



2016 ANNUAL REPORT





LETTER FROM THE PRESIDENT

🏠 <http://nexleaf.org>

✉ info@nexleaf.org

Greetings from India!

With multiple Nexleaf projects underway all across India, we decided to pack up our family and relocate here for 4 months. I've learned so much already from this extraordinary experiment, which caps off a very exciting year for Nexleaf.

Our team has now spent 7 years working in the field to get data flowing from the hardest-to-reach places on Earth. We've seen how continuous data can fundamentally transform lifesaving interventions.

Monitoring and evaluation are already development buzzwords, but data is used mostly for reporting at the end of the project, and lessons learned are put off until the next time around.

But with emerging technologies, we can establish **real-time information channels** from the ground up. Access to round-the-clock data from the field allows organizations to identify unexpected problems and to iterate rapidly.

The result is **responsive interventions**: development programs with built-in mechanisms for detecting problems, fixing what's not working, and steering the whole project towards success.

With Nexleaf technologies, the very same data collected to pay poor women who switch to clean cooking also helps NGOs constantly improve their clean energy interventions. And the very same data used to alert nurses when vaccines are in danger also helps Ministries of Health decide how to allocate their limited resources for the greatest impact.

That's the power of data: not simply to monitor and evaluate, but to **iterate and evolve**, and to drastically increase the impact and effectiveness of crucial humanitarian and climate interventions.

With the support of our [incredible partners](#), we had a pivotal year in 2016. Our ColdTrace devices are now protecting the vaccine supply for more than **6.1 million babies** born each year, and our Stove-Trace team is getting **mobile money payments directly to women in rural India** who switch to clean cooking. This is one of the first uses of mobile money for results-based financing in India.

In 2017, we're bringing our approach to new sectors, like agriculture and food security. And we're expanding our analytics capabilities to drive results-based financing beyond climate credits, with new metrics that **quantify health impact** as well.

We see a future where every child is protected from preventable diseases, where no one has to live in a smoke-filled home, and where emerging technologies are constantly reimaged to improve the lives of the poorest 3 billion people on Earth.

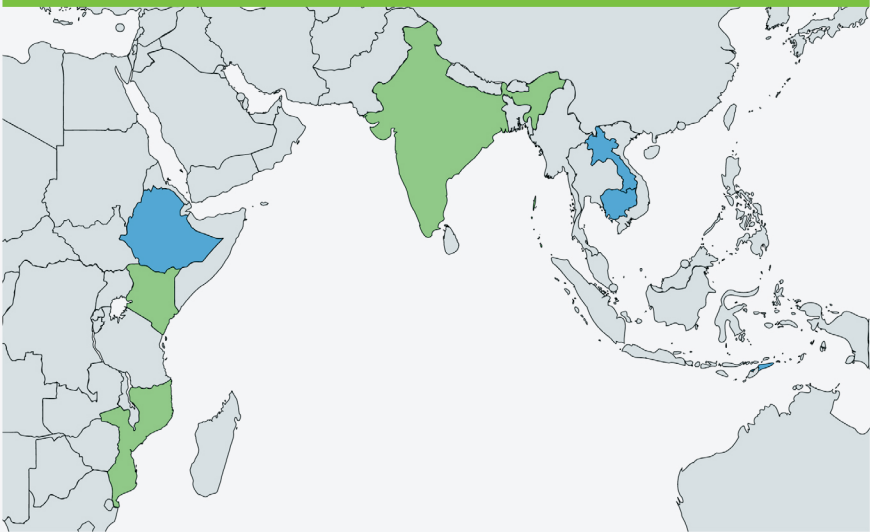
At Nexleaf Analytics, we believe in the power of data to change the world. Thank you so much for supporting our work.

Sincerely,

Nithya Ramanathan, Ph.D.
President & Co-Founder

IMPACT METRICS

WHERE WE WORK



26 team members

across the globe conducting program work in

3 countries:

- Mozambique
- Kenya
- India

... and our technology deployed across

5 more countries:

- Cambodia
- Laos
- Timor L'este
- Ethiopia
- Haiti (not shown above)

COLDTRACE



ColdTrace reduces
vaccine freezing by
74%



670
health workers trained
to protect vaccines*



7,029
devices
deployed in

7 countries

PROTECTING

\$27.8M
worth of vaccines every day...



... for over
6.1M
babies born each
year

STOVETRACE

StoveTrace enabled the
reduction of

420 tons of CO₂e*

WHICH EQUALS



89 cars
taken off the road



Monitored
167,610*
cooking hrs...



... from
766 households*

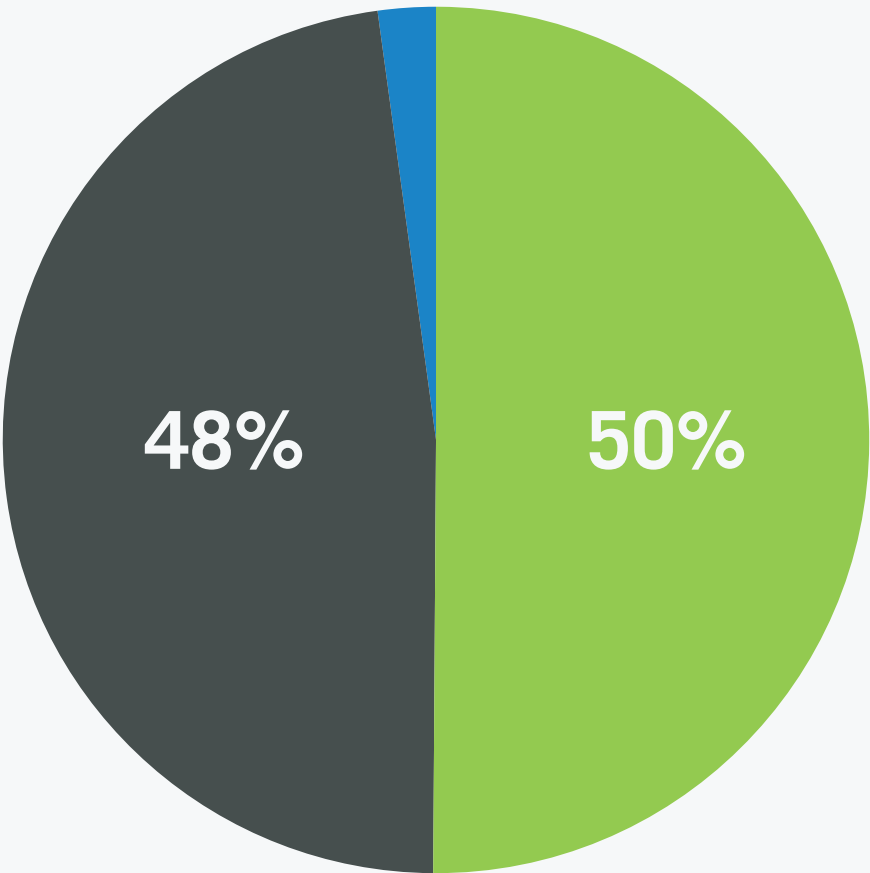
Women in
2 states
of India
are paid by
mobile money
for clean
cooking



2015 AUDITED FINANCIALS

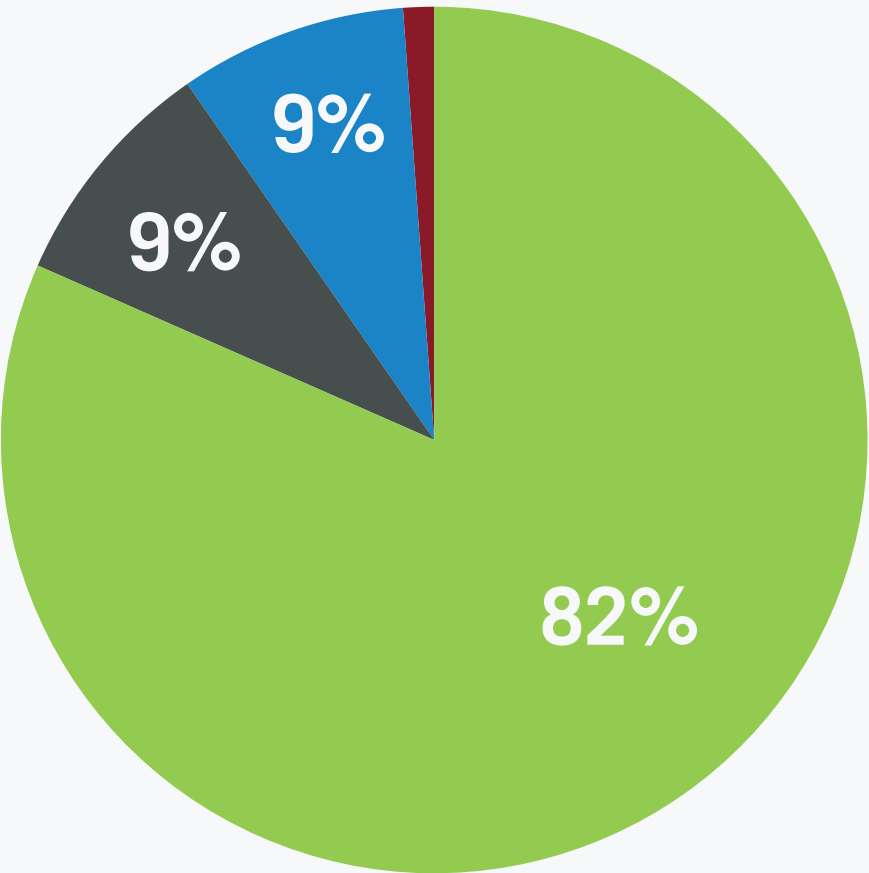
In 2016, we conducted an external audit of our 2015 financials. The growth of our programs in 2015 laid the groundwork for the milestones in this report, as revenue increased 30% in 2015 due largely to expanding our vaccine and health related work in India. Our program services and device sales increased year over year, contributing to 50% of total 2015 revenue. We welcomed 6 new team members in 2015, and annual expenses rose to reflect revenue and program growth.

REVENUE BY SOURCES



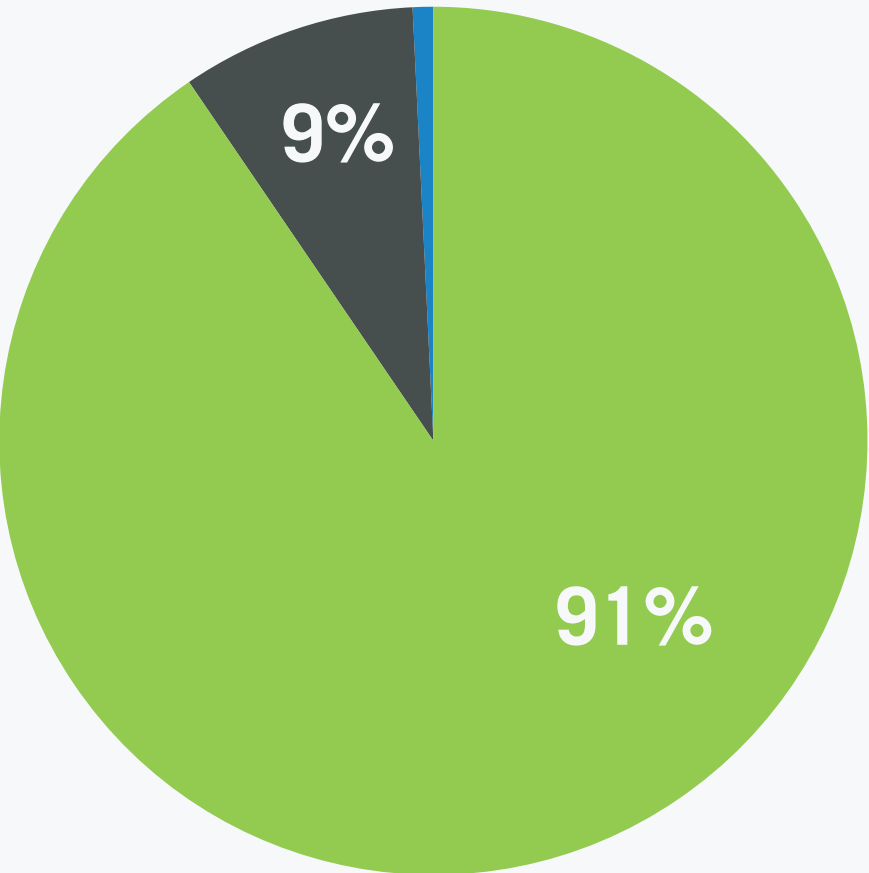
Earned	\$1,167,728	50.1%
Foundation	\$1,112,612	47.7%
Individual	\$6,760	0.3%
Corporate	\$20,699	0.9%
In-kind	\$22,827	1.0%
total	\$2,330,626	100.0%

EXPENSES BY PROGRAM



ColdTrace	\$1,933,591	81.6%
StoveTrace	\$201,402	8.5%
Operations	\$207,427	8.8%
Innovation	\$9,150	0.4%
Fundraising	\$18,122	0.8%
total	\$2,369,692	100.0%

EXPENSES ALLOCATION



Program	\$2,144,143	90.5%
Admin	\$207,427	8.8%
Fundraising	\$18,122	0.8%
total	\$2,369,692	100.0%

ABOUT NEXLEAF

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Nexleaf's goals are global goals. Our program work focuses on expanding clean energy access, improving public health, and enabling responsive interventions in support of 10 UN Sustainable Development Goals.

ColdTrace helps health workers get safe, effective vaccines to kids, and our data and analytics help governments and global partners plan vaccine systems management at the highest levels. In 2016, ColdTrace was named a Gavi INFUSE Pace-setter technology and received WHO certification (PQS).

StoveTrace empowers rural women to fight climate change with clean cooking. Based on verified real-time usage data, we get results-based financing directly to women who switch to improved cookstoves. In 2016, our team introduced mobile money payments for women in rural India, published an article in *Nature Climate Change*, and was featured in the *Financial Times*.

At Nexleaf Analytics, we build robust devices and data analytics tools to serve the people on the front lines of global public health and climate change.

Our innovations come from – and are driven by – our work in the field. We listen to the people on the ground and create technology that meets their needs and integrates into their lives. We've seen how real-time data enables responsive interventions that result in verifiable impact. We know that resilient, cost-effective technology can bridge the gap where other infrastructure is lacking. And we believe in the power of data to change the world.

Nexleaf Analytics is a 501(c)(3) non-profit tech company (Tax ID #90-0514027) founded by Nithya Ramanathan, Martin Lukac, and Ian Leong. We're headquartered in Los Angeles, CA.