March 2020

| | Notes | Vear ended | Year ended |
|---|----------|---------------|---------------|
| | 12177733 | 31 March 2020 | 31 March 2019 |
| | | Rs.'000 | Rs.'000 |
| Income | | 17.2 AV1010 | 155.4.55 |
| Grants and donations | | 136,306 | 161,175 |
| Other income | 10 | 1,435 | 1,257 |
| Total income | | 137,741 | 162,432 |
| Expenses | | | |
| Project expenses | 11 | 129,646 | 140,189 |
| Employee Benefit Expenses | 12 | 35,198 | |
| Other expenses | 13 | 5,310 | 6,597 |
| Total expenses | 2 E | 170,154 | 146,786 |
| Excess of expenditure over income - deficit | | (32,413) | |
| Excess of income over expenditure - surplus | | | 15,646 |
| Significant accounting policies | 1-2 | | |
| Notes to the financial statements | 3-20 | | |

The notes refered to above form an integral part of the financial statements

As per our report of even date

For B S R & Associates LLP Chartered Accountants Firm's registration no.: 116231W/W- 100024

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Ranjnin Deni Partner Membership No. 101190 ICAI UDIN: 20101190AAAABP9820

Place: Pune Date: 31 July 2020 For and on behalf of the Board of Directors of Syngesta Foundation India CIN: U91120PN2005PTC139186

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Prakash K.Apte Director DIN - 00196106 Sannadi Baskar Reddy Chief Functionary and Whole Time Director DIN - 07245794

Place: Pune Date: 31 July 2020

| NOTES |
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