



IMPACT SPACE



RGVN (NE) Microfinance Limited: REACHING THE UNREACHED



RGVN(NE) Microfinance Ltd. head quartered in Guwahati provides microfinance services in the most underserved regions of India i.e seven North-eastern states. It is led by Ms. Rupali Kalita which makes it one of the few MFIs being led by a woman. Dia Vikas Capital partnered with RGVN in December 2008, when it had a total client base of 60,000 and a portfolio outstanding of Rs. 29 crore. As on March 2017, RGVN(NE) has a total client base of 408,000 and a portfolio of Rs. 6,883

million. Other than income generating loans, it also provides water and sanitation loans to clients. It also focuses on social performance management, which will help it find out the impact of the microfinance program on the lives of clients in the long term. Because of its good work for financial inclusion of unbanked people, Reserve Bank of India gave final approval to RGVN(NE) for launching small finance bank, which will help it offer savings products to clients.

Thank you Dia Vikas Capital/Padma Rajpal

ACUMEN'S NEW APPROACH TO IMPACT MEASUREMENT

Acumen created a new approach to impact measurement and management, Lean Data (LD), which helps build more impactful businesses by providing them with data on their social performance, customer feedback and behaviour. With this new approach, in just three years, they have spoken to more than 6,000 customers in India, and 35,000 globally and seen our portfolio companies in agriculture, energy, health, and education, making decisions based on what their customers are telling them. The Energy LD project is

our first sector specific deep-dive. Acumen is looking at the impact of energy access, aligned with global harmonized impact metrics, alongside Acumen standard impact and customer insight questions. They are also starting to benchmark social impact performance against industry standards, within their portfolio, and across other companies. In India, they have engaged with four of their Energy Portfolio Companies. You can read about the project here, and look out for updates in our Energy Impact Series.

Thank you Acumen Fund/Ushnisha Ghosh



Menterra Investee Biosense has touched more than 1 mn Lives



In 2009, Dr. Abhishek Sen and Dr. Yogesh Patil did a medical rural internship in the Palgarh district (4 hours from Mumbai). The anaemia prevalence perplexed and concerned them, and became the inspiration for one of Biosense's core products - TouchB, non-invasive hemoglobin measurement. Shortly after this internship, they met Aman Midha, an industrial designer from IIT Delhi. The three of them combined medical focus and a design-centric approach to core diagnostic challenges. Given the strong alignment on accessible med

devices as a game-changer, Villgro incubated Biosense in 2010. In 2016, Menterra provided equity funding to improve the reach and impact of their products.

With close mentoring from Villgro and Menterra, Biosense has evolved from a college project to an 80-person-team, with a focus on ABCD (Affordable Basic Connected Diagnostics). Their products have reached the base of the pyramid (ASHA workers, sub centers, tribal schools) and conducted more than 13 lacs tests.

Thank you Menterra fund/Maya ChandraShekhar

Avanti: Creating a level playing field for underprivileged students

Positioned as 'smart gurukul for competitive exams' for students from low income households, Avanti had a success rate of 30% of its students clearing IIT-JEE (MAIN) exams in 2017. Avanti was founded in March 2010 by Akshay Saxena and Krishna Ramkumar, to ensure students from low-income households have access to higher education. With extensive use of video content and collaborative activities, it has created a high quality, affordable alternative to the expensive tuition classes that currently serve as a threshold for students

to pass their college entrance exams. The organization uses a blended learning model to provide science and mathematics teaching and IIT JEE/CET/AIPMT coaching at reasonable prices across India. From 150 students in 3 cities in its first year, Avanti has expanded to 3,500 students in 18 locations across 7 states today, and is going strong on its mission to bring high-quality education to every district in India by integrating passionate teachers, world-class curriculum and technology.



Thank you Michael Susan Dell foundation/Charu Kohli

IIC Chair Geeta Goel represented India in IIC in GSG Summit 2017.

Q3 Efforts

- Mr. Arvind Mathur joined IIC as Non-Executive Director
- GSG Travel by IIC Chair Geeta Goel & IIC Director Ranjna Khanna - 9 to 12 July
- Member's Convention in Mumbai on 20 July at Nishith Desai Associates office
- YES bank Event on Women Entrepreneurship workshop 25 July by IIC Director Ranjna Khanna
- Meeting with Start Up India, UNDP
- Work in progress for the facelift of the IIC website. Requesting your feedback on following : (A) www.http://raghavmittal.com and (B) <http://iiic.in/dev/>



Sub Committee Meetings

- The working groups were formed by IIC members for internal functioning and to help IIC spread it's wings in a more methodical fashion.
- IIC had two of each Sub Committee Group meetings in this quarter which have been extremely productive. IIC would like to thank all the Sub Committee members for their continuous support.
- If any IIC Member would prefer to learn more about the Sub Committee objectives and targets, please contact the IIC Secretariat.

Mr Jinesh Shah, Founding Partner- Omnivore, Mr Nishith Desai- Founder-NDA, Mr Vikram Gandhi, Founder- VSG Advisors & Asha Impact and visiting faculty at Harvard Business School. There were some very insightful discussions with concentration on processes of increasing Venture capital in India.

- IIC had guest members from Baytree and Cambridge Associates to share their views on Impact Investing and how they can join hands with the industry.
- IIC Chairman Geeta Goel felicitated the Outgoing EC.
- IIC Team updated the Members with the variant running team efforts.

Member's Convention Day:

- IIC's first Member's Convention FY2017, was a hit!! We were joined by nearly 50 Members and we would like to Thank Each one you for making it a success.
- There was a panel organised on "Evolving landscape of venture and impact investing in India - fund of funds and fund investor perspectives". It was joined by Mr K Iyer, Chief General Manager- SIDBI,

Upcoming Events:

- **12 September**, Release of McKinsey Study in collaboration with IIC followed by a panel discussion in Mumbai. Details of venue, agenda etc will be shared with all shortly over an email.
- **15 September**, IIC Event in Delhi to share a summary of McKinsey Study Release and also a panel discussion. Details of venue, agenda etc will be shared with all shortly over an email.
- Pleased to announce that IIC will be hosting the GSG Summit 2018 in India. The team has kick started with the basic ground work - research for venue, sponsorship and forming committees for the same.

MEMBERS CONVENTION (MC) on Thursday, July 20th, 2017

Highlights



From Neha's desk

Dear IIC Family!!!

Good Day!! I will not be surprised if the first letters my 8 month old baby blurts are "IIC". A day before I delivered I was with the entire team of IIC planning Prabhav 2016. Yes, that's how much one gets involved with this organisation and the industry! That's the "Impact" of "Impact Investing". I have known the industry and it's exclusive Members for nearly 3 years now and nothing gives me more pleasure in sharing a page from my diary of limited experiences. "When you know the least, you learn the most" - well, I try to :) :) From being a part of a two member team to 4 to 3 - I can proudly say that IIC has only bloomed and am thrilled to be a part of it's journey. We are currently an "all mommies" team and I do not know of more supportive, encouraging and capable trio! Thank You Ranjna and Sugandhi!

We at IIC are working with all our capabilities to make sure it surpasses all expectations. We look forward to your continuous support, which we strongly value. Thank You Everyone! Thank You, Ranjna for this space for the team to share their thoughts.

Take Care Everyone,
Neha, Manager, IIC

IIC SECRETARIAT

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