





A MESSAGE FROM OUR CEO

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Nexleaf is 10!

It's been more than a decade since Martin and I first met as grad students, studying and building sensors. Back then, we “sensed” that emerging tech for automated data collection would soon provide more people with the evidence they needed to improve their worlds. We also knew that they would need tools and resources to extract actionable meaning from all that data. And after conducting my own Ph.D. research in Bangladesh, where too many people suffer due to arsenic in the groundwater, I knew I wanted my life's work to focus on sustainably extending life-saving solutions to all.

As we reflect on the past decade, I am so inspired by the many ways our dynamic team has managed to do just that.

Our Clean Cooking team recently documented sustained adoption of clean cooking solutions for more than a year in a village in India—the first success of its kind, verified with sensors. Our global team is continuously evaluating stoves, fuels, and emerging clean cooking solutions using data. Most importantly, we strive to listen to the women who cook, amplify their voices, and bring their needs and preferences to the forefront of the clean energy conversation through data and advocacy.

And our tech for protecting vaccines continues its rapid scale. ColdTrace is now in over 15,000 health facilities across 8 countries, and our Vaccines team is collaborating with the Tanzania Ministry of Health to scale Nexleaf's technology nation-wide. We're also piloting our vaccine transport monitoring device in several countries, and we're collecting inputs for 3VM, a new tool that will use AI technology to help countries prioritize vaccine supply chain infrastructure improvements.

(For more Nex10 highlights, check out the timeline at nexleaf.org/10!)

We've also begun work in a new sector: supporting medical equipment for neonatal care. In the coming years, countries and NGOs will spend billions to extend specialized care to more newborns, building neonatal intensive care units (NICUs) and deploying equipment in low-resource places. Nexleaf's track record prompted key NICU sector leaders to approach us directly, enlisting our efforts in support of this goal. We're excited to be a part of it.

At Nexleaf, we gather and operationalize objective data to extend the reach and maximize the impact of life-saving equipment for all. We work in complex sectors to prompt actors at every level to align their efforts more closely with a simple, core objective, such as preserving the value of vaccines, or improving household air quality. Describing what we do in each area of our work can be challenging, but ultimately it's about designing data flows that make systems work.

Nexleaf is a company known for making the impossible, possible. We are so grateful to our partners, funders, and team members all around the world, old and new, for helping us reach this milestone.

Here's to the Nex10!

Sincerely,

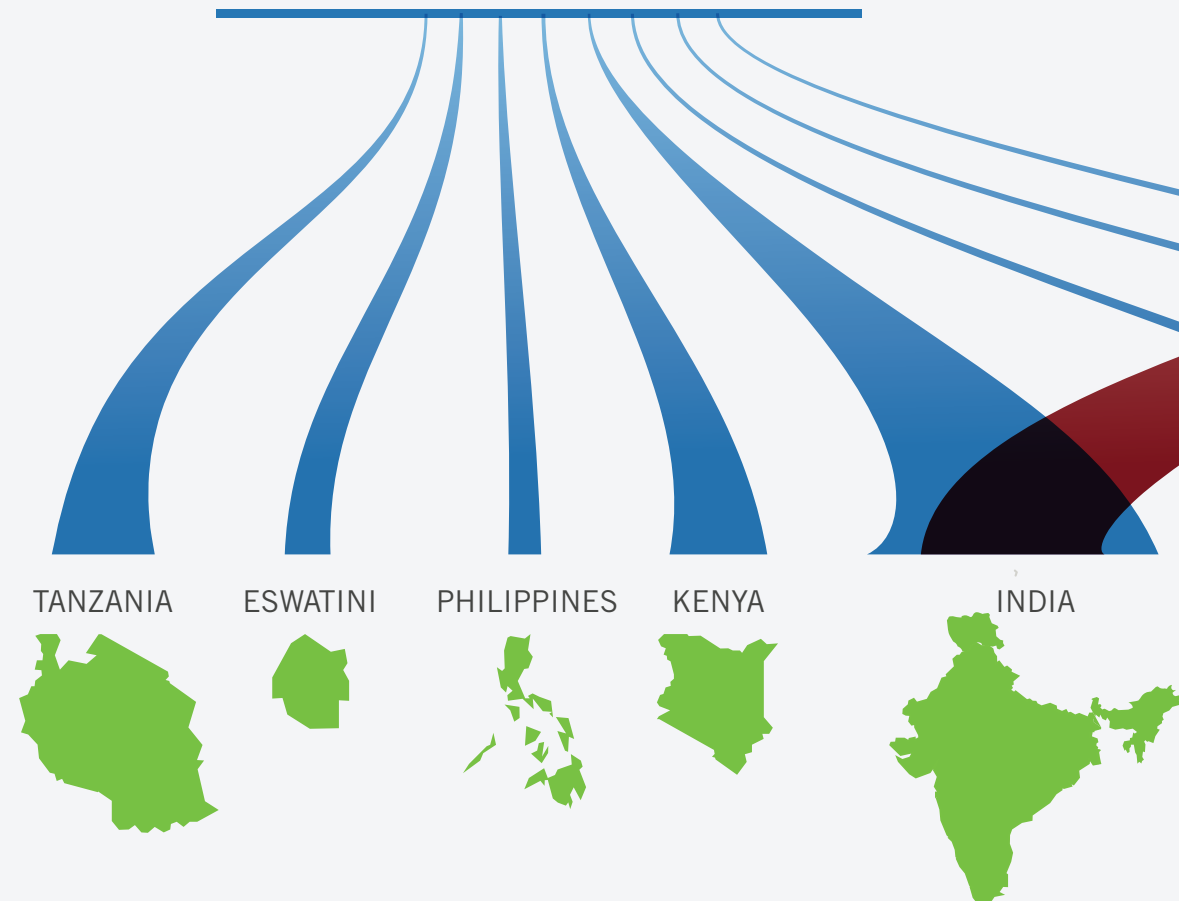
Nithya Ramanathan, Ph.D.
CEO & Co-founder

Photo on cover: Community training session led by local Energy Entrepreneur. Odisha, India

VACCINE COLD CHAIN

Vaccines must be kept at safe temperatures until they reach kids around the world. But the equipment for storing and transporting vaccines – the cold chain – often falters or fails.

How do we identify where vaccines are at risk and fix what's broken?



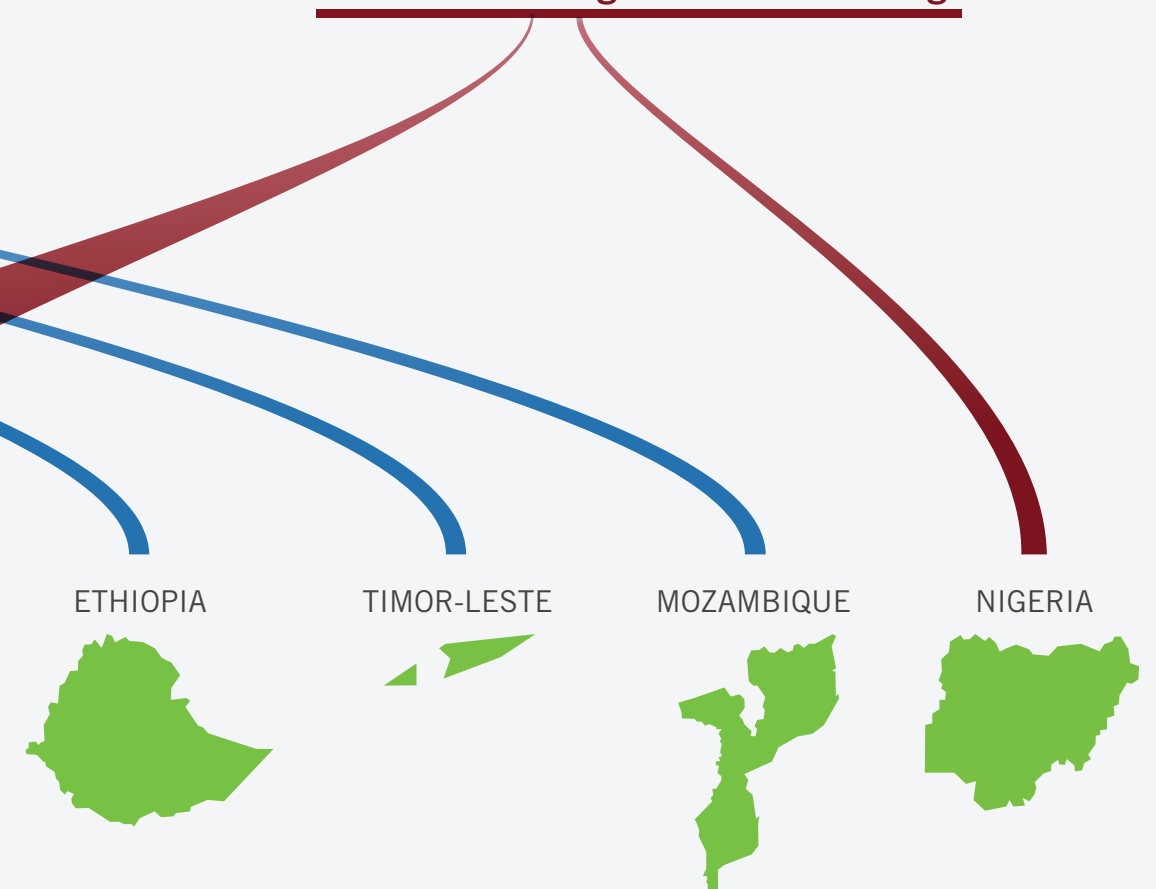
In 2018, we undertook many exciting new initiatives to support Ministries of Health strengthen their vaccine cold chains. Major milestones include:

- Conducting a pilot in Mozambique to protect vaccines during transport.
- Launching an issue tracking system, LogME, to facilitate speedier maintenance resolution.
- The Tanzania Ministry of Health enveloping Nexleaf data and analytics tools in their national Health Systems Strengthening plan for continued sustainability.

CLEAN COOKING

Indoor air pollution from biomass cooking kills close to 4 million people every year and contributes significantly to climate change. But multiple barriers prevent rural households from accessing cleaner alternatives.

How do we break down the barriers that keep the poorest 3 billion from transitioning to cleaner cooking?

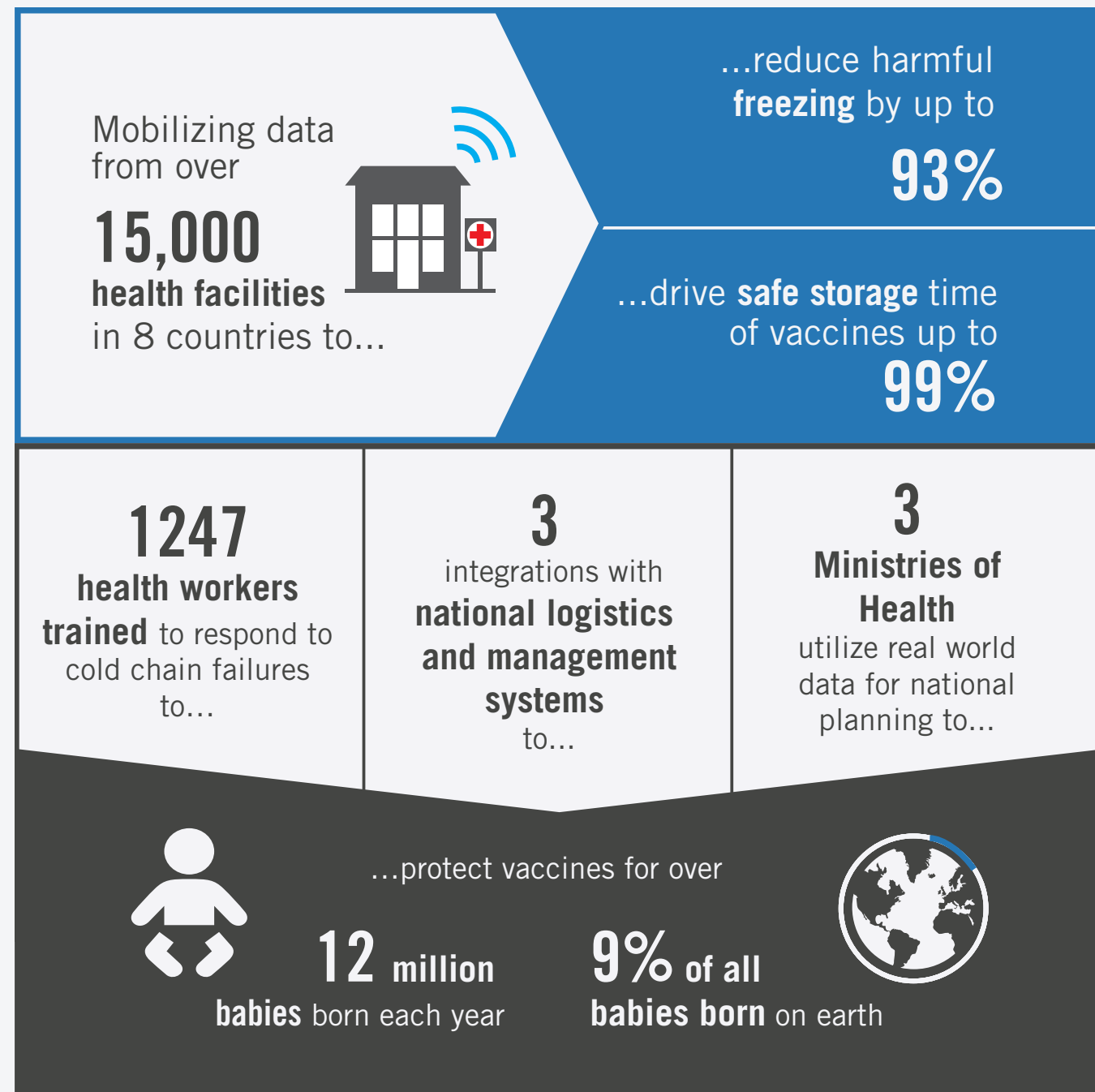


In 2018, we made major strides towards creating a sustainable ecosystem for clean cooking. Our highlights include:

- Witnessing one village in India reaching two years of sustained adoption of clean cooking.
- Completing a pilot project in Nigeria, and preparing for an expanded program.
- Launching stove scorecards, StoveCards, to capture real world performance of stoves and fuels.

OUR SUCCESSES IN THE VACCINE COLD CHAIN

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Impact statistics as of December 2018.



A mother in Maputo, Mozambique presents her child's immunization card after visiting a health facility equipped with Nexleaf's data system for vaccines, ColdTrace.

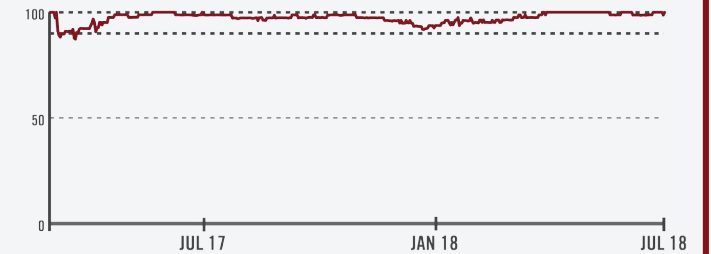
OUR SUCCESSES IN CLEAN COOKING

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A woman in Abuja, Nigeria receives a clean stove. She and her neighbors will participate in Nexleaf's clean cooking program to track the stove's utility and real world performance over time.

269 families
cook their daily
meals on cleaner
cooking alternatives
over **80% of the time**,
and...



... **1** village has sustained
adoption of clean energy **since 2017**



Since program
launch,
1026 women
in
17 villages
in Nigeria and
India have...

...cooked
for over



474,221
hours on cleaner
alternatives and...

...earned
\$10,755 USD
through our climate
credit program

...field tested
6 stoves and
3 cooking fuels



Impact statistics as of December 2018.

...Amplify Human Agency

Cultivating a culture of data use among people on the ground for responsive actions.

1212 health workers trained on responding to automated temperature alerts.

75 health workers trained on **issue tracking** to log equipment problems.

35 'Master Trainers' received advanced training to perform specialized roles.

331 maintenance visits conducted by Last Mile Entrepreneurs.

...Enable Data Advocacy

Driving transformative change through reports and evidence sharing.

Distributed **7 reports** about the cold chain and **3 reports** about clean cooking to share surprising results and promote the power of data.

4 Guide to Your Data reports for **2 countries** to integrate data use in management.

2 feedback events featuring rural women to understand their experiences cooking on cleaner cookstoves.

...Innovate New Technologies

Uncovering and addressing challenges by building new tools.

Trek: a robust sensor technology that pairs with a smartphone app for remote and transit contexts.

NICU: applying our methodology to neonatal intensive care unit equipment.

LogMe: issue tracking software to facilitate maintenance throughout the health system.

Agriculture: applying our methodology to the global agriculture sector.

...Improve Equipment Designs & Global Standards

Shared **4 scorecards for 3 stove models tested in 2 countries** to begin conversations on design improvements with 3 manufacturers.

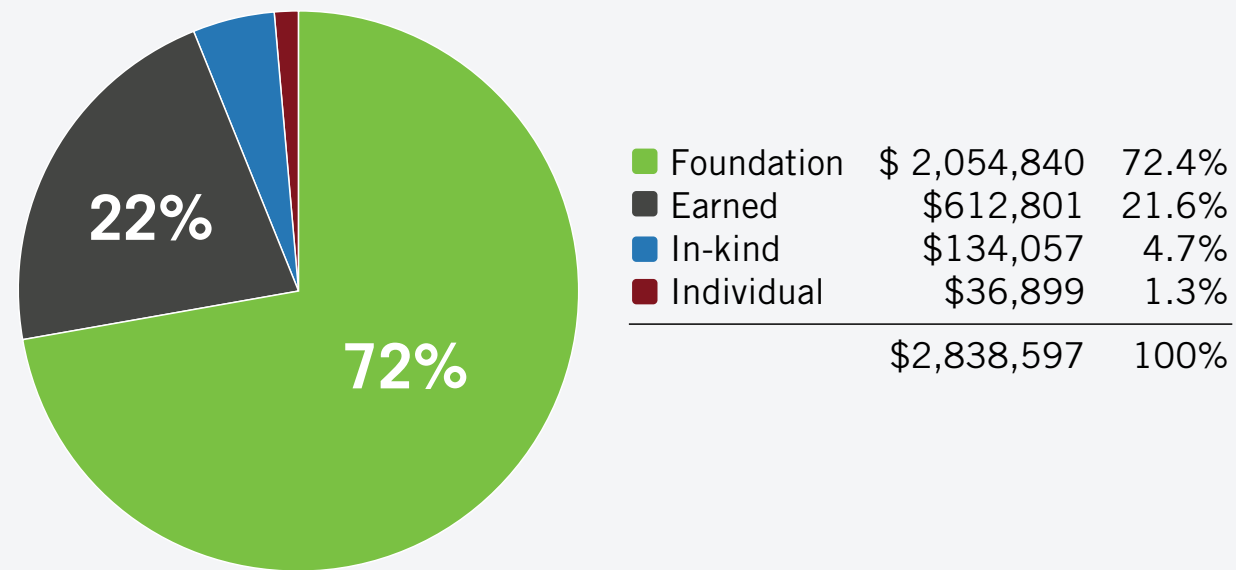
283 women who cook on cleaner solutions surveyed to include their feedback into design.

Integrated with **3 logistics management information systems (LMIS)** to streamline information access and utility for Ministries of Health.

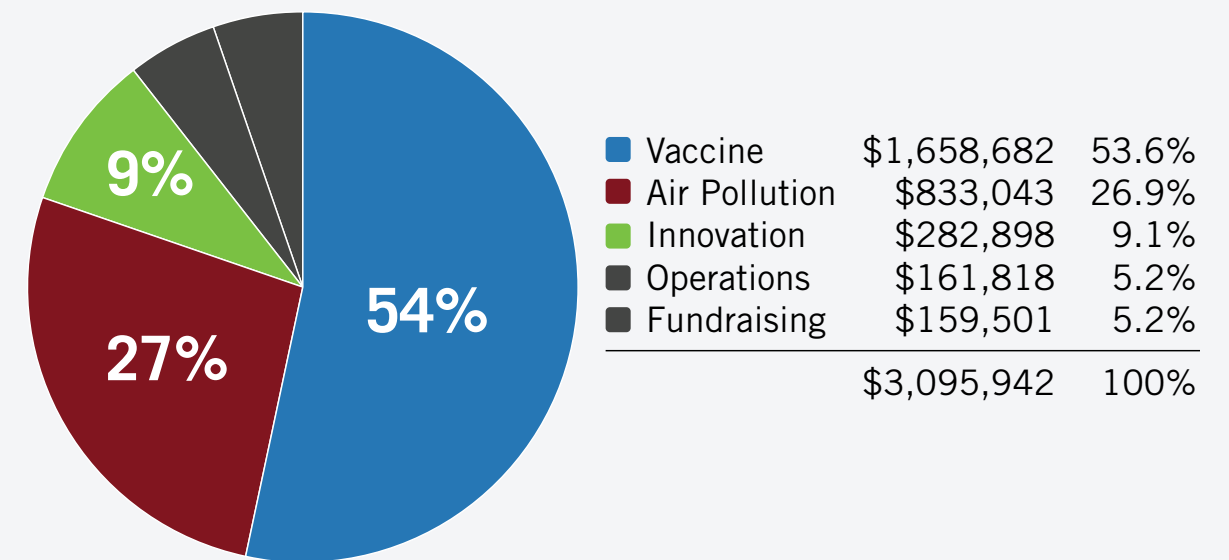
2018 FINANCIALS

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REVENUE BY SOURCES



EXPENSES BY PROGRAM



*Summary of unaudited financials from 2018.
Once ready, audited financials will be available on nexleaf.org.*

2018 SUPPORTERS

We are incredibly grateful to the strong and foundational supporters who make our work possible. Thank you to the individuals and organizations who generously provided monetary and in-kind support in 2018.

Amazon Web Services
AmazonSmile
Autodesk Foundation
Benevity
Jeffrey Dobrinsky
Foundation Beyond Belief

Gavi Alliance
Google
Amy Grossman
Molly Kirk
Tom Lee

Radhika & Ambarish Malpani
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Perl Nelson Family Foundation

Qualcomm Incorporated
Reed Smith LLP
Matthew Richard
St Vrain Community Montessori School
Julie Thomas

NEW VOICES FROM OUR GROWING TEAM



“I chose to work with Nexleaf because I know that in today’s information era, it’s vital for healthcare providers not only to have the tools that simplify their work but also to have mechanisms through which they can use the outputs of their work to improve their efficiency, and so to save more lives. I’m talking about data, I was so excited to be working with healthcare workers on understanding their data and use it to make informed decisions. Nexleaf had it all and that’s what attracted me the most.”

Hosea Kintu
Project and Data Coordinator, Tanzania

“Since joining Nexleaf, I have learned so much about the importance of humility in learning. I love how curious everyone is at Nexleaf and am inspired by how hungry people are to learn, to challenge themselves, to be better.”

Jennifer Dai
Head of People and Talent



“At the end of the day, our work means better outcomes and improved quality of life for the most marginalized. This is what gets me motivated to think, try, do (and perhaps even fail!) every day, and Nexleaf provides the space and support to implement and achieve all of that.”

Marym Mohammady, MPH
Program Manager

“The most meaningful aspect of my work is that I can apply my skills in science, math, and data analytics to solve problems that aren’t trying to better a company or institution, but rather better the quality of life for those who need it the most.”

Emily Conant
Data Analyst



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Background photo: Families waiting outside a health facility in Maputo, Mozambique.