

Increasingly private equity and venture capital managers active in Latin America are raising dedicated impact funds to manage alongside traditional PE/VC structures. Others are co-investing with impact fund managers in IT startups that address financial inclusion, healthcare, agriculture, and education.

THIS SNAPSHOT ON IMPACT+TECH/VC INVESTING IN LATIN AMERICA INCLUDES:

38 **Highlighted Impact Investors**
 (PE/VC FUNDS & TECH INVESTORS)

\$4.7b **Capital Allocated**
 TO IMPACT INVESTING IN LATIN AMERICA

Where VC+Impact Meet
72% HIGHLIGHTED CO-INVESTMENTS
*Of Impact Investors Actively Co-Invest
 (Most Often with PE/VC Funds)*

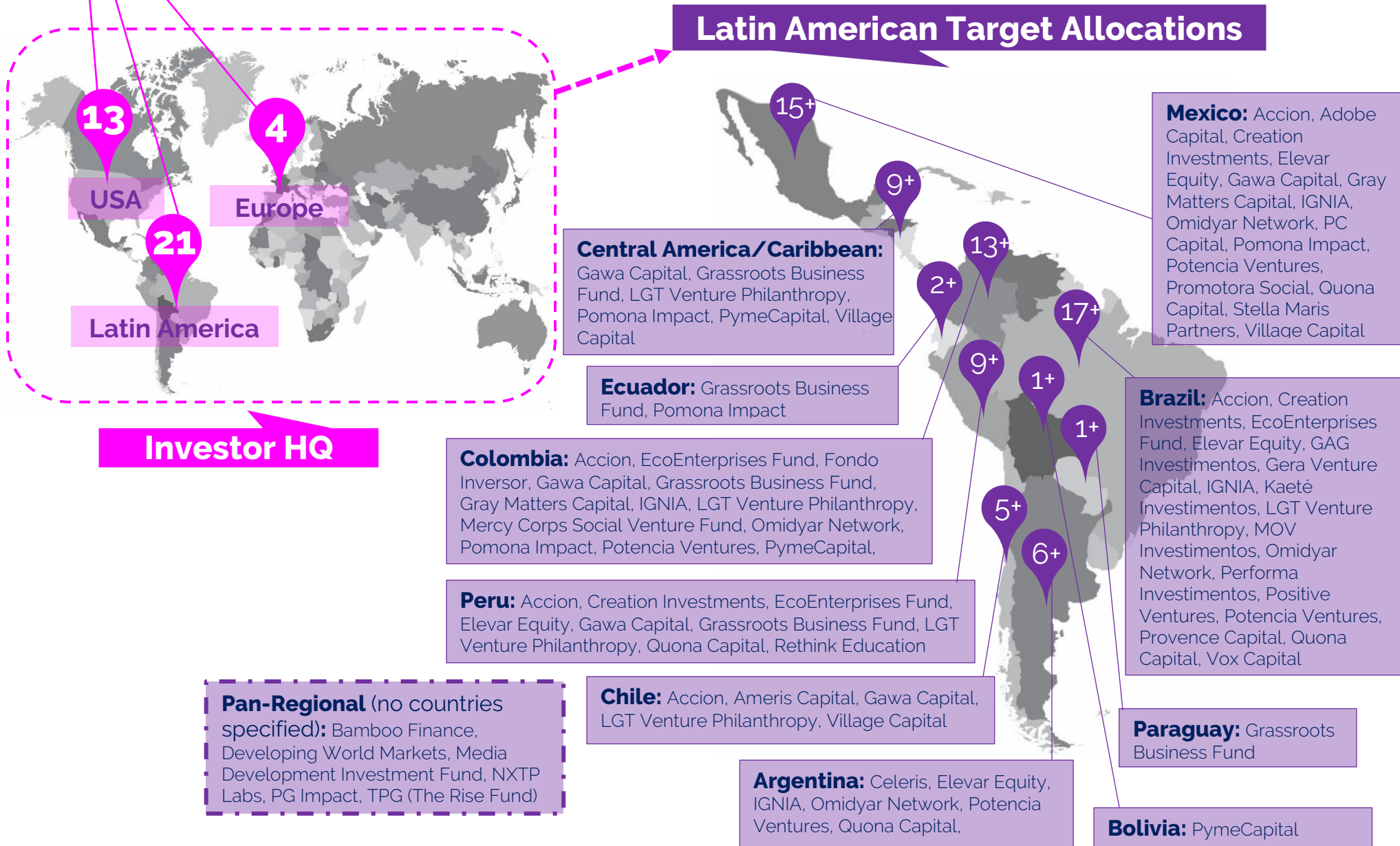
Where Impact+Tech Meet
3rd HIGHLIGHTED IMPACT+TECH DEALS FROM IMPACT INVESTORS
*Technology investments are gaining importance in the impact space.
 IT investments ranked as the 3rd most capitalized sector for 2016-2017.*

38

Highlighted Impact Investors

PE/VC FUNDS & TECH INVESTORS*

**Highlighted participants from the 2018 ANDE/LAVCA Survey, including PE/VC investors managing or raising impact funds, as well as foundations and impact investors backing tech startups.*

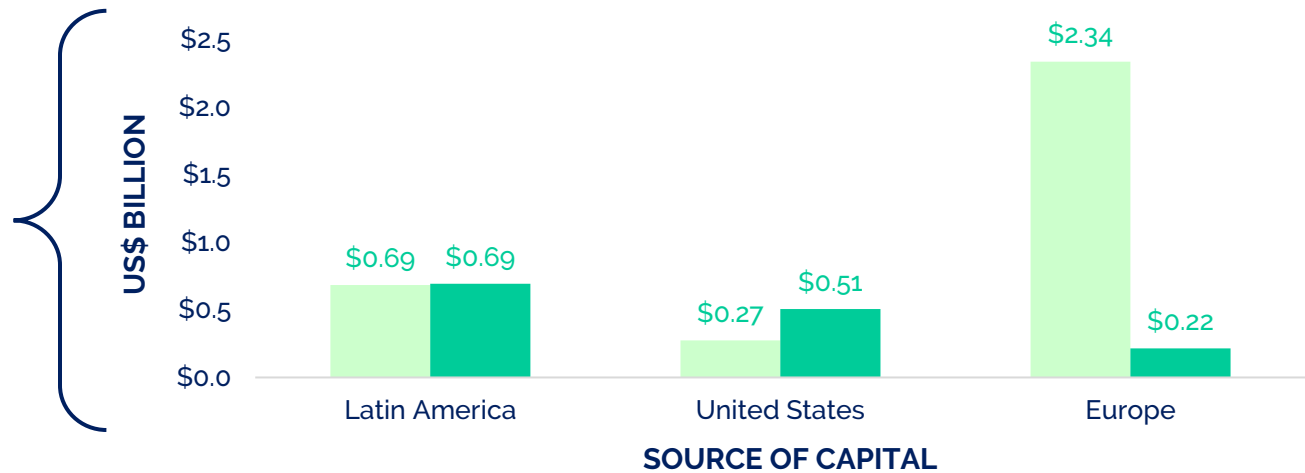


\$4.7b

Capital* Allocated

TO IMPACT INVESTING IN LATIN AMERICA

*Capital allocated to impact by PE/VC funds, foundations, & family offices, as well as non-profit organizations making direct investments, according to the 2018 ANDE/LAVCA survey.



LATIN AMERICAN CAPITAL

Impact capital deployed by local Latin American investors doubled from US\$95m over 2014-15 to US\$193m in 2016-17.

- ✓ Latin American family offices and high net worth individuals are backing impact funds as LPs and investing directly into social enterprises.
- ✓ Mexico's Grupo Bimbo teamed with Fondo de Fondos and Sonen Capital on a regional impact fund targeting US\$150m.
- ✓ Corporate investors including Coca-Cola, American Express, BBVA, Scotiabank, and Itau are allocating capital to financial inclusion through fintech startups.
- ✓ Multilateral Investment Fund (MIF) committed US\$5m in NXTP Lab's Impact Investing Fund for Latin American IT social enterprises.

GLOBAL CAPITAL FOR LATIN AMERICA

2018 saw the closing of the largest impact fund ever raised, and new commitments from other types of investors:

- ✓ PE giant TPG secured US\$2b for The Rise Fund and made its debut LatAm investment in Digital House, an Argentinean EdTech startup.
- ✓ Switzerland's Partners Group launched PG Impact Investing; the new fund backed Shared-X, an agribusiness company based in Peru.
- ✓ Ford Foundation's Mission Investments committed to deploying US\$1b in impact over the next decade across the US and emerging markets including Latin America.

Where VC+Impact Meet

HIGHLIGHTED CO-INVESTMENTS

72%

Of Impact Investors Actively Co-Invest**
(Most Often with PE/VC Funds)

**According to the 2018 ANDE/LAVCA Survey.

DATE	IMPACT INVESTOR(S)	PE/VC/CORPORATE CO-INVESTOR(S)	COMPANY	COUNTRY	STAGE	SECTOR	DEAL DESCRIPTION
Aug-17	Promotora Social Mexico	VARIV Capital, Capital Invent, Dila Capital, Gentera	Aliada	Mexico	Early Stage	Marketplace	Promotora Social Mexico led a Series A investment in Mexican residential and office cleaning services platform Aliada, with participation from VARIV Capital, Capital Invent, Dila Capital, and Gentera's innovation arm, Finlab
Aug-17	IGNIA Partners	ALLVP, Soldiers Field Angels, Social Capital	APLI	Mexico	Early Stage	Marketplace	ALLVP led an investment round in Mexican startup Apli, with participation from IGNIA, Soldiers Field Angels, and Social Capital. Apli connects workers with flexible job opportunities.
Sep-17	Bamboo Capital	IFC, Kaszek Ventures, Ribbit Capital, Rise Capital	ComparaOnline	Chile	Expansion Stage	Fintech*	Bamboo Capital, the IFC, Kaszek Ventures, Ribbit Capital, and Rise Capital made a Series C investment in ComparaOnline, a price comparison site for insurance and financial services in Latin America.
Jun-16 Feb-17 Dec-17 Apr-18	Quona Capital	Redpoint e.ventures, IFC, Endeavor Catalyst, Naspers Fintech, Vostok Emerging Finance, Amadeus Capital Partners, Santander InnoVentures, KasZek Ventures, QED Investors	Creditas	Brazil	Expansion Stage	Fintech*	Jun/2016: Kaszek Ventures, Redpoint e.ventures and Quona Capital made a series A investment in Creditas, a Brazilian online lending platform. Feb/2017: The IFC led a Series B investment with Naspers Fintech joining, alongside existing investors. Dec/2017: Kaszek Ventures, QED Investors, Quona Capital, and Endeavor Catalyst joined Vostok Emerging Finance in Creditas' Series C investment round. Apr/2018: Vostok Emerging Finance led an investment round with new investors Amadeus Capital Partners and Santander Innoventures and existing investors.
Jan-17	Accion	Mountain Nazca	Destacame	Chile	Seed/Incubator	Fintech*	Accion led an investment round in Chilean-based alternative credit scoring startup Destacame, with participation from Mountain Nazca.
Dec-17	TPG (The Rise Fund), Omidyar Network	Kaszek Ventures, Endeavor Catalyst	Digital House	Argentina	Early Stage	Edtech	TPG's The Rise Fund led an investment in Argentina-based coding school Digital House. Endeavor Catalyst, Omidyar Network, and previous investor Kaszek Ventures, also participated.
Mar-16	LGT	KasZek Ventures	Dr. Consulta	Brazil	Early Stage	Healthtech	Kaszek Ventures and LGT invested in Dr. Consulta, a network of physical clinics in Brazil offering top quality healthcare at an affordable price.
Oct-17	Omidyar Network	Vostok Emerging Finance, Ribbit Capital, QED Investors, IFC, Endeavor Catalyst	GuiaBolso	Brazil	Expansion Stage	Fintech*	Vostok Emerging Finance led an investment in GuiaBolso, a mobile personal finance service, with participation from Ribbit Capital, QED Investors, the IFC, Endeavor Catalyst, and Omidyar Network.
Nov-17	Promotora Social Mexico	Dila Capital, Social, Social+Capital, Stella Maris	Kinedu	Mexico	Seed/Incubator	Edtech	Dila Capital, Promotora Social Mexico, and Social+Capital made a seed investment in Kinedu, a Mexican content platform for childhood development, with participation from previous investor Stella Maris.
May-16 Oct-17 Jun-18	Quona Capital, Accion	QED Investors, Kaszek Ventures, Jaguar Ventures, IFC,, Vostok Emerging Finance	Konfio	Mexico	Early Stage	Fintech*	May/2016: Quona Capital led an investment round in Mexico's online lending platform Konfio along with QED Investors, Kaszek Ventures, and Jaguar Ventures. Oct/2017: The IFC led a Series B investment with existing investors QED Investors, Kaszek Ventures, Jaguar Ventures, and Quona Capital. Accion Venture Lab made a follow-on investment in the round. Jun/2018: Vostok Emerging Finance led a Series C investment in Konfio with participation from existing investors.
May-18	Quona Capital, Omidyar Network	monashees, Propel Venture Partners, Tera, Yellow Ventures	Neon Pagamentos	Brazil	Early Stage	Fintech*	monashees, Quona Capital, and Propel Venture Partners led a Series A investment in Brazilian fintech Neon Pagamentos, a digital bank, with participation from Omidyar Network, Tera, and Yellow Ventures.
Apr-18	Vox Capital	e.bricks	Sanar	Brazil	Early Stage	Edtech	e.Bricks Ventures and Vox Capital made a Series A investment in Sanar, a Brazilian edtech startup designing customized online training for careers in healthcare.
Sep-17	Elevar Equity, IGNIA Partners Partners	Kaszek Ventures, NXTP Labs, FJ Labs	Tienda Nube	Argentina	Early Stage	e-commerce	Elevar Equity led a Series B investment round in SaaS startup Tienda Nube, which provides e-commerce solutions for entrepreneurs and SMEs in Latin America, with participation from IGNIA, Kaszek Ventures, NXTP Labs, and FJ Labs.
Apr-18	Oikocredit, Accion Venture Lab	KasZek Ventures, QED Investors, Agrega Partners	Tienda Pago	Peru	Early Stage	Fintech*	Kaszek Ventures led a Series A investment in Tienda Pago, a provider of short-term working capital for small businesses in Mexico and Peru, with participation from new investors QED Investors and Oikocredit. Follow-on investments were completed by Accion Venture Lab and Agrega Partners.
May-18	Ameris Capital	FCP Inovacion	TriCiclos	Colombia	Early Stage	Waste Management	FCP Inovacion SP, the corporate venture fund of Colombian utility EPM, led an investment round in TriCiclos, a Chilean recycling and sustainability B Corp, with participation from Ameris Capital.
Mar-18	IGNIA Partners	ALLVP, American Express	Visor	Mexico	Early Stage	Fintech*	IGNIA Partners led an undisclosed investment in Mexico's Visor, a digital platform providing lending solutions to SMEs. ALLVP and American Express Ventures also participated in the funding round.

*In 2017, fintech was the most active sector for VC investment, according to LAVCA Industry Data

Where Impact+Tech Meet

HIGHLIGHTED IMPACT+TECH DEALS

3rd

Technology investments are gaining importance in the impact space. For 2016-2017, IT investments ranked as the 3rd most capitalized sector**.

**According to the 2018 ANDE/LAVCA Survey.

DATE	IMPACT INVESTOR(S)	COMPANY	COUNTRY	STAGE	SECTOR	DEAL DESCRIPTION
Mar-16	Elevor Equity, IGNIA	Afluenta	Argentina	Early Stage	Fintech*	Afluenta connects lenders and borrowers over its secure and user-friendly platform, providing accessible consumer credit loans.
2016	Promotora Social Mexico	Arbol Financiero	Mexico	Early Stage	Fintech*	Arbol Financiero is an online platform that allows borrowers to apply to several financial institutions at the same time with a single application form, increasing the chances that the borrower will receive credit approval.
Aug-16	Gray Matters Capital	Aulas AMiGAS	Colombia	Early Stage	Edtech	Aulas AMiGAS is a Colombian edtech startup offering affordable technologies to schools to better engage teachers with students.
Jul-17	Vox Capital	Avante	Brazil	Expansion Stage	Fintech*	Avante is a Brazilian startup offering microcredit and mobile point of sale to micro-entrepreneurs in over 1,100 Brazilian cities.
May-17	Omidyar Network	Colab.re	Brazil	Early Stage	Civictech	Colab.re is a Brazil-based civictech platform that aims to enhance governments' ability to engage with and respond to citizens.
Sep-16	Elevor Equity	Credijusto	Mexico	Early Stage	Fintech*	Credijusto provides credit to the underserved small and medium enterprise (SME) market in Mexico.
Apr-17	Quona Capital	DunasPlus	Brazil	Expansion Stage	Fintech*	Dunasplus is a provider of non-bank financing to SMEs in Brazil. It provides short-term working-capital financing through purchasing receivables.
May-16	Performa Investimentos	Enalta	Brazil	Expansion Stage	Agtech	Enalta provides monitoring solutions for agribusiness processes. Enalta connects devices and software embedded in agricultural machinery to a data intelligence platform in the cloud.
Oct-17	Pomona Impact	ePesos	Mexico	Early Stage	Fintech*	ePesos is a mobile payment startup offering revolving credit lines to SMEs that operate without an account with a major bank.
Nov-16	IGNIA	Sr. Pago	Mexico	Expansion Stage	Fintech*	Sr. Pago is an electronic payments platform with a unique focus on the unbanked market. The startup's mobile POS (mPOS) system enables both banked and unbanked merchants to accept payments with credit and debit cards.
Apr-17	Omidyar Network	Suyo	Colombia	Early Stage	PropTech	Suyo is a public benefit corporation that leverages modern technology to formalize real property rights for low-income families.
2016	MOV Investimentos	Tuneduc	Brazil	Expansion Stage	Edtech	Tuneduc uses big data to offer innovative tools to student performance analysis, allowing public and private schools to develop a high-performance management approach.

*Fintech received a third of the IT capital committed to impact in 2016-2017, according to the 2018 ANDE/LAVCA Survey.

Impact+Tech/VC Investing Latin America Snapshot cites trends and data from:



2018 LAVCA Industry Data & Analysis, the results of the association's tenth annual survey of fund management firms active in Latin America and the Caribbean. The survey was conducted in December 2017 and January/February 2018. Nearly 400 firms participated in the tenth annual survey, from large international firms investing through global emerging market funds to early stage and VC firms doing deals in local Latin American markets. LAVCA Industry Data represents the most comprehensive and accurate source of regional industry data on private equity and venture capital investment available to date.



2018 ANDE/LAVCA Survey: The Impact Investing Landscape in Latin America, which uses data collected through a survey designed by ANDE and LAVCA and distributed by LAVCA, between February and May 2018. The survey targeted impact investors active in Latin America, including investors based in the region and global investors. The survey focused on general investing practices, as well as transactions that took place specifically in 2016 and 2017.

For the purposes of this report, impact investors are defined as those who:

- ✓ Make direct investments in companies and/or projects.
- ✓ Have positive social or environmental impact as an explicit objective.
- ✓ Have an expectation of a financial return.
- ✓ Invest using any instrument, including debt, equity, quasi equity, guarantees, or other.

Investment stages are defined as:

- ✓ Seed/Incubator: Startup capital for companies to incubate an idea into a company or product.
- ✓ Early Stage: Startup capital for companies.
- ✓ Expansion Stage: Capital for companies that have reached a sustainable level of development and may be shipping products.

LAVCA is the Association for Private Capital Investment in Latin America, a not-for-profit membership organization dedicated to supporting the growth of private capital in Latin America and the Caribbean. LAVCA's membership is comprised of over 190 firms, from leading global investment firms active in the region and local fund managers to family offices, global sovereign wealth funds, corporate investors, and international pension plans. Member firms control assets in excess of US\$65b, directed at capitalizing and growing Latin American businesses. LAVCA's mission – to spur regional economic growth by advancing private capital investment – is accomplished through programs of research, networking forums, education and advocacy of sound public policy. Visit www.lavca.org for more information.

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