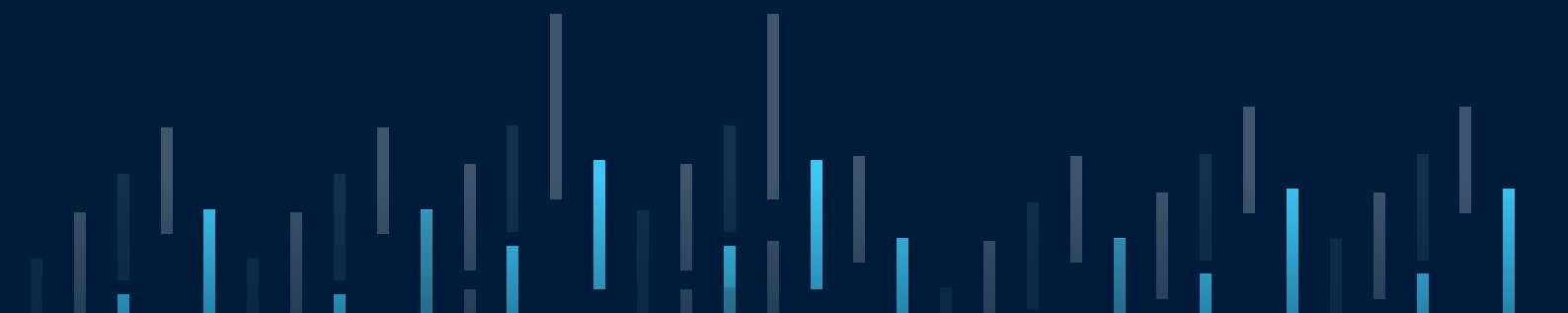




Invest Locally collaborate Globally

Baseline impact as of June 30, 2019



Foreword

Last month, members of the Business Roundtable – hundreds of CEOs from the most valuable companies around the world – agreed to update the purpose of a corporation to include its responsibility to society. BlackRock’s CEO Larry Fink made waves last year making a similar and unprecedented statement. Jamie Dimon, the CEO and chairman of JPMorgan Chase, has said that many leaders know that investing in their workers and communities is the only way their businesses can remain successful over the long term.



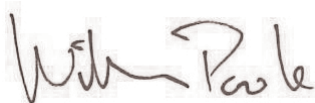
Some argue this is lip service. But maybe it’s just good business, with companies being responsive to millennial customers who, by an overwhelming 63% margin, agree that the sole purpose of business should be to improve the communities in which they operate. What we’re seeing is a cultural shift away from traditional notions of capitalism where profits trump all. And large institutional investors, including BlackStone Group, Carlyle Group, TPG, and Apollo Global Management, are taking notice with their own billion dollar funds dedicated to environmental and social governance and impact, adding to an existing market of just over half a trillion U.S. dollars worldwide.

I think it’s safe to say that impact investing as a strategy to leverage private sector resources in order to deliver market rate returns while addressing endemic social and environmental issues is becoming mainstream. Our team at Capria has contributed significantly to this changing landscape through our thought leadership and capacity building on holistic and transparent impact measurement and management, and by propagating our work as well as that of other thought leaders around the world .

At Capria, we’ve developed a one-of-a-kind platform which provides capable, highly-vetted local fund managers with a unique platform for success, including senior-level partnering, capacity building and a collaborating global peer network. We take anchor GP positions to help managers bridge to their next fund, make LP investments, and co-

invest alongside GP partners, providing three tiered returns from investments in a diverse range of geographies. We favor companies driven by local consumption, resulting in uncorrelated growth (vs. the West) and resilience to global downturns.

We've been building Capria Network since 2015. In late 2018 we achieved first close of our target \$100M fund from which we are actively investing. In this report we are pleased to provide baseline impact metrics for our portfolio as of H1 2019. From a data perspective, this report marks the very beginning of a many-year journey to reach our goal of deploying USD \$1 billion in capital and impacting 100 million lives. Stay tuned for exponential growth as our investments start delivering to their potential in the coming years.

A handwritten signature in black ink, reading "Will Poole". The signature is fluid and cursive, with the first name "Will" and last name "Poole" clearly distinguishable.

Will Poole

CO-FOUNDER & MANAGING PARTNER

About Capria

Capria Ventures is a global investment firm leading, partnering with and funding the largest network of emerging market fund managers collaborating to deliver superior returns and scaled impact. We bring venture capital innovation and global best practices to local VC, private equity and innovative debt funds, managed by local investment experts tapping into a USD \$5 trillion opportunity.



19

Network Fund
Managers

37

Countries across
Africa, LatAm & Asia

Network Assets
Under Management

Impact at a glance

2
FUND
INVESTMENTS

1.9M
low and middle income
lives impacted

1,364
jobs created across
the network

8
WAREHOUSE
INVESTMENTS

482k
women lives
impacted

563
women jobs
created

61.9k
tonnes of CO₂ emissions
reduced

\$10.3M
invested in portfolio
companies

About Capria Fund

Capria Fund is our flagship USD \$100M network fund which invests exclusively in and alongside Capria Network partner funds. The Fund is domiciled in Delaware with leading investors including International Finance Corporation, Vulcan Capital, Gates Ventures, Ford Foundation, and Omidyar Network. Capria Fund has three investing programs, including taking anchor GP positions to help managers bridge to their next fund, taking LP positions, and co-investing alongside its GP partners.

You can find more information at: <https://capria.vc>

Our Investments

To date, we have made 2 fund investments in Latin America and warehoused investments in 8 companies across Latin America, Africa, and Asia.

Fund Investments



Warehouse Investments



UNDISCLOSED
INVESTMENT 1

UNDISCLOSED
INVESTMENT 2



Note: Warehouse investments are companies that have been sourced by Capria Network fund managers who have not yet closed their next fund. The investments are held on Capria's balance sheet and managed locally.

Our Theory of Impact

Capria's theory of impact goes beyond providing catalytic capital, aiming to impact populations or systems that lack access to resources, essential products and services, or higher quality employment opportunities. In the long term, we envision dozens of new markets where thriving entrepreneurial ecosystems will be fueled by local and global capital flow, healthy competition will be established among entrepreneurs and local investors, and a network of advisors and mentors will support the continued ecosystem development.

DIMENSIONS OF IMPACT

1

Greenfield Markets

Fund managers foster innovative fast-growing tech-enabled businesses that profitably deliver sustainable products and services in vast, largely under-served markets of Latin America, Africa and South/Southeast Asia.

2

Catalytic Early-stage Capital

Fund managers provide access to early-stage and early-growth capital to entrepreneurs that are largely undervalued, in forms best suited to their needs. Across different countries, the gaps in early-stage capital vary, creating specific market opportunities to make investments.

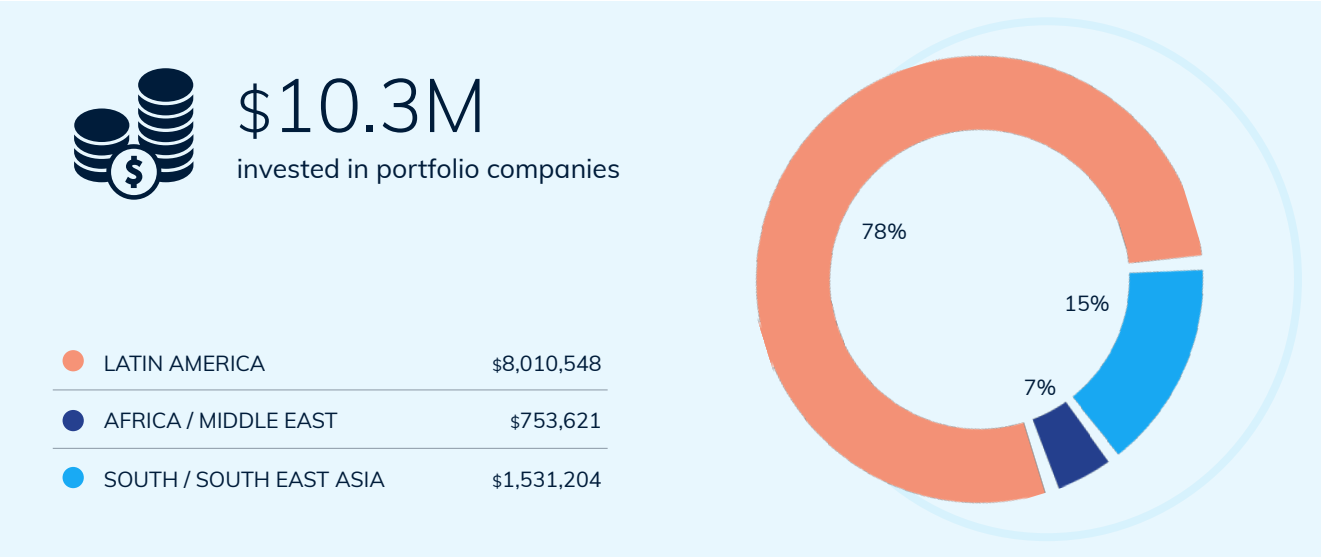
3

People and Environment

Fund managers invest in a diverse range of companies primarily addressing local consumption of essential products and services resulting in sustained impact and resilience to economic downturns. Target demographics for these solutions include investments in the bottom of the pyramid consumers, minorities, women, refugees, environment, etc.

Impact in Numbers

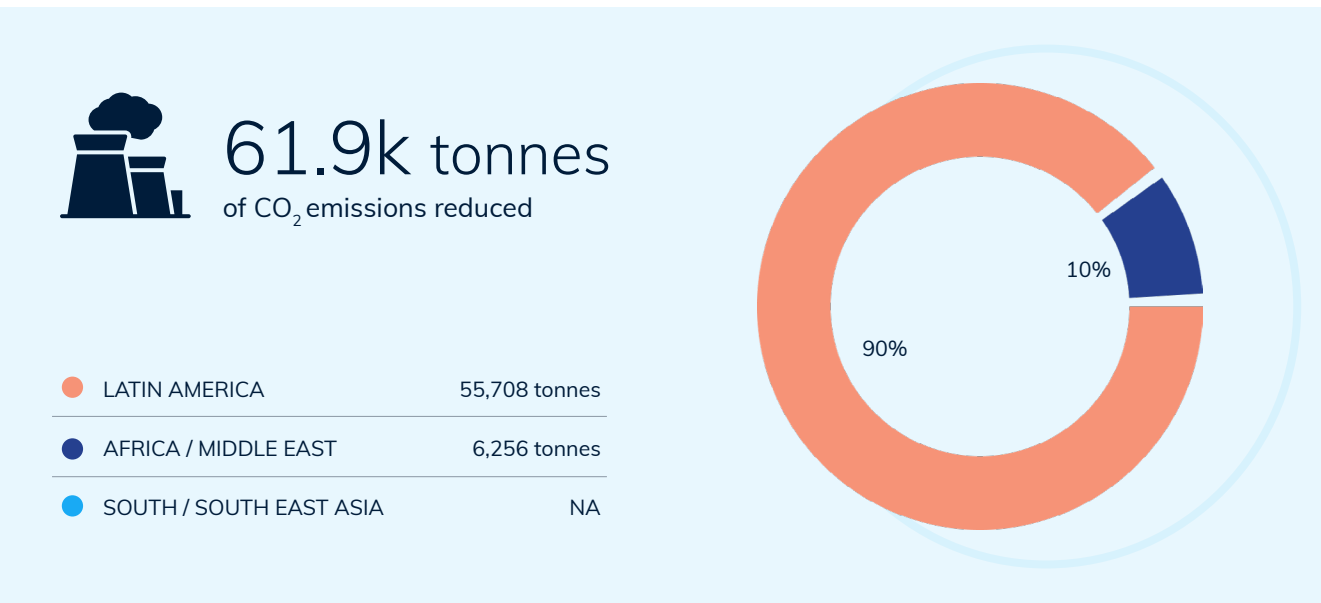
Catalytic Early-stage Capital



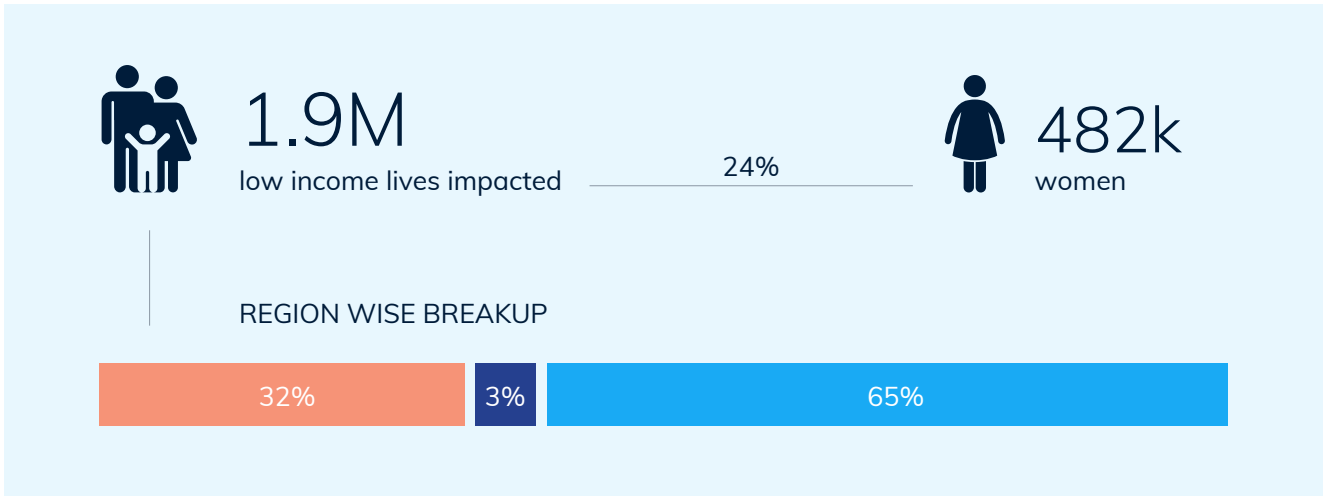
Greenfield Markets



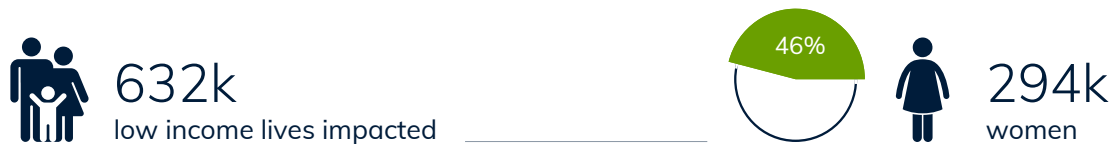
People and Environment



Low income lives impacted



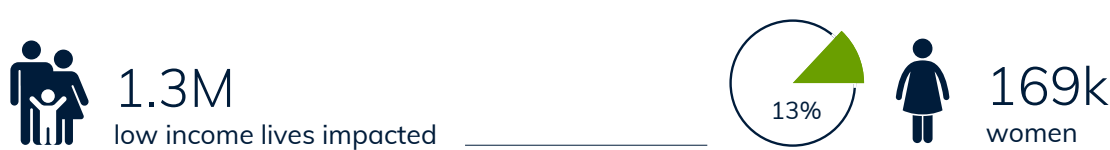
LATIN AMERICA



AFRICA / MIDDLE EAST



SOUTH / SOUTH EAST ASIA



Note: Low income lives impacted populations include (a) any person or population who is not high income in an emerging market (low and middle income), (b) any person or population who is low income in a high income country, or (c) persons and communities with limited access to natural resources and economic opportunities.

Capria's methodology: Capria's impact report is compiled with data collected from the underlying portfolio companies of the funds in which we have invested as well as from Capria's warehoused investments. We have identified key impact metrics that align with Capria's impact framework. For more, please visit: <https://capria.vc/impact-methodology>

Jobs created



1,364

jobs created

41%



563

women

REGION WISE BREAKUP

21%

16%

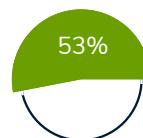
63%

● LATIN AMERICA



287

jobs created



152

women

● AFRICA / MIDDLE EAST



221

jobs created



33

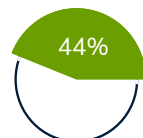
women

● SOUTH / SOUTH EAST ASIA



856

jobs created



378

women

Portfolio Fund Impact

FUND NAME : Adobe Mezzanine Fund II, LP
FUND MANAGER :



ADOBE CAPITAL

FUND IMPACT THESIS : Adobe provides tailored financing alternatives to promising, high-impact SMEs to finance working capital needs, asset purchases, and company expansion.

SDGs :



INVESTMENT COUNTRIES : Mexico and the Pacific Alliance

Impact in Numbers: Adobe Capital

92

shortlisted pipeline
companies

2

portfolio
companies

8

engaged local
advisors



8,222

low income lives impacted



63%

women



41

jobs created



54%

women



55.7k tonnes
of CO₂ emissions reduced



\$6.4M
gross revenues generated

Intentional Impact Investing in Mexico


Using entrepreneurship to tackle some of the most relevant social and environmental challenges of our time requires companies to innovate and be more cost efficient. In Mexico, this has resulted in more opportunities to catalyze private capital to help improve social and environmental conditions while generating profit.

With more than 14 years of on-the-ground experience, Adobe Capital has been a pioneer in the impact investment ecosystem in Latin America. Based (and investing primarily) in Mexico, Adobe supports the early growth of promising, high-impact social and environmental enterprises operating in key development sectors such as healthcare, education, affordable housing and alternative energy. The goal of every investment is to go beyond job creation and give low income families access to goods and services that would otherwise not exist.

Adobe's investment screening process emphasizes intentionality. In addition to a proven business model and track record, impact needs to be embedded within the business model of a prospective investment. Adobe has found that entrepreneurs with impact in their DNA are quickly able to describe the impact of their business as well as what will happen in terms of impact if they do not exist.



Adobe also leverages two popular impact measurement and management tools, the [Impact Management Project](#) and [IRIS+](#), to formally show how business strategy is linked to impact. In addition, Adobe follows IFC guidelines to detect an investment's ESG risk as part of their due diligence process. Leveraging industry best practices, tools and frameworks also helps Adobe identify core metrics which are essential to monitoring for discrepancies between financial and impact performance once the investment has been made. The idea here is that positive shifts in financial indicators (i.e., more revenue) should correspond with an uptick in impact (i.e., more lives impacted) and vice versa. Portfolio companies share financials and impact metrics monthly and based on this regular check-ins, Adobe provides strategic advice to make sure impact is achieved along with a company's growth plans.



The goal of every investment is to go beyond job creation and give low income families access to goods and services that would otherwise not exist.

Portfolio Fund Impact

FUND NAME : Fondo de Inversión Privado Fen Ventures II

FUND MANAGER : **Fen**
Ventures.

FUND IMPACT THESIS : Fen Ventures invests in local Chilean innovative and sustainable technology startups that offer education, healthcare, and financial services to consumers at the base of the pyramid and and to small and growing businesses (SGBs) looking to expand into new markets.

SDGs :



INVESTMENT COUNTRIES : Chile

Impact in Numbers: Fen Ventures

13

shortlisted pipeline
companies

6

portfolio
companies

5

engaged local
advisors



623,511

low income lives impacted



46%

women



150

jobs created



46%

women



\$1.1M

gross revenues generated

Integrating Impact into Chilean Venture Capital

Strong institutions, a sophisticated labor force, and quality infrastructure are just some of the factors that have made Chile the OECD's highest-ranking South American economy. However, economic equality remains a significant challenge due to, among other factors, high levels of immigration from Colombia, Venezuela and Peru and an already overburdened and underfunded public and social sector. Herein lies a very real opportunity and government support for market-based approaches to solving social and environmental challenges and impact vast, largely under-served markets in Chile.

Fen Ventures supports an emerging vibrant entrepreneurial ecosystem providing innovative and sustainable technology startups from their early stages. Central to Fen's impact thesis is to provide support to Chilean entrepreneurs and businesses that offer education, healthcare, and financial services solutions among others, to demographics in the base of the pyramid, and to small and growing businesses (SGBs).

Fen is one of the first early stage venture capital fund managers to take steps to integrate impact measurement and management best practices into their investment process. This begins early on in conversations with entrepreneurs to evaluate the social and





environmental impact potential of their business in the short and long terms. Ongoing support is also provided to portfolio companies through workshops and other tailored discussions to refine their impact thesis and identify key performance indicators. For example, after a Capria-led workshop on impact, Andes, an ag-tech company in Fen's portfolio was not only able to articulate how their business' impact extends well beyond direct cost and emissions savings, but also identify relevant metrics and KPIs in alignment with many of the U.N.'s Sustainable Development Goals (SDGs).

“

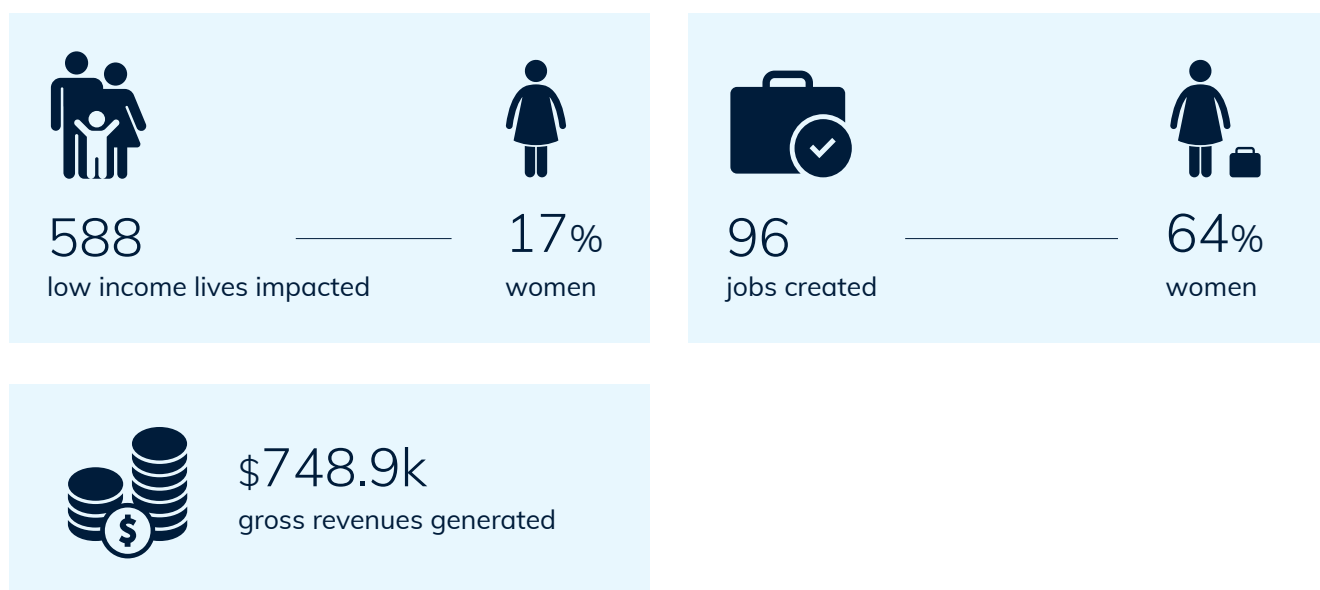
Initially, we were skeptical that portfolio companies would not see the value and view impact as more of a complication. But to our surprise, our entrepreneurs really embraced thinking through not just if, but more importantly how, their companies can maximize impact.

ANDREA ARANEDA
FEN VENTURES

Warehouse Impact: Latin America

COMPANY	DESCRIPTION	SDG
	Mesfix enables small and growing businesses (SGBs) to access financing by selling fractions of discounted invoices through a crowdfactoring platform.	
	Home Agent is the first home-based call center operation in Brazil that offers high quality agents at a low price point while providing social and economic inclusion to untapped sources of talent.	

Impact in Numbers



Solving women employment and safety in Brazil

Over the past few years, the call centre industry has contributed \$15B to the Brazilian economy. Fabio Bouncinhas, in 2010, founded Home Agent to disrupt this market and create employment opportunities for women, by developing a service operation based entirely out of home. Home Agent has grown from a small operation with a single client to servicing many multinational corporations in Brazil. To enable this rapid growth, Performa Investimentos, a leading early-stage venture firm in Brazil and Capria Network member, with similar values around profits and impact, invested in Home Agent in partnership with Capria.



Building Home Agent with the pillars of profits and impact

Performa was impressed that more than 90% of Home Agent's employees were women. Additionally, the company was addressing one of the biggest concerns for women – safety – by providing the opportunity for women to work in their safe environment


while taking care of their families. Adds Patrick Cannell of Performa Investimentos on the adaptability of the business, “Because of the high-quality service that Home Agent provides, their revenues are increasing despite servicing niche sectors. As of June 2019, they have witnessed a 60% YoY growth. On the employee front, there was zero leave request for Q2 2019.”

What do employees have to say?

Here’s what Elanie Boeno, who was a Home Agent employee for over six years shares, “Home Agent guided me in a way where I could unleash the best of me, valued me by giving me a chance to grow. They gave me the opportunity to participate in two internal selection processes, and being approved in them was a real trophy for a housewife who no longer believed in herself and was unaware of her real capabilities. I joined Home Agent with a small baggage, but I leave with one full of knowledge, experience and competence.”

Warehouse Impact:

Africa / Middle East

COMPANY	DESCRIPTION	SDG
	Homelux Property Developments is a long-established real estate development firm in Zimbabwe supporting the development of low income residential stands (parcels).	
	ZimAvian supplies small scale farmers, mainly women, with day old chicks, an essential and the most sought after input into the poultry supply chain in Zimbabwe.	
	Reengen leverages IoT and AI to optimize energy savings and procurement for its customers and contributes to environmental sustainability in Turkey and the Middle East.	
	MentalUP is a game-based learning platform with certified pedagogical games, to help K-12 students improve mental development and skills that are essential to school success.	

Impact in Numbers



56,329

low income lives impacted



45%

women



221

jobs created



15%

women



6,256 tonnes
of CO₂ emissions reduced



\$3.2M
gross revenues generated

Aiding employment opportunities for small scale farmers in Zimbabwe


Historic levels of production from small scale farmers in the poultry industry are beacons of hope for the Zimbabwean economy, which has suffered over the last decade. According to the Zimbabwe Poultry Association (ZPA), day old chicks are the most essential input in the poultry value chain. However, small scale farmers, of which upwards of 70% are women, would have to wait up to 4 weeks or more to procure them. Cyril Gunda, an entrepreneur saw this opportunity and founded, ZimAvian, a Ruwa based hatchery in 2014.

Focusing on impact and growth

ZimAvian produces broiler day-old chicks, using state of the art equipment and strict biosecurity measures to ensure the highest quality product. Vakayi Capital, a leading early-stage investor in Zimbabwe and a Capria Network member, invested in ZimAvian in partnership with Capria, because the ultimate impact on thousands of small scale women farmers aligned directly with their impact thesis. Adds Patrick Makanza, Vakayi Capital, “An increase in production at ZimAvian will help reduce waiting periods by 50%.



This will increase farmers' productivity and incomes greatly." In 2019, Zimavian targets to supply an additional 440,000 day old broiler chicks that will grow to produce 530T of poultry meat valued at USD \$1.6M. Vakayi's investment and hands-on approach, including quarterly check-ins on strategies and partnerships, have supported ZimAvian in their growth journey.

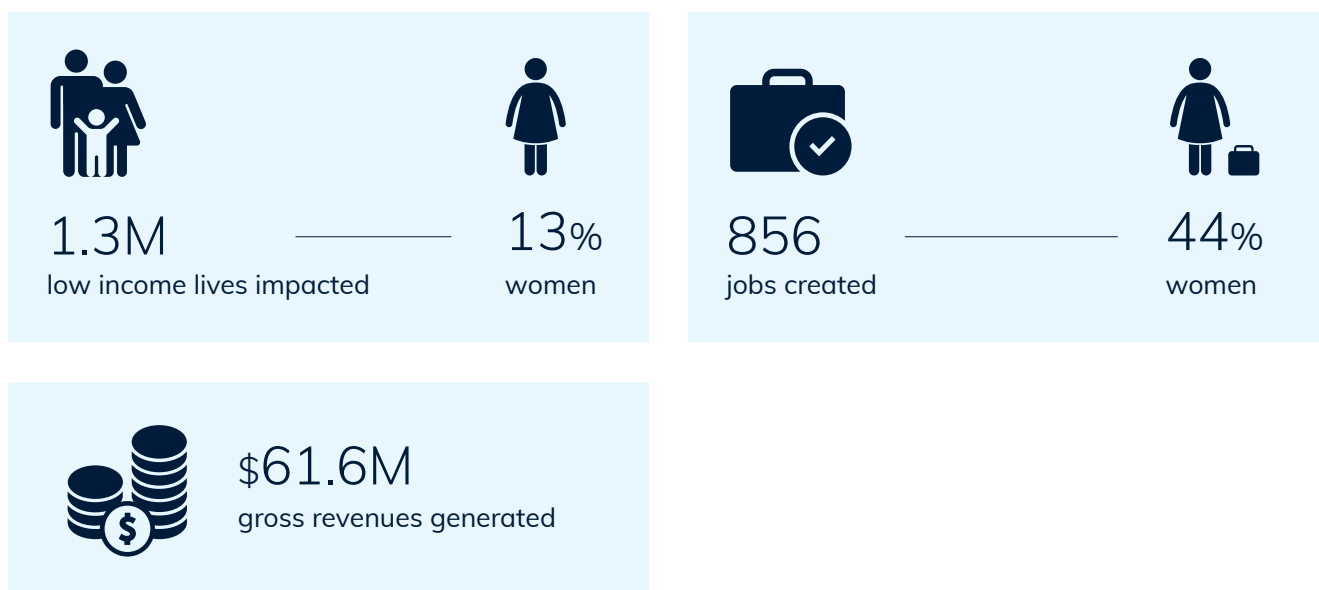


Day old chicks are the most essential input in the poultry value chain. However, small scale farmers, of which upwards of 70% are women, would have to wait up to 4 weeks or more to procure them.

Warehouse Impact: South / Southeast Asia

COMPANY	DESCRIPTION	SDG
UNDISCLOSED INVESTMENT 1	A fintech company providing digital loans to a newer class of customers, who have not been lent to by banks and established financial institutions traditionally.	
UNDISCLOSED INVESTMENT 2	A food and grocery company disrupting an extremely large but inefficient, fragmented and unorganized market by using technology.	

Impact in Numbers



Invest Locally Collaborate Globally

Baseline impact as of June 30, 2019