Shaping Development Outcomes
Intellecap is a pioneer in providing innovative business solutions that help build and scale profitable and sustainable enterprises dedicated to social and environmental change.

Our unique positioning at the intersection of social and commercial business sectors allows us to attract and nurture intellectual capital that combines the business training of the commercial world with the passion and commitment of the social world to shape distinctive solutions.
Intellecap takes an ecosystem approach to amplify the impact that businesses can achieve and shape development outcomes in the process.

Out of the box innovations that shape outcomes:

- Consulting & Research
- Investment Banking

Risks that address market gaps:

- IntelleGrow
- Arohan

Aggregation of global resources, collaboration & relationships:

- Sankalp Forum
- IN

Ecosystem
Intellecap provides a broad range of Consulting, Research and Investment Banking Services to clients around the world.

**Consulting & Research Services:**
Our Consulting Services consist largely of strategic advice and implementation support to a wide variety of policy makers, development finance institutions, donors and corporations.
Our Research Services involve research and thought leadership in our Focus Sectors.

**Investment Banking Services:**
Our Investment Banking Services include raising capital and providing corporate finance advice, predominantly to young and growing enterprises.

We have also incubated and invested in several Initiatives and Group Companies that address specific challenges and gaps impacting investors, enterprises and other stakeholders working within our BOP Focus.
All our work focuses on market oriented approaches that have a positive social and environmental impact on people at the Base of the Economic Pyramid (BOP).

- Providing access to critical goods and services for BOP consumers.
- Improving productivity, product quality, sales and market linkages for BOP producers.
- Addressing vulnerabilities of BOP households to significant social and environmental challenges.
We provide our Services with a special emphasis on six social sectors that critically affect people at the BOP.

- Financial Services
- Clean Energy
- Water and Sanitation
- Agriculture and Rural Business
- Healthcare
- Education and Vocational Training
We provide our Services, work in our Focus Sectors, and assure that all our activities have measurable impact at the BOP because:

- **1.7 billion** people around the world are currently living in poverty. Half the world’s working age population (about **2.5 billion** people) do not have access to affordable financial services.

- **1.4 billion** people globally do not have access to electricity. **2.7 billion** people currently lack access to clean cooking fuels.

- Unsafe water causes **4 billion** cases of diarrhea each year and results in **2.2 million** deaths. **2.5 billion** people are now living without adequate sanitation.

- **1 billion** people in the world go hungry every day. Global food production must increase by **50%** to meet global food demand by 2050.

- **225 million** people are currently living with malaria. Globally, **115 million** children under 5 years of age are underweight and **178 million** children are too short for their age group.

- More than **2 billion** people around the world are unemployed or underemployed. Over **56%** of unemployed youth are educated but do not have jobs.
We work with many different types of clients that use our Services to obtain social and environmental impact at the BOP.

Who We Work With

Social Enterprises
Multilateral Agencies
Development Finance Institutions
Corporations
Policy Makers
Academia
Investors
Donors

Income below USD 3,260 per year
4 billion people
Who We Work With

Selected Clients
What We Have Accomplished

Over **USD 200 million** in equity raised for growing businesses that impact the poor.
What We Have Accomplished

More than 70 clients advised on inclusive business strategies in over 300 engagements across 25 countries.
What We Have Accomplished

More than USD 12 million provided in venture debt to over 40 growing businesses.
Financial inclusion taken to **220,000 customers**
in 3 Indian low income states.
What We Have Accomplished

**400 Social Enterprises** connected with over **300 investors** and **160 mentors**.
Intellecap identified opportunities for private sector companies to help the urban poor build resilience to the expected impact of climate change. To execute this assignment, we identified best practices, business models and potential private sector partners across South Asia.

Our on-going work with the Foundation includes supporting several private sector companies and catalyzing investor interest in this new and innovative area.

Intellecap analysed the highly fragmented private sector practices of Tuberculosis (TB) diagnosis & treatment to identify opportunities for a Public-Private partnership for TB control. The result was the creation of a unique ‘Private Provider Interface Agency’ model that enables early detection of TB and appropriate treatment in the private sector. Intellecap designed the pilot and provided strategic and operational support to the client, partners and the Municipal Corporation of Greater Mumbai in implementing the pilot.
Intellecap created an innovation offering for the impact investing industry with a new impact fund performance measurement framework that captures several dimensions of impact such as the fund manager’s contribution, investee firm’s output and the local investment context. Called PRISM, this framework aims to create upstream and downstream transparency needed to maximize accountability in the impact investing sector. The development of this framework and web based platform was supported by IFC, GIZ and pioneer funds Unitus, Omnivore Partners, IntelleGrow and Aavishkaar. Their feedback and extensive discussions with other industry stakeholders were instrumental in refining and providing a critical practitioner’s perspective to the framework.

Tata Consultancy Services engaged Intellecap to develop a strategy to expand the outreach of its innovative mobile technology agro advisory platform (TCS mKRISHI). The mKRISHI phone connects farmers to experts who provide guidance and information on agricultural inputs, farm practices and market prices. This empowers the farmers to make sound decisions that augment their incomes and support good environmental practices.

Intellecap assisted TCS to identify its ‘last-mile’ outreach strategy. This involved establishing a partnership with Multi Commodity Exchange of India (MCX) to initiate a pilot in Maharashtra.
For the Searchlight Network, Intellecap was selected by the Rockefeller Foundation to conduct horizon scanning and forward looking analysis to spot development trends, early signals, ideas and cues as to where the world is evolving.

Intellecap built and launched a new virtual incubation platform StartupWave with support from GIZ and DFID. The platform aims to “democratize incubation”, and is a one-stop service providing a blend of virtual and in-person support that takes startups from idea to investment. Operationally, StartupWave provides pre-incubation & incubation services, followed by pitching opportunities to over 350 investors.

StartupWave was designed as a piece of industry infrastructure with the long term vision to work with thousands of entrepreneurs each year and complement the work that accelerators and space incubators do.

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Intellecap contributed to this global effort for four years since 2009, through a monthly publication - Searchlight South Asia. Our Searchlight research and analysis tracked urban poverty trends in Bangladesh, India, Nepal and Pakistan. The published content focused on issues, trends and solutions in sectors such as water, sanitation, healthcare and housing and on themes including urbanization, climate change and policy.
In September 2013, Intellecap led the successful closure of equity infusion into Punjab Renewable Energy systems (PRES), one of India’s leading fuel aggregation and supply companies focused on harnessing agricultural residue. In a backdrop where India witnesses an energy deficiency of 9% despite burning off 100 million tons of agricultural residue causing high levels of pollution, the impact of PRES can be far reaching.

As the sole advisor to this transaction, Intellecap leveraged existing investor relationships and culminated a deal with Swiss fund responsAbility Investments AG. The closure was achieved in a short period of less than two months.

In August 2013, Intellecap raised USD 2.5 million for Gramco Infratech Private Limited (Gramco) from SIDBI managed Samriddhi Fund. The transaction represents the successful consummation of a ‘first of its kind’ investment into a scalable agri-infrastructure business that addresses the challenges of agri-storage close to the farm. Gramco has a unique business model aimed at creating value in the post-harvest agri-commodity supply chain. This is enabled by addressing storage needs through infrastructure creation and driving strong market linkages for farmers. Gramco currently operates in rural Indian areas of Madhya Pradesh and aims to enhance farmer outreach to over 25,000 in the next five years.
In September 2012, Intellecap facilitated an investment of USD 4.5 million into Nationwide Primary Healthcare Services, a chain of general practitioner and pediatric clinics backed by Norwest Venture Partners. Nationwide creates single point medical care by bridging the gap between fragmented general practitioner services and expensive hospitals. It plans to use the funds to open 1,500 clinics across India over the next five years.

Intellecap identified ‘Organized and Quality Primary Healthcare’ as a market gap through its research on the Healthcare sector in India. Intellecap then worked with Dr Santanu Chattopadhyay, an eminent medical expert working to revive the age-old concept of family doctors in India.

In September 2012, Intellecap facilitated the acquisition of Kolkata based MFI Arohan by IntelleCash, an MFI with a focus on low-income states. In a first of its kind transaction in the sector, Intellecap created a unique structure that flipped the ownership structure of the Company from Foreign (majority) to Indian (majority), thus creating room for future funding and growth. Besides IntelleCash & Aavishkar Goodwell Fund, existing investors of Arohan also infused fresh equity into the company to create a Market Leader in Financial Inclusion for Low-Income-States (LIS) and North-East.
Sankalp Forum aims to influence the global inclusive development discourse through its work with entrepreneurs, impact investors and inclusive businesses in developing markets. Keeping entrepreneurs and the social impact that they create at its core, Sankalp engages Governments, corporations, influential platforms like the G8 and G20, media and civil society to drive a paradigm shift in inclusive development approaches.

Sankalp’s global Summit, held in India annually, brings together over a 1,000 of these engaged stakeholders from around the world to discuss, debate and create a roadmap for development. The Forum expanded to Africa in 2013, and is actively looking to engage with other developing markets in Asia. Since its inception in 2009, it has connected over 400 enterprises to investors and funders, and built an engaged community of over 23,000.
Launched in April 2012, Intellecap Impact Investment Network (I’N) is India’s first angel network focused on making investments into early stage impact enterprises. With a goal to build a vibrant network of HNIs and institutional investors, I’N leverages capital and expertise of its members to plug early-stage funding gaps. The Network’s USP lies in deep sourcing of impact enterprises, careful screening to identify the most scalable ones, showcasing them to investors, and aiding in the entire transaction process with follow on post investment support.

I’N has over 50 investors and partners, has screened over 300 companies, and has facilitated investments into 7 impact enterprises.
IntelleGrow provides tailored, flexible debt to small and growing businesses that have the potential to address India’s development challenges. Founded in 2012, with funding from Intellecap and Shell Foundation, IntelleGrow has grown quickly to help fill a demonstrated market need for ‘missing middle’ financing for innovative enterprises working in one of six priority sectors: Clean energy, financial inclusion, healthcare, water & sanitation, agriculture supply chain and education. Unlike traditional collateral-based lenders, IntelleGrow uses a ‘venture debt’ approach, lending primarily on the basis of business viability and cash flows to offer loans customized to the particular needs of each enterprise.

With additional investment from the Michael and Susan Dell Foundation and Omidyar Network in early 2014, IntelleGrow will have lent to more than 200 companies across India and carry a loan book of at least INR 250 crore by FY 2016.
Arohan is one of the most respected microfinance institutions in Eastern India with a mission to provide financial inclusion to poor households. A Non-Banking Finance Company (NBFC) with headquarters in Kolkata, Arohan operates in the low income states of Bihar, Assam and West Bengal through 75 branches. The Company played a pioneering role in introducing individual lending to micro-entrepreneurs in urban areas and currently offers innovative micropensions and insurance products to its customers. Arohan’s loan portfolio currently amounts to USD 31.6 million, catering to the financial needs of over 200,000 customers.

Through an acquisition in September 2012, Arohan joined the Intellecap Group. This acquisition involved incremental investment of more than USD 5 million and represented the first significant consolidation in India’s microfinance sector. In September 2013, Aavishkaar Goodwell-II and Michael and Susan Dell Foundation invested a further amount of USD 3.4 million in the organization.
Our Strategic Investor

In 2007, Legatum Ventures made a significant equity investment in Intellecap to support our global growth and expansion.

Legatum is a private investment group with a 25 year heritage of global investment, allocating proprietary capital to businesses and programs that promote sustainable human development. Based in Dubai, the Legatum Group includes Legatum Capital, a private investment firm that manages a multibillion dollar portfolio in the global capital markets and Legatum Ventures, which invests in businesses in the developing world that deliver both financial and social returns.

In 2007, Legatum founded the Legatum Center at MIT to provide fellowships for MIT graduate students who intend to launch promising enterprises in the developing world. In addition, the Legatum Institute, an independent, non-partisan think-tank in London, publishes The Legatum Prosperity Index, the world’s only global assessment of national prosperity based on both wealth and well-being.
Our Strategic Collaboration

Intellecap often collaborates with Aavishkaar to promote social enterprise, impact investing and inclusive business in India and around the world.

Aavishkaar provides risk capital and support to early stage ventures that are commercially viable and also have significant social impact. Aavishkaar has assets under management of more than USD 130 million and has invested in over 30 enterprises. These companies have reached over 5.6 million poor and low-income people in India.

Aavishkaar won the World Business Award in 2006 in recognition of being one of the best for-profit business models helping to achieve the Millennium Development Goals. In 2010, the G20 SME Finance Challenge identified Aavishkaar as among the 14 global ideas that will spur entrepreneurship at the BOP. Aavishkaar was an Investment Partner to Intellecap’s 2012 Sankalp Summit.
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