



2019

# ANNUAL IMPACT REPORT

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Invest locally, collaborate globally

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# Foreword

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## Will Poole

CO-FOUNDER &  
MANAGING PARTNER

The world has changed dramatically since the publication of the Capria Baseline Impact Report last year. COVID-19 has thrown global economies in a tailspin. [IMF World Economic Outlook](#) projects that the global economy is going to contract sharply by -3 percent this year; the impact on the emerging economies in which we invest remains hard to predict, and likely will not be known for some time.

While conventional investors moved fast to dump stocks and bonds, Capria is stepping up its investing in local and high-potential fund managers and innovative portfolio companies in emerging markets - an investment thesis that has been put to the test by the pandemic.

As of December 2019, we invested in 28 portfolio companies of which more than 50% deliver essential products and services to the low-to-middle income population, such as digital learning, telehealth services and grocery delivery, impacting more than 7 million lives across Latin America, Sub-Saharan Africa and Southeast Asia.

Despite national lockdowns and large-scale supply chain disruptions, the majority of our portfolio is able to continue operations, and in some cases expand. Here are some of our portfolio companies that we expect will deliver better impact performance compared to their 2019 pre-crisis level:

- **5C Network**, an on-demand diagnostics platform **in India** provides timely radiology image reading across 100 cities, benefiting more than 200,000 low-to-middle income patients in rural areas.

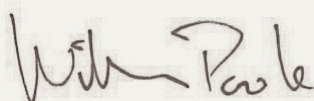


- **Universidad Kuepa**, a high school test prep and post-secondary educational institution, offers high quality online content with onsite sessions to more than 2,000 low and middle-income students **in Mexico**.
- **MentalUp**, a game-based learning platform with certified pedagogical games, helped more than 54,000 middle and low-income K-12 students improve mental development **in Turkey** and neighboring countries.
- **Home Agent**, the first home-based call center operation **in Brazil**, created more than 160 jobs for women and reduced more than 150,000 tonnes of carbon emission from commute trips.
- **Utter**, a mobile learning platform **in India**, helped more than 1.7 million blue-collar workers to improve English fluency and increase their earning potential.

Eighteen months ago, I wrote an article on [Private Asset Resilience in Emerging Markets](#) and argued that consumption-driven companies in well-selected emerging market economies will demonstrate substantial financial resilience, even after allowing for currency depreciation.

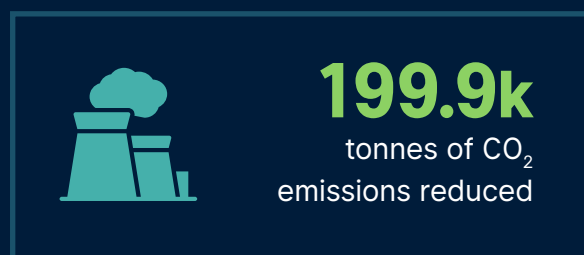
Looking forward, I believe that Capria Fund's portfolio companies will not only stay resilient but will also facilitate a speedy recovery in the communities that they operate, given the robust demand for essential products and services. While H1 2020 will be a bumpy ride for everyone, we expect compelling stories of impact from a number of companies

We are proud to share our **Annual Impact Report as of December 2019** for Capria Fund.



# At a Glance

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# About Us

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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.

A light gray world map serves as a background for the statistics. The numbers are placed over their respective regions: 24 over North America, 37 over Europe and Africa, and Network Assets over Asia.

**24**

**Network Fund  
Managers**

**37**

**Countries across  
Africa, LatAm & Asia**

**Network Assets  
Under Management**

## About Capria Fund

Capria Fund is our flagship USD \$57M 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/platform>



# How We Approach Impact

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Capria has an inclusive approach to impact. We apply global best practices of impact investment and ESG management in order to increase resilience of its portfolio. As a recognition for our efforts as impact leaders in the space, we've been selected in the

[Impact Assets 50 for 6 years in a row.](#)



We've developed a one-of-a-kind platform which provides capable, highly-vetted local fund managers with senior-level partnering, capacity building and a collaborating global peer network. We favor companies driven by local consumption, resulting in [uncorrelated growth \(vs. the West\) and resilience](#) to global downturns.

## Our Affiliations

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Capria is a founding signatory to International Finance Corporation's (IFC's) Operating Principles for Impact Management launched in April 2019.

Capria has been practicing impact management since its inception in 2015 and now has joined 99 other investors to adopt the Operating Principles for Impact Management – a newly built market standard for investors who aim to generate positive impact along with strong financial returns in a disciplined and transparent way. The principles provide a framework to operationalize the complex and nuanced topic of impact management and bring clarity to the question of what constitutes a professional impact management system.

[Read our Impact Principles Disclosure here →](#)



Here are some of our other prominent affiliations:



## Our Investments

As of December 2019, we have made 3 fund investments and 8 warehouse investments in companies across Latin America, Africa & Middle East and South/ Southeast Asia.

### FUND INVESTMENTS



### WAREHOUSE INVESTMENTS



\* Exited as of Q3 2019

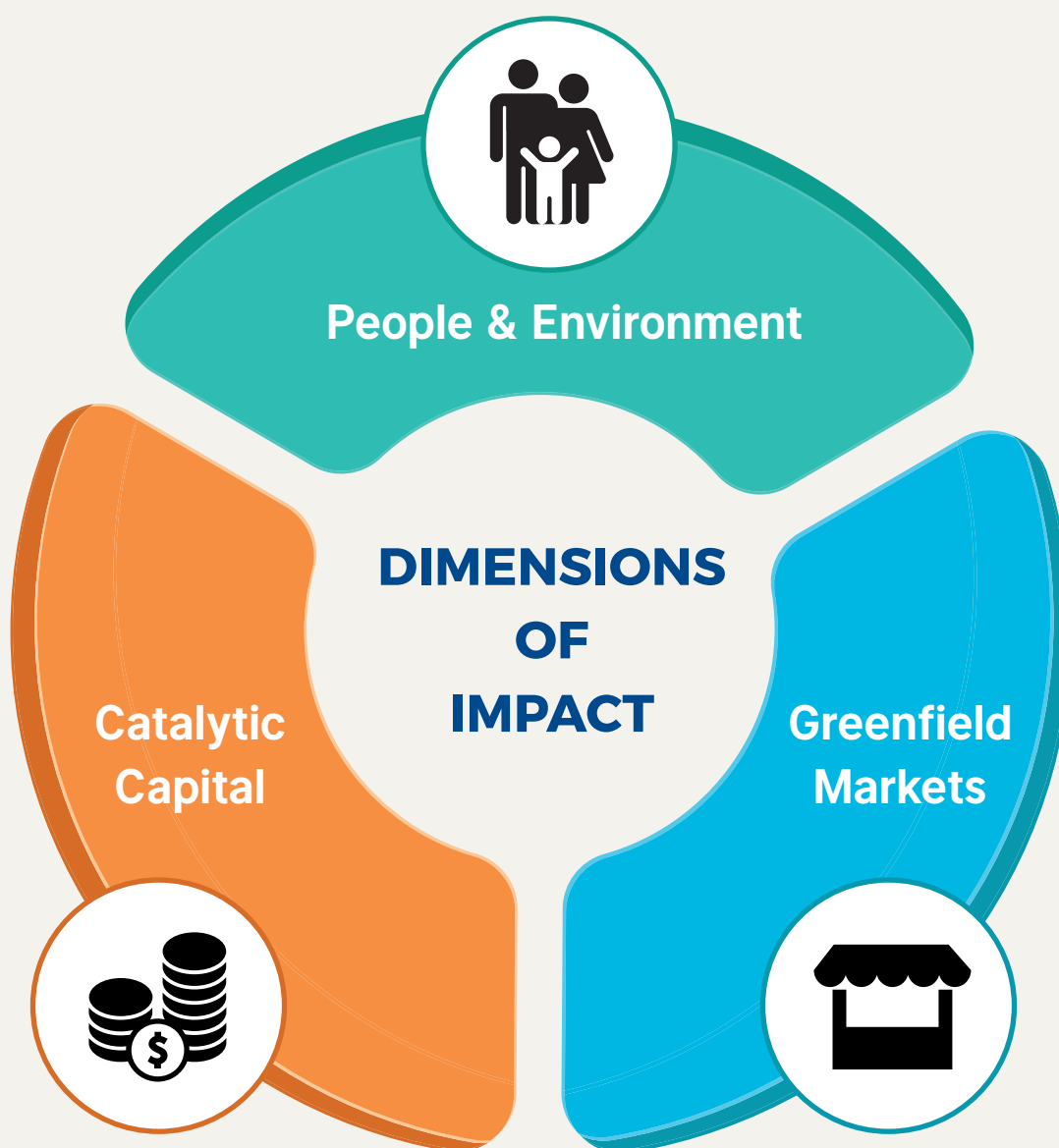
**Note:** Warehouse investments are companies that have been sourced by Capria Network fund managers who have not yet closed their next fund. The investments are held on Capria's balance sheet and managed locally.





# 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.



# Impact in Numbers

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This section shows Capria fund's overall impact, including data from investments made by Network funds and Capria's warehoused investments, by region. Click on the titles to jump to the respective section:

- Catalytic Capital
  - ↳ Capital Invested
  - ↳ Revenue Generated
- Greenfield Markets and Ecosystem
- People & Environment
  - ↳ Lives Impacted
  - ↳ Women Lives Impacted
  - ↳ Jobs created
  - ↳ CO<sub>2</sub> Emissions Reduced





# Catalytic Capital

Capital invested in early-stage and early-growth entrepreneurs that are largely undervalued, in forms best suited to their needs. This page shows **cumulative data as of December 2019**.

**28**

total companies  
invested in



**43%**

capital growth in the  
last 6 months

**\$18.3M**

invested in  
portfolio companies

## IN LATIN AMERICA

**\$8M**

capital invested  
as of June 2019

change in last 6 months

**\$9.1M**

invested

50% of  
total capital

## IN AFRICA & MIDDLE EAST

**\$720k**

capital invested  
as of June 2019

change in last 6 months

**\$720k**

invested

4% of  
total capital

## IN SOUTH/SOUTHEAST ASIA

**\$1.5M**

capital invested  
as of June 2019

change in last 6 months

**\$8.5M**

invested

46% of  
total capital

**Note:** Investments made by Capria Network fund managers (funds in which Capria Fund invested) in underlying companies and by Capria through warehoused investments





# Revenue Generated

Gross revenues generated by underlying portfolio companies of funds and Capria's warehoused investments. This page shows **cumulative data as of December 2019**.

**28**

total companies  
invested in

**▲ 136%**

revenue growth in the  
last 6 months

**\$154.6M**

gross revenue  
generated by portfolio

## IN LATIN AMERICA

**\$8.2M**

revenue generated  
as of June 2019

change in last 6 months

**\$19.1M**

in revenue

12% of  
total revenue

## IN AFRICA & MIDDLE EAST

**\$1.5M**

revenue generated  
as of June 2019

change in last 6 months

**\$2.7M**

in revenue

2% of  
total revenue

## IN SOUTH/SOUTHEAST ASIA

**\$61.6M**

revenue generated  
as of June 2019

change in last 6 months

**\$132.8M**

in revenue

86% of  
total revenue





# 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. Markets can be

**a. Underdeveloped Markets** - These are relatively new investment markets, subject to systemic challenges, including governments coming out of crises and/or with unfriendly policies around entrepreneurship;

**b. Developing Markets** - These are investment markets that are emerging with policies friendly to entrepreneurship, and overcoming challenges to accessing human and financial capital; or

**c. Established Markets** - These are investment markets that are relatively proven and well-functioning.

To understand how our investments are impacting the development of the market and eco-system, Capria tracks 3 main metrics:

**37**

countries  
investments reach

**28**

portfolio  
companies

**24**

engaged  
local advisors

Above shown is **cumulative data as of December 2019**.





# People & Environment

Investment in local companies results in sustained impact on their livelihoods and increase their resilience to economic downturns. This page shows **cumulative data as of December 2019**.

**2M**

lives impacted as of June 2019

 **262%**  
growth in the last 6 months

**7.2M**

low-income lives impacted

## IN LATIN AMERICA

**632k**

lives impacted as of June 2019

change in last 6 months

**2.9M**

lives impacted

40% of total lives

## IN AFRICA & MIDDLE EAST

**56k**

lives impacted as of June 2019

change in last 6 months

**85k**

lives impacted

1% of total lives

## IN SOUTH/SOUTHEAST ASIA

**1.3M**

lives impacted as of June 2019

change in last 6 months

**4.2M**

lives impacted

59% of total lives





# Women lives impacted

Ensuring women's lives improve helps impact local economy at large as they influence households, food, healthcare, and education. This page shows cumulative data as of December 2019.

**31%**

of total lives impacted are women

 **363%**

growth in the last 6 months

**2.2M**

total women lives impacted

## IN LATIN AMERICA

**294k**

women lives impacted as of June 2019

change in last 6 months

**1.6M**

women lives

71% of total women

## IN AFRICA & MIDDLE EAST

**25.3k**

women lives impacted as of June 2019

change in last 6 months

**42k**

women lives

2% of total women

## IN SOUTH/SOUTHEAST ASIA

**163k**

women lives impacted as of June 2019

change in last 6 months

**607k**

women lives

27% of total women





## Active Jobs Created

Investment in local companies results in sustained impact on their livelihoods and increase their resilience to economic downturns. This page shows **active jobs data as on December 2019**.

**30%**

of total jobs were  
for women



**103%**

jobs' growth in the  
last 6 months

**2773**

jobs created  
across the globe

### IN LATIN AMERICA

**287**

jobs created as  
of June 2019

change in last 6 months

**771**

jobs created

28% of  
total jobs

### IN AFRICA & MIDDLE EAST

**221**

jobs created as  
of June 2019

change in last 6 months

**178**

jobs created

6% of  
total jobs

### IN SOUTH/SOUTHEAST ASIA

**856**

jobs created as  
of June 2019

change in last 6 months

**1824**

jobs created

66% of  
total jobs







# CO<sub>2</sub> Emissions Reduced

Tonnes of CO<sub>2</sub> emissions reduced by warehouse investments made by Capria in collaboration with Capria Network Funds around the globe. This page shows **cumulative data as of December 2019**.

**62k**

tonnes of CO<sub>2</sub> emissions  
reduced as of June 2019



**223%**

growth in the last  
6 months

**199.9k**

tonnes of CO<sub>2</sub> emissions  
reduced globally

## IN LATIN AMERICA

**55.7k tonnes**

of CO<sub>2</sub> emissions  
reduced as of June 2019

change in last 6 months

**196.5k**

tonnes reduced

98% of  
total emissions

## IN AFRICA & MIDDLE EAST

**3.1k tonnes**

of CO<sub>2</sub> emissions  
reduced as of June 2019

change in last 6 months

**3.4k**

tonnes reduced

2% of  
total emissions



# Portfolio Fund Impact

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This section shows impact generated by the underlying portfolio companies of the funds in which we have invested. Click on the titles listed below to jump to the respective section:

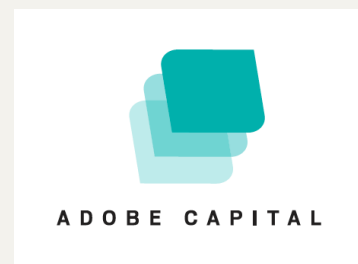
- [Adobe Mezzanine Fund II](#)
- [Fondo de Inversión Privado Fen Ventures II](#)
- [Unitus Seed Fund India II](#)



## FUND IMPACT OVERVIEW

# Adobe Mezzanine Fund II

With more than 14 years of on-the-ground experience, Adobe Capital supports the early growth of social and environmental enterprises operating in key development sectors such as healthcare, education, housing and alternative energy. Adobe provides tailored financing alternatives to promising, high-impact SMEs to finance working capital needs, asset purchases, and company expansion.



### HEADQUARTERS:

Mexico City

### CURRENT AUM:

\$40M

### INVESTING IN COUNTRIES:

Mexico and the Pacific Alliance

### WEBSITE:

<http://adobecapital.org/>

### PORTFOLIO COMPANIES ALIGN WITH SDGs:



# Impact in Numbers

## CATALYTIC CAPITAL



**\$6.8M**

aggregate catalytic  
capital invested



**\$15.1M**

overall revenue  
generated

## GREENFIELD MARKETS



**3**

portfolio companies  
invested in by current fund

**8**

engaged local  
advisors

## PEOPLE & ENVIRONMENT



**6,925 lives**

of low-income  
population impacted



**3,429**  
women lives  
impacted



**50%**

women of total  
lives impacted

**345 jobs**

for low-income  
population created



**30**  
women jobs of  
total created



**9%**

women of total  
jobs created

**196.4k tonnes**

of CO<sub>2</sub> emissions  
reduced by portfolio



## ON-GROUND IMPACT

# New jobs in Mexico make healthcare affordable

IPETH is a portfolio company of Adobe Capital, part of the Capria Network.

In Mexico, 11,000,000 people need access to a physiotherapist every day but there are only 10,000 physiotherapists. That means 90% of patients have to go to more expensive nurses and doctors, or go without treatment. The situation is expected to worsen as demand for physiotherapists doubles in the next 5 years.

To solve this problem of lack of quality physiotherapists,

**IPETH (Instituto Profesional en Terapias y Humanidades)** opened the first university specializing in physiotherapy in all Central America.



## Quality education that leads to decent work

Right now, IPETH is training 6,000 students on six campuses across Mexico and Guatemala. They're the leading university specializing in physiotherapy in Mexico. And they're certified by [The International Society of Physical and Rehabilitation Medicine \(ISPRM\)](#), the only university in the world with that distinction.



Many courses are taught by licensed medical doctors (M.D.) and they have a track-record of recruiting the best instructors from Spain, Colombia, Brazil, and Argentina. Eighty percent (80%) of their professors are from outside Mexico and students are trained to global standards. This means IPETH students are certifiable both inside and outside Latin America, including the US, Canada, and Germany.

## **Caring for disadvantaged communities**

On-campus rehabilitation centers provide services to low income populations. Staffed by students, these centers provide care to 1,000 patients a day. And it costs only USD \$2 per session, affordable to low income people. No other university in Latin America does this.

## **More affordable healthcare**

Ninety percent (90%) of IPETH graduates secure jobs. Many others open their own clinics and work for themselves. These entrepreneurial graduates go to work where the demand for affordable care is greatest. Q3 2019 saw an 86.2% increase in new enrolled students. IPETH anticipates over 22,000 graduates by 2028.

## FUND IMPACT OVERVIEW

# Fondo de Inversión Privado Fen Ventures II

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 to small and growing businesses (SGBs) looking to expand into new markets.

They focus on growth - bridging funding valleys and filling gaps in the Latin American ecosystem via comprehensive mentoring. Their investments cover a variety of industries, technologies and markets, including biotechnology, fintech and software as a service.



### HEADQUARTERS:

Santiago, Chile

### CURRENT AUM:

\$21M

### INVESTING IN COUNTRIES:

Chile

### WEBSITE:

<https://fenventures.com/>

### PORTFOLIO COMPANIES ALIGN WITH SDGs:



# Impact in Numbers

## CATALYTIC CAPITAL



**\$1.6M**

aggregate catalytic  
capital invested



**\$2.5M**

overall revenue  
generated

## GREENFIELD MARKETS



**6**

portfolio companies  
invested in by current fund

**5**

engaged local  
advisors

## PEOPLE & ENVIRONMENT



**2.9M lives**

of low-income  
population impacted



**1.6M**

women lives  
impacted



**55%**

women of total  
lives impacted

**188 jobs**

for low-income  
population created



**69**

women jobs of  
total created



**37%**

women of total  
jobs created





## ON-GROUND IMPACT

# Bringing economic opportunity to the unbanked

Destacame is a portfolio company of Fen Ventures, member of the Capria Network.

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In Latin America, ~250 million people don't have access to financial services. Most lack a documented history of payment behavior. And many are saddled by past-due debt to predatory lenders. In Chile, 50% of people have past due debt. In Mexico, it's more like 60%. **So Destacame built a free online platform that's helped 2.5 million people monitor and improve their financial health.**



The platform provides a free credit report and a step-by-step program to help with budgeting for the future, preparing for shocks and long term financial planning. With it, people can create repayment plans, plan for unexpected financial shocks, and take more control of their financial well-being. For low-middle income people, simply knowing what they owe and understanding what they need to do, reduces a lot of unhealthy stress.



And that's in part why Destacame has rapid growth; their user base doubles every 18 months.

With a grant from MetLife Foundation and support from Accion consultants, *Destacame* built a proprietary credit scoring algorithm that evaluates factors across financial, socio-demographic, and behavioural information. The platform also matches consumer credit information to appropriate credit products and solutions for customers to repay their past due debt.

## A bank for the low-income population

Banks typically avoid the low-middle income market segment because the costs and risks seem too high. But now Destacame provides them qualified prospects. This lowers origination costs, decreases risk, and helps banks see this market segment as untapped opportunity.

Helping banks serve the unbanked is how Destacame creates economic opportunities for people who have been marginalized. And Destacame doesn't plan to stop there. Through Q2, they plan to launch a debit card and start extending retail loans from their balance sheet. It's all part of Destacame's vision to broaden their impact by becoming "the bank to the unbanked". And they plan to reach 6MM customers by 2021.



## FUND IMPACT OVERVIEW

# Unitus Seed Fund India II

Unitus Ventures' first USD \$23M fund invested in sectors including healthcare, education, financial technology, mobile & consumer, retail & ecommerce, and agriculture. Unitus' 22 investments impacted over 7.8 million low-income lives and created more than 18,065 sustainable, quality jobs. Building on the momentum of Fund I, Unitus' Fund II will continue to focus on investing in great entrepreneurs in healthcare, education and financial technology.



### HEADQUARTERS:

Bengaluru, India

### CURRENT AUM:

\$38M

### INVESTING IN COUNTRIES:

India

### WEBSITE:

<https://unitus.vc>

### PORTFOLIO COMPANIES ALIGN WITH SDGs:



# Impact in Numbers

## CATALYTIC CAPITAL



**\$6.9M**

aggregate catalytic  
capital invested



**\$5.4M**

overall revenue  
generated

## GREENFIELD MARKETS



**11**

portfolio companies  
invested in by current fund

**11**

engaged local  
advisors

## PEOPLE & ENVIRONMENT



**2.6M lives**

of low-income  
population impacted



**346.8k**

women lives  
impacted



**13%**

women of total  
lives impacted

**736 jobs**

for low-income  
population created



**164**

women jobs of  
total created



**22%**

women of total  
jobs created



# Engineering an investment engine in India with impact “baked-in”

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India is a seedbed of impact opportunities with solid prospects for financial return. This is where Unitus Ventures pioneered a system to optimize impact funding. Across the Capria Network this is the framework for managing fund impact, monitoring performance, and screening prospective investments.

**So how does Unitus Ventures do it?** Each investment is chosen because of its potential to impact at least 100,000 BoP (base of the economic pyramid) families, and/or directly



employ up to 1,000 BoP individuals across India in 5 years. To Unitus Ventures, the most positive impact is creating value for the low-middle income population (less than INR 200,000 or USD 3,000 per year) at different points in the supply

chain. That means creating affordable products and services that meet customers' core needs with a self-sustaining business model.

## Decoding the DNA of impact funding

Unitus Ventures was one of the first early-stage venture capital fund managers to embed best practices for impact measurement and management into their investment process, from screening to exit. So what does that look like?

Intention drives investment screening. Is impact embedded into the business model? Do the founders have impact baked into their DNA? At the same time, each investment undergoes a quantitative assessment of impact using the Impact Management Project's framework, the IRIS+ (the generally accepted impact accounting system), and IFC's guidelines to evaluate ESG risks.

## Managing for impact in the portfolio

Being part of the Unitus Ventures portfolio means each of these companies identifies impact metrics that align with the business' operations. They measure and report semi-annual impact results that align with industry-standard IRIS metrics and the UN Sustainable Development Goals (SDGs). These metrics are reviewed by the team along with other business KPIs with CEOs during 1:1 discussions and board meetings.

**For every dollar invested by Unitus, its portfolio companies have raised \$4.6 dollars of follow-on debt and equity funding from marquee VCs and foundations.** Unitus Ventures' system creates solid financial returns and scalable impact that attracts well-capitalized follow-on investors. And it brings much needed funding to top-notch entrepreneurs otherwise caught in the missing middle of the capital markets.

# Warehouse Impact

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This section shows impact generated by Capria's warehoused investments, by region.  
Click on the titles listed below to jump to the respective section:

- [Warehouse Impact in Latin America](#)
- [Warehouse Impact in Africa & Middle East](#)
- [Warehouse Impact in South/Southeast Asia](#)



## WAREHOUSE INVESTMENT IMPACT

# In Latin America

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### Warehouse Investment 01

Mesfix enables small and growing businesses (SGBs) to access financing by selling fractions of discounted invoices through a crowdfactoring platform.



**INVESTED WITH NETWORK FUND:**

Odiseo

**SECTOR:**

Financial Services

**PRIMARILY ALIGNS WITH UN SDG:**

SDG1 - No Poverty



### Warehouse Investment 02

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.



**INVESTED WITH NETWORK FUND:**

Performa Investimentos

**SECTOR:**

Employment

**PRIMARILY ALIGNS WITH UN SDG:**

SDG8 - Decent Work & Economic Growth





# Impact in Numbers

## CATALYTIC CAPITAL



**\$658k**

aggregate catalytic  
capital invested



**\$1.4M**

overall revenue  
generated

## GREENFIELD MARKETS



**11**

portfolio companies  
invested in by current fund

**11**

engaged local  
advisors

## PEOPLE & ENVIRONMENT

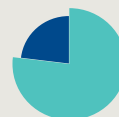


**21.7k lives**

of low-income  
population impacted



**16.7k**  
women lives  
impacted



**77%**  
women of total  
lives impacted

**238 jobs**

for low-income  
population created



**97**  
women jobs of  
total created



**41%**  
women of total  
jobs created

**16k tonnes**

of CO<sub>2</sub> emissions  
reduced in the region



## WAREHOUSE INVESTMENT IMPACT

# In Africa & Middle East

### Warehouse Investment 01

Homelux Property Developments is a long-established real estate development firm in Zimbabwe supporting the development of low income residential stands (parcels).



**INVESTED WITH NETWORK FUND:**

Vakayi Capital

**SECTOR:**

Housing

**PRIMARILY ALIGNS WITH UN SDG:**

SDG11 - Sustainable Cities & Communities



### Warehouse Investment 02

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.



**INVESTED WITH NETWORK FUND:**

Vakayi Capital

**SECTOR:**

Agriculture

**PRIMARILY ALIGNS WITH UN SDG:**

SDG8 - Decent Work & Economic Growth



## Warehouse Investment 03

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.



**INVESTED WITH NETWORK FUND:**

Ida Capital

**SECTOR:**

Clean Energy

**PRIMARILY ALIGNS WITH UN SDG:**

SDG7 - Affordable & Clean Energy



## Warehouse Investment 04

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.



**INVESTED WITH NETWORK FUND:**

Ida Capital

**SECTOR:**

Education

**PRIMARILY ALIGNS WITH UN SDG:**

SDG4 - Quality Education



# Impact in Numbers

## CATALYTIC CAPITAL



**\$720k**

aggregate catalytic  
capital invested



**\$2.7M**

overall revenue  
generated

## PEOPLE & ENVIRONMENT



**85.1k lives**

of low-income  
population impacted



**42k**

women lives  
impacted



**49%**

women of total  
lives impacted

**178 jobs**

for low-income  
population created



**20**

women jobs of  
total created



**11%**

women of total  
jobs created

**3.3k tonnes**

of CO<sub>2</sub> emissions  
reduced in the region



## WAREHOUSE INVESTMENT IMPACT

# In South / Southeast Asia

### Warehouse Investment 01

Krazybee Services Private Limited is a fintech company providing digital loans to a newer class of customers which have been traditionally not been lent by banks and established financial institutions.



\* Exited as of Q3 2019

**INVESTED WITH NETWORK FUND:**

Arkam Ventures

**SECTOR:**

Fintech

**PRIMARILY ALIGNS WITH UN SDG:**

SDG1 - No Poverty



### Warehouse Investment 02

Jumbotail Technologies Pvt. Ltd. is a food & grocery company disrupting an extremely large but inefficient, fragmented and unorganized market by using technology to connect “mom and pop” Kirana stores with traders, brands, mills and producers.



**INVESTED WITH NETWORK FUND:**

Arkam Ventures

**SECTOR:**

Employment

**PRIMARILY ALIGNS WITH UN SDG:**

SDG8 - Decent Work & Economic Growth



# Impact in Numbers

## CATALYTIC CAPITAL



**\$1.5M**

aggregate catalytic  
capital invested



**\$127.3M**

overall revenue  
generated

## PEOPLE & ENVIRONMENT



**1.6k lives**

of low-income  
population impacted



**260k**  
women lives  
impacted



**16%**

women of total  
lives impacted

**1.1k jobs**

for low-income  
population created



**458**  
women jobs of  
total created



**42%**

women of total  
jobs created



## WAREHOUSE ON-GROUND IMPACT

# Making carbon neutral a reality in the Middle East

ReEngen is a portfolio company of Ida Capital, member of the Capria Network.

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Just 100 companies are responsible for 71% of the world's greenhouse gas emissions. But a big challenge to becoming carbon neutral is data, especially for global enterprises and municipalities. Systems that manage energy production and consumption often don't share data.



So **ReEngen** developed a platform that both aggregates data across multiple systems and uses it to operate them more efficiently. With artificial intelligence (AI), its platform improves industrial production, renewable energy generation, heating, ventilation and air conditioning by turning data into actionable intelligence. This all helps reduce their carbon footprint.



Istanbul and Gaziantep, the two largest municipalities in Turkey, rely on ReEngen to manage power plants and create accurate utility bills. Retailers like IKEA and Zara and banks like BNP Paribas and BBVA have used ReEngen's platform to remotely control heating, ventilation, and air-conditioning (HVAC) systems at over 3,000 stores, resulting in a 10% reduction in water and energy consumption.impact, invested in Home Agent in partnership with Capria.

By installing remote sensors at industrial production facilities, ReEngen built an internet-of-things (IoT) network that improves operational efficiency. And this same platform helps a Fortune 500 company comply with ISO 50001, a global standard designed to help companies reduce greenhouse gas production.

It's like Google Analytics for energy management created by a team of founders that worked for Siemens, IBM, and Mitsubishi. And their real-time algorithms have helped customers eliminate excess operational man-hours, detect abnormalities, reduce energy costs, and lower energy consumption by up to 20%

Altogether, ReEngen monitors over 300,000 data-points across 7,000 facilities for 100 enterprise customers in five countries, Turkey, Spain, United Kingdom, Saudi Arabia, and UAE. And they have reduced CO2 output by 3270.2 Tonnes since 2016. ReEngen is a portfolio company of Ida Capital.



### FOR MORE INFORMATION:

Please contact us at [impact@capria.vc](mailto:impact@capria.vc) with any comments or questions about this report.

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