



Omidyar Network India | Who We Are

Investment firm
focused on impact

Partnering
entrepreneurs
improving the lives
of **India's**
'Next Half Billion'



Whom We Serve | The Next Half Billion

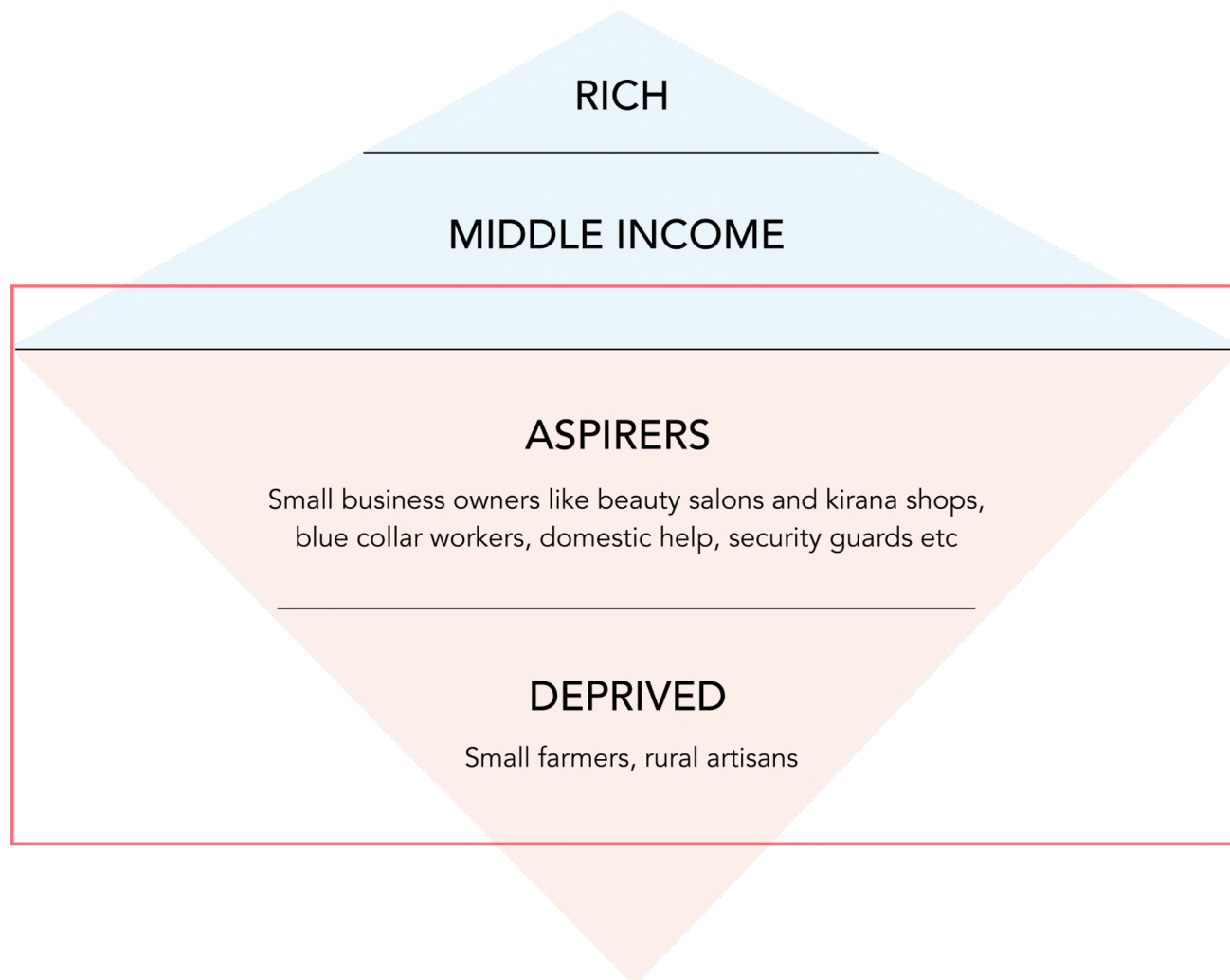
The second
big wave of
internet users
in India

500 million
first-time users that
have come online via
their mobile phones in
the five years
2018 - 2022





Who the NHB Are | Consumers & Small Business Owners



Consumers



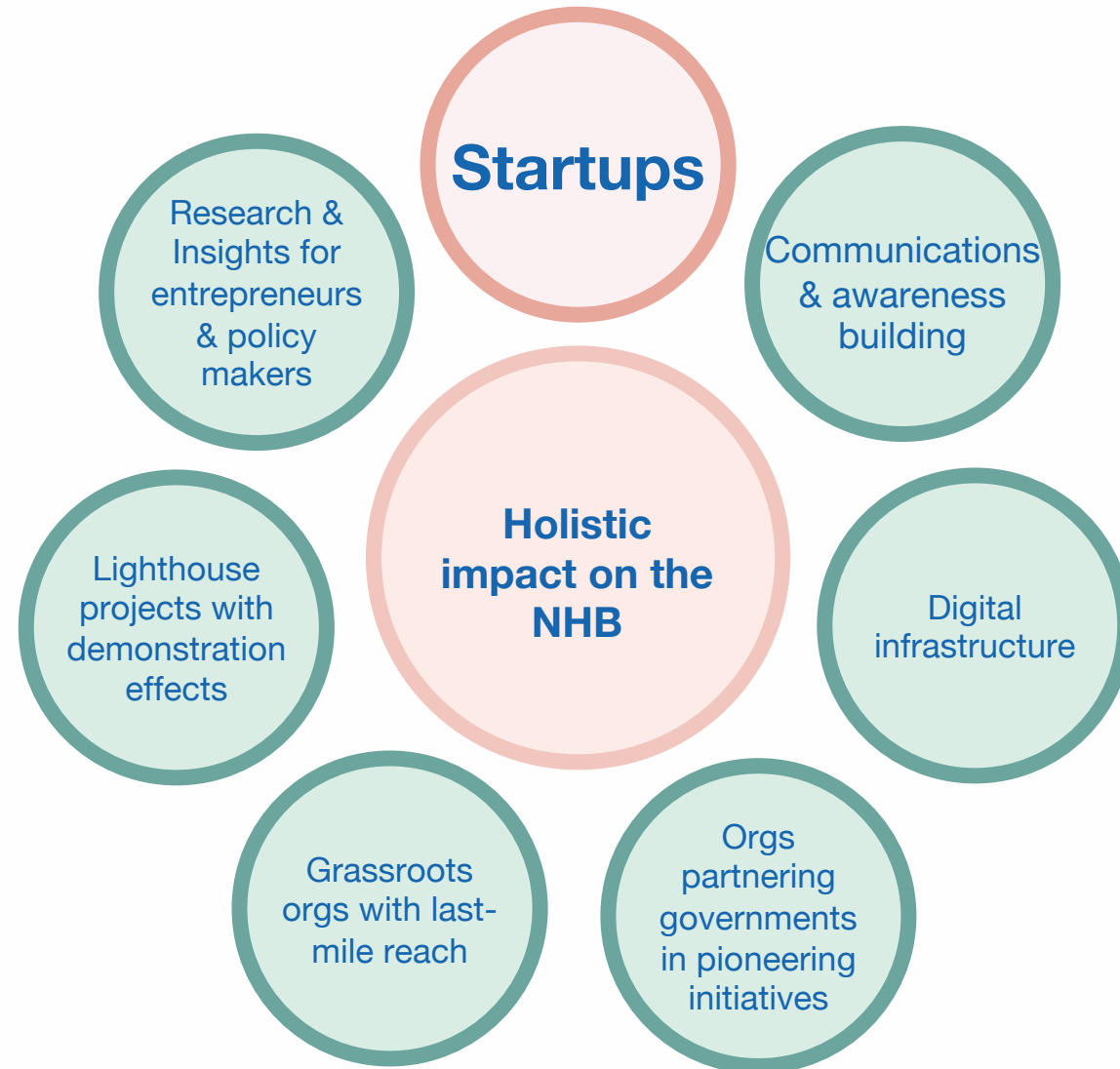
Small business owners

Why the NHB | Key to realising India's demographic dividend



The fortunes of the NHB will determine India's trajectory of growth, well-being and prosperity

Our investment approach | Entrepreneurs serving the NHB



We support entrepreneurs in the private, public and nonprofit sectors

Our investment approach | Illustrative examples





Investments | Seeking impact at scale for the NHB

~\$725 m
cumulative
assets under
management*

~699m
cumulative
reach**

Aim to deploy \$450m between 2023 – 2026

Our portfolio | Serving the NHB*

Digital Society

Education

Emerging Tech

Financial Inclusion

Cities & Innovation

Property Inclusivity

Experimental



Experimental



* This is not a comprehensive list of our investees and includes orgs from current and alumni portfolio



About Omidyar Network India | Questions We Like To Answer

▶ Are you a VC or a foundation?

- ▶ We are an investor with a difference. Omidyar Network India deploys capital flexibly to support the NHB. ~70% of our funding is by way of equity investments in start-ups. For a holistic impact on the NHB, we go beyond this and fund efforts like research, government partnerships, communications and awareness building, lighthouse pilot projects.

▶ What is your operating model?

- ▶ Omidyar Network India, headquartered in Mumbai, is an Indian investment advisory firm. We separated from the global organization Omidyar Network in 2019 and are an autonomous org.
- ▶ Focused on an India-specific strategy and investment thesis developed by a professional Indian team, Omidyar Network India provides independent advice on investment opportunities that support local development priorities and deepen the work in its chosen areas of focus.
- ▶ The investments are funded by Pam and Pierre Omidyar, founder of eBay, as a part of their philanthropy.
- ▶ The Omidyars support a diverse collection of companies, organisations and initiatives referred to as The Omidyar Group. Omidyar Network India's strategy is independent of the strategies of the other organisations in the group.

About Omidyar Network India | Our Purpose

We invest in
bold entrepreneurs
who help create
a **meaningful life**
for **every Indian**



OMIDYAR NETWORK INDIA



About Omidyar Network India | Questions We Like To Answer

▶ **What does impact mean? How do you measure impact?**

- ▶ For us, impact means the various ways in which the work of our investees can create opportunities for the NHB to improve their lives. The orgs we partner do this by - creating access to aspirational services, creating avenues for employment and productivity, and encouraging inclusivity at an individual and societal level.
- ▶ We have developed a comprehensive impact measurement framework at an investee level across parameters of reach, depth and inclusion of the NHB in our and our investees' work. You can learn more about our impact measurement methodologies [here](#)

▶ **What kind of organisations do you work with?**

- ▶ Our goal is to support the work of people who are helping improve the lives of the NHB. To do this, we partner with multiple stakeholders – start-ups, policy makers, research organisations, communications and behavioural experts, industry bodies and grassroots organisations among others.