



# Quarterly Newsletter

Q1 FY26





# FARMER SPOTLIGHT

# Pittala Padma

*Telangana*

I farmed for years, but it felt like a losing battle. Heat, pests, and erratic rain kept ruining my coriander. No matter how hard I worked, I barely earned. I wanted to farm better but had no support.

That changed when I found **Kheyti's Greenhouse-in-a-Box**. With **NABARD's support**, I set up a small net house on my land and decided to try **protected farming** for the first time.

I chose what I knew best - coriander. But this time grown inside the greenhouse. **I invested just \$18 for the crop and earned \$890 in one cycle**, more than I had ever made before.

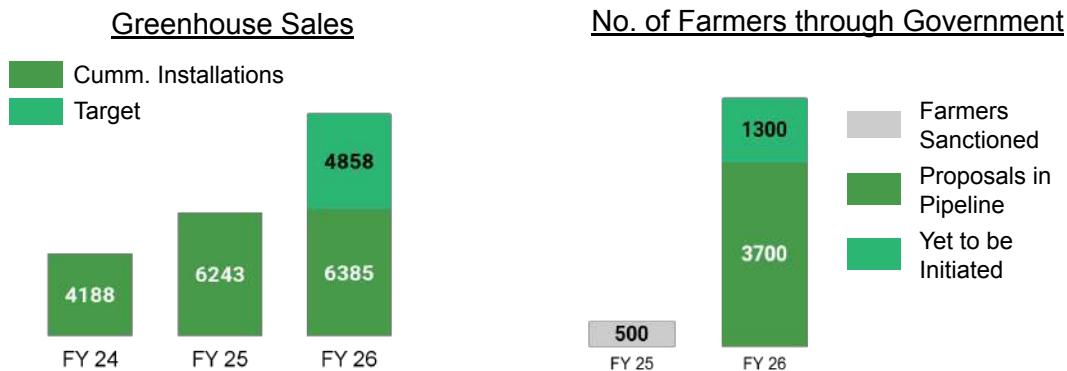
The **crop grew faster, stayed healthier**, and **looked fresher**. I used **less water** and **fewer chemicals**, yet the **quality improved**. Customers noticed, and my community did too.

“ This was more than income. It was proof that **small farmers like me can succeed**. I am now planning my next season and **helping other women in my village consider greenhouse farming**.

# In Q1, Kheyti laid the foundations for government and tech to build a cohesive, scale-ready org

3,700 farmers in pipeline across 9 states with district-level government presence

**Advanced formal proposals across 8 state governments.** Added Rajasthan govt. as a prospect, where senior bureaucrats expressed intent to support 1,000 farmers through a state-policy.



Initiating 3-year AI-driven roadmap for scalable farmer support



Launched development of a **digital advisory system** and **expanded call center capabilities**

Building a farmer graduation model that **adapts to each farmer's digital readiness, sustaining trust and enabling scale**

Raised \$1.5M with 132% donor renewal rate demonstrating strong funder confidence

**Four successful renewals** including **two multi-year commitments** secured **foundation for sustained growth and strategic investments** in technology and policy verticals



# In Q1, Kheyti laid the foundation to build a cohesive, scale-ready org focused on delivering key outcomes

Govt. support is stabilizing revenue, while cost efficiencies are reducing the per-farmer deficit, setting the stage for profitable scale-up

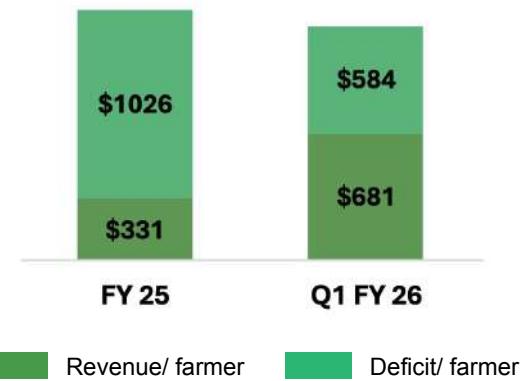
**Revenue per farmer increased from \$331 in FY25 to \$681 in Q1**

**FY26** as govt. subsidies enabled full-price sales

**The per-farmer deficit decreased from \$1,026 to \$584** in the same period, driven by lower cost of goods and service expenses

Growth of the agent network, and upcoming AI advisory are expected to further reduce the deficit

Per Farmer Economics



## Kheyti is building its leadership team through strategic hires and management upskilling

**Expert-supported searches for CTO and Chief Policy Officer** are adding critical tech and policy capabilities

The **Management Development Program** is building a **leadership pipeline** by strengthening ownership, collaboration, and data-driven decision-making for scale



# QUARTERLY SPOTLIGHT

## Building Capacity Across Organizational Levels to Enable Cohesive, Purpose-Driven Scale

We are building leadership strength across organization to drive high-quality execution. By deepening capabilities, fostering ownership, and cultivating a unified culture, we are laying the foundation for resilient and scalable growth.



Field teams engage in hands-on training, reflecting their commitment to quality and impact

### Field Teams

Strengthening technical and soft skills to ensure quality delivery at scale

- **Hands-on training** was conducted for installation teams to improve greenhouse construction, crop planning, irrigation systems, and field communication
- The program emphasized **accountability, teamwork, and alignment between field and central teams**
- These investments are essential to **maintain quality and trust as we grow**

### Management

Investing in our management pipeline to equip managers to lead effectively

- Launched a **Management Development Program** with 89North People Consulting for State Leads and early managers
- **The program follows a 70:20:10 model**, with learning through execution, mentoring, and structured sessions, and focuses on ownership, collaboration, farmer orientation, and data-driven decision-making
- It aims to help middle management **lead high-performing teams with clarity and purpose**

### Leadership

Bringing in expert leadership to drive our tech and policy verticals

- **Hiring for a Chief Technology Officer**, supported by Rippleworks, is underway to build our tech team and lead execution of the tech roadmap. **Partnered with IDinsight to co-develop the roadmap** until internal capacity is built
- A **Chief Policy Officer** search is also underway (with GLG), aligned with our policy roadmap
- These leadership roles will **anchor Kheyti's shift to tech-first service delivery and deeper govt. engagement**

# LAST QUARTER: IN PICTURES



Kheyti's leadership and management teams come together to align on annual priorities, reflect on progress, and plan for the year ahead

At Kheyti's Farmer Success Event in Madhya Pradesh, farmer Deepak Patidar was felicitated for earning \$3,600 through farming in Kheyti Greenhouse



With government support in Andhra Pradesh, B. Vijay Kumar Reddy installed a Kheyti greenhouse and earned \$515 in one season by growing English cucumbers, showing how subsidies are making climate-smart farming viable for smallholders

Farmers interact with Kheyti team at the Husnabad agri expo in Telangana. We were honored to host Rythu Commission Chairman Shri M. Kodanda Reddy at our stall



Farmer Ram Bahar from Maujanipur, Jhansi earned \$485 in 85 days from his first successful cucumber harvest during the rainy season, made possible with a Kheyti greenhouse



Smart Farmer Revolution