



OMNIVORE[®] PARTNERS

IMPACT
REPORT
2016

Mark Kahn

Founding Partner

Jinesh Shah

Founding Partner



Omnivore Partners invests in startups from India developing breakthrough technologies for food and agriculture. Since we started investing in August 2011, the Omnivore portfolio has grown to eleven companies, all of which are working to fundamentally transform India's rural economy.

At Omnivore, we define ourselves as a "financial first" impact fund. For our LP investors, we seek to deliver market rate returns, comparable to other venture capital funds in India. At the same time, by investing exclusively in technologies for food and agriculture, Omnivore helps to improve the lives of farmers and rural communities across India.

In order to measure the impact of Omnivore portfolio companies, we focus on quantifying the "direct impact" of the technologies and business models they have developed. With the release of this Impact Report, we are proud to share the incredible achievements that Omnivore portfolio companies have delivered to date.

In aggregate, Omnivore portfolio companies directly impact the lives of 1.95 million farmers across India. That is to say, around two million Indian farmers use the products and services launched over the past few years by startups that Omnivore has invested in. This scale is reflected in the aggregate revenues of the startups in Omnivore's portfolio, which crossed INR 900 million in FY2015-16.

Geographically, you can find Omnivore portfolio companies operating in 22 states in India, including 11 low-income states.

Omnivore portfolio companies are also responsible for having created 1,033 new jobs to date. Many of these are in manufacturing, which aligns with the Government of India's "Make in India" initiative.

Omnivore's second fund is in the process of being launched, and we plan to increase the rigor of our impact measurement and reporting as we scale up. We recently joined the Global Impact Investing Network (GIIN) and are founding members of the Indian Impact Investors Council (IIC). Omnivore is committed to building the impact investing ecosystem in India, and the attractiveness of impact investments as an asset class.

We would like to thank you for your continued encouragement and support.

Best Regards,
Jinesh Shah & Mark Kahn

FUNDsummary

FUND LIFE **8 YEARS**



EXTENDABLE BY
1+1 YEARS



INVESTMENT
PERIOD

April 2012



First close

January 2014



Final close

December 2017



**End of
investment
period**

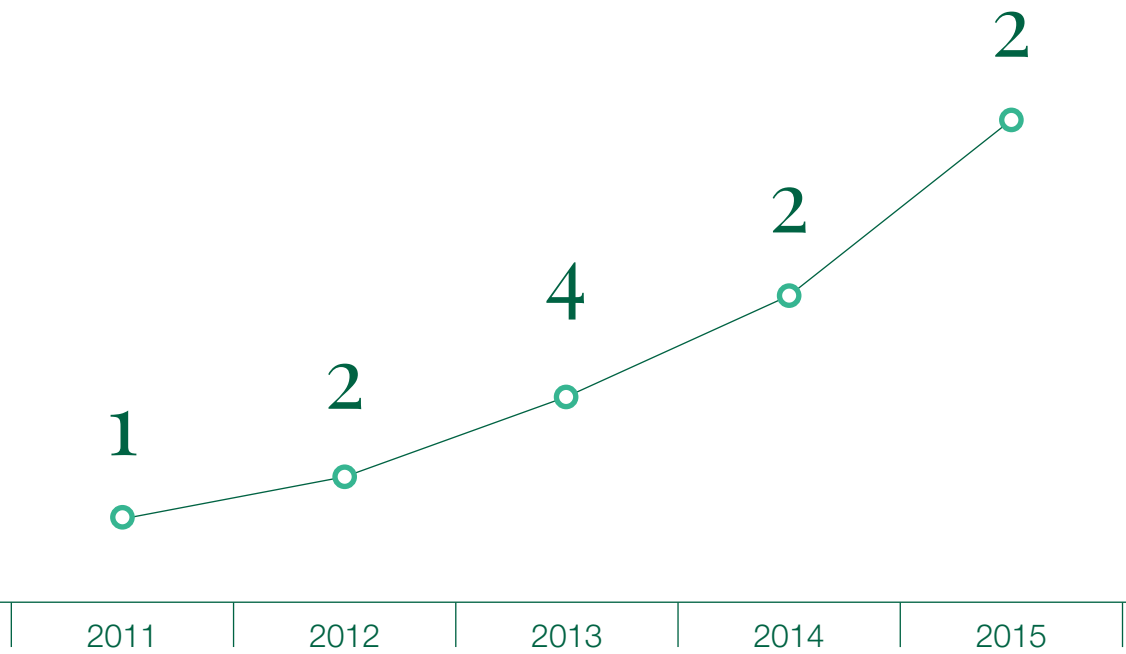
NUMBER OF
INVESTMENTS

11

ASSET CLASS

EQUITY

NUMBER OF investments



FUND
SIZE



2.62 BILLION

INVESTMENT focus



PORTFOLIOSummary



Retigence



TEAM omnivore



Mark Kahn
Founding Partner

Jinesh Shah
Founding Partner

Subhadeep Sanyal
Principal

Reihem Roy
Principal

Swarup Beria
Principal

Imran Khan
Finance Manager

Omnivore portfolio
companies directly
impact the
lives of **1.95** million
farmers through
their products &
services



Omnivore believes in reporting direct and measurable impact metrics exclusively. Indirect beneficiaries and the families of beneficiaries are not accounted for in our portfolio level impact assessment.

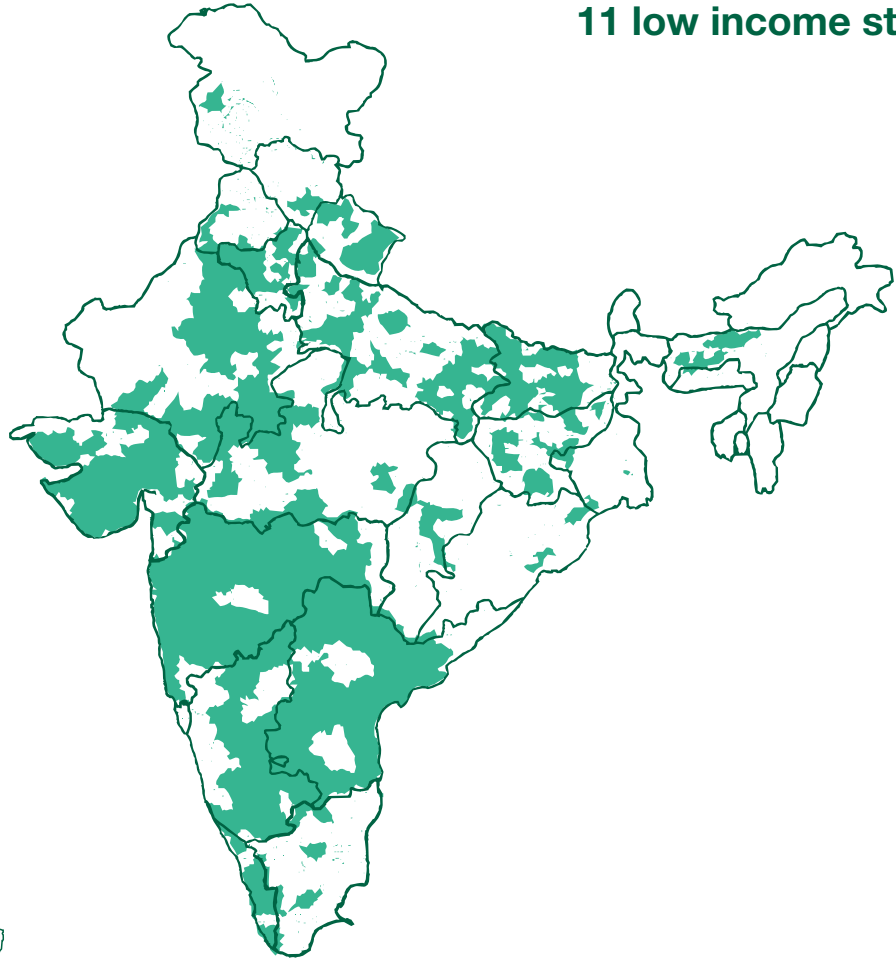


Omnivore commits its own resources to conduct social and environmental impact surveys and audits.

PORTFOLIO presence

Omnivore's investments are operational across 22 states in India including

11 low income states.



South-South cooperation is a key focus as portfolio companies expand into international markets that share similar development challenges.



Botswana
South Africa
Tanzania
Kenya

SKYMET

Skymet Weather Services is India's leading provider of risk solutions for weather and agriculture.



Skymet's extensive network of automatic weather stations (AWS) enables crop insurance claim settlements across India, while Indian farmers use Skymet's hyperlocal weather forecasts as a crucial part of their decision making process.



Skymet's AWS network is the largest of its kind in the country with over

3000 stations installed across 15 states



Skymet's AWS network enabled the settlement of

1.2 million

crop insurance claims by farmers in FY2015-16



Automatic Seed Drill

KHEDUT

Khedut Agro Engineering is India's largest manufacturer of automatic seed drills and innovative planting machinery.

Khedut's advanced planting solutions optimize resource usage while increasing farm yields significantly.

Direct savings from reduced expenditure on Seeds, Fertilizers, Fuel and Labor



Direct earnings from increased farm output



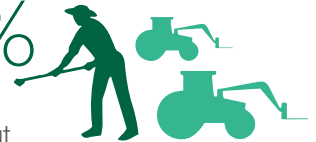
27%
reduction in
seed wastage



23%
reduction in
fertilizer use



15%
increase in
farm output



75000+

farmers across 19 states benefiting from Khedut's products

₹10.9 billion

benefit passed on to customers in FY2015-16 alone

AROHAN

Arohan Foods is India's largest pork processor, sourcing from smallholder pig farmers across North East India and retailing premium pork products nationwide.

Arohan sources pork from the poorest districts in Assam and works directly with marginal farmers to improve their livelihoods.



600

Arohan works with over 600 small and marginal farmers



38%

Pig farmers have grown their businesses on average 38% annually since beginning their interactions with Arohan foods



₹30 million

annual contribution to the rural economy in Assam alone



40%

Farmers witnessed up to a 40% increase in income after associating with Arohan Foods



75%

of farmers supplying Arohan are women

Barrix Agro Sciences develops integrated pest management (IPM) technologies that provide farmers with highly effective crop protection while reducing their dependence on toxic insecticides.

Adopting Barrix's solutions result in reduced expenditure on pesticides, notable increase in crop yields and better price realization due to improvement in crop quality.



₹300 million

in pesticide savings for farmers
in FY2015-16



625,000

acres protected by
barrix products

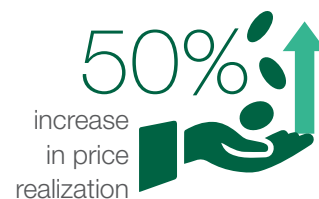


increase in crop yield

Barrix's products are currently
being used by over

250,000

farmers across 14 states



increase
in price
realization

STELLAPPS

Stellapps Technologies is India's first dairy technology solutions company, building automation tools integrated with cloud, mobility, and data analytics for dairy farms, cooperatives, and private dairies.

Stellapps flagship Automated Milk Collection Units provide hundreds of thousands of dairy farmers with fair and accurate prices for their milk every day without any human interference. The proprietary Contrak solution ensures the integrity of the dairy cold chain is maintained.



430,000

Stellapps's automated milk collection units cater to the needs of 430,000 small and marginal dairy farmers across 6 states

₹60 million

in farmer payments processed by Stellapps AMCU systems everyday

₹330 million


Stellapps enables over ₹330 million in additional income to farmers per year (*over what they would have earned otherwise*)



ERUVAKA

Eruvaka Technologies develops connected devices and mobile-based decision tools for affordable monitoring and automation of aquaculture farms.


Eruvaka's sensor driven smart solutions de-risk aquaculture, reduce energy consumption, reduce feed wastage and increase price realization.



₹35,000
average fuel saving
per year per pond



₹21 million
saved by indian shrimp
farmers this year alone



40%
decrease in
aerator usage

YCOOK

YCook is a leader in retort food processing technology, producing precooked vegetables, fruits and legumes that are ambient-stable and preservative-free.

YCook's contract farming program works closely with small farmers and includes the supply of seeds, nursery management, and extension services to ensure consistent quality.



900

Working directly
with 900 farmers



1400

acres of land
being cultivated



₹40 million

paid to farmers this year alone



MITRA

MITRA develops proprietary agricultural machines that automate labor-intensive functions for farmers in emerging markets.

MITRA's low cost, highly accurate sprayers play a significant role in improving the profitability of horticulture.



₹22,000/acre

in savings on agrochemicals annually due to MITRA's highly efficient automatic sprayers

₹36,000/acre

increase in crop yield



Estimated

₹72.5 million

impact on the grape growing belt in Nashik in FY2015-16 alone



1900

acres of land sprayed by MITRA's solutions

ECOZEN



Ecozen Solutions manufactures proprietary, solar-powered, micro cold storage units and water pumping solutions for farmers and rural communities.

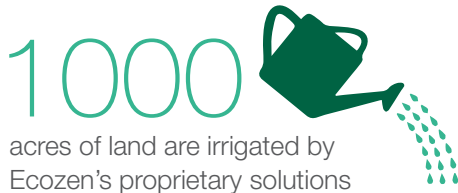
Ecozen operates across 7 states, including 4 low-income states.



In FY2014-15 alone, 3000 metric tons of farm produce were cooled onsite by farmers using Ecozen micro cold storage units



Ecozen's clean energy solutions for rural India generated 230 million units of carbon free energy in FY2015-16 alone



1000 acres of land are irrigated by Ecozen's proprietary solutions

Retigence

RETIGENCE

Retigence develops propriety algorithms to deliver big data solutions for inventory management, providing real time analytics for decision makers.



FRONTALRAIN

FrontalRain Technologies offers cloud-based supply chain software for agribusiness and food processing companies.



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