



Scaling  
Frontier  
Innovation

**Australian  
Aid** 

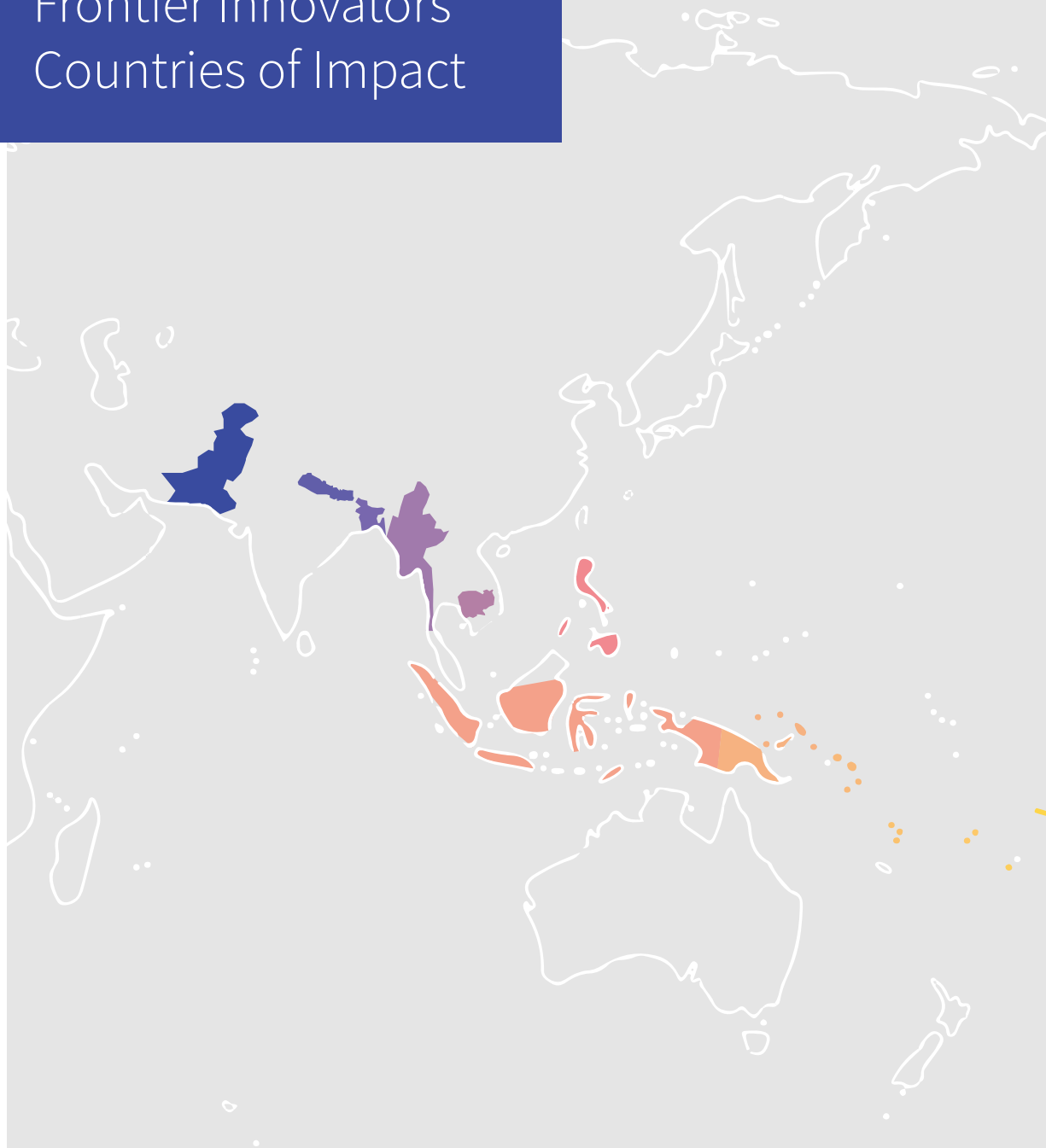
# Frontier Innovators

Doing Business.  
Delivering Impact.

A portfolio of innovative  
social impact enterprises



# Frontier Innovators' Countries of Impact




Pakistan Nepal Bangladesh Myanmar Cambodia Philippines Indonesia Papua New Guinea Solomon Islands Vanuatu Fiji Tonga Samoa



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**Amartha** - Inspiring Change.

## Development Challenge

- The rate of financial inclusion in Indonesia is 48.9% and only 36.6% for people from lower income households.
- In 2017, only 18.4% of people borrowed money from a formal financial institution and 21.5% saved at a financial institution.
- It is also estimated that around 98% of microenterprises, usually run by women, do not have access to formal financial services.

## Solution

- Amartha operates a digital peer-to-peer lending and borrowing platform. It connects women entrepreneurs in rural areas with investors, who are looking to make investments with financial and social returns.
- Amartha not only provides women entrepreneurs with access to affordable finance, but also offers them financial literacy, health and sanitation trainings. Amartha educates their borrowers about responsible borrowing and basic financial management as well as hygiene sanitation practices and how to look after their and their families' health. The benefits of such trainings improve well-being and the quality of life of the borrowers, their families and communities.
- Amartha delivers its small loans through a communal, trust-bank system that offers lower interest rates and faster approval than other financing alternatives.
- Field officers service the groups of 15-25 borrowers and meet with them on weekly basis to disburse loans, collect repayments and deliver trainings.
- Amartha's web and application-based platform is connected with banking infrastructure to enable lenders invest easily and seamlessly. A special algorithm enables Amartha to determine risk and credit-worthiness of borrowers even without prior credit history or digital footprint.

## Impact

- 3,800 villages across Java covered
- 50,000 investors registered on Amartha's platform
- US\$74.1 million in loans disbursed as of Q1-2019
- 235,000 borrowers reached as of Q1-2019
- 59.9% increase in household monthly income within one year
- 90% of first time loan recipients return to Amartha for a second loan
- 885 field officers employed, majority of whom are women

## Partnership Requirements

- Partnerships with multinational companies (energy, banking and finance, Fast-Moving Consumer Goods) who run impact and sustainability programs.

## Investment Requirements

- Funding from international impact funds, preferably in the form of debt or loan channelling mechanism with flexible tenure (3-5 year maturity) and lower interest rate.



### Contribution to the Sustainable Development Goals



**aQysta** - Innovating for Impact

## Development Challenge

- To meet the demands of growing population, global food production needs to double by 2050.
- Irrigation increases food production by two to five times.
- As 70% of world water is used in agriculture sector, increasing access to irrigation must be done with efficient use of water.
- Hydro-powered pumping is the most cost-effective water lifting technique in geographically feasible areas as validated by The Food and Agriculture Organization (FAO).

## Solution

- aQysta aims to provide water from rivers and canals, sustainably and cost-effectively, using it in efficient ways to sustainably increase agricultural productivity.
- Barsha pump, named for the Nepalese word for rain, is an innovative hydro-powered irrigation pump that uses energy from flowing rivers and canals to pump water for agriculture. It is a cost effective and environmentally friendly irrigation solution as it operates 24/7 without any fuel or electricity and its simple design requires little maintenance.
- HyPump is another innovative hydro-powered pump, designed specifically for irrigation canals to deliver pressurized water to drip or sprinkler systems.
- aQysta also offers innovative financing options to farmers, such as Pay-After-Harvest. Farmers pay for the product only after they have earned revenue from their crops.
- aQysta has the capabilities to carry out all stages of their product development. They closely study the global irrigation market and research technological solutions applicable to different scenarios. To understand the needs of farmers better and develop products that fit the market requirements, they carry out farming activities too.
- aQysta partners with local distributors who sell, install and provide after-sales services.

## Impact

- 5,000 farmers serviced
- 300 pumps sold
- 200 hectares of land irrigated
- 300 million litres of water pumped
- 100 tons of CO<sub>2</sub> emissions reduced
- Irrigation costs decreased by 70% (compared to fossil-fuel based pumps)

## Partnership Requirements

aQysta are looking for:

- Distributors of agricultural technologies for water-powered pumps distribution
- Organizations and projects in agriculture sector working with small holder farmers in market access, financing, extension services and contract farming

## Investment Requirements

aQysta are looking for:

- Patient growth capital of € 1.2 million in equity/debt/grant



### Contribution to the Sustainable Development Goals





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**Country of origin** Cambodia

**Country of impact** Bangladesh, Cambodia, Fiji, Indonesia, Myanmar, Papua New Guinea

**Sector** Clean Energy, Agriculture

**ATEC\*** - Biodigesters. Join smart farmer community.

## Development Challenge

Traditional cooking methods cause multiple health and livelihood issues for families as well as cause environmental degradation.

- 20 days per month spent on collecting wood
- Cooking with wood kills 3.5 million people globally per year, mostly women
- 90% of energy needs of rural households is for cooking
- 85% of Cambodian wood consumption – mostly from illegal logging, is used for domestic cooking

Bad soil management practices and overuse of chemical fertilisers lead to soil degradation and increase risks to global food security. 62% of soils in Bangladesh and 41% in Cambodia are already classified as degraded.

Current livestock waste handling practices of small scale farmers add over 3 tons of Greenhouse Gas (GHG) Emissions per year.

## Solution

- ATEC\* manufactures and distributes biodigester systems that provide renewable gas for cooking and organic fertiliser for farming.
- ATEC\* biodigester is a robust polyethylene cylindrical tank that is easily installed in a backyard or on farmland. It converts animal manure, human, green and kitchen waste into 500-1,500L of biogas per day and 20 tons of organic fertiliser per year. The conversion is an organic process that requires no added chemicals or fuels.
- The tank has been specifically designed for challenging conditions such as flooding, earthquakes, high groundwater and rocky soils.
- ATEC\* biodigester system is sold with a twin cookstove, biogas rice cooker and includes installation, delivery, user training and after-sales-service program.
- ATEC\* will launch PAYGO in 2019 to enable customers to finance the biodigesters through simple monthly installments of \$30/month for 2 years. The savings from using the system typically cover the repayments.

## Impact

Impact Investment Exchange conducted an impact analysis on ATEC\*.

Each ATEC\* biodigester system

- conserves 75 tons of GHG emissions over product lifetime (25 years);
- provides free gas for all cooking needs;
- produces 20 tons of organic fertiliser for farming over a year;
- reduces the production of GHG emissions by 3 tons;
- saves an average household in Cambodia USD \$521 per year;
- creates a smoke-free cooking environment;
- can be toilet connected to remove up to 99% of harmful bacteria.

## Investment Requirements

ATEC\* is looking at a Series B equity/grant round of US\$1.8m in 2019 for the below growth plans:

1. Launch of PAYGO for biogas in Cambodia
2. Expansion to Bangladesh
3. Investment in HQ market development and support team
4. US\$200k input into PAYGO debt facility

Pitch deck: <https://bit.ly/2llyDhg>

Introductory video: <https://bit.ly/2FezvIO>

Existing investors will be contributing to the round and ATEC\* looking to bring on 1-2 new investors.

## Partnership Requirements

ATEC\* is seeking proven sales and distribution partners in Asia-Pacific to take their technology to market.



### Contribution to the Sustainable Development Goals





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**Country of origin** Philippines

**Country of impact** Philippines

**Sector** Vocational education

**BagoSphere** - A world where every youth can pursue what they love, earn a good living, and build a better future for the next generation.

## Development Challenge

- More than half of the population of Southeast Asia is under 30 years old. There is a tremendous potential for them to create meaningful careers and make positive change.
- Accessing full and purposeful employment is challenging – especially when businesses, technology and skills are evolving rapidly – resulting in increasing income inequality and underemployment.
- Businesses also struggle to grow because of the lack of qualified and motivated talent.

## Solution

- BagoSphere provides intensive, full-time career preparation programs to help young people launch transformational careers.
- BagoSphere's dual mission is to serve high potential unemployed and underemployed people and growing businesses (especially those scaling up outside of urban areas).
- BagoSphere designs their programs with a proprietary human-centred approach, meeting the real-world needs of employers and providing students with the digital, soft and life-skills needed to gain lasting employment.
- *Talent Pipeline* as a Service features a design-to-delivery service model plus customised curriculum that develops purpose-driven and high-performing employees at scale.

## Impact

- 2,200 graduates since 2013
- 80% of students are employed within 90 days of graduation
- 65% of students are women and from low income backgrounds
- Completion of career programs and subsequent employment lead to a doubling of students' monthly income

## Partnership Requirements

BagoSphere is looking for:

- Fast-growing employers facing scarcity of entry-level talent and/or are experiencing retention issues
- Employers who would like to include skills training as part of their inclusiveness and diversity strategy, and would like to partner with BagoSphere to develop and execute a training plan
- Subject matter experts with at least 10 years of experience in data analytics, leadership and management

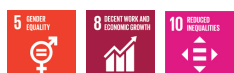
## Investment Requirements

BagoSphere is looking for:

- Grant funders interested in scaling up BagoSphere's career preparation programs to new locations in the Philippines and in other ASEAN countries.
- Impact investors interested in Series A round in 2020 to invest in scaling up across ASEAN countries.



## Contribution to the Sustainable Development Goals





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**Country of origin** Nepal  
**Country of impact** Nepal  
**Sector** Clean Energy

## Gham Power

### Development Challenge

- 15% of population do not have electricity
- 75% of agricultural land lacks affordable and reliable irrigation

### Solution

- Gham Power provides complete, off-grid solar project development for households and businesses in remote communities in Nepal.
- Their services include an initial feasibility study, design, financing, installation, and ongoing support.
- Their projects include residential solar systems, microgrids to service small towns and villages, solar pumping solutions for water irrigation, and commercial systems to supplement diesel generators.
- Gham Power offers a pay-as-you-go payment model, making solar services accessible and affordable. This creates more revenue generating opportunities for individuals and businesses, which in turn leads to improved living conditions.
- Gham Power has completed a first stage of developing Off-Grid Bazaar – an online project development platform that uses farmers' survey data to design optimally sized system; assesses individualized risk associated with a farmer; allows financial institutions and impact investors to view and invest in the projects based on impact and risk metrics; and allows Gham Power to collect repayments through mobile money.

### Impact

Gham Power worked in IIX to develop impact measurement and data collection.

- 2,000+ projects completed
- 150+ solar water pumps installed, more than 30 owned by women farmers
- 326 kilo litre of diesel displaced annually
- 2,920 tonnes CO2 emission curbed annually
- 1,000+ households electrified
- 10,000+ lives impacted

### Partnership + Investment Requirements

Gham Power is looking for:

- Impact-focused patient capital, in the form of soft loan or other, to fund continued development and launch of Off-Grid Bazaar platform.



### Contribution to the Sustainable Development Goals





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**Country of origin** Indonesia

**Country of impact** Indonesia

**Sector** Financial Technology, Agriculture

iGrow

## Development Challenge

- In Indonesia, as in much of the world, there are millions of underemployed skilled farmers and millions of hectares of underused arable land.
- Meanwhile, the demand for high-quality agricultural food gets higher day after day. UN research states that crop yields need to double within 40 years in order to keep up with world population growth.
- To meet such demand, new ways are needed to create scalable and efficient farming industry.

## Solution

- iGrow is a marketplace that connects underemployed farmers, landowners, crop buyers and investors to produce high-quality food and sustainable incomes by using cloud-based agricultural management software.
- iGrow identifies crops with stable demand, prices and growing characteristics. iGrow finds arable land and its farmers.
- Using a crowdfunding model, iGrow connects investors, usually from urban areas, to fund agricultural production – from seeds, farming supplies to maintenance and long-term land-leases. Investors, in addition to financial return on their investment, can enjoy a 'Farmville'-like experience and social returns in terms of growing nutritious food and creating incomes for farmers.
- Before investing, iGrow builds the skills of farmers and lowers the risk for investors.

## Impact

- 8,000 farmers got work and doubled their income
- 2,500 hectares of land used
- Thousand of tons commodities already harvested
- 65,000 platform members

## Partnership Requirements

iGrow is looking for commodities buyers and off-takers for iGrow crops and produce.

## Investment Requirements

iGrow is currently raising US\$3 million for 30% shares, with some venture capital funds already on-board.



### Contribution to the Sustainable Development Goals





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**Country of origin** Bangladesh  
**Country of impact** Bangladesh  
**Sector** Health, Technology for Development

**Jeeon** - Making well-being universal.

## Development Challenge

- Rural medicine sellers, also called village doctors, are the first point of care for 67% of rural Bangladeshis. And yet, they have minimal or no medical training. They operate under-the-radar and without government oversight.
- The inadequate qualifications and connection to formal health care sector result in incorrect or rampant over-prescriptions.
- These sellers comprise two-thirds of health-care provision and expenditure in Bangladesh.
- A significant portion of rural population has limited or no access to qualified medical care providers.

## Solution

- Using human-centred design, Jeeon has developed an Android platform JeeonConnect to improve access and quality of health care in rural Bangladesh.
- The platform links rural pharmacies and medicine sellers to knowledge and information. It enables them to upskill themselves through Continuing Medical Education and to refer patients through e-Referrals to trained medical care providers.
- Through case-solving games and triage algorithms, Jeeon's platform guides the users towards proper treatment and prescription protocols for simple cases.
- For more complicated and acute cases, the platform enables the users to connect and refer patients for teleconsultation with Jeeon's network of medical professionals and hospitals.
- Jeeon platform also encourages more patient-centric behaviours and better quality and more accurate prescription and referral services.
- The platform also captures health and market data about rural medical practices and behaviours, which can be used to inform healthcare policies and programs across Bangladesh.

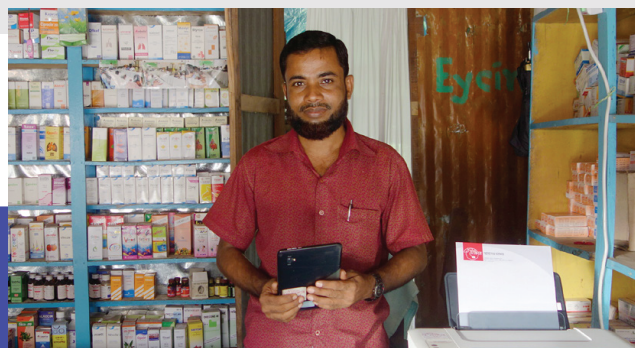
## Impact

- 15,000+ patients treated using the platform
- 85% of patients are satisfied with their treatment
- 2,500 rural pharmacies in Jeeon's network
- 97% reduction in malpractice rates through education and monitoring

## Partnership Requirements

Jeeon is looking for:

- Partners to support accredited courses for pharmacies, to measure efficacy of the improvement of the practices, to implement plans to increase long-term retention of users, and to advocate for a better Model Pharmacy policy in Bangladesh. Such partnerships can result in a roll-out to 25,000+ pharmacies by 2021, potentially improving health care options for over 50 million marginalized people.



### Contribution to the Sustainable Development Goals



**Koe Koe Tech** - Building Industry 4.0 software systems for Myanmar.

## Development Challenge

- There are only 1.3 health workers per 1,000 people in Myanmar, falling below the WHO recommended 2.3 minimum threshold. Most of these workers are in urban areas, but over 70% of Myanmar's population resides in rural areas.
- With poor health infrastructure and a shortage of health workers, most Myanmar people lack access to adequate health information and services - resulting in millions of preventable health issues and deaths.
- According to WHO, Myanmar has the second highest maternal mortality ratio (178 per 100,000 live births), under-five mortality (50 per 1,000 live births) and infant mortality rates (40.1 per 1,000 live births) in Southeast Asia.

## Solution

Koe Koe Tech develops software applications to help address health and other societal issues in Myanmar. Strong engineering, creative and human-centred design have resulted in several ground-breaking software solutions including:

- **MayMay**, a free application for maternal and child health provides vital health information during pregnancy and three years after birth;
- **Doctor Note**, providing hospitals, small and remote medical clinics with a system to manage electronic medical records;
- **MyanKhon**, a tax software that automates tax collection and water bill payment for local governments (halving tax collection times and increasing revenues); and
- **PyoPyoMay**, providing sexual and reproductive health information, education, sports, dating and relationships information to girls and young women.

## Impact

- 200,000+ registered users and 50,000 monthly active users for MayMay, with it set to become integrated with the national birth registration software for government - processing national digital maternal cash transfers for one million new mothers every year.
- 1 million household tax and utilities records digitised reducing tax collection times from 6 to 2 months and increasing annual revenues 15-20% per township.
- Projected 1,000 smart water meters will be installed by end of 2019, and 10,000 installed by end of 2020.
- Impressive hiring practices promoting inclusivity and diversity have resulted in 125 of 134 employees being Myanmar nationals. 50% of software developers, data scientists and graphic designers are women.

## Partnership Requirements

Koe Koe Tech is looking for:

- Mentors in digital financial services, monitoring and evaluation, impact measurement and impact monetization, supply chain and logistics, product managers and customer experience.
- Partnerships with aid agencies in Myanmar and regionally.
- Partnerships with medical facilities interested in trialling Doctor Note and/or MayMay.

## Investment Requirements

Koe Koe Tech is seeking:

- Grant funding for research and development, piloting and scaling of new software.
- Equity/blended patient investment for their tax and utilities software.



## Contribution to the Sustainable Development Goals





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**Country of origin** Vanuatu  
**Country of impact** Vanuatu  
**Sector** Health

**Mamma's Laef** - Supporting women to control their future.

## Development Challenge

- For Ni-Vanuatu women and girls, managing their menstruation effectively and with dignity can be a challenging task.
- Limited awareness and little education in schools on the subject, the high price of disposable sanitary pads, often poor quality and poorly maintained toilets are just some of the challenges.
- Many taboos continue to exist about menstruation, which result in adverse consequences for women and girls such as behavioural restrictions, shame and embarrassment.
- Young girls often miss huge chunks of the school year because they are ashamed to go to class when they are menstruating.

## Solution

- Mamma's Laef provides environmentally friendly, reusable menstrual health products to women and girls.
- The products are manufactured and distributed by Ni-Vanuatu women, the 'Mammas', who also provide menstrual and reproductive health awareness sessions to women of all ages across the country. The core team are employed on part time basis.
- Awareness sessions for women and girls are led by the Mamma's team. A conversation starter and awareness programmes are offered to men and boys at schools and communities to break taboos about menstruation.
- Women and girls receiving the reusable sanitary pads are able to manage their periods effectively, can participate in usual daily activities and girls do not need to miss on school during their cycle.

## Impact

- 4,000 women and girls reached with reusable, environmentally friendly menstrual health products
- 2,900 females and 650 males participated in menstrual health awareness sessions
- A team of 8 Ni-Vanuatu staff with a regular employment and income
- Awareness programs for students and teachers at 35 schools, teachers supported in their delivery of the topics, such as menstruation and women's health

## Partnership + Investment Requirements

Mamma's Laef is an early stage social enterprise, with established office and operations in Vanuatu and support office in New Zealand.

Mamma's Laef is deeply connected and has deep understanding of Ni-Vanuatu context and communities. They have connections across the 65 inhabited islands, which is a source of their strength and authenticity.

They are looking for:

- Grant funding to cover their operating costs for up to two years to continue build up their operational capacity, team and their skills.
- Grant funding to expand and strengthen their awareness and training programs across the country, including to remote communities, to educate girls and women, boys and men about women's health.
- Grant funding to introduce and launch new products, such as incontinence products – huge demand and baby nappies. A ban on the sale of disposable nappies in Vanuatu from December 2020 opens up a new market opportunity.
- Partnerships with non-governmental and other organisations in women health sector.
- Mentors in administrative support for the Vanuatu team.
- Partnerships with other organisations and enterprises in menstrual health sector to build a collective buying power for bulk buying of product components.



### Contribution to the Sustainable Development Goals





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**Country of origin** Samoa

**Country of impact** Samoa

**Sector** Agriculture

## Nora's Plantation Foods Ltd

### Development Challenge

- Many Samoan farmers and their families depend on agriculture and sales of crops they grow for their income. They face multiple challenges, such as unstable sales contracts and effects of climate change and extreme weather events.
- Even though they are of high quality, it is challenging for Samoan food products to reach international markets.

### Solution

- Nora's Plantation Foods purchases crops from small-holder farmers and families in Samoa, whose livelihoods depend on the sale of their crops.
- Nora's Plantation Foods develops high quality food products from those crops for an international market. Their products include 100% noni juice, virgin coconut oil, whole cocoa nibs and cocoa paste and soon-to-be-launched taro crisps.
- With offices in both Samoa and Australia, the company is able to source Samoa and sell directly to consumers and buyers through their website. They also sell to hotels in Australia, retailers in Samoa and to a US distributor for orders in Japan.
- Nora's Plantation Foods buys crops from farmers and growers in Samoa who are mainly small families that rely on the sale of cacao and taro for their income.

### Impact

- Provides stable and predictable income to Samoan farming households through on-going and longer-term contracts to buy their produce
- Creates employment in Samoa through manufacturing
- Introduces Samoan brand and food products to the international markets
- Nora's Plantation Foods has recently developed a Hardship Index to enable them to measure the impact on the lives for farming households.

### Partnership + Investment Requirements

- Organisations interested in buying Samoan high quality food products, including supermarkets interested in retailing Samoan taro crisps.
- Capital, advice and mentorship to launch taro crisps in international markets.



### Contribution to the Sustainable Development Goals



**Proximity Designs** - Small Farms. Big Ideas.

## Development Challenge

- Decades of economic and political isolation have left Myanmar's rural families poorly served by both the public and private sectors.
- Although Myanmar's 30+ million small farmers are the backbone of the country's economy, most of the technological advances in agriculture from the last century have bypassed them. Farmers also face new challenges such as rising input and labour costs, changing climate and decreasing farm fertility.
- Farmers lack access to affordable and appropriate agricultural products, services and finance needed to improve their farm productivity and profitability.
- A productive agricultural sector is a vital fulcrum to lifting millions of rural families out of poverty.

## Solution

- Proximity designs and delivers affordable, income-boosting agricultural products and services to rural families through Myanmar's largest agricultural services platform.
- Proximity's products include small-plot irrigation products, including micro irrigation systems and pumps, as well as a soil health test and recommendation service.
- The organisation also offers affordable crop and livestock loans for growing agricultural enterprises as part of Proximity Finance. Their financial service offerings are carefully calibrated to the planting and harvest cycles of small farms.
- Their Farm Advisory services supports family farms by delivering "best-fit" practices and tailored agronomy recommendations to farmers throughout the growing season, from seed cleaning to soil health and pest and disease management.
- Their in-house design team, Proximity Labs, surveys, iterates and collaborates with leading design organisations, such as Studio D Radiodurans, IDEO.org, and frog design, to make innovative products and services available for small farmers.

## Impact

- Over 15 years of operations, Proximity Designs has served over 640,000 farming households, which is close to 2.75 million people.
- Branch offices work in six major agronomical zones across the Central Dry Zone, Uplands, and Ayeyarwady Delta, reaching over 10,100 villages.
- In FY18, they served an active customer base of 214,215, most of whom live on less than \$3 a day.
- Farmers who use a Yetagon Irrigation product experience an average of \$254 annual income increase.
- Farmers who adopt FAS-based cropping and seed selection techniques see an average of \$494 annual income increase.

## Partnership + Investment Requirements

- Proximity Designs is a social enterprise that seeks to be institutionally sustainable with a revenue model comprised of 65% earned revenues and 35% philanthropic capital.
- They are looking for grants for R&D, in-house impact evaluations, and scaling to the most hard-to-reach rural villages. They continue to innovate and every year invest in prototyping, piloting and bringing to market new products and services. The introduction of each of these technologies has the potential to help small farmers to become more productive, earn higher incomes and be better stewards of the natural environment.
- They are seeking investments and partnerships (including blended deals of grant, debt and/or equity) to help fund the next big stage of growth as they scale up their platform of services.



### Contribution to the Sustainable Development Goals





#### Contact

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**Country of origin** Pakistan

**Country of impact** Pakistan

**Sector** Health, Technology for Development

**Sehat Kahani** - An all-female health provider network that provides quality healthcare to those in need, using telemedicine.

## Development Challenge

- 70% of medical students in Pakistan are women. Medical Council of Pakistan estimates that more than 50% of them drop out of workforce when they get married and have children. This is known as doctor bride phenomenon.
- Pakistan has a population of 200 million people and 50 per cent have limited access to health care.

## Solution

- Sehat Kahani is a unique telehealth platform that connects female doctors, who are home-based and were not able to practice medicine, with patients, who do not have access to healthcare, through telemedicine and video consultations.
- Sehat Kahani provides patients in rural areas and from lower income households with access to affordable and high-quality healthcare.
- Patients can visit a Sehat Kahani e-clinic in their community, where a trained and trusted health worker connects them to qualified, home based female physicians and specialists using video consultation and electronic medical records systems.
- Sehat Kahani's mobile and web based application enables patients to access primary and secondary healthcare services online, schedule consultations, set-up mental health plans or research insurance options from their phone or tablet.

## Impact

Sehat Kahani has transformed the provision of health care in Pakistan.

- A network of 1,500 female doctors
- 100 nurses and community health staff
- 25 e-health clinics
- 18 health education drives
- 95,000 online consultations
- 900,000 beneficiaries

Sehat Kahani plans to expand their network to 100 e-clinics and reach 10 million people by 2023.

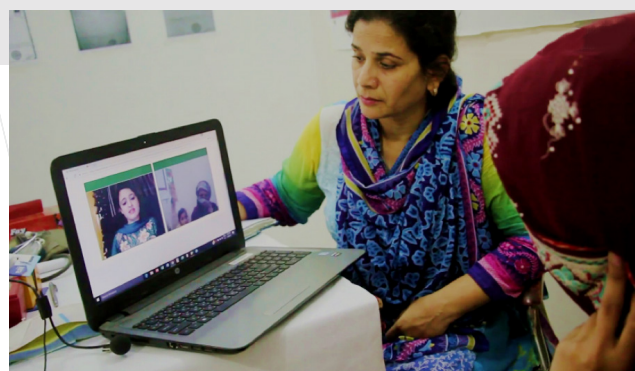
## Partnership Requirements

Sehat Kahani believes that partnerships are the key to achieving their long term strategic goals. They are looking to partner with:

- Corporations interested in using their healthcare application and promote it within their employee database.
- Government agencies to invest in the establishment of community health clinics.
- Organisations working in healthcare education and messaging in Pakistan and in other countries, where the Sehat Kahani model can be replicated.

## Investment Requirements

- Sehat Kahani raised US\$500,000 as a seed investment in early 2018. Currently, they are looking to raise Series A investment of US\$1-1.5 million in 2019 from social impact investors, VC funds, governments, development sector organisations and high net-worth individuals.



### Contribution to the Sustainable Development Goals



**Shreenagar Agro Farm** - From ideas to impact.

## Development Challenge

- Agriculture provides livelihoods for 68 percent of Nepal's population, accounting for 34 percent of the GDP. Nevertheless, Nepal struggles to produce an adequate supply of food for its citizens.
- Selling agricultural produce is one of the important sources of cash income of the farming households.
- Farmers have limited access to information, services and products, such improved seeds, new technologies, farming practices and market opportunities. As a result, the agricultural production has decreased causing hunger and urban migration. Thirty-six percent of Nepali children under the age of 5 years suffer from chronic malnutrition, or stunting.

## Solution

- Shreenagar Agro Farm is a women-led integrated agricultural corporation providing integrated services and products to the farmers in poultry, livestock and fisheries sectors.
- Shreenagar is a one-stop solution for farmers – providing high-quality seeds and feeds, technical assistance, access to finance and insurance, market linkages and innovation.
- Shreenagar Agricentres, located close to farmers, offer training, market information dissemination, technical services, and support to farmers to manage their farms and increase their productivity.
- Shreenagaer also incubates farmers to become entrepreneurs or improve their existing businesses.
- They have just launched a new software application Shree Kisan app for poultry farmers to make poultry farm management and record keeping easy.

## Impact

- 3,700+ smallholder farmers impacted, including 1,480 women
- 200 employees across Shreenagar rural farms, including marginalized women and people with disabilities local people at the feed plant and hatchery
- Social Return on Investment (SROI) is 4.43. It was calculated based on four major outcome areas: Increased access to quality inputs, increased skills and knowledge, increased agricultural productivity and increased access to markets.

## Partnership + Investment Requirements

Shreenagar is looking for:

- Technical collaboration and mentoring to scale its business
- Impact investment US\$5,000,000 in the form of grant or loan or equity in the sector of processing, packaging and retail of high quality nutritious protein rich products.
- Partnerships to grow their Shree Kisan Innovation Hub – newly established innovation, knowledge and skill development centre for poultry, livestock and fisheries sectors.



### Contribution to the Sustainable Development Goals





**Website** <https://skyeyepacific.com>

**Contact** Sam Saili, CEO

**Email** [sam@skyeye.ws](mailto:sam@skyeye.ws)

**Country of origin** Samoa

**Country of impact** Samoa, Solomon Islands, Tonga, Vanuatu

**Sector** Technology for Development

**SkyEye Pacific** - Making life easier.

## Development Challenge

- Entrepreneurship and innovation are still at a fairly early stage in Samoa.
- Samoa and other Pacific countries have been facing the damaging impacts of climate change more acutely every year, including extreme weather events and rising sea levels, which destroy the livelihoods of some of the most vulnerable communities.
- Technology creates opportunities to manage some of these challenges and to build resilience to climate change and natural disasters.

## Solution

- SkyEye harnesses technology and provides geospatial technology and solutions for the Pacific Islands.
- SkyEye uses open source software and builds systems and solutions tailored for the Pacific region, combining technological expertise with knowledge and understanding of the Pacific context, culture and needs.
- Their services including vehicle tracking software, unmanned aerial vehicle (UAV) and remote sensing services, as well as GIS systems development and data management.
- UAV (drone) technology is used to capture HD imagery, extract information and generate powerful models and maps.
- SkyEye works closely with not-for-profits and researchers, governments and private sector providing cost-effective mapping services that benefit the local communities and help to confront the natural disasters affecting the region.

## Impact

- 20 locally employed and trained IT professionals in Samoa, Tonga and Vanuatu
- 40% of their staff are women in managerial and IT roles

Some projects that SkyEye has been working on:

- After the Cyclone Gita in 2018, Samoan communities suffered from severe flooding and extensive damage. Using drone technology, SkyEye undertook an initial damage assessment and within one week, they collected and started processing data, even as power and water had not been completely restored. SkyEye's data and maps, such as comparison of areas before and after the cyclone, and environmental changes are being used for community based climate adaptation and resilience projects.
- SkyEye is a technology partner of Women In Business Development (WIBDI) Inc., which supports women entrepreneurs. The partnership combines WIBDI's programs and SkyEye's technological solutions.
- SkyEye is working to resolve the lack of a national addressing system and its detrimental effect on small businesses and commerce. As part of GSMA Accelerator, SkyEye will develop Samoa's first e-Commerce platform to facilitate the moving of goods between buyers and sellers and create new opportunities for micro and small businesses.

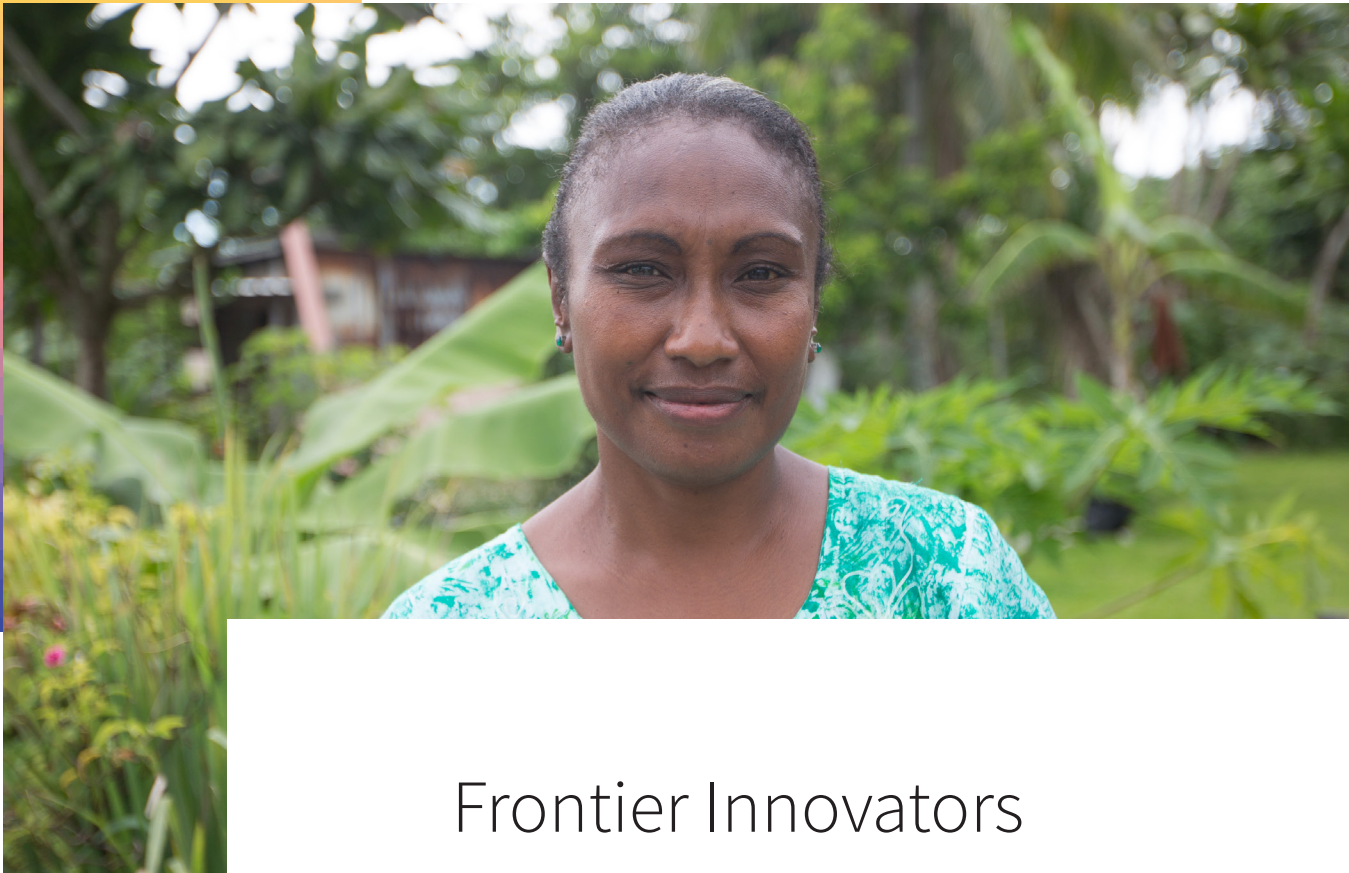
## Partnership + Investment Requirements

- Organisations interested in SkyEye's expertise, products and services for impact-focused projects in the Pacific



### Contribution to the Sustainable Development Goals





# Frontier Innovators

**Frontier Innovators** supports high potential innovative social enterprises in the Indo-Pacific region to scale their business and development impact. The 14 innovators profiled in this portfolio booklet were selected from more than 700 applications from 52 countries. They provide innovative and unique solutions in sectors such as health, agriculture, education, environment, clean energy and technology for development. Frontier Innovators received a financial award, training, tailored business advice and support to improve their impact assessment, strategic communications, business strategy, growth strategy, human resources and business operations.

## Scaling Frontier Innovation

Frontier Innovators is part of the **Scaling Frontier Innovation** program, an initiative of the Australian Department of Foreign Affairs and Trade's innovationXchange that supports social enterprises to scale their development impact in the Indo-Pacific region. It focuses on different but interdependent parts of the ecosystem that supports entrepreneurs including entrepreneurs, intermediaries, brokers and capital providers.



The other components of the initiative are:

## Frontier Incubators

Frontier Incubators is a capacity building program that is supporting incubators and accelerators to offer high quality services to innovative social start-ups and growth-orientated enterprises in the Indo-Pacific region.



## Frontier Brokers

Four experiments the “Frontier Brokers” are testing ways to better meet the capital needs of social enterprises across Asia and the Pacific. They are leveraging philanthropic, institutional, local debt and equity investment and structuring their vehicles to meet the specific needs of emerging market early stage social entrepreneurs. The experiments are intentionally designed using a gender lens to ensure gender equality and empowerment outcomes for target communities.



## Frontier Capital

Capital flows for impact investment in the Indo-Pacific lag behind other emerging economies. Frontier Capital is supporting organisations that are building the impact investing market, including support to new impact investment fund managers and encouraging collaboration between market building actors globally.





Scaling  
Frontier  
Innovation

**Australian  
Aid** 

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