## INDEX

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO’s Note</td>
<td>1</td>
</tr>
<tr>
<td>A Better World for All of Us</td>
<td>3</td>
</tr>
<tr>
<td>21 Years of Impact</td>
<td>6</td>
</tr>
<tr>
<td>Healthcare</td>
<td>10</td>
</tr>
<tr>
<td>Agriculture</td>
<td>18</td>
</tr>
<tr>
<td>Appendix A</td>
<td>26</td>
</tr>
<tr>
<td>Appendix B</td>
<td>27</td>
</tr>
<tr>
<td>Appendix C</td>
<td>28</td>
</tr>
<tr>
<td>Our Enablers</td>
<td>29</td>
</tr>
</tbody>
</table>
We are currently experiencing a crisis that is unprecedented and of mammoth proportion. The COVID-19 pandemic gripped the world in 2020, putting lives, livelihoods and economies at halt.

*While the pandemic continues to wreak havoc on lives the world over and more so in India, the need for meaningful contribution of businesses, organizations and individuals has never been greater.*

The pandemic has brought to light the severity and urgency of social needs, especially in sectors related to health, education, gender inclusivity, climate and environment. The role of social enterprise incubators is not anymore just limited to efficient and strategic deployment of capital but also in backing innovation and creativity to answer some of India’s most critical issues. For us at Villgro, this has translated into building programs to incubate social enterprises that lie at the intersection of unique innovation, potential for high impact and the ability for sustainable scale.

There is immense value in recognizing that a diverse country like India cannot have a ‘one size fits all’ solution. Impact incubation and investing needs to consistently encourage newer models and practices while upholding the need of value creation for all involved in the process.
Villgro’s multidimensional incubation model is driven by the thesis of sustainable value creation. Impactful Innovation: Creating Value for All is the cornerstone of our work. It informs every stage of the business support and development product design and innovation including selecting user-centric or market-driven innovations; growth by helping companies build sustainable and stakeholder-centric go-to-market strategies; and assessing optimizing models for impact on individuals, organisations, systems and the physical environment to ensure sustainability and scalability.

Villgro’s incubation model looks at both pre-revenue and early stage revenue companies and provides incubation support to enable these social enterprises to go-to-market through strategic partnerships that add value and scale of growth. It is due to this consistent support provided to early stage companies that Villgro was awarded the title of Best Incubator of the Year by the Department for Promotion of Industry and Internal Trade in 2020.

Measuring the business value of incubation and accountability is a core area of our work at Villgro and its importance to ensure sustainable scalable impact can never be emphasised enough. Measured through six key parameters, monitoring helps the sustainable growth of social enterprises we support, keeps us accountable and gives us a deeper insight into the ways we can maximise scalable impact at the ground level. The measurement matrix followed at Villgro, based on the GIIN framework is not just beneficial for us and the incubatees we support but also for the sector.

Having gleaned insightful learnings from this model, we are happy to extend this framework and tools to others in the industry, so that together we can strengthen our measurement metrics going forward.

However, there is still a long way to go and we are still evolving as we continue to grow and find new and effective ways to measure our business value of impact and incubation.

We ran four impact deep dive studies this year, in partnership with 60 Decibels and Dhwani RIS. The studies helped us understand social enterprises better and will also help our incubatees incorporate customer feedback and social impact data into their business and strategy.

The studies and its findings have been talked about in detail, later in the report. This year we are also excited to launch annual incubation impact surveys for all the enterprises who graduated through our incubation program, to help make our business value of incubation measurement more robust.

There has never been a greater time in history for individuals, social enterprises and organizations to come together to find solutions that are innovative, disruptive. This will impact the triple bottom line and also enrich and help enhance the lives of people and systems associated with them. As we continue to identify and find measurement frameworks and methodologies that assess the real business value of impact incubation, we need people and industry to come together and collaborate to allow impactful innovation to thrive.

The journey is long and uphill at most times and at Villgro we call on you to join us to create a resilient and sustainable future for all.

Sincerely,

Srinivas Ramanujam
CEO, Villgro Innovations Foundation
A BETTER WORLD FOR ALL OF US

In 2015, the world united to tackle the issues affecting humanity through the 2030 Agenda for Sustainable Development.

A sum of $5–7 trillion annually is expected to be required globally to meet these targets. Of this, India alone requires approximately $0.6 trillion annually.¹

India currently ranks at

117/193

in the Sustainable Development Goals index.²

¹ IC Asha Impact Report – The India Impact Investing Story. June 2020
OUR FOCUS
Help India achieve socio-economic growth through a focus on six SDGs.

HOW WOULD WE DO IT?

Sustainable innovation
It’s innovation that is scalable, replicable and ready-to-launch in the market.

We identify and support for-profit enterprises that create bankable products through sustainable innovation
to improve lives at the bottom of the economic pyramid (BoP)

creating value for all.
MEASURING IMPACT

To achieve sustainable and scalable impact on social enterprises, we focus on measurement and accountability.

We assess the impact of our incubation model through six key parameters.

MEASUREMENT MINDSET

The Measurement Mindset tool helps us finetune our incubation models and keeps us and our incubatees accountable, ensuring sustainable growth for everyone.

THE WAY FORWARD

To create radical impact, social enterprises need to access financial markets driven by social returns in addition to financial gains.

By shifting the dialogue from “impact investing” to “investing for impact”³, the interplay between private and philanthropic capital, public sector and social enterprises will help social enterprises achieve sustainable impact goals for the country.

³ Pandit, V. and Tomhane, T. Impact investing finds its place in India. McKinsey, 2017
From 2001 to 2021, 21 YEARS OF IMPACT

Villgro supported 323 social enterprises who raised follow-on funding of INR 4,388+ million and impacted more than 20 million lives.

In 2020, Villgro incubated 35 companies of which

- 23% have at least one female founder
- 11% have solely female founder/s
- 31% are pre-revenue stage (product development and trial)
- 69% are revenue stage (product/service launched in the market)

*All companies have been listed in Appendix A*
SOCIAL IMPACT

Our impact indicators are guided by global best practice, based on the IRIS Catalogue of Impact Metrics by the Global Impact Investing Network.

Villgro’s incubatees have reached 27,805 beneficiaries

Contributing Sector % breakup of beneficiaries reached:
- Agriculture: 28%
- Health: 9%
- Clean Tech & Energy: 5%
- Education & Employment: 55%

Gender % breakup of beneficiaries reached:
- Female: 45%
- Male: 48%
- Unknown*: 7%

*About half of the total beneficiaries are unknown gender due to data collection limitations

Pre-Revenue Companies 27% of beneficiaries reached
Revenue Companies 73% of beneficiaries reached

The following companies focussed on women and contributed the largest proportion of total female beneficiaries
- Janitri: 57%
- Book My Bai: 14%
- Urdhvam: 13%
- Resham Sutra: 12%

ENVIRONMENTAL IMPACT

Enabled by agriculture, cleantech and energy sector companies

Water Saved: 238,534,000 litres

Energy Saved: 37,200 kWh

Land Sustainably Managed: 4,200 acres

Reduction of Greenhouse Gas Emissions: 9,800 Kg CO2

*The IRIS indicators Villgro aligns with have been enshrined in the Appendix B | + Calculated from decrease in water usage based on meter readings and estimated groundwater changes as reported by the companies, and using formulas as yet to be externally validated | *For agriculture companies, reduction in energy used in water pumping as measured & reported by the companies. For cleantech & energy companies, reduction is on the basis of increased energy efficiency from renewable energy products installed | **Reduction in GHG due to intervention as measured and reported by the companies. No. of units of product installed in the reporting period x (Energy Consumption of Product Replaced - Energy Consumption of Product)
IMPACT ON DIRECT JOB CREATION

Villgro’s incubatees created 422 direct jobs

Out of the total number of jobs created
77% were in revenue companies
23% were in pre-revenue companies

Sector % breakup of the direct jobs created:
- Agriculture: 21%
- Health: 28%
- Clean Tech & Energy: 34%
- Education & Employment: 19%

Gender % breakup of the direct jobs created:
- Male: 29%
- Female: 65%
- Unknown*: 6%
* due to data collection limitations

IMPACT THROUGH PARTNERSHIPS

Partnerships are crucial in creating long-term scalable impact

28% - government clients
39% - private clients who don’t directly impact BoP populations
12% - private clients who directly target BoP populations
22% - categorisation of institutions unknown*
*due to data collection limitations

ENABLING FINANCE FOR GROWTH

Pre-revenue companies raised more follow-on funding for every rupee of Villgro seed funding invested in them (5:1) than revenue companies (0.4:1)
Vilgro has reached 26 of 28 states in India with 60% of companies present in at least one aspirant state*

<table>
<thead>
<tr>
<th>Sector</th>
<th>No. of Aspirant states in which companies are present</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>🍃 🍃 🍃 🍃 🍃 🍃 7</td>
</tr>
<tr>
<td>Health</td>
<td>+ + + + + + + + + + 10</td>
</tr>
<tr>
<td>Education/Employment</td>
<td>🎓 🎓 🎓 🎓 🎓 🎓 6</td>
</tr>
<tr>
<td>Clean Tech and Energy</td>
<td>🔌 🔌 🔌 🔌 🔌 🔌 🔌 🔌 🔌 8</td>
</tr>
</tbody>
</table>

*Low performing states have been classified as ‘Aspirant’ based on their level of achievement on each SDG by the Government of India*

*SDG Index India, Niti Aayog, 2020*
HEALTHCARE
IMPACT IN-DEPTH

Taking a deep dive into innovative solutions by healthcare-based social enterprises that assist in the detection, prevention and management of ailments
ENABLING ACCESS TO AFFORDABLE AND QUALITY HEALTHCARE

The Sustainable Development Goal 3 aims to ensure healthy lives and promote well-being for all at all ages. At Vilgro, we support invention-based social enterprises focused on improving health outcomes for underserved communities through affordable, accessible and innovative solutions that span detection, management and prevention of ailments.

The findings highlight the nature and depth of impact of the product and its usage amongst patients and healthcare workers. It also throws light on the scope of improvement of the product, both through technical advancement and training and learning modules to allow greater adoption and adaptability across multiple markets in the country.

The impact studies highlighted in this section, conducted by Vilgro in partnership with 60 Decibels, aim to understand how innovations in healthcare are being adopted by individuals and institutions, specifically in under-resourced markets and healthcare setups, on the ground.

The studies help us better understand product strengths and weaknesses, enabling our companies to build on them and resolve, them towards creating greater scale and impact.

“ensure healthy lives and promote well-being for all at all ages”
NEURO TOUCH
by Yostra Labs

The product is a single point of care screening device for peripheral neuropathy, consisting of a variety of tests within a single device.

THE CHALLENGE

As the most common complication of diabetes in India, screening for peripheral neuropathy presents multiple challenges.

1 million + cases registered per year in India

Low testing due to lack of awareness

Cumbersome testing procedures involved

High financial repercussions to patients and their families
WHAT WE AIMED TO UNDERSTAND

Product reach and user profile
User product experience
User satisfaction and Net promoter Score (NPS)
Overall impact of the product

HOW WE DID IT

Our survey covered **50 NEURO TOUCH users** including **31 doctors** and **19 operators** across Karnataka, Tamil Nadu, Kerala, Andhra Pradesh, Telangana, Gujarat, Maharashtra, Uttar Pradesh and Rajasthan

OUR FINDINGS

- **74% users** did not have access to a similar product before
- **87% doctors** said the device led to earlier diagnosis of peripheral neuropathy
- **79% respondents** said their knowledge of peripheral neuropathy improved
- **68% respondents** said it gave their clinic a professional advantage over others
Barriers to Large Scale Adoption

1. Peripheral neuropathy tests are not currently a mainstream practice

2. Only 16% doctors & operators would be disappointed if they couldn’t use the product anymore

3. Doctors felt burdened by training operators due to low skill and high turnover

4. Net Promoter Score was 41, indicative that the product may be scalable

NEXT STEPS

Product Development and Maturity

- Enhance device usability by improving bluetooth connectivity for report transfer, providing eye-masks and having a larger screen

Go-to-Market and Business Strategy

- Develop comprehensive strategy for mainstreaming peripheral neuropathy testing in diabetes care
- Incorporate benefits to health clinics and professional learning in marketing communications

Operations

- Develop an accessible training program that caters to new users and provides refresher training to current users to ease burden from clinic-based doctors
The product is a labour monitoring tool integrated into a mobile application that easily and accurately collects FHR and uterine contractions data for overburdened healthcare workers.

**THE CHALLENGE**

*Fetal Heart Rate* (FHR) monitoring and *uterine contractions* are important parameters to *gauge fetal distress*.

70% of deliveries occur in **low resource** healthcare settings.

The dearth of healthcare workers and equipment, leads to approximately **2 million neonatal deaths** per year globally.

FHR monitoring is ignored due to **low availability of monitoring equipment**.
WHAT WE AIMED TO UNDERSTAND

Product reach & user profile  
User product experience  
User satisfaction & NPS  
Overall impact of the product

HOW WE DID IT

Our survey covered 234 doctors and nurses from Karnataka and Rajasthan

OUR FINDINGS

The tool improved quality of care, was easy to use and had few alternatives.

67% reported that avoidable labour complications decreased due to easy diagnosis.

Increased training led to greater usage and greater perception of indispensability.

Compared to users from Karnataka, users from Rajasthan received more responsive training which led them to view the product as more indispensable.
Barriers to Large Scale Adoption

1. 16% reported challenges in product usage such as poor functioning in regions with low-connectivity.

2. 51% doctors said they used the product because it was mandated by hospitals, and motivations behind purchase of the product were unclear.

3. Nurses showed a higher NPS score than doctors, as they were end-users and more aware of benefits.

4. The NPS was 23, or ‘Fair’, suggesting more can be done to improve scalability.

NEXT STEPS

Product Maturity

- Improve product usability and accessibility, such as additional local languages and better functionality in low-network settings.

Go-to-Market and Business Development

- Implement better responsive training and support to hospitals until the use of the product becomes embedded in routine practice.

- Understand motivations of hospital-level decision-makers to mandate the product and ensure Janitri is meeting their needs to improve scalability.
AGRICULTURE
IMPACT IN-DEPTH

Taking a deep dive into innovative technologies that focus on improving water management and equity among systems and smallholder farmers’ water use efficiency
TECHNOLOGY FOR COLLECTIVE GOOD IN AGRICULTURAL WATER USE

*Sustainable agriculture* is the common thread woven through all Sustainable Development Goals. The *SDG 2* specifically calls to “end hunger, achieve food security and improved nutrition and promote sustainable agriculture.” Investing in India’s agricultural sector will help address key issues of hunger, malnutrition, water, energy use, climate change, unsustainable production, consumption and zero poverty.

At Villgro, our efforts to back social enterprises in the field of agriculture focus on the equitable and sustainable distribution of irrigation water through innovative and technology-driven solutions for greater collective good. The impact studies highlighted in this section are deep dives into technologies that focus on improved water access and water equity, conducted by Villgro in partnership with Dhwani RIS. These studies help us not only strengthen on-ground performance of these social enterprises but also create business value for our incubatees. It aims to understand how technology innovations are being adopted by smallholder farmers and how it can be scaled up to improve agricultural water use efficiency at a systemic level.

The findings give us a clear picture of the impact across the spectrum of stakeholders and also helps us better understand the gaps in product adoption by individuals and systems, enabling our companies to resolve them towards better and efficient adoption.

*end hunger, achieve food security and improved nutrition and promote sustainable agriculture*
**ISHWAR by**

**Kritsnam Technologies**

**A tool that aims to improve irrigation scheduling** by using real-time data on water availability and requirement, through ground sensors integrated with satellite data

---

**THE CHALLENGE**

India has the **lowest water canal efficiency** at 38%

Canal management works on **schedules which haven't changed over decades**

Water User Associations (WUA) consisting of farmers are **largely non-functional**
WHAT WE AIMED TO UNDERSTAND

Product Effectiveness

Product Impact

Product Scalability

HOW WE DID IT

Our survey covered 243 farmers and representatives from local WUAs and the state Irrigation Department across four villages in the Tungabhadra Left Bank Canal in Karnataka

OUR FINDINGS

Irrigation Department uses old data and wrong assumptions in scheduling water release

- Minimum coordination and exchange of information between the WUAs and the Irrigation Department
- Ground-level feedback, cropping patterns, land use challenges not incorporated into the water release schedule

Current irrigation schedules don’t meet farmer needs

- 79% farmers reported challenges in accessing canal water for irrigation, which impacted quality of produce
- 50% farmers did not have a mechanism to measure the amount of water they needed
Barriers to Product Scalability

1. **Low functionality of WUAs** - 1 out of 9 were functional

2. **Low and inefficient inter-departmental coordination** and data exchange between WUAs and the Irrigation department

3. **Low farmer participation** - only 40% farmers currently participating in WUAs

**NEXT STEPS**

**Operations**

- Water usage data will be shared with WUAs and the Irrigation Department for **improved planning**
- **Deeper community engagement** through the revitalisation and upskilling of WUAs, whilst developing channels of communication between WUAs and the Irrigation Department
- **Training of 300 farmers** on data collection and use of data for effective planning, and **support revenue generation** for the WUAs based on water use by farmers

**Product Development and Maturity**

- Product refinement to **provide detailed information relevant to crop scheduling** including crop water requirements, crop cycle calendar hydro-dynamic models of canals, modelling scenarios and GIS layers of the canal infrastructure
BORECHARGER by Urdhvam
Environmental Technologies

The product aims to **increase the rainwater recharge rate** of borewells by 2 to 20 times. The tool helps perforate the existing borewell casing from the inside and allows harvesting rainwater from the topmost, seasonally replenishable unconfined aquifers.

**THE CHALLENGE**

India is the **largest user** of groundwater, with a third of India’s groundwater reserves being pumped **much faster than they are being recharged** by rainfall.¹⁰

It is estimated that by 2030, **54% of India’s borewells would go dry** and food production would fall by 30%.

**Groundwater depletion will have significant socio-economic impacts** like increased cost of water, drinking water scarcity, poor water quality, water conflict and severe economic distress for farmers.

---

¹⁰ Schneider, K. Groundwater Scarcity, Pollution Set India on Perilous Course, New Security Beat, 15 January 2019
WHAT WE AIMED TO UNDERSTAND

Product Effectiveness

Product Impact

Product Scalability

HOW WE DID IT

Survey with 75 farmers and NGO partners across 73 districts in Maharashtra

OUR FINDINGS

The Borecharger increased the availability of irrigation water and reduced dependency on a single source of water

- Use of borewells as an irrigation source by farmers increased from 42% to 68%
- Dependency on a single irrigation source dropped from 71% to 37%
- 78% farmers reported increase in the number of water availability days
- 20% farmers reported increase in acreage under cultivation

Product was received well among the farmer community

- 100% of farmers would recommend the BoreCharger to their family and friends
- 83% farmers reported not facing any challenges in using the borewells post recharge with Bore Charger
Barriers to Product Scalability

1. **High cost** of the product may limit accessibility and thus hinder scalability

2. Farmers reported concerns with the drilling method used during installation, and perceived a slight degradation of water quality after implementation

NEXT STEPS

**Go-to-Market and Business Strategy**

- **Awareness and training sessions** with farmers and NGO partners to address concerns around installation

- **Partnerships** with relevant public and private institutions to subsidise the cost of the product

**Impact Measurement and Enhancement**

- While the study highlighted increased water availability days, the findings may have been confounded by rainfall during the study period. A **re-assessment during the dry seasons** will provide stronger evidence of product efficacy on water availability and sustainable use of water

- **Water quality tests** to understand the impact of the product on water
## Appendix A.

List of companies present in Aspirant States

### Health

<table>
<thead>
<tr>
<th>Arunachal Pradesh</th>
<th>Chandigarh</th>
<th>Jharkhand</th>
<th>Uttar Pradesh</th>
<th>New Delhi</th>
<th>Rajasthan</th>
<th>Uttarakhand</th>
</tr>
</thead>
<tbody>
<tr>
<td>Janitri</td>
<td>NeoMotion</td>
<td>5C Network</td>
<td>5C Network</td>
<td>5C Network</td>
<td>5C Network</td>
<td>5C Network</td>
</tr>
<tr>
<td>Assam</td>
<td>Bihar</td>
<td>NeoMotion</td>
<td>NeoMotion</td>
<td>NeoMotion</td>
<td>Janitri</td>
<td>NeoMotion</td>
</tr>
<tr>
<td>5C Network</td>
<td>Chhattisgarh</td>
<td>Janitri</td>
<td>SpotSense</td>
<td>SpotSense</td>
<td>NeoMotion</td>
<td>NeoMotion</td>
</tr>
<tr>
<td>Flexmo</td>
<td></td>
<td>NeoMotion</td>
<td>Yostra</td>
<td>Yostra</td>
<td>Yostra</td>
<td>Redwing Labs</td>
</tr>
<tr>
<td>NeoMotion</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yostra</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Education and employment

<table>
<thead>
<tr>
<th>Bihar</th>
<th>Chhattisgarh</th>
<th>Madhya Pradesh</th>
<th>Nagaland</th>
<th>Odisha</th>
<th>Sikkim</th>
</tr>
</thead>
</table>

### Energy and Clean Tech

<table>
<thead>
<tr>
<th>Assam</th>
<th>Uttar Pradesh</th>
<th>Chhattisgarh</th>
<th>Odisha</th>
</tr>
</thead>
<tbody>
<tr>
<td>Devidayal Solar Solutions</td>
<td>Devidayal Solar Solutions</td>
<td>Resham Sutra</td>
<td>Devidayal Solar Solutions</td>
</tr>
<tr>
<td>Dharambir Food Processing</td>
<td>Dharambir Food Processing</td>
<td>Jharkhand</td>
<td>Hydrogreens Agri Solutions</td>
</tr>
<tr>
<td>Khethworks</td>
<td>Greenwear Fashion</td>
<td>Khethworks</td>
<td>Khethworks</td>
</tr>
<tr>
<td>Resham Sutra</td>
<td>Resham Sutra</td>
<td></td>
<td>Resham Sutra</td>
</tr>
<tr>
<td>West Bengal</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CoolCrop Technologies</td>
<td>Dharambir Food Processing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dharambir Food Processing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meghalaya</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hydrogreens Agri Solutions</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Agriculture

<table>
<thead>
<tr>
<th>Chhattisgarh</th>
<th>Gujarat</th>
<th>Maharashtra</th>
<th>Odisha</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic Foods</td>
<td>Urdhvam Environmental Solutions</td>
<td>Kritsam Technologies</td>
<td>ZooFresh Foods</td>
</tr>
<tr>
<td>Rajasthan</td>
<td>Uttar Pradesh</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BharatRohan</td>
<td>BharatRohan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Krimanshi Technologies</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Kritsam Technologies</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Appendix B:
Vilgro impact indicators aligned to IRIS metrics

<table>
<thead>
<tr>
<th>IRIS metric code</th>
<th>IRIS metric</th>
<th>Metric used at Vilgro</th>
<th>Applicable Sector</th>
<th>No. of companies tracking this indicator</th>
</tr>
</thead>
<tbody>
<tr>
<td>OI2444</td>
<td>Permanent Employees: Female</td>
<td>Number of direct jobs created for women</td>
<td>All</td>
<td>35</td>
</tr>
<tr>
<td>OI8889</td>
<td>Permanent Employees: Total</td>
<td>Number of direct jobs created</td>
<td>All</td>
<td>35</td>
</tr>
<tr>
<td>PD6424</td>
<td>Target Stakeholder Geography</td>
<td>Geographic distribution (State)</td>
<td>All</td>
<td>35</td>
</tr>
<tr>
<td>PI3330</td>
<td>Client Individuals: Female</td>
<td>Number of female end beneficiaries</td>
<td>All</td>
<td>35</td>
</tr>
<tr>
<td>PI3327</td>
<td>Client Individuals: Active</td>
<td>Number of end beneficiaries</td>
<td>All</td>
<td>35</td>
</tr>
<tr>
<td>PI263</td>
<td>Units/Volume Sold: Total</td>
<td>Number of products sold</td>
<td>All</td>
<td>13</td>
</tr>
<tr>
<td>PI6652</td>
<td>Client Organizations: Total</td>
<td>Number of client enterprises serviced</td>
<td>All</td>
<td>11</td>
</tr>
<tr>
<td>PI6372</td>
<td>Client Individuals: Smallholder</td>
<td>No of Client individuals (From underserved populations)</td>
<td>All</td>
<td>6</td>
</tr>
<tr>
<td>PI7623</td>
<td>Energy Savings from Products Sold</td>
<td>Energy Savings from Products Sold/Installed</td>
<td>Agriculture, Energy</td>
<td>4</td>
</tr>
<tr>
<td>PI263</td>
<td>Units/Volume Sold: Total</td>
<td>Number of user trials conducted</td>
<td>All</td>
<td>3</td>
</tr>
<tr>
<td>PI6798</td>
<td>Land Indirectly Controlled: Sustainably Managed</td>
<td>Land Indirectly Controlled: Sustainably Managed</td>
<td>Agriculture</td>
<td>3</td>
</tr>
<tr>
<td>OI3324</td>
<td>Energy Purchased: Renewable</td>
<td>Renewable energy used by product sold</td>
<td>Agriculture, Energy</td>
<td>1</td>
</tr>
<tr>
<td>PD973</td>
<td>Learning Hours Provided Type</td>
<td>Engagement Time on Task via Practice</td>
<td>Education</td>
<td>1</td>
</tr>
<tr>
<td>PD973</td>
<td>Learning Hours Provided Type</td>
<td>Engagement Time on Task via Feedback received</td>
<td>Education</td>
<td>1</td>
</tr>
<tr>
<td>PI836</td>
<td>Learning Hours</td>
<td>Hours spent by student users on the app</td>
<td>Education</td>
<td>1</td>
</tr>
<tr>
<td>PI9991</td>
<td>Supplier Individuals: Smallholder</td>
<td>No of smallholder supplier individuals</td>
<td>All</td>
<td>1</td>
</tr>
</tbody>
</table>
## Appendix C.

**List of all companies incubated in 2020**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>5C Network (INDIA) Pvt Ltd</td>
</tr>
<tr>
<td>2.</td>
<td>Aduvo</td>
</tr>
<tr>
<td>3.</td>
<td>Aindra Systems</td>
</tr>
<tr>
<td>5.</td>
<td>BeAble Health</td>
</tr>
<tr>
<td>6.</td>
<td>Blackboard Radio</td>
</tr>
<tr>
<td>7.</td>
<td>BharatRohan</td>
</tr>
<tr>
<td>8.</td>
<td>BookMyBai</td>
</tr>
<tr>
<td>9.</td>
<td>Cultyvate</td>
</tr>
<tr>
<td>10.</td>
<td>Devidayal Solar Solutions</td>
</tr>
<tr>
<td>11.</td>
<td>Dharambir Food Processing</td>
</tr>
<tr>
<td>12.</td>
<td>Flexmo</td>
</tr>
<tr>
<td>13.</td>
<td>Monc Technologies</td>
</tr>
<tr>
<td>14.</td>
<td>Morphle Technologies Pvt Ltd</td>
</tr>
<tr>
<td>15.</td>
<td>Nayam Innovations Private Limited</td>
</tr>
<tr>
<td>16.</td>
<td>Omix Labs</td>
</tr>
<tr>
<td>17.</td>
<td>FlyBird Innovations</td>
</tr>
<tr>
<td>18.</td>
<td>Greenwear Fashion</td>
</tr>
<tr>
<td>19.</td>
<td>Promorph</td>
</tr>
<tr>
<td>20.</td>
<td>Hydrogreens Agri Solutions</td>
</tr>
<tr>
<td>21.</td>
<td>Janitri</td>
</tr>
<tr>
<td>22.</td>
<td>Khethworks</td>
</tr>
<tr>
<td>23.</td>
<td>Krimanshi Technologies Private Limited</td>
</tr>
<tr>
<td>24.</td>
<td>Krtsnam Technologies Private Limited</td>
</tr>
<tr>
<td>25.</td>
<td>NeoMotion</td>
</tr>
<tr>
<td>26.</td>
<td>ONGanic Foods Pvt Ltd</td>
</tr>
<tr>
<td>27.</td>
<td>Oscillo Machines Private Limited</td>
</tr>
<tr>
<td>28.</td>
<td>RAAV Techlabs</td>
</tr>
<tr>
<td>29.</td>
<td>Redwing Labs (Kitemaps AMS)</td>
</tr>
<tr>
<td>30.</td>
<td>Resham Sutra</td>
</tr>
<tr>
<td>31.</td>
<td>SpotSense</td>
</tr>
<tr>
<td>32.</td>
<td>Urdhvam Environmental Solutions</td>
</tr>
<tr>
<td>33.</td>
<td>Yostra</td>
</tr>
<tr>
<td>34.</td>
<td>Coolcrop Technologies</td>
</tr>
<tr>
<td>35.</td>
<td>ZooFresh Foods Pvt. Ltd.</td>
</tr>
</tbody>
</table>
Our Enablers

Rabobank

Mercedes-Benz

HDFC BANK

Hindustan Unilever Limited

birac

Family Planning Association of India

accenture

Fidelity International

The Lemelson Foundation

UBS Optimus Foundation

DAIMLER

Shell Foundation

Narayana Health

MAZUMDAR SHAW MEDICAL FOUNDATION

STICHTING DOEN

german cooperation

Implemented by giz
If you are a funder in Healthcare, Agribusiness and Climate Action, we invite you to reach out to us at info@villgro.org so we can create large scale social impact together.