



CHANGING LIVES 2021

Annual Impact Report

Our **MISSION** focuses on high-value jobs to change the lives of generations to come...

Our portfolio of programs holistically covers the job creation spectrum (NEN, VFT, Advantage) as well as job fulfillment (Opportunity). In addition, we enable the ecosystem through impact investing (Catalyst) and tech-enabled policies (WITP). We also fund the transformation of academic research into application (Innovate) and the Wadhvani Chair in US-India Policy Studies at CSIS, Washington DC.



Helping people get a high quality, well-paying job changes their trajectory for many generations and improves the economic health of society. Hence Wadhvani Foundation is laser-focused on large scale initiatives for driving job growth.

- Dr. Romesh Wadhvani, Founder



70% of jobs in most economies come from startups, small and medium businesses. Hence we have a full range of programs right from building entrepreneurship mindset in students (NEN) to empowering startups to survive and thrive (VFT) and small and medium businesses to grow (Advantage), as well as enabling job seekers with 21st-century skills for family-supporting wages (Opportunity).

- Dr. Ajay Kela, President and CEO



Creating Jobs

Through entrepreneurship, innovation & skill development

Changing Lives

Through creating high-value jobs & empowering individuals to command those jobs

Scaling Impact

Through technology, network and partnerships across Asia, Africa & LATAM

...and we serve **GLOBAL EMERGING ECONOMIES**

Our programs created jobs and improved lives across 15 countries in India, Southeast Asia, Africa and Latin America

Latin America

Advantage

- 230 SMEs

NEN

- 8,500 Students
- 195 Faculty
- 45 Institutes

Opportunity

- 13,800 Students
- 195 Faculty
- 20 Institutes

Southeast Asia

NEN

- 7,500 Students
- 85 Faculty
- 20 Institutes

Opportunity

- 6,800 Students
- 45 Faculty
- 25 Institutes



Global

Advantage

- 345 SMEs

VFT

- 330 Startups
- 80 Incubators

NEN

- 36,200 Students
- 485 Faculty
- 180 Institutes

Opportunity

- 99,600 Students
- 780 Faculty
- 110 Institutes

India

Advantage

- 115 SMEs

VFT

- 330 Startups
- 80 Incubators

NEN

- 13,500 Students
- 120 Faculty
- 85 Institutes

Opportunity

- 79,000 Students
- 540 Faculty
- 65 Institutes

Africa

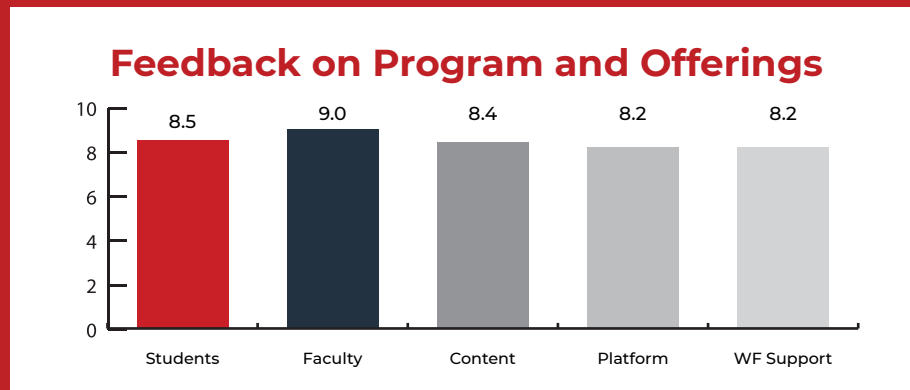
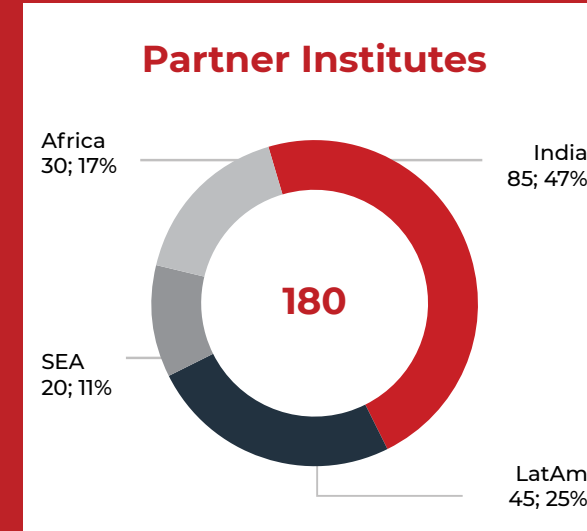
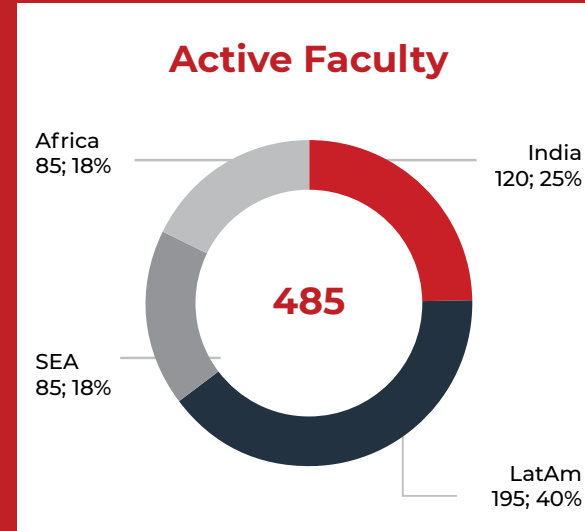
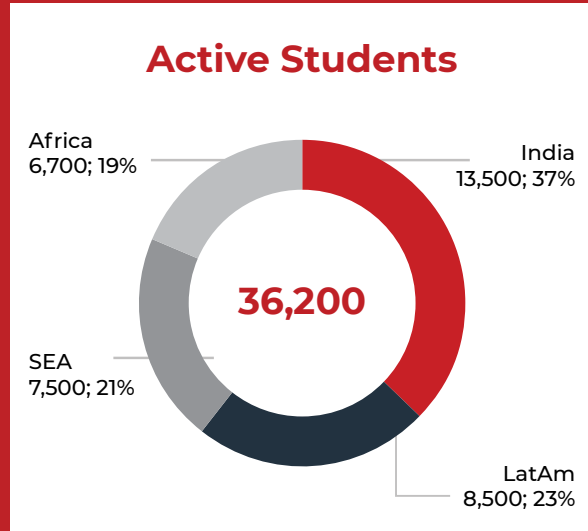
NEN

- 6,700 Students
- 85 Faculty
- 30 Institutes

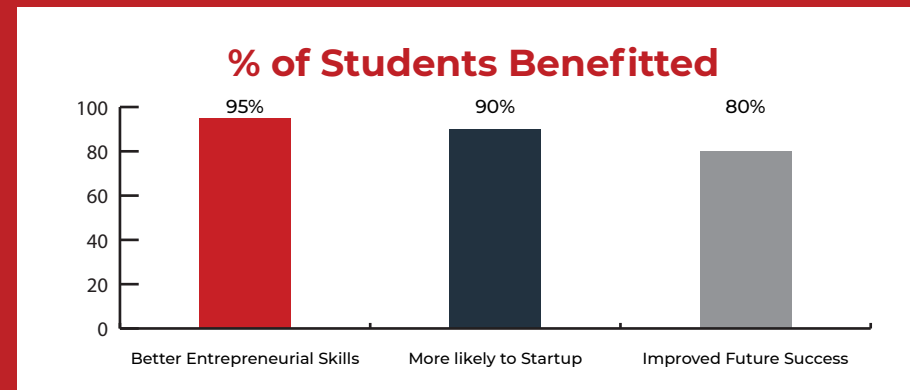


WADHWANI NEN works within student ecosystems to encourage entrepreneurship...

Across 14 countries, NEN inspired, educated and enabled 36,000 would-be student entrepreneurs in 2021 to become job creators instead of job seekers. Our experiential practice venture-based courses received very positive feedback (8 to 9/10) with 90% of students saying they are more likely to start a business and 500 ventures running commercially.



*0-10 Scale



Rated "High" or "Very High"



"Learnt finance in a very simple and effective manner to create a viable startup."

- **Chintan Vinod Shinde**, Ignite Alumni, National Design Business Incubator, India



"The material, structure, flow and content of Wadhvani NEN course is excellent."

- **Yogesh Mehta**, Global Jury & Faculty, SGT University India



"All the topics of NEN course helped me in launching my venture. The theory and practical content were easy to use."

- **Jean Franco Cadillo**, Advanced Course. Alumni, Peru

Student Ventures certified by Global Jury:

4,700

Commercial Ventures:

500*

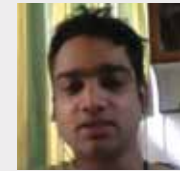
Jobs Created:

800*

*70% attributed to program

...and **WADHWANI VENTURE FASTRACK (VFT)** supports new startups survive and thrive

VFT program worked with Govt of India's AIM-AIC program and independently to build the capacity of 80 incubators and helped 330 startups identify and fix critical gaps to create successful businesses. They found high value in our offerings (rated 8 to 8.5/10), leading to better strategy pivots, customer acquisition, investor pitches, etc.



"VFT program brought a fundamental mindset shift; We now consider ourselves a business."

- **Tathagat Sharma**, Co-Founder, AptTech Sols



"VFT program helps build discipline within startups to solve problems through a structured approach."

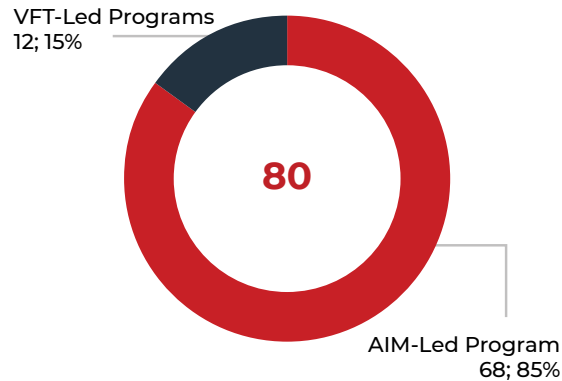
- **Joseph P A**, Incubator Manager, IIT Patna



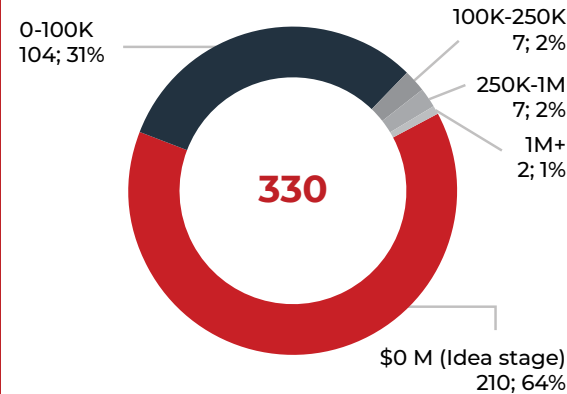
"VFT program helped fine-tune our focus in terms of customer, product and geography."

- **Manoj Ukani**, Co-Founder, Rivera Foods

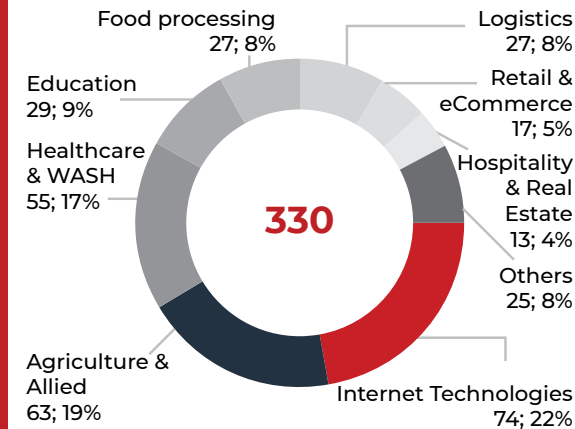
Incubators Supported



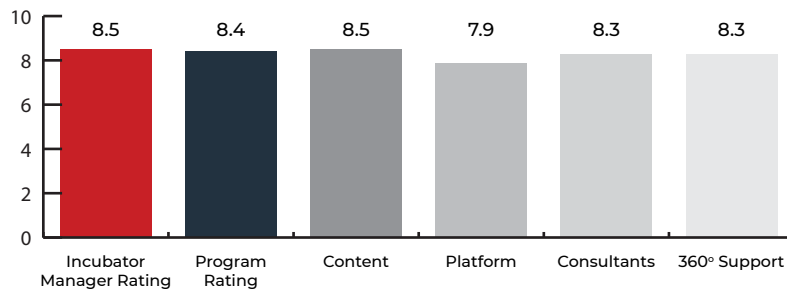
Startups by Revenue



Startups by Sector

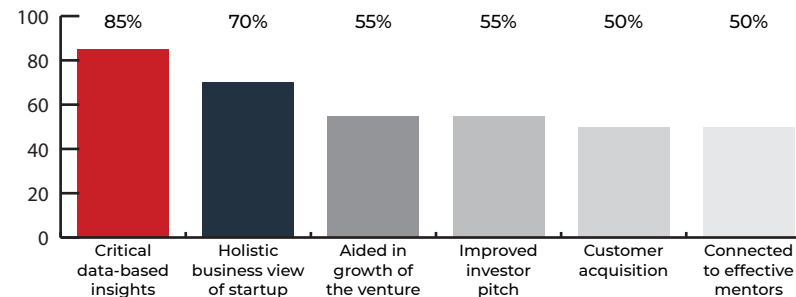


Feedback on Program Offerings



*0-10 Scale

%ge of Startups Benefitted



Rated "High" or "Very High"

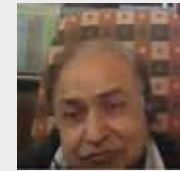
Revenue Growth:
85%*

Jobs Created:
415*

*50% attributed to program

We further empower growth of small and medium businesses through **WADHWANI ADVANTAGE**

Our Advantage program helped 345 SMEs across India and LatAm identify high potential areas through Discovery and then empowering business Transformations through our tech-enabled content, network and support. All this led to improved decision-making, financial management, HR and IT systems resulting in healthy growth.



"Discovery process and Masterclasses were helpful in rethinking business."

- **Nemi Chand Jain**, Sri Ahimsa Mines and Minerals



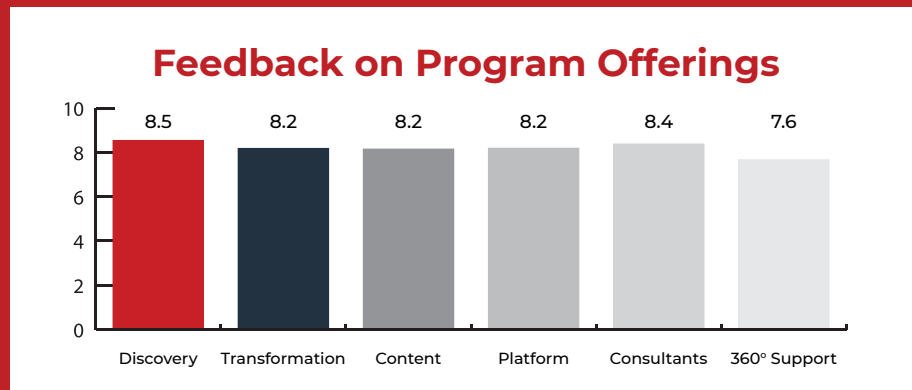
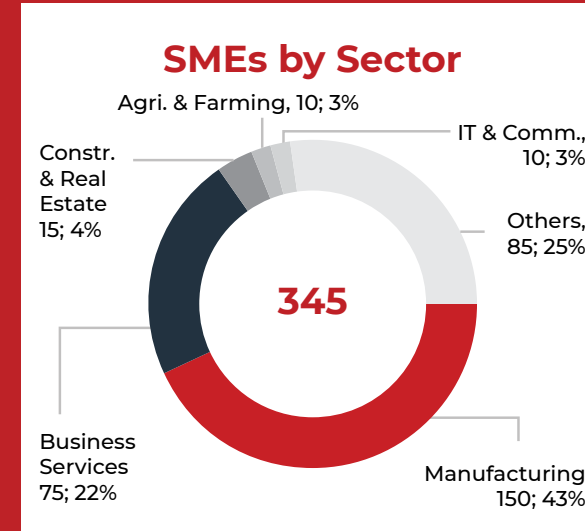
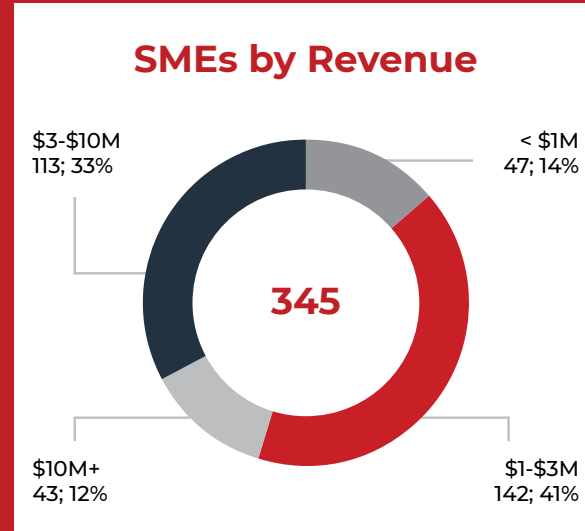
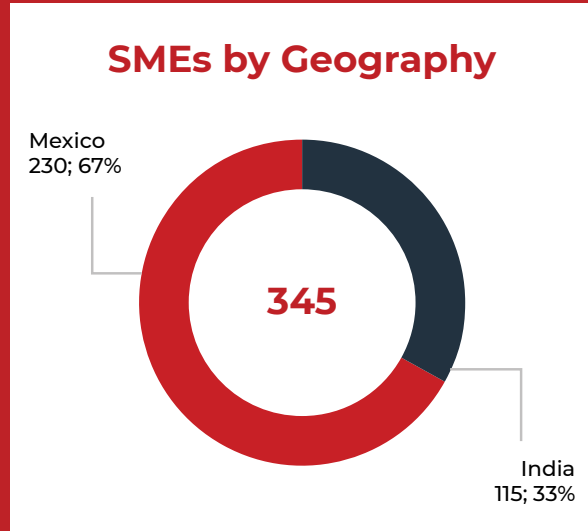
"WA program delivered results by increasing revenue from USD 6.3M to USD 7.3M, and increasing workforce from 83 to 117."

- **Marisella Portillo, MD**, Techno Corrugados

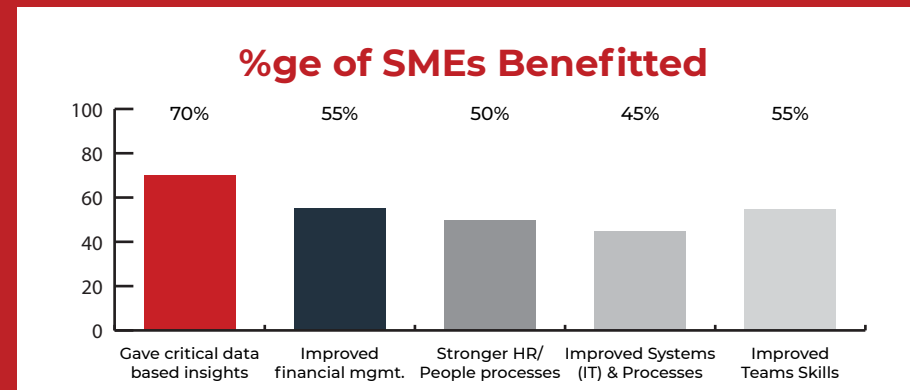


"Convergence of WA's goals to help SMEs grow with other ecosystem players can make a huge difference"

- **Shekar Doraisamy**, SME Advisor and MD, Strategy Garage



*0-10 Scale



Rated "High" or "Very High"

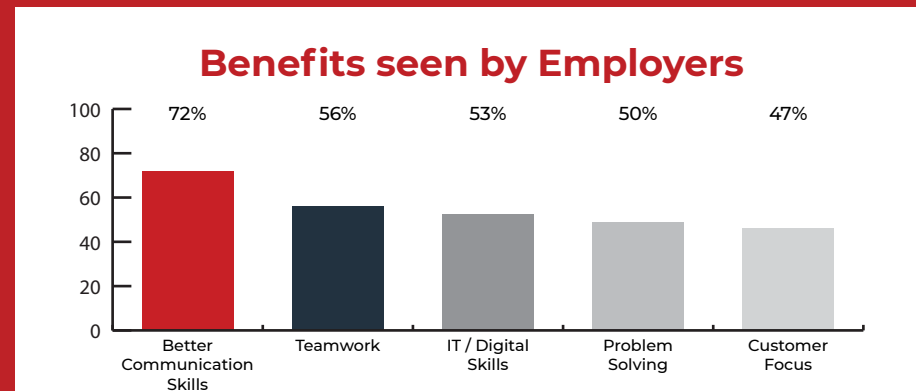
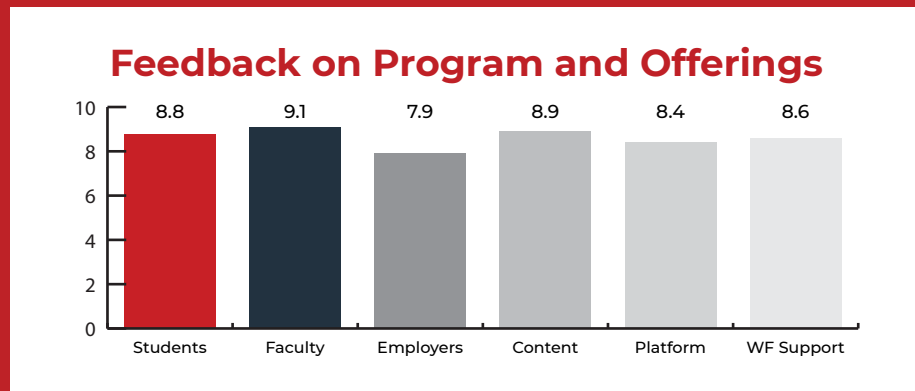
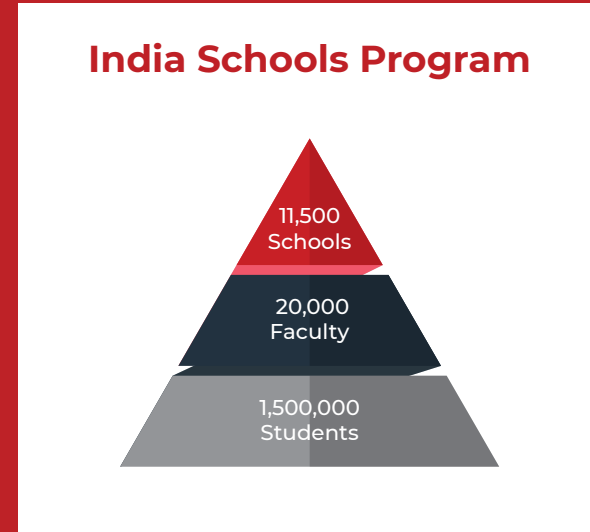
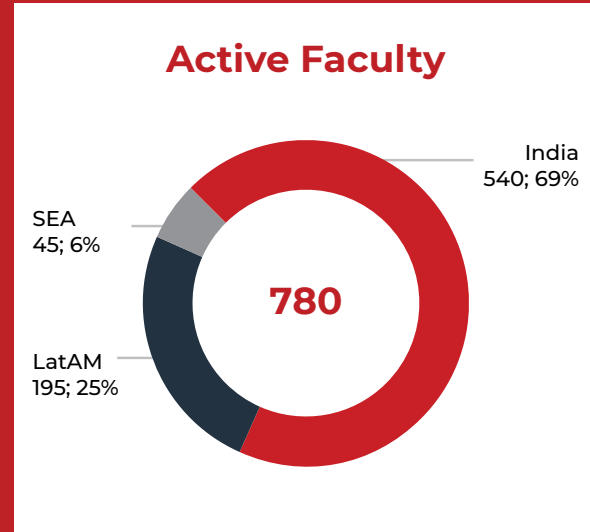
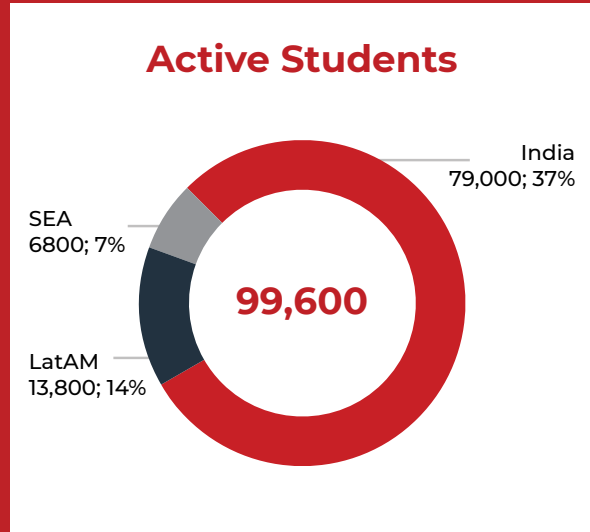
Revenue Growth:
20%*

Jobs Created:
4,400*

*20% attributed to program

WADHWANI OPPORTUNITY enables youth with 21st-century skills to get high-value jobs

We trained about 100,000 students across six countries. Our courses enabled them to get better jobs and shine at work (rated 8.5 to 9/10). Employers vouch for better communication, digital skills, self-management and customer skills in our trainees, which leads to better placement, retention and career progression.



"Wadhvani Opportunity students have confidence and perform better on shop floor."

- Sankar Chakravarty, Employer - HR Manager, Tasty Bites, India



"Wadhvani Opportunity students are more confident now to go out and to look for a job."

- Erilia Kesumahati, Faculty - Universitas Internasional Batam, Indonesia



"The Wadhvani Opportunity course helped in understanding real life working situations and how to manage them."

- Ivan Hernández, Student Placed - Mes 13, Mexico

Placement Salaries:
\$155/month* (5,200 jobs#)

Retention / Progression:
90% / 45%

*50% attributed to program
#Based upon placements validated by WF

To foster a thriving ecosystem, **WADHWANI CATALYST** makes impact investments in strong players ...

Catalyst currently supports innovative companies creating large-scale livelihood impact. We also helped healthcare companies during the pandemic. The offerings go beyond funding to networking and leveraging other Wadhvani initiatives. True to its name, Catalyst grantees have grown and raised over 100x additional funding from other sources.



"We liked the professional approach of Wadhvani Catalyst, its quick response time and the consideration of field concerns"

- Mehdi Rizwi, COO, Frontier Markets



"We are excited to work with the Wadhvani Catalyst team to build a larger taxpayer base for the country and also, generate women employment."

- Lionel Charles, CEO, Verve India

Existing Partners



Additions in 2021



Cloud based digital platform providing assisted regulatory services to SMEs through employees in Tier 3 cities

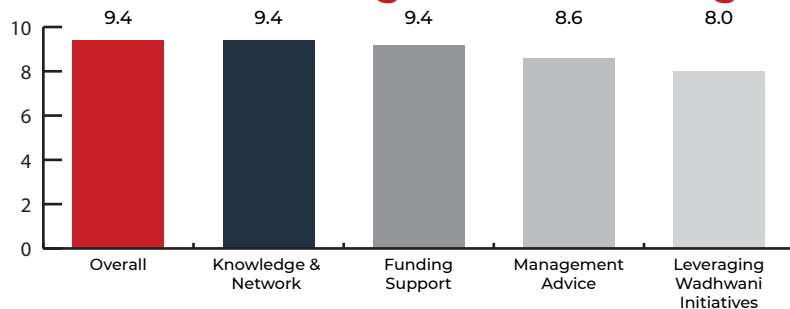


Workforce development company with high intervention courses focused on skilling and placing youth in aspirational jobs



Assisted rural e-commerce platform providing quality products in villages through network of women entrepreneurs

Feedback on Program and Offerings



*0-10 Scale

Indicative Outcomes Achieved*

- 3,000** Students trained and 80% placed with INR 20K monthly salary
- 6,155** Patients received medical help
- 300,000** Essential workers trained on Covid safety norms
- 10,000,000** Tele - medical support to Covid and other Patients
- 100x** of Wadhvani Funding from additional partners

...while **WADHWANI INSTITUTE OF TECHNOLOGY AND POLICY (WITP)** works with Government to improve policy making using new and emerging technologies

WITP started operations in Nov, 2021 and works towards tech enabled policy making and assessment of impact of existing policies as well as improved service delivery. Our early programs have been welcomed with high ratings (9 to 9.4/10), with 85% feeling that it will help them in their work.



"Our aim is that Indian Policymakers will be able to frame better policies, make better decisions and take right action on schemes that are under implementation."

- Prakash Kumar, CEO, WITP

"Highly recommend this course, since the new digital age demands to embrace change and learn new ways to execute your daily/official matters."

- IRS Officer trained on Data-driven decision-making

"We still mostly use and depend on Excel as a Data Visualization Tool. After this course, I realised the importance of tools like Tableau for drawing deeper insights. I specifically liked the practice with a data set using the tool, giving us real-time experience."

- Participant from Haryana Institute of Public Administration

Technology Policy

- Recommendations on measures to strengthen implementation & monitoring of data sharing to Ministry of Electronics and Information Technology are reflected in their recently released policy
- Published 14 thought-leader articles in mainstream media

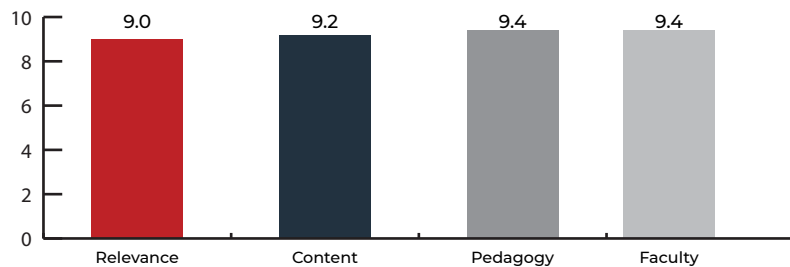
Strategic Projects

- Two projects using emerging technologies initiated with Ministry of Rural Development and National e-Governance Division, Ministry of Electronic and Information Technology
- These projects will help equip government with tools for impact assessment of schemes/ programs

Technology Academy

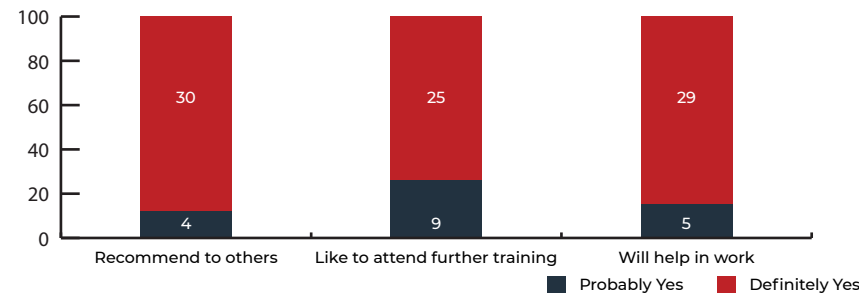
- Aims is to build capacity of officers in knowledge and application of Emerging Technologies to improve policy making
- Working closely with Central and State training institutes like CEG, ASCI, HIPA, ISTM, NeGD, IIPA etc.
- Closely coordinating with Capacity Building Commission of India

Feedback Rating on Courses



*0-10 Scale

Takeaway from Program



Including all responses from negative to positive

Capacity Building Outcomes

- Trained 134 govt. officials across central and state governments
- Courses developed:
 - Overview of Emerging Tech
 - Data Drive Decision making

In addition, **WADHWANI INNOVATE** accelerates large-scale institutional innovation while **WADHWANI POLICY** seeks to enhance job creation with thought leadership in policy ideas.

Wadhvani Innovate works with academia and industry through grants in partnership with governments and other organizations. Two instances are given below. Policy sponsors the Wadhvani Chair at The Center for Strategic and International Studies (CSIS), a Washington based think tank.

Wadhvani Research Centre for Bioengineering

Professional model for translational research to commercialization within academia in India. Projects funded under WRCB are multi-disciplinary in key areas of Diagnostics, Therapeutics, Medtech and Sustainability.

Impact so far:

- Faculty engaged: 50
- Patents: 12
- Publications: 63
- Startups: 3 launched with 4 in pipeline



Wadhvani Electronics Laboratory

Aims to develop leaders in electronics and electrical areas. Pioneering efforts to run lab courses in electronics and electrical areas for students from across India.

Impact in 2021:

- 700 students took WEL lab courses
- 40 MTech Research Associates
- 5 operational projects
- 2 potential technologies for commercialization

CSIS: Wadhvani Chair in U.S.-India Policy Studies

Supports the mission through research and engagement that help unlock higher levels of private sector job creation through two primary areas: Increase U.S.-India commercial ties and boosting job growth at start-ups and small businesses in Indian states.

Impact in 2021:

- The Chair worked with eight states to consider their new research on methods and benefits of targeted small business procurement
- Shared approaches to expand apprenticeship opportunities using digital tools to ministry of HRD for implementation



"We are building an extended network of synergistic partners to transform research into application."

- Abdur Rub, CEO, WRCB



"WRCB has emerged as a key pillar of IIT Bombay's ecosystem for translation of biomedical research into products that cater to the unmet needs of the healthcare sector, provide import substitutes, and create well-paying jobs."

- Prof. Pramod Wangekar, Outgoing Prof. in charge, WRCB



"At WEL we are driving practical education and a sandbox for innovation in Electronics and Electrical Engineering across India."

- Prof. Siddharth Tallur, Lead, WEL



"Stronger U.S.-India commercial links, as well as helping small businesses & start-ups grow in India, is key to job creation. Framing growth-oriented policies - in states and at the centre-can unlock this promise."

- Rick Rossow, Wadhvani Chair in US-India Policy Studies, CSIS



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