At Upaya Social Ventures, our mission is to build a ladder out of extreme poverty by creating dignified jobs for the poorest of the poor. Since 2011 we have invested in 14* small and growing businesses that have collectively created over 7,500 jobs.

We've found that a stable job, with a fair wage and a dependable stream of income, is a powerful tool that allows a family to emerge from extreme poverty on its own terms. We are currently surveying jobholders across our portfolio, an assessment that will culminate in 2018, to gauge how these new jobs have helped them meet their most critical needs.

This report summarizes the cumulative impact our businesses have had over the past six years. We explore what our investments have been able to effect, in terms of the number of jobs created and households reached, as well as the financial performance of our portfolio and several success stories recently captured from an agri-processing facility in India.

14* Investments
7,769 Jobs Created
213,542** Lives Changed

10 Active Partners
6 of 10 Active Partners are Women Entrepreneurs

JOBS CREATED BY SECTOR

6,716 SKILL DEVELOPMENT
319 LABOUR-INTENSIVE MANUFACTURING
734 AGRICULTURE AND AGRI-PROCESSING

* Includes two investments in the term sheet stage
** Includes members of jobholder’s household plus trainees and other ancillary jobs that have been created or enhanced by the partner business
This year Upaya hosted its inaugural accelerator program, focusing on companies that are "formalizing the informal sector" in India and creating jobs for the poorest of the poor. The program was a great success, and we plan to parlay our learnings into a second accelerator program in 2018, focused on the agribusiness sector.

20 Businesses that Upaya has accelerated since 2011

100% Entrepreneurs would recommend the program to others

9,494 Total jobs created by all accelerated companies

ENTREPRENEUR TESTIMONIALS

"Upaya was a better [program] of the two others I have attended."

"I developed a solid base on topics such as investment readiness and financial management."

"[Compared to others, Upaya offered] more structured, hands-on support."

"Excellent planning of all key components."

Entrepreneurs who participated in the 2017 Accelerator Program pose with Upaya staff and sponsor Allen Blue, Co-founder of LinkedIn.

2017 ACCELERATOR PROGRAM

FIRST INSTITUTIONAL INVESTOR

9 out of 14 investments

EXIT

1 out of 14 investments

PORTFOLIO PERFORMANCE

INVESTMENT

$2.2M Follow-on investment raised

15x Multiplier for follow-on investment raised by active partners

FIRST INSTITUTIONAL INVESTOR

REVENUE

Total portfolio revenue has grown 10X over the past six years

VALUATION

55% Increase in enterprise value of active partners since Upaya partnership

Entrepreneurs who participated in the 2017 Accelerator Program pose with Upaya staff and sponsor Allen Blue, Co-founder of LinkedIn.

Total portfolio revenue has grown 10X over the past six years

Increase in enterprise value of active partners since Upaya partnership

$172K $194K $287K $699K $1.5M $1.7M

FY12 FY13 FY14 FY15 FY16 FY17

13% 48% 144% 111% 14%
Several times each year, the Upaya team spends time in the field, interviewing our partners’ jobholders. These conversations illuminate their personal stories and help us understand if and how their newfound jobs are contributing to the pursuit of their dreams. In anticipation of our 2018 Agribusiness Accelerator program, we spent more time in recent months interviewing the women and men employed in the agricultural supply chain created by Krishi Star (Upaya partner since 2016) in the state of Maharashtra. These discussions underscored the importance of providing a regular, predictable income to rural farm workers.

**REHANA - KRISHI STAR**

Rehana, a 27 year old mother of two young children, lost her husband last year due to heart disease. The family had been scraping by on Rehana’s part-time wages as a farm laborer and her husband’s income as a daily wage painter. But both jobs were informal, and they typically found work only half of each month, which was barely enough to care for their children.

After the death of her husband, Rehana struggled to provide adequate food and essentials for her family. Luckily, she found a job working with Krishnakath Argo Process Limited, a produce company from where Krishi Star procures dried tomatoes and plans to begin procuring other vegetables in the near future.

Working at the factory, Rehana is now getting a steady and predictable income. After about a year, she's made up for the income gap left by her late husband and is proud to be able to provide for her children and send them to school.

**SUMIT - KRISHI STAR**

Sumit is the oldest sibling in his family and has been working to help increase his family’s income from a young age. Sumit's family doesn't own any farm land to live off of. His father raised their entire family on an informal livelihood and unpredictable wages earned as a laborer on someone else's farm.

Today, however, Sumit has a stable job as a factory worker and contributes substantially to his family's income. The factory where Sumit works processing tomatoes for Upaya's partner enterprise, Krishi Star, has provided him with new skills and a reliable income for over five years.

This dignified job allows Sumit to provide for his family and even set aside savings for his future, and special occasions like his sister's upcoming wedding.

Unlike many other people in Sumit's village who have had to travel long distances or relocate to larger cities to find work, the factory is close to Sumit's home, allowing him to stay with his family in the rural village where he grew up.