GENDER

Globally, there is a substantial gap in access to finance for women entrepreneurs & women-owned MSMEs which is approximated at USD 11.7 Tn, resulting in their reliance on informal financing avenues¹. This gap is a culmination of age-old gender biases related to creditworthiness and misconceptions around businesses led by women. Access to financial assistance for women entrepreneurs is further impeded due to lack of collateral, with majority of women having limited entitlement to assets & property. However, it has been seen that women-owned enterprises are more profitable compared to those owned by men (31% more profitable on average compared to 19%) and hence require increased financial assistance & investments for growth and scale.

In India, 15 Mn MSMEs are run by women, primarily in the manufacturing sector². It has been estimated that 70.37% of financing demand of women entrepreneurs in India remains unmet, along with a staggering 90% financial access gap, thereby resulting in a financing gap of INR 1.37 Tn³. To address this, the Government of India has introduced various schemes and initiatives aimed at fostering the growth of women-led businesses.

¹Source: World Bank ²Source: Industry estimates ³Source: IFC

VIVRITI'S PORTFOLIO

At the core of Vivriti's growth as an organization, we are committed to sustainable transition within our own operations and beyond through our financing and investing avenues.

We adopt a gender-sensitive & inclusive approach to financing, actively avoiding any form of gender bias. Our gender-focused lending supports women entrepreneurs & women-owned businesses, thereby tapping into the huge market opportunity to help bridge the financing gap that prevails in the country.

At group level, 4.31% of our total portfolio caters to women borrowers.

CONTRIBUTION TOWARDS UN SDGs









GENESIS OF ISPROUT

iSprout was established in 2017 as a self-funded start up and has expanded to six cities - Hyderabad, Vijayawada, Pune, Chennai, Bengaluru and Gurgaon (NCR). The idea for iSprout originated from the woman founder, Sundari Patibandla's experience as a chartered accountant, where she frequently encountered the challenge of clients needing an office address to complete their business registrations and licenses. This led her to realize the potential demand for dedicated co-working spaces.

iSprout's fast growth is testimonial to their vision and efforts towards providing inspiring and well-equipped well-designed office spaces, with breakout spaces and workspaces, for startups and established companies. iSprout plans to expand to other cities like Kolkata, Mumbai, Ahmedabad and Kochi.

VIVRITI'S ENGAGEMENT WITH ISPROUT

iSprout is led by Ms. Sundari Patibandla, an experienced Chartered Accountant and Mr. Sreenivasa Rao Tirdhala, a technology and software driven entrepreneur. The founders have an experience of 20+ years each in their domains.

From VAM's first association in 2023, it was Ms. Sundari's vision to take iSprout to greater heights and VAM's purpose to support women entrepreneurs that led to this partnership. Post VAM's association the company has scaled up its operations twice its size in terms of both revenue as well as operations and has witnessed a sharp rise on P&L metrices with a rating upgrade. The facility has empowered iSprout in successfully closing centres at the optimum cost and quicker delivery of centres to the end users. Looking at this trajectory VAM further invested in iSprout NCDs in FYQ12025.

ESG SCORE AS PER VIVRITI'S SUSTAINABILITY MODEL



VIVRITI SA3 (59%)

A company that has implemented sustainability roadmap to address ESG risks and is on the path to strengthen a robust framework

IMPACT MEASUREMENT & MANAGEMENT THEORY OF CHANGE Coworking spaces are rapidly gaining traction among businesses in India, with demand doubling over the past four years. In Q1 2023, they accounted for a 27% share of the net absorption of 8.2 Mn sq. ft. across the top seven cities, up from 14% in Q1 2019 The surge is driven by the rise of the gig economy, startups and small and medium enterprises seeking flexible and cost-effective office solutions with shorter lock-in periods The post-pandemic shift further fueled demand, especially among IT/ITeS sectors, for collaborative and flexible workspaces over traditional offices. Moreover, this demand extends beyond tier 1 cities into tier 2 cities











TESTIMONIAL FROM THE CEO

As a CEO of iSprout, our partnership with Vivriti has been instrumental in driving our financial strategy forward. During and Post Covid there was an impact in the Businesses, thus affecting our growth and financials. Vivriti stepped in to assist us to raise funds to navigate through those challenging period and continues to do so. Vivriti is like a partner for us in fuelling our Growth strategy.

Their personalized approach and dedication to understanding our unique challenges have truly set them apart. We look forward to continuing our collaboration with Vivriti as we navigate future opportunities and challenges in the current market



Sundari Patibandla - CEO and Co-founder, iSprout