



Training Blue Collar Youth For White Collar Jobs



PROBLEM WITH TRAINING FOR BLUE COLLAR JOBS

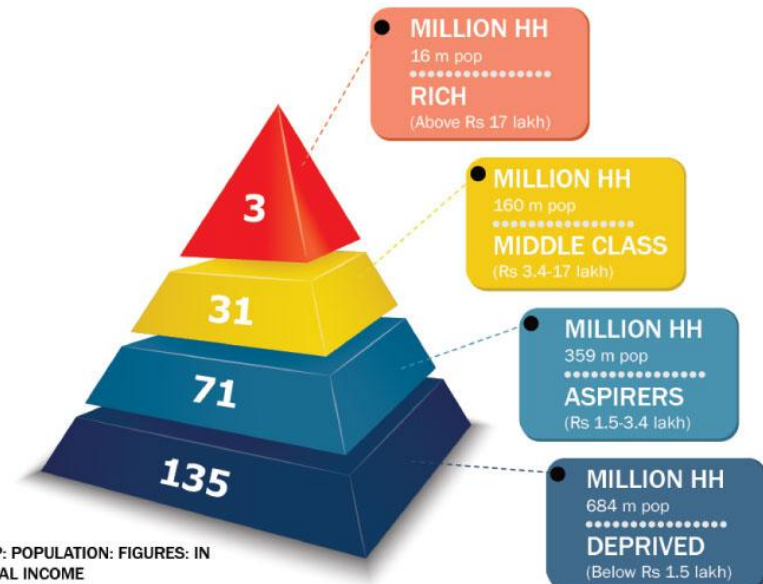
Low-income rural & urban students mostly trained for vocational/blue-collar jobs

Entry level vocational jobs in mfg, healthcare, retail & data entry only give salaries upto Rs. 1.5 Lac per annum

Families continue to be in the 'Deprived' category

Indian Income Pyramid

Entire country stratified by NCAER-CMCR 2010 annual income data



HH: HOUSEHOLDS; POP: POPULATION; FIGURES: IN MILLION EXCEPT ANNUAL INCOME STRATA (IN RS LAKH); TOTAL HOUSEHOLDS: 240 MILLION;
SOURCE: NCAER-CMCR DOOR-TO-DOOR SURVEY

WHY CAN'T BLUE COLLAR YOUTH GET WHITE COLLAR JOBS?

Outdated & low-quality basic education in India limits low-income students to informal or blue-collar jobs

White Collar employers want candidates with a certain personality with key soft & hard skills

Majority of low-income youth lack the required professional communication, personality & skills i.e. rounded skillsets and experience.

A demographic disaster?

Hence, most blue-collar aspirants are unable to climb up the skill ladder despite the availability of jobs

WHITE COLLAR



BLUE COLLAR

ONLY A WHITE-COLLAR JOB CAN HELP



- ✓ Get low-Income families out of the poverty trap
- ✓ Get salaries of ₹1.50 lakh per annum and above
- ✓ To move from “Deprived” to “Aspirers” Category of Indian Income Pyramid



SAGE's SOLUTION:

Students from Blue Collar Families Are:

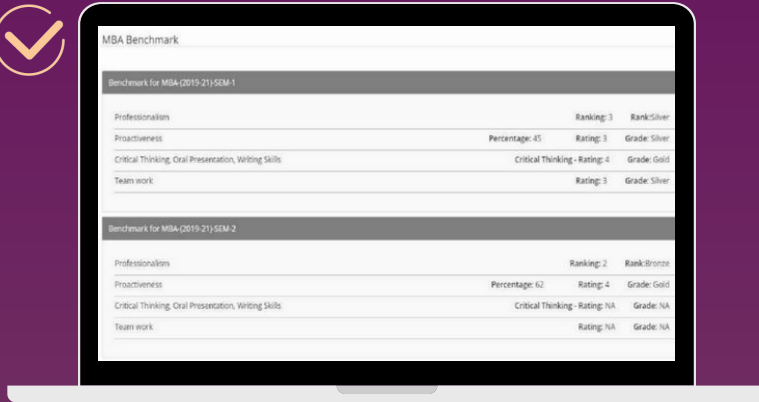
- Assessed for employability traits
- Trained in English communication
- Taught by industry managers
- Trained in Soft skills needed for a job
- Given mock job interview sessions
- Counselling regularly to keep them on track



Via a smartphone app supported by online classes



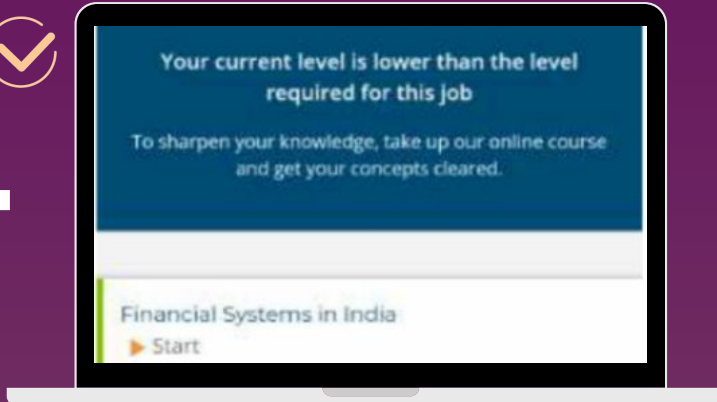
OUR PROPRIETARY EMPLOYABILITY FRAMEWORK



MBA Benchmark			
Benchmark for MBA (2019-21) SEM-1			
Professionalism		Ranking: 3	Rank: Silver
Proactiveness	Percentage: 41	Rating: 3	Grade: Silver
Critical Thinking - Oral Presentation, Writing Skills		Critical Thinking - Rating: 4	Grade: Gold
Team work		Rating: 3	Grade: Silver
Benchmark for MBA (2019-21) SEM-2			
Professionalism		Ranking: 2	Rank: Bronze
Proactiveness	Percentage: 62	Rating: 4	Grade: Gold
Critical Thinking - Oral Presentation, Writing Skills		Critical Thinking - Rating: NA	Grade: NA
Team work		Rating: NA	Grade: NA

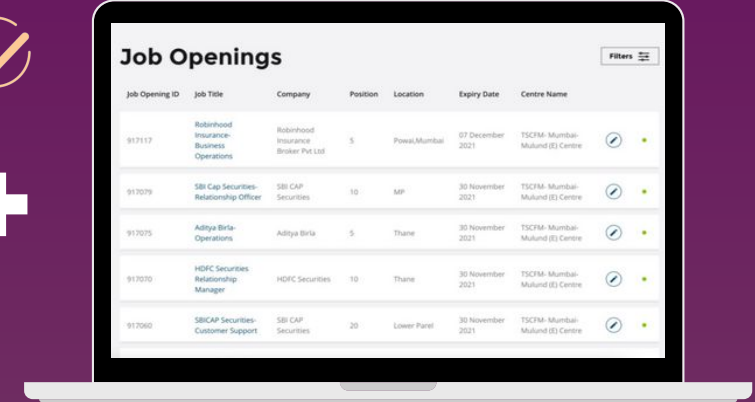
Data Analytics

To measure the soft/hard skills per job role and industry knowledge required



Behavioral Science

To train and nudge students towards these identified standards



Job Openings							Filters
Job Opening ID	Job Title	Company	Position	Location	Expiry Date	Centre Name	
917117	Robinhood Insurance-Business Operations	Robinhood Insurance Broker Pvt Ltd	5	Powai, Mumbai	07 December 2021	TSCFM- Mumbai- Mulund (E) Centre	✔
917079	SBI Cap Securities- Relationship Officer	SBI CAP Securities	10	MP	30 November 2021	TSCFM- Mumbai- Mulund (E) Centre	✔
917075	Aditya Birla Operations	Aditya Birla	5	Thane	30 November 2021	TSCFM- Mumbai- Mulund (E) Centre	✔
917070	HDFC Securities Relationship Manager	HDFC Securities	10	Thane	30 November 2021	TSCFM- Mumbai- Mulund (E) Centre	✔
917060	SBI CAP Securities- Customer Support	SBI CAP Securities	20	Lower Panel	30 November 2021	TSCFM- Mumbai- Mulund (E) Centre	✔

AI Driven

To analyze student capabilities, provide customized training pathways, and match the right job with the right student

SAGE Foundation has trained & placed thousands of low-income students into white-collar jobs



**Students develop
capabilities required
by white-collar
recruiters**



IMPACT ACHIEVED

90%	14,000+	100%	₹ 2.4 - 3.5 LPA	45 - 90 Days	250+
Job Placement Rate.	Students Trained & Placed	Candidates employed at better/ same CTC after 1 year	Average Pay Package	Duration of Course	Hiring Partners

- **Guaranteed Placement Support**

If a student fails to get a job, he/she is eligible to enroll in the course again without an additional fee. This way we assure quality candidates for recruiters and fair opportunities to students



STUDENT SUCCESS STORIES

Neha Raghani



Neha's father passed away last year and his plumbing supplies shop had shut down.

After taking our program, Neha is working in IIFL Securities as an Equity Dealer. Her monthly salary of Rs. 28,000 is of great support to the family

Tapasya Naicker



Tapasya's parents were hospitalized due to COVID. Her family had no income for more than 6 months before she joined her program.

She is now working on HDFC Securities as a Relationship Manager at a salary of Rs. 24,000 per month. She is currently the only earning member of the family.

Komal Rajaram



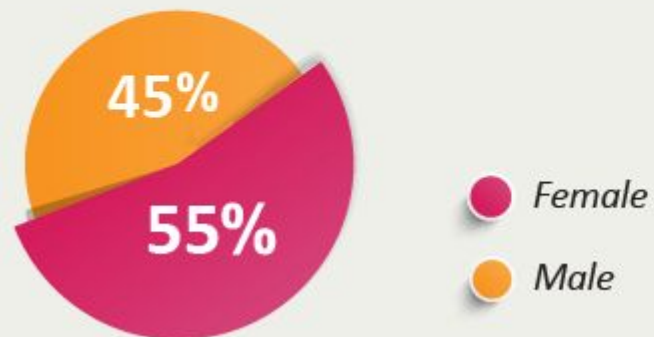
Komal's father lost his job in a restaurant that shut down due to COVID. Her mother works as a domestic help but her salary is not enough to support the family.

Komal's monthly salary of Rs.24,000 working as a Relationship Manager in HDFC Securities augments this meagre income

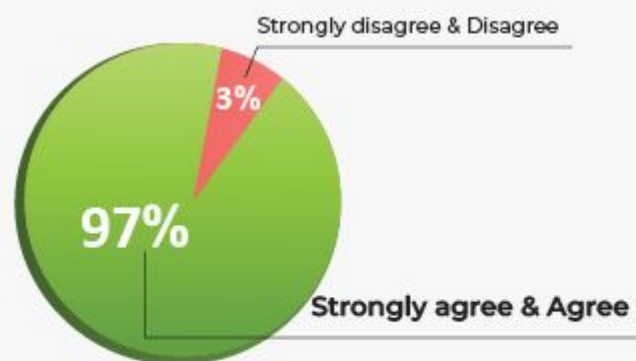


EFFICACY OF PROGRAM AS PER THIRD PARTY AUDIT

55% of Candidates Are Female



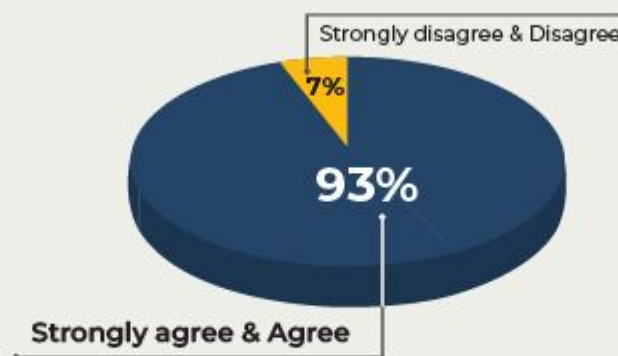
Efficacy of the Course Curriculum



97% respondents stated that the program was helpful in developing an understanding of the BFSI sector

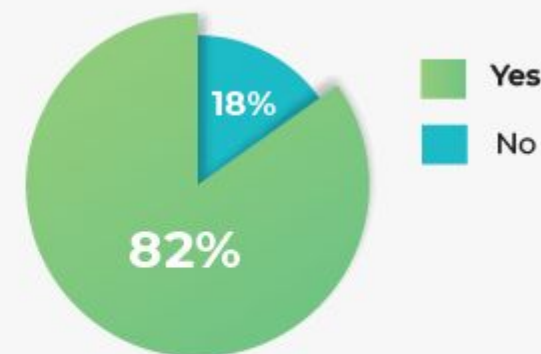
OECD Consideration	Score	OECD Consideration	Score
Relevance	★★★★★	Efficiency	★★★★☆
Coherence	★★★★☆	Impact	★★★★☆
Effectiveness	★★★★☆	Sustainability	★★★★☆

Efficacy of the LMS/App



93% respondents stated that the LMS system/App was instrumental in facilitating learning

Availability of trainers



82% respondents stated that the trainers were available for further discussion to resolve concerns after class

IMAPCT ROI OF 11x FOR GRANT FUNDERS*

$$\text{Return On Investment*} = \frac{\text{No of Candidates Trained} \times (\text{Placement\%}) \times (\text{Avg Annual Salary})}{\text{Program Cost}}$$

SAGE Foundation provides an ROI of 11.25x for each rupee invested by grant funders
The industry average for Skilling NGOs as per Sattva's survey was 6.67x ROI.

SAGE Foundation trains 500 low-income students and places them in white-collar jobs at an average annual salary of Rs. 2.50 Lakh at roughly 90% placement rate for each Rs 1 Crore invested by grant funders.

***Sattva Consulting formula for assessing the Impact ROI of skilling programs, to help grant funders determine where to allocate their funds.**

STRATEGIC PARTNERSHIP FOR GROWTH

Student Acquisition Partners



Supporting Partners



Academic Partners



Grant Funders (FY20 to FY23)



SAGE IS PART OF THE SHAHANI GROUP

- **Shahani Academic & Global Empowerment (SAGE)** Foundation was incorporated in 2007 to educate under-resourced children.
- Shahani Group is an **independent, education nonprofit organization** whose mission is to improve the practice of continuous learning, collaboration, and change in the education sector.
- The Group has been in education **for more than 60 years**.
- Members are on the management of **27 iconic colleges in Mumbai**.

Other Initiatives includes



Thadomal Shahani Centre For Management (TSCFM) –
Chain of Business Schools (Registered as SMART Institute)



UnLtd India –
Incubator for Social
Entrepreneurs



Shahani Trust –
Public Charitable
Trust in Education



**Ask Talent
Services** –
Corporate Training



Ask. Careers –
Edtech Ecosystem



LEADERSHIP



Dr. Maya Shahani

Dr. Maya Shahani is the **Chairperson** of the Shahani Group and the Thadomal Shahani Centre for Management (TSCFM) which are synonymous with the promotion of quality education. She is also the Trustee of the HSNC Board, which run 27 prestigious educational institutes in Mumbai and is the parent body of the **HSNC University**.

As the **Vice Chairperson of Global Dialogue Foundation (GDF)** Dr. Shahani works under the aegis of the United Nations Alliance of Civilizations to bring in Unity in Diversity through embracing all cultures. Through her efforts India is recognized as the Global Headquarters of United Civilizations.

Dr Shahani is currently working with Dr Tony Nader (Leader of the Global Country for World Peace), along with Janet Attwood, to train the students of her various institutes in the technique of Transcendental Meditation for World Peace and to set up a Vedic Village in India.

A recipient of several prestigious awards, she is as comfortable meeting global leaders as she is working in villages and slums. With “Ethical Excellence” as her credo, she fulfills her duties with compassion, love and commitment.



Dr. Akhil Shahani

Dr. Akhil Shahani is the **Managing Director** of The Shahani Group, which runs a franchised range of colleges. His colleges incorporate global industry-oriented education systems that make their graduates truly employable. With an MBA from the Kellogg Graduate School of Management and a Doctorate in Education from the University of Liverpool, Akhil is trying to bring international methods of education to

India. He believes that quality education involves academic learning and developing one's network, personality, and values.

In addition, Akhil serves as the **Chairman of Global Discovery Schools**, which are a franchised chain of 14 innovative schools. He was previously a venture partner at Kaizen Private Equity, which invests in education. He also mentors young entrepreneurs in his spare time.

Akhil has been listed among the 10 most influential education entrepreneurs & one of the top 50 Thought Leaders in Higher Education. He is the recipient of many awards for his work in education like the Jamnalal Bajaj Award, Bharat Shiromani Award, PIMR Outstanding Educationist Award, Rex Karamveer Chakra Gold Award, the Bharat Gaurav Award and the Indira Gandhi Priyadarshini Award among others.

INDEPENDENT DIRECTORS



Jetu Lalvani

Jetu is a Managing Partner of Kaizenvest, an education-focused fund management firm, headquartered in Singapore. He is responsible for driving the firm's portfolio management, and impact assessment and sits on the firm's investment committee. Also being the ESG officer, he supports portfolio companies in strategy definition,

operations execution, hiring, reporting management, and corporate governance. He has 30 years of experience in investing and building companies from the ground up.



Gaurav Singh

Founder of Futuristic Wealth Creation Network - a venture-building and scaling platform enabling the legends of tomorrow to support the #RiseOfBharat, Gaurav is an adept business strategist, start-up mentor, and growth leader with 20 years of entrepreneurial experience, Gaurav has proven expertise in business planning, growth strategy, and M&A across a

wide array of sectors. He is a seasoned angel investor backed by a history of building a diverse and robust global investment portfolio for large single-family offices and the UHNI community.



ADVISORY BOARD



Niranjan Hiranandani

Indian billionaire entrepreneur, co-founder, and managing director of Hiranandani Group, engaged in real estate business. He is ranked by Forbes among the 100 richest Indians



Devan Kampani

MD, JM Financial Investment Banking and an MBA from New York University, Devan has been a senior member of the JM Financial group over the last 20 years.



Ronil Sujan

Runs proprietary investment fund, Raaga Holdings out of Singapore. He has over 20 years of experience across India, Asia, and the USA. Ronil was the Managing Director & Head of Investment Banking Asia-Pacific at Rabobank International.



OUR TEAM



Shreekant Pol
Dean- Students



Sonu Daga
Head of Finance & HR



Jugnu Dutta
VP - Corporate Relations



Shodhan Michael
VP - Sales



THE SHAHANI GROUP AWARDS

The Most Credible Platform, successfully educated, skilled,
and placed **10,000 students over the past 3 years**



Ranked 3rd out of all the Business Schools in India offering Global MBA



Most outstanding Education Group 2020 by AI Magazine(UK)



Management College of the year - 2017 by Higher Education Review Magazine



PIMR Outstanding Educationist Award



CII Education Excellence Award



CFBP Jamnalal Bajaj Award for Ethical Business Practices Presented by Late Dr.APJ Abdul Kalam



Ranks in Top 100 Indian Universities for Technological Excellence



National & international compendium's Lifetime Achievement



DNA Award for Industry Institute Interface



REX Karamveer Gold Chakra for Education



Recognized by Clinton Global Initiative for our Work Developing Livelihood in Indian Village



Valuable & Exemplary Contribution to the Education Community



Bharat Shiromani Award



XL Extraordinary Lives Award



Global Peace Initiative Award

THE SHAHANI GROUP RECOGNITIONS



**Best Employer Brand
Award 2019**



**Clinton Global Initiative
Award at the hands of
President Bill Clinton**



**CFBP Jamnalal Bajaj Award
for Ethical Business Practices**



**REX Karamveer Gold Chakra
for Education**



**DNA Award for Industry
Institute Interface**



**Bharat Shiromani
Award**



**CII Education
Excellence Award**



**PIMR Outstanding
Educationist Award**



Thank You

