

ACTIVATING MARKETS FOR THE MASSES

**IMPACT REPORT** 

As of 30 June 2015



#### 470,891 BoP Lives Touched

4.6x annual growth from June 2014 to June 2015 (52,321 lives per avatar)





452 Employees Recruited - 12% BoP (57 lives per avatar)

# Active in 20 States in India



68 Advisors Onboard

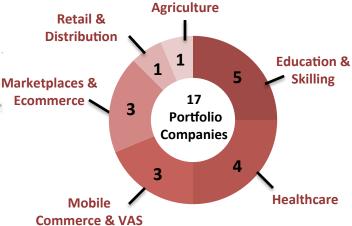


**30 Strategically Engaged Partners** 



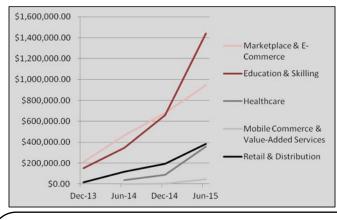
2.23x Leverage on Capital Invested\*

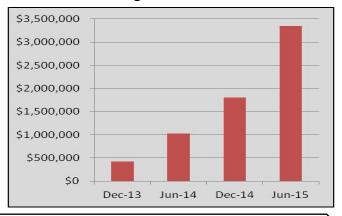




\*Additional capital raised as a multiple of Unitus investment

#### Cumulative Portfolio Revenue: 3.5x annual growth from June 2014





### - Coo

#### Healthcare

- 136,613 patients BoP patients in 7 states
- >500% annual revenue growth since June 2014

#### Ð

## Education & Skilling

- 28,667 BoP students in 12 states
- 217% annual revenue growth since June 2014

### 屜

### Marketplace & E-Commerce

- 191,097 BoP suppliers from 18 states
- •5% annual revenue growth since June 2014



## Mobile Commerce & VAS

- 11,285 BoP service providers in 2 states>500% annual
- revenue growth since
  June 2014



## Retail & Distribution

- •1,595 BoP suppliers in 11 states
- 186% annual revenue growth since June 2014
- Base of Economic Pyramid (BoP) Lives Touched include patients, students, artisans, kirana store owners, auto and truck drivers
- Employees include full and part-time paid staff of portfolio companies
- States Touched include Andhra Pradesh, Assam, Bihar, Gujarat, Jharkand, Karnataka, Kerala, Madhya Pradesh, Maharashtra, Manipur, Mizoram, New Delhi, Orissa, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh, West Bengal
- Advisors include Board Members, Advisory Board Members and 38 Venture Advisors on-boarded by Unitus Seed Fund
- Strategic Partners include Corporate Partnerships, State Governments, Para-government agencies, Nonprofits