



Impact Report.

2021



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Letter from our founder



**María
Ángeles
León**

Co-founder
and President

**We can only be pleased
with those achievements
that improve the lives of
people who have fewer
opportunities, those who
got to live on the “shores”.**

— **María Ángeles León.**

Whenever I review one of our impact reports, I am eager to see that we have improved over the previous year, that we do things better and achieve better results. But, as I read on, I realize that it is not us who do better, but the companies in which we invest and the people who make them up.

Since the 2020 report was published, in addition to launching a new impact fund in Spain, we have doubled the number of companies in which we invest in the African fund, and our impact results have also improved. The average increase in revenue for our companies' customers has risen from 35% to 44%, and more than 1,000 jobs have been created. The number of people in vulnerable situations reached has increased by more than 500,000 compared to the previous year, more than 1,500,000 people have been trained and 40% more people have had access to ownership compared to 2020.

As this report shows, despite the sometimes-paralyzing uncertainty in which we have been living these last few years, projects that include or focus on the most vulnerable people are growing. And we can only be pleased with those achievements

that improve the lives of people who have fewer opportunities, those who got to live on the “shores”, as my friend Brigida says, a Carmelite missionary who after more than 30 years in Africa, now works and assists young sub-Saharan migrants recently arrived in Spain.

Like them, at **Global Social Impact Investments** we live on the border that separates the previously known economic relationships and the new ones we are experiencing, which include all people, including those on the shore, in all decisions.

If the companies we support succeed, we will succeed, and I believe that this achievement will make the world a more understandable and friendly place for everyone. I am convinced that the understanding and reconciliation that we so desperately desire today will come from the “shores”.

Dreams live between reality and the chaos of change necessary for improvement.

GSII is a dream!

Enjoy!

Who We Are.

Who We Are.

Global Social Impact Investments SGIIC (GSII) is an impact investing fund management firm that helps investors achieve positive social and environmental impact together with financial returns.

Global Social impact Fund (GSIF International) is GSII's first fund, an open-ended fund with a Luxembourg SIF structure. Invests through short- and medium-term private debt in established companies in Sub-Saharan Africa, which directly and measurably contribute to the economic and social inclusion of the world's one billion poorest people. (The Bottom Billion).

Global Social Impact Fund II Spain (GSIF Spain), GSII's second fund, is a closed-end fund structured as a European Social Entrepreneurship Fund (FESE). It invests via equity in small and medium-sized Spanish companies in a growth phase, which also directly and measurably contribute to the economic and social inclusion of groups in vulnerable situations, as defined in the fund's theory of change.

GSII is part of **Santa Comba Gestión**, a family holding that brings together projects promoting freedom through knowledge.

After an evolutionary process of learning through investing in projects of other Spanish and international fund managers, in 2018, **Global Social Impact SL (GSI SL)** was founded.

In April 2019, promoted by **GSI SL, Global Social Impact Fund (GSIF international)** was born to provide financing to companies with high social impact in both frontier and emerging markets.

In May 2020, the CNMV authorized the incorporation of **Global Social Impact Investments SGIIC (GSII)** as fund manager and continuation of the **GSI SL** project. In November of the same year, **GSII** assumed direct management of **GSIF international**.

In July 2021, the CNMV authorized and registered **Global Social Impact Fund II Spain, FESE (GSIF Spain)**, to invest in via equity in Spanish companies that contribute directly to the economic and social inclusion of the most vulnerable groups, both through direct job creation and access to goods and services.

The Team.



María Ángeles León

Co-founder and President



Arturo García Alonso

Co-Founder and
Managing Director



Miguel del Riego

Non-executive Director



María Cruz-Conde

Head of Impact Analysis
and Measurement



Pedro Goizueta

Head of Investor Relations
and Operations

GSIF Spain



Daniel Sandoval

Head of Investments
in Spain



Francisco Díaz

Senior Analyst



Adrián Landa

Investor Relations



Jessica Pizarro

Analyst



Mark Musinguzi

Kenya Investment
Director



**Macarena Cabello
de los Cobos**

Analyst



Ana Hauyón

Analyst



Richard Tugume

General Manager
in Uganda

(in collaboration with
Yunus Social Business)

GSIF International



Open Value Foundation (OVF) is the impact consultant for GSII. From its Impact Measurement and Management department, OVF provides consulting services for social enterprises, corporations, and impact investment funds, accompanying them in the creation of strong and coherent impact strategies, and the application of a more rigorous measurement.

Milestones of 2021.

GSIF International receives full principal and interest payment on **One Acre Fund** and completes its third divestment while beginning to negotiate terms for the loan renewal.

MAY.

The **CNMV** approves and registers **GSIF Spain**, and the team begins to work on the search for investment opportunities as well as fundraising to undertake a first closing and investment before the end of the year.

JULY.

GSIF International completed its seventh investment with a loan of 750K USD in **YAK Fair Trade**.

OCTOBER.

JUNE.

GSIF international invests again in **ACPCU**, making available to the company a total amount of USD 1M.

SEPTEMBER.

After an exhaustive process of due diligence, including several on-site visits, **GSIF International** completes a first investment in Green Lion for an amount of EUR 300K.

DECEMBER.

GSIF International renewed its loan to **One Acre Fund** for an amount of USD 500K.

GSIF International completed its new investment in **Babban Gona** through a USD 750K loan.

GSIF Spain completes its first closing for EUR 9M, and immediately after, the fund's first investment in **Revolt**, for EUR 750K and 14.3% of its shares.

GSII at a glance.

	Investments analyzed	Investments closed	Capital invested (cumulative)	Assets under management
GSIF International	168	8	EUR 6,2M	EUR 25,25M
GSIF Spain	117	1	EUR 750k	EUR 8,75M
Total	285	9	EUR 6,95M	EUR 34M

GSII and the impact ecosystem

16

participations
in events

8

participations
in publications

73

appearances
in press

17

alliances and collaborations
with ecosystem agents



It's time for impact investing



Pedro Goizueta

Head of
Investor
Relations and
Operations.

We are at a critical moment in Spain to consolidate this trend and take our country to the place it deserves in the international impact investment landscape.”

— **Pedro** Goizueta.

The impact investment industry, understood as one that directly, intentionally, and measurably seeks the solution of a social problem neglected by the market, has grown significantly in recent years in Spain by the hands of investors and fund managers convinced that a positive and measurable social return can be obtained and incorporated into the traditional risk/return metrics of the profitability/risk binomial.

According to its latest report, **SpainNAB** (the Spanish National Advisory Board for Impact Investing) estimates that, by the end of 2021, the volume of assets invested in Spain into products with a direct positive social impact through private capital funds had increased practically fivefold in size in recent years (92 million euros in 2018, 229 million euros in 2019, 327 million euros in 2020 and 444 million euros in 2021).

We are at a critical moment in Spain to consolidate this trend and take our country to the place it deserves in the international impact investment landscape. This work requires action by all the main actors involved, including specialized managers that have the mission to prove that it is

possible to do good investments while generating a real, direct, and measurable social impact, and being extremely rigorous with their financial and impact objectives, and institutional investors (public and private) aware of the importance of selecting (after rigorous analysis) projects led by specialized impact investing managers.

Private equity managed by and for impact is the ideal tool to contribute directly to the solution of the most pressing problems affecting vulnerable groups on our planet (particularly in the post-COVID environment). Public capital can and must be a powerful catalyst for private investments through blended financing structures and regulatory bodies are aware of the importance of the homogenization of the definition, measurement and reporting of the social impact of investments to contribute to the mobilization of capital towards real and rigorous projects, avoiding impact washing.

As a result of this work, Spain is gradually acquiring greater relevance in the international landscape of social impact investing.

Evidence of this is the fact that the Impact Taskforce created in July 2021 under the

UK's G7 presidency and coordinated by the **Global Steering Group for Impact Investment** (GSG) included two Spanish initiatives among its recommendations for G7 governments and industry: **Caixabank's** social bond and **MAPFRE's** partnership with **Global Social Impact**

Investments to launch **GSIF International**. Both projects share the objective of contributing to social and economic development and confronting poverty by promoting the creation of decent employment. The first, in the most disadvantaged areas of Spain, and the second in

the most disadvantaged areas of the planet.

This increased relevance comes paired with increased responsibility. It is the job of all players in this market to rise to the challenge and turn our country into a global benchmark in social impact investing.



What we do.

GSII and its Impact Management System.

Impact measurement and management allows us to learn from the data obtained in the measurement improving the decision-making of each fund and the manager. To make this possible, we follow the investment cycle, ensuring that the follow is present at every stage.

1. Establishment of impact objectives

The starting point in the impact measurement and management cycle is to develop a theory of change for the manager, from which impact strategies for each investment vehicle and their respective investment criteria are born. Each fund has specific results that are driven by the area of intervention of the vehicle or the characteristics of the beneficiaries, and in both cases, they seek to contribute to improving the livelihoods of the most vulnerable people.

2. Impact estimation and planning

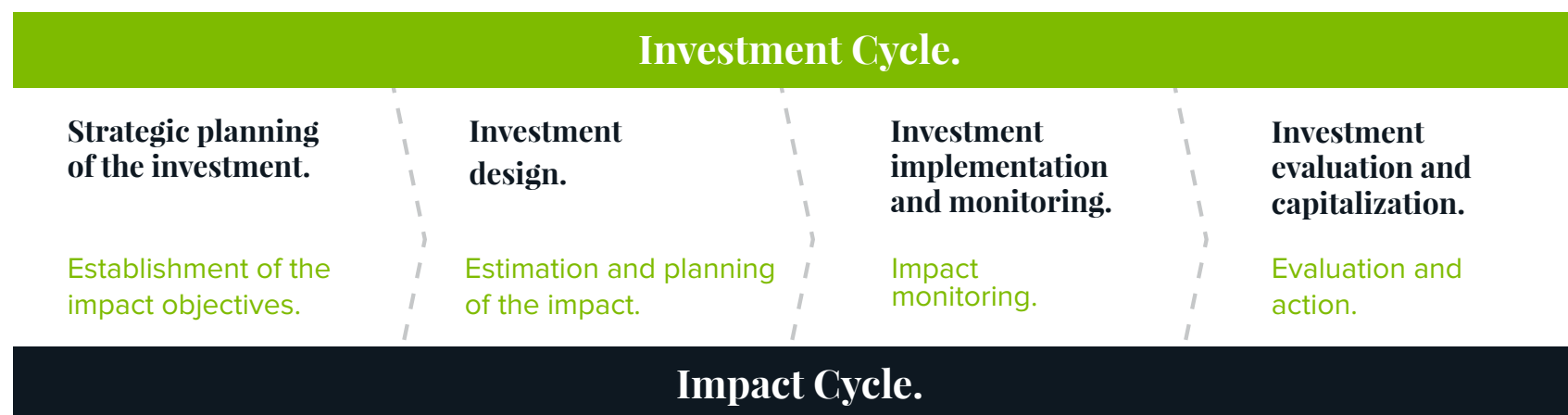
During the impact assessment phase, a due diligence process is carried out, involving both the finance team and the social impact team. **GSII** has a proprietary methodology that verifies that the potential investee meets the fund's impact criteria. Each team conducts its analysis in a parallel fashion to ultimately share it with the investment committees.

3. Impact monitoring

Once the company or fund is part of the portfolio of one of **GSII**'s funds, its impact is monitored regularly, based on the indicators established in the contract. These indicators help us to understand the extent to which the invested companies are meeting their objectives. The close relationship with the companies allows us to carry out a periodic follow-up and identify possible areas for improvement, making suggestions accordingly, thus maximizing the impact of our work. Depending on the vehicle, the degree of involvement by the **GSII** team will be greater or lesser.

4. Impact evaluation

At the end of an investment cycle, there is the possibility of an external evaluation of the total aggregate impact being carried out. The purpose of this evaluation is to verify the impact that is being generated among the final beneficiaries and can be crucial in deciding whether or not to renew a loan.



GSII's Impact Thesis.

In recent decades, the global economic system has lifted hundreds of millions of people out of poverty and generated unprecedented wealth and prosperity. However, the problems we face as humans are undeniable and indicate major challenges in the short term. We are at a critical moment.



Problem

As established in the United Nations 2030 Agenda, the global challenge of eradicating poverty and inequalities continue, and the planet and its inhabitants face significant threats due to the effects of climate change. More than a decade after the 2008 financial crisis, the global financial system which precipitated the crisis remains largely intact. The engine of virtually all investment activity continues to be driven exclusively by profitability. Although impact investing has made enormous strides in recent years, it remains a relatively small and niche area, which has yet to scale up, increasing its reach and proving its effectiveness, to make a substantial contribution to addressing the large environmental and social challenges. In this sense, impact investing has established itself as the key tool for private capital to contribute to the inclusive and sustainable growth of societies. This type of investment focuses on projects with a positive and measurable social and environmental impact, which are also capable of generating a financial return.

Solution

Financial markets must play a leading and decisive role in driving solutions for the challenges the world is facing. The impact investing industry can accelerate this movement, by demonstrating its viability and developing tools and opportunities that encourage other market participants to pursue positive impact through their decisions about how they earn, save, spend, and invest their money. **GSII** is born out of the belief that private investment and entrepreneurial talent and the social dedication of their management teams are the most appropriate tools to provide solutions that mitigate the causes of structural poverty, especially among those who are in a situation of greater economic and social vulnerability. Promoting the growth of sustainable businesses that generate stable and quality jobs is essential to guarantee both income and empowerment of the most vulnerable people and to achieve sustainable economic and social development.

Impact

Through its two impact funds, **GSIF International** and **GSIF Spain, Global Social Impact Investments** contributes to solving the social problems of the most economically disadvantaged people, improving their livelihoods and promoting entrepreneurial talent, as well as strengthening the impact ecosystem nationally and internationally.

Why focus on decent work.



- Because work is for everyone. No country is immune to the lack of decent work.
- Because decent work drives development. ILO research shows that developing countries that invested in quality jobs grew faster.
- Because decent work is what people want. A Gallup World survey ranked access to good jobs as the number one priority for people.
- Because decent work transforms societies for the better. Decent work is the basis for equitable, inclusive, and sustainable development.
- Because the quality of jobs is at stake, not just the quantity.

GSII's Theory of Change.

The impact thesis and theory of change (ToC) enable us to define our investment strategies and impact objectives and help us understand how we will achieve those goals with each of our products.

The problem

GLOBAL SOCIAL IMPACT INVESTMENTS

The problems we face as humanity are undeniable and indicate major challenges in the short term.

The global challenge of eradicating poverty and inequality remains unsolved, and the planet and its people face significant threats due to the effects of climate change.

Financial markets have a decisive role to play as drivers of solutions to the challenges facing the planet and its people, but the reason behind of virtually all investment activity continues to be exclusively profitability.

GSIF INTERNATIONAL

Despite its wealth of natural resources, sub-Saharan Africa is the region of the world with the highest poverty rates and the lowest level of development. According to the World Bank, in 2018, 40% of the population lived on less than \$1.90 USD a day. In addition, the lack of infrastructure is a major impediment for investments and growth in the continent's countries.

GSIF SPAIN

In 2020, in Spain, the at-risk-of-poverty and social exclusion rate (AROPE) stood at 26.4% of the resident population, compared with 25.3% the previous year. According to Eurostat data, Spain leads the unemployment rate in the European Union and is one of the EU countries generating the highest number of working poor. In total, an estimated 4 million people live trapped in unemployment or working poverty in Spain.

The solution

WITH THESE...

INPUTS

Impact investing fund

Multidisciplinary team with over 20 years of experience in finance, philanthropy and venture philanthropy

Strategic alliances with partners

Expert advisory board

AND THESE...

ACTIVITIES

GSIF International: Search for high-impact companies that promote social inclusion of the most vulnerable people on the African continent (bottom billion)

GSIF Spain: Search for high-impact small and medium-sized companies with a focus on sustainability and the creation of stable employment among the among the most vulnerable people in Spain

Financial and social due diligence. Support in the development of the theory of change and the scorecard of impact indicators

GSIF International: Investment via financial instruments (debt) in companies and impact funds operating in sub-Saharan Africa

GSIF Spain: Investing via financial instruments (equity) in impact companies operating in Spain

Implementation and monitoring of the investments

Financial and impact evaluation of the investees and funds

Support to the management team of the investee in its financial and impact expansion strategies, according to the needs of each company

WE OBTAINED THESE...

PRODUCTS

GSIF International: Investment portfolio of high-impact companies that promote social mobility of the most vulnerable people on the African continent (bottom billion)

GSIF Spain: Investment portfolio of Spanish companies with a focus on sustainability and the creation of stable employment among the most vulnerable

The results



The impact of GSII

MEDIUM TERM

Increased income for the most vulnerable people

Improvement of working conditions for people in vulnerable situations

Strengthening of local economies and communities in the regions of intervention

Improvement of access to goods and services for people in vulnerable situations

Increasing the empowerment of people in vulnerable situations

Improvement in the professionalization, sustainability, and growth of high-impact investments

Development of the impact investing ecosystem in the regions of intervention

LONG TERM

Improvement in the autonomy and empowerment of people in situations of economic and social vulnerability

Increase in the capacities of the companies to raise, attract capital and grow, maximizing their social and environmental impact

Strengthening of the national and international impact ecosystem

GLOBAL SOCIAL IMPACT INVESTMENTS contributes to solving the social problems of the most economically disadvantaged people, improving their livelihoods and promoting entrepreneurial talent, as well as strengthening the impact ecosystem nationally and internationally.



**Adrián
Landa**

Investor
relations

We Keep on Moving Forward...



“Although as an industry there remains much to be done to mobilize more capital towards impact investing, we are excited to see that investors are no longer just asking about the structure and expected returns.”

— **Adrián** Landa.

I am excited to see that, even though the size of the impact investing market is still small compared to that of traditional investing, the attention that impact investing captures as a means to address many of the world's current problems is increasing exponentially every day.

We have seen this in the search of investments opportunities, for both the international and Spanish fund, where we meet entrepreneurs who have the willingness and inner calling to incorporate social and environmental strategies with a positive impact that are inherent to their business model. We also see this when it comes to attracting capital. Although as an industry there remains

much to be done to mobilize more capital towards impact investing, we are excited to see that investors are no longer just asking about the structure and the expected return. Be it corporate investors, family offices, banks or public institutions, impact investing has already carved a niche for itself in the different investment strategies, where impact is being highly valued in conjunction with returns. Undoubtedly there remains a lot of work to be done, many meetings to schedule, many presentations to send and many commitments to sign, but we also count on a great deal of motivation to achieve what we have set out to do. We keep on moving forward...

A 360° Vision to Change the Unchangeable



“Although we are sometimes afraid to step out of our comfort zone, the feeling of leaving a positive footprint makes the journey infinitely more exciting”

— **Macarena** Cabello de los Cobos.



Macarena Cabello de los Cobos
Analyst

A few years ago, when I was working in traditional private banking, I noticed that there were increasingly more and more clients asking about impact investing funds. Unfortunately, the closest products we had in our portfolio were some with ESG criteria, the benchmark at the time. Before the pandemic, a few were beginning to question the ultimate destination of their investments. After what we have experienced in the last two years, many want to go further and do their part to improve society and the planet, at least by being selective in the management of their assets. We are moving from the traditional binomial to the new trinomial RISK-RETURN-IMPACT. We are not willing to invest in just any company anymore and demand guarantees that our investment is responsible, both with society and the environment, and that the impact generated is transparent, measurable and scalable.

Another of the things I've seen as I've moved from traditional investing to impact investing is the human quality and the drive of my colleagues: using “hands-on” and proactively getting involved in the processes

to achieve real changes in society. The impact ecosystem is like an ever-growing family of restless and determined people who are not satisfied with the current reality and who want to dedicate our daily lives to transform the world into a more balanced place.

Just as in private banking I had the feeling that we were all “cut from the same cloth”, in the impact ecosystem I interact with a wide variety of profiles, from different backgrounds, with great diversity and very different points of view that complement and enrich mine. I come from an industry with an accelerated inertia that requires us to exclusively look forward, like horses when their lateral field of vision is covered so that they are not frightened, in order to survive. In the impact sector they teach us to stop, to look around us more empathetically, and to apply a 360° vision to change the seemingly unchangeable. Although we are sometimes afraid to look both ways and step out of our comfort zone, the feeling of leaving a positive footprint makes the journey infinitely more rewarding and exciting.

GSIF International.

Letter From the Managing Director.



**Arturo
García**

Co-founder,
Managing
Director and
CIO

“The companies in which we are invested are mostly in agriculture, reflecting the occupation of the most disadvantaged groups.”

— **Arturo García.**



Our first fund, **GSIF International**, was approved in 2019. Its focus is sub-Saharan Africa, the region of our planet where the most disadvantaged countries are concentrated. We understood that this is where impact investing is most needed.

Since then and to date, we have built up a portfolio of companies in several countries in East and West Africa: Uganda, Kenya, Rwanda, Ghana, and Nigeria, in addition to being invested in two impact investing funds whose main geographical focus is also sub-Saharan Africa.

We have created an infrastructure that includes a local team with a person based in Nairobi, in addition to further deepening our partnership with **Yunus Social Business**. We have also developed relationships with leading law firms in the countries where we invest.

And all this in an environment of restrictions caused by the coronavirus that have made the job more complex than usual.

The companies in which we are invested are mostly in agriculture, precisely reflecting the occupation of the majority of people in

these countries, and especially of the most disadvantaged.

We believe, or rather we are convinced, that the companies in which we have invested offer a relevant social impact and soundness from a financial perspective. The social impact will be explained below. And regarding financial soundness, it should be sufficient to say that the companies have continued to meet their payment commitments in spite of the restrictions, most of them increasing their turnover with respect to the time of the investment or the previous year. Our intention is to include a few more companies during the course of this year and, perhaps, increase the investment ticket of the already invested companies that are demonstrating better social impact and financial performance.

I would like to thank our investors who are the ones who make these investments possible alongside the social impact they generate. I hope the reader enjoys the following pages and we remain at your disposal to comment on any point of interest.

Impact Strategy.

GSIF International

Africa, and especially sub-Saharan Africa, is the region with the highest poverty rates and the lowest level of development in the world. By involving the private sector and channeling private investments to these countries, we will succeed in promoting entrepreneurial talent and developing the necessary infrastructure to improve the livelihoods of the most economically vulnerable people, helping to eradicate extreme poverty on the continent.



Problem

Of all the people who endure in extreme poverty in the world today, more than half live in Africa. The scarcity of economic opportunities and lack of access to decent livelihoods limit their freedom and hinder their development.

Despite its wealth of natural resources, Sub-Saharan Africa is the region with the highest poverty rates and the lowest level of development in the world. According to World Bank estimates, in 2018, 40% of the population lived on less than USD \$1.90 a day in the region.

The African continent has had great difficulty in converting its abundance of resources into shared wealth and sustained economic development. In addition, the lack of infrastructure is a major impediment to invest and generate growth in the countries of the continent. To give an example, nearly 600 million Africans lack access to the electricity grid, and connection to the existing grid is often inefficient.

Putting an end to these problems requires not only fostering economic growth in these countries, as it was believed in past decades,

but rather a human development approach must be applied. The 2030 Agenda for Sustainable Development, adopted by all United Nations member states in 2015, offers a shared blueprint for peace and prosperity for people and the planet. At its core are the 17 Sustainable Development Goals (SDGs), which are a call to action for all countries - developed and developing - in a global partnership.

Although philanthropic institutions and public funds work in in this direction, to address these challenges, it is necessary to involve all types of organizations and the full spectrum of available capital. If we are to close the financial gap needed to meet the SDGs, it is necessary to mobilize a large amount of private capital.

In this sense, impact investing establishes itself as the key tool for private capital to contribute to the inclusive and sustainable growth of societies. This type of investments focuses on projects with a positive and measurable social and environmental impact, which are also capable of generating a financial return.

Solution

GSIF International was created to channel private capital to generate inclusive growth and improve the livelihoods of the bottom billion people, thereby contributing to ending poverty.

This is done through two main lines of action:

- **Investing** with financial instruments in high-impact projects that promote the social mobility of the most economically vulnerable people on the African continent.
- **Developing** the ecosystem of organizations that can offer an economically sustainable or profitable response to social problems.

Impact

With our first investment fund (**GSIF International**), we are building a profitable and high-impact investment portfolio in Africa, a continent that faces a large number of challenges, but which also contains many opportunities.

GSIF International thus contributes to solving the social problems of the most economically disadvantaged people in sub-Saharan African countries, improving their livelihoods and promoting entrepreneurial talent, as well as strengthening the impact ecosystem at a national and international level.



The role of women in the social and economic development of the African continent

The African population is expected to nearly double by 2050, which would add 1.2 billion people to the 1.3 billion currently living on the continent.

To consolidate its growth, the African continent needs all its strengths and to unleash the collective intelligence of all its citizens. In this regard, women represent an enormous potential pool of talent and are an important source of economic growth.

Women are the foundation and backbone of African economies. They are highly dynamic economic agents, they are the main drivers of family welfare and they play a crucial role in their communities. However, they face major obstacles, such as discriminatory cultural practices and laws, non-inclusive labor markets, or great difficulty in accessing financing, which drastically limit their economic opportunities and make them infinitely more vulnerable.

As this changes, it will become easier for women to succeed in developing businesses that have the size and capacity to create jobs and participate fully in the sustainable development of their countries. The barriers that African women face are the obstacles to realizing the continent's development potential.

Contribution to SDGs.

GSIF International

GSIF International's mission is to improve the livelihoods of people in the bottom billion, while contributing to economic and social growth in frontier and emerging markets in sub-Saharan Africa. This purpose connects directly with the priorities expressed in the 2030 Agenda.

While **GSIF International's** impact thesis is directly aligned with the SDGs 1, 8, 10 and 17, the fund seeks to contribute through its investments to all the goals of the 2030 Agenda. This is why we use the ABC classification (Act to avoid harm, Benefit stakeholders, Contribute to solution) proposed by the Impact Management Project (IMP) to organize and reflect our priorities and our contribution to the SDGs:

Strategic Objectives.

Cross-cutting Objectives.

Goals on which to avoid negative impact.

Contribute

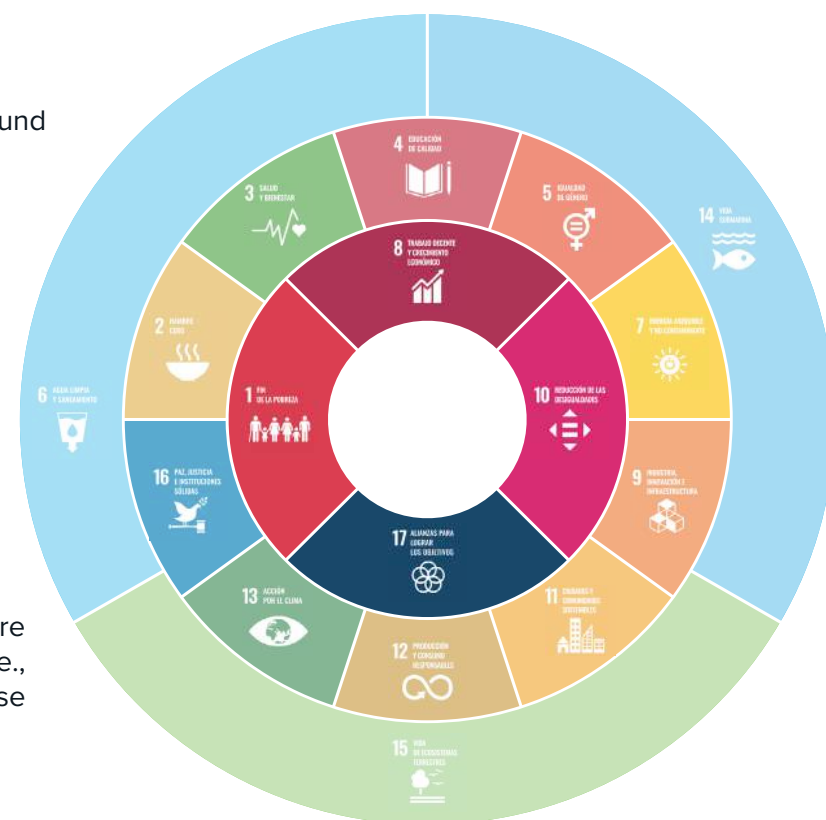
These objectives are directly related to the objectives of the fund and its ToC. We focus our capabilities and tools on them.

Benefit

We invest in and support companies that contribute to inclusive growth, while maintaining ethical practices and generating social and economic value in a cross-cutting manner for all their stakeholders, and in particular for those who face special barriers to improving their living conditions.

Acting to prevent damage

When evaluating a potential investment, we make sure they are not harming the environment. These criteria are exclusionary, i.e., if a company generates direct adverse effects on any of these SDGs, it is ruled out.



Investment Criteria.

GSIF International

GSIF International's investment criteria are defined by the fund's impact strategy and respond to the objective of improving the livelihoods of the most vulnerable people on the African continent while generating an attractive financial return for the investor.

GSIF International invests mostly via debt in companies with solid financials, high potential for development and a significant measurable social impact, businesses with:

Financial statements.

Positive or close to positive net income.
Growing margins.
Sufficient cash flows and solvency to repay debt.

Social impact.

Companies whose social mission is to improve the livelihoods of people at the bottom billion in countries in sub-Saharan Africa.
Businesses that have a ToC.
Businesses with measurable, proven, and sustainable impact.

Sectors.

Those sectors that contribute to improving people's livelihoods by providing them with the skills, knowledge, or resources to meet their basic needs with dignity, with a special focus on:
Food and agriculture.
Productive assets.
Access to energy.

Revenue.

Preferably > USD 5M; minimum USD 2M.
Stable revenues, EBITDA, and cash flows.

Stability.

Recurring revenues.
Long-term contracts.
Diversified markets, customers, and suppliers.

History.

3 years of consolidated history.
No seed capital or start-up.
Competent and transparent management.

Growth.

Growing sales.
Scalable.
Preferably not companies with high investments in machinery or equipment.

Market.

Established market position.
Easy to understand.
Long-term stable sectors.
Preferably with barriers to entry.

Process of Social Due Diligence.

GSIF International

The due diligence process is carried out by three investment committees to evaluate the following criteria:

- Social mission
- Stakeholders
- Theory of change
- Contribution to SDGs
- Governance
- Contribution to GSIF International's impact objectives
- DAC-OECD criteria: Relevance, impacts generated and sustainability of impacts

Search.

It is done through investment rounds, acquaintance contacts, other partners' pipelines, etc.

Screening.

Obtaining preliminary information about the company. Initial assessment to confirm whether the company has a social mission through which it contributes to improving the livelihoods of people in the bottom billion of the planet.

Investment Committee 1 Preliminary DD.

Review of the documentation submitted and discussions with the potential investee. In this phase of the analysis, we dive into the company's theory of change, its stakeholders and its relationship with them, their governance, the SDGs to which it contributes, and the impact data already generated. In the case of not having a theory of change, the company must have the interest and willingness to develop one together with **GSII** to continue in the due diligence process.

Investment Committee 2 Complete DD.

In-depth study of the documentation submitted, especially the external performance and impact evaluations, and a visit to the company and its facilities.

Based on the information obtained in this phase, especially during the visit to the company's premises, we analyze the relevance of the solution proposed by the company, the depth and the scope of the impact generated and its sustainability through time.

Final Terms.

The outcome of the due diligence process is the investment decision. If the decision is favorable, the contract will include, among other things, the company's theory of change and the developed impact scoreboard including the baseline and annual targets, and the basis of which the invested company will report to **GSIF International**. This is all done in conjunction with the company.

Portfolio - GSIF International.

December 31st, 2021

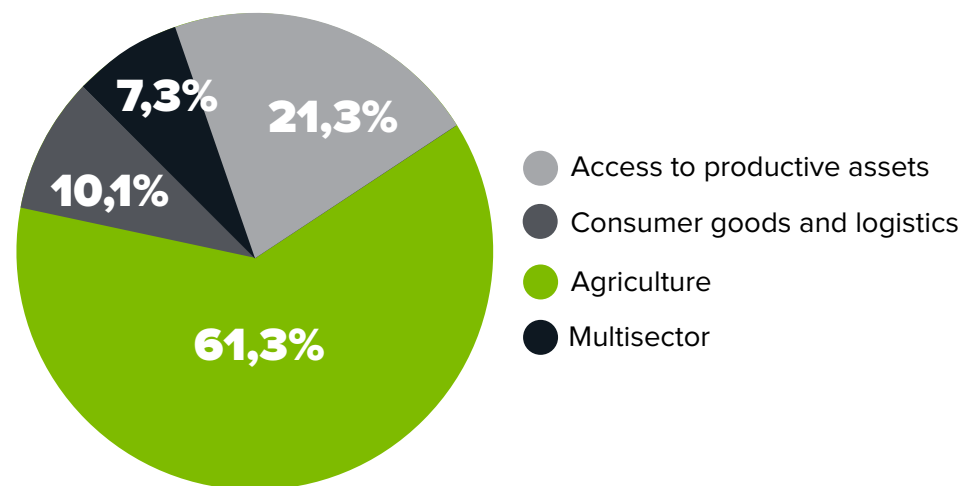
Company	Sector	Instrument	Amount invested	Date of current loan	interest rate	Duration	Date of initial loan	Initial amount invested
Direct Investment								
Tugende	Productive assets	Loan	\$ 750.000,00	Feb-21	9%	12 months	Nov-18	\$ 500.000,00
ACPCU	Agriculture	Loan	\$ 500.000,00	May-21	7,5%	5 years	May-19	\$ 750.000,00
OAF	Agriculture	Loan	\$ 500.000,00	Dic-21	3%	24 months	Dec-20	\$ 500.000,00
Green Lion	Consumer's goods and logistics	Loan	\$ 354.609,93	Sept-21	9%	18 months	Sep-21	\$ 354.609,93
YAK Fair Trade	Agriculture	Loan	\$ 500.000,00	Oct-21	8%	24 months	Oct-21	\$ 500.000,00
Babban Gona	Agriculture	Loan	\$ 750.000,00	Dic-21	6%	30 months	Dec-21	\$ 750.000,00
Impact Investment Funds								
Fund	Sector	Instrument	Amount invested	Investment date	Interest rate	Duration		
ARAF	Agriculture	Shares	\$ 407.250,00	Sept-19	N/A	Open fund		
Alphamundi	Multisector	Shares	\$ 258.002,00	Dec-20	N/A	Open fund		

Portfolio - GSIF International.

December 31st, 2021

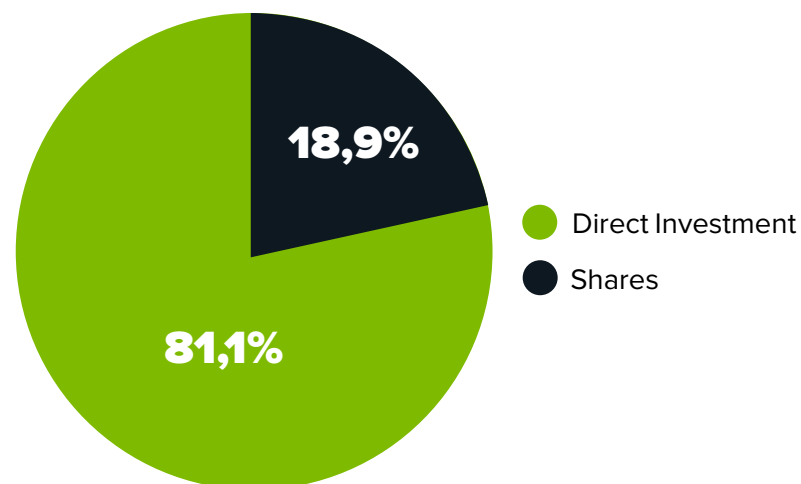
Sector

Access to productive assets	\$ 750.000,00
Consumer goods and logistics	\$ 354.609,93
Agriculture	\$ 2.157.250,00
Multisector	\$ 258.002,00



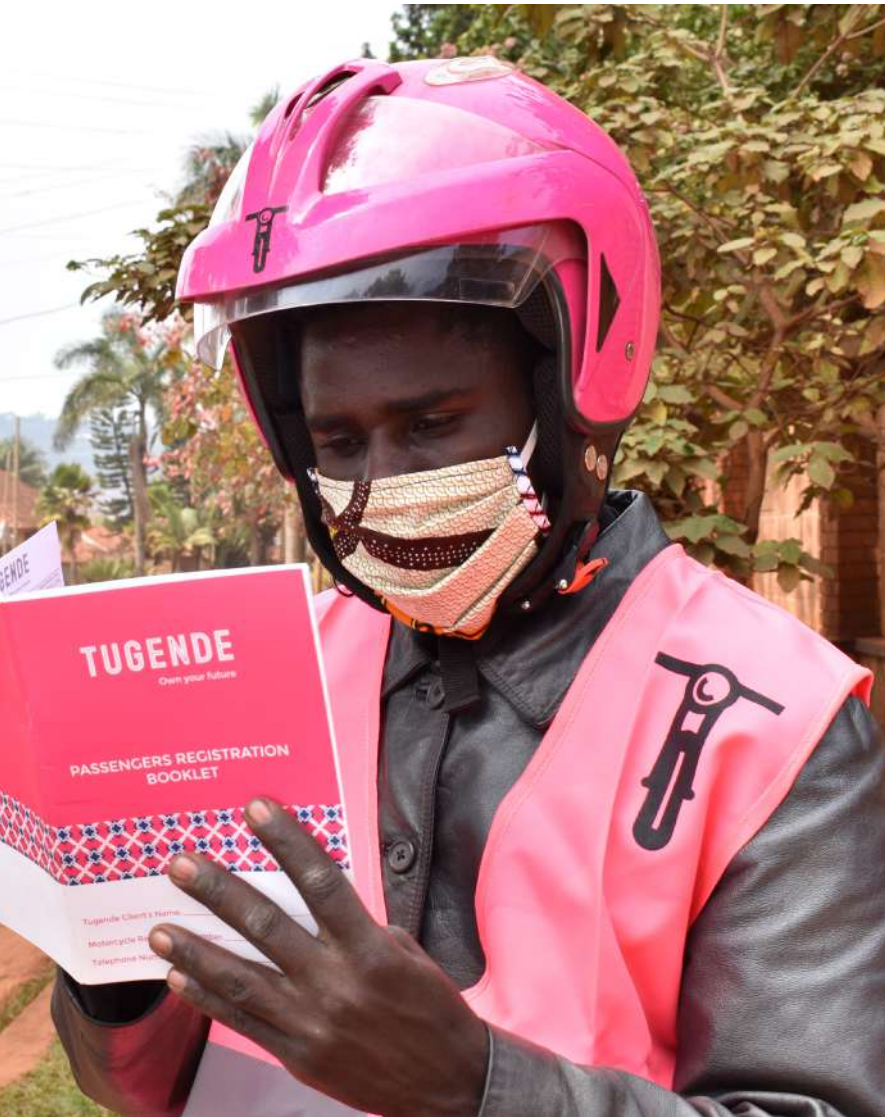
Instrument

Direct investment	\$ 2.854.609,93
Shares	\$ 665.252,00



TUGENDE

Drive to own. Helping people help themselves



Description

Tugende is a social enterprise active in Uganda and Kenya. Through financing productive assets, technology, and a customer-centric model, they help small entrepreneurs in the informal sector improve their economic trajectory.

Tugende began by providing financial services to motorcycle taxi (bodas) drivers enabling them to acquire ownership of their productive assets. Currently, they are expanding the portfolio of products they offer through leasings, such as cars, vans, small boat engines, refrigeration systems, or sewing machines.

Investment

- Country: Uganda
- Start date: February 2020
- Sector: Access to productive assets
- Investment (USD): 750,000
- Instrument: Loan

Beneficiaries

Young people and adults with limited access to education and financial services, along with their families.

Challenge

The lack of opportunities for youth and adults with low education levels in Uganda leads to high rates of unemployment, underemployment, and informal labor, increasing job insecurity and making financial independence impossible.

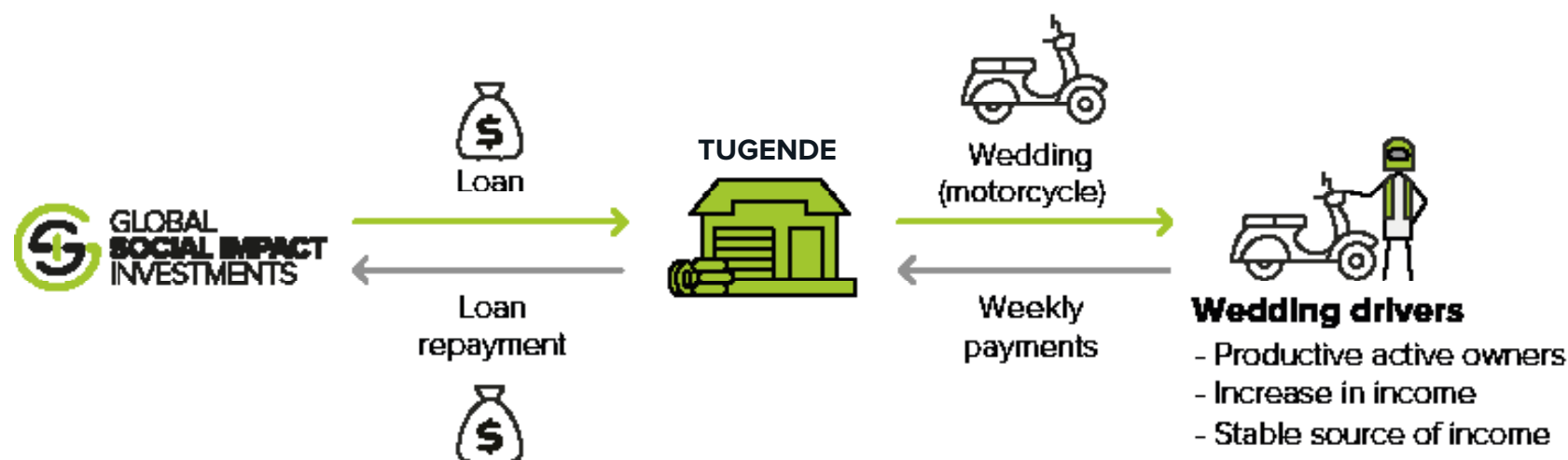
Driving motorcycle taxis (boda-boda) is a recurrent job for young people in Uganda with a low educational level; however, in most cases, they can't afford to buy a motorcycle or obtain a loan from the bank. As a result, they must rent the motorcycle from a third party. Their income, therefore, decreases because they spend a vast amount on paying rent, rather than owning the motorcycle and stabilizing their income.

Solution

Tugende offers financial leasing services for motorcycles and other productive assets to people without access to financial services. In addition, Tugende also offers its clients additional services such as the installation of GPS on motorcycles, the contracting of insurance and training for obtaining a driver's license.

Desired impact

1. Creation of secure and stable direct and indirect employment among people in vulnerable situations.
2. Access to financing to acquire productive assets.
3. Access to a stable source of income for the drivers and their families. Boda drivers' income almost doubles from US\$5/day to US\$10/day after acquiring ownership.
4. Improved urban and rural mobility for boda-boda passengers, especially women.



Impact generated

Product and Result Indicators - Tugende

Personalized KPI	SDG	IRIS+	Q4 2018	Q4 2019	Q4 2020	Q4 2021	Annual (%)	Variation From the beginning of the loan (%)	Variation From the beginning of the loan (#)
Product indicators									
Number of active loans that year (#)	1.4	Number of Loans Outstanding (PI1478)	-	20.229	26.163	2.3002	-12%		
Assets financed (#)	1.4	Number of Loans Fully Repaid on Time (FP5979)	6.920	9.933	13.819	2.1811	58%	215%	14.891
Result indicators									
Clients who have received Tugende's services (#)	1.2	Client Individuals: Total (PI4060)	14.800	30.162	43.000	>52.000	21%	251%	>37.200
Value of assets transferred (\$ millions)	1.4	N/A	4,8	10,9	14	>20	43%	317%	>15,2
Driver income increase (AVG) (%)	10.1	Client Income (PI9409)	100%	100%	100%	100%	0%	0%	
Direct Employees (#)	8.5	Permanent Employees: Total (OI8869)	194	359	480	>750	56%	287%	>556
Lives impacted (#)	10.2	N/A	74.000	145.450	198.000	>250.000	26%	238%	>176.000





“I had never owned a motorcycle before; the one I had driven was owned by my boss and he took it from me whenever he wanted. When I heard about Tugende and how easy it was to get a motorbike, I discussed it with my wife, and we agreed to get one to support our family.”

— Moses Omoding, 3 children
Soroti City, Uganda

When he received the motorcycle from Tugende in 2019, Moses was more determined than ever to be his own boss and to complete his leasing within one year. Since his wife had a small catering business in the city, she agreed to help him fulfill his dream.

ACPCU

Ankole Coffee Producers Co-operative Union Limited



Description

ACPCU an Uganda-based coffee trade and export union registered in 2006, made up of 26 cooperatives. Most of the cooperatives are certified in fair trade and organic coffee.

Investment

- Country: Uganda
- Start date: May 2020
- Sector: Agriculture
- Investment (USD): 750.000
- Instrument: Loan

Beneficiaries

Smallholder coffee farmers in Uganda

Challenge

Smallholder coffee farmers in Uganda encounter a number of difficulties in marketing their coffee, such as poor-quality seeds, lack of tools and selling skills, diminishing the net profit they obtain from the sale.

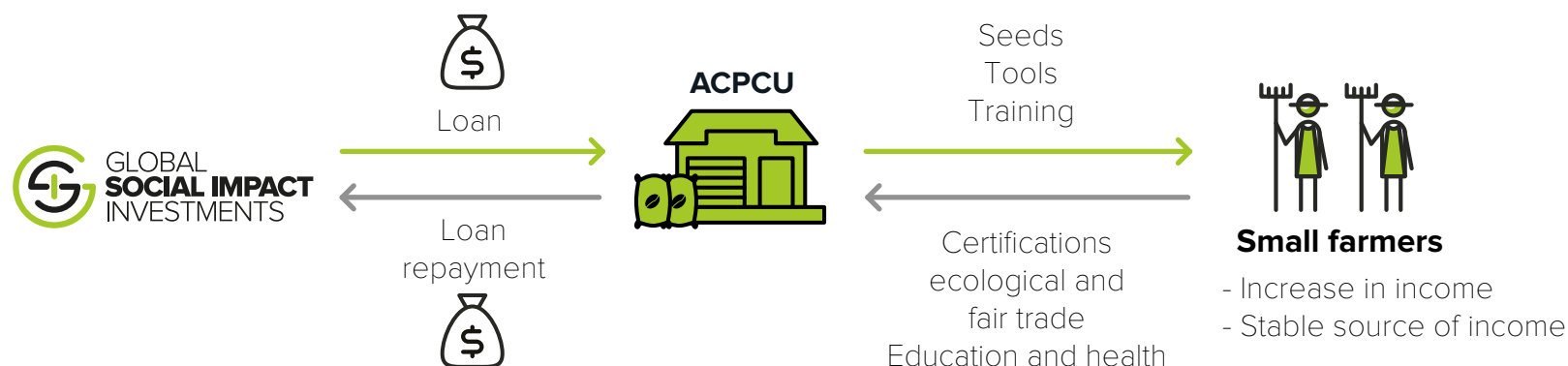
By working independently, and not in groups, smallholder farmers cannot manage to obtain international certifications, hindering their possibilities of exporting and accessing premium prices.

Solution

ACPCU promotes the grouping and association among smallholder farmers in cooperatives, so that they can have access to the goods and services normally reserved for the big players in the sector, such as international certifications, quality programs or international exports, which will enable them to secure their sales and increase their income.

Desired impact

1. Creation of direct and indirect quality employment among vulnerable groups.
2. Increased productivity and land yields.
3. Increased income and financial stability for smallholder farmers.
4. Improved participation of women and adolescent girls in programs designed to improve agriculture as a family business.
5. Preservation and improvement of the natural environment through organic agriculture.
6. Generation of important social benefits for members and their communities: construction of a medical center, renovation of two primary education centers, scholarships and school aid plans, construction of wells, etc.



Generated Impact

Product and Result Indicators - ACPCU

Personalized KPI	SDG	IRIS+	Baseline Q3 2019	Q4 2019	Q4 2020	Q4 2021	Annual (%)	Variation From the beginning of the loan (%)	Variation From the beginning of the loan (#)
Product indicators									
Number of alliances with cooperatives (#)	2.3	Number of Loans Outstanding (PI1478)	21	28	-	26		24%	5
Total number of members of cooperatives grouped by ACPCU (#)	2.3	Supplier Individuals: Smallholder (PI9991)	14.000	14.000	12.000	14.695	22%	5%	695
Result indicators									
Number of certifications (#)	2.3	N/A		2	3	5	67%	150%	3
Increase in average farmer income (with respecto the baseline) (%)	10.1	Client Income (PI9409)		44%	44%	42%	-4%	-4%	-2%
Number of community infrastructure improvements (#)	11.1	Availability of Basic Services/ Facilities (PI0617)		Medical center, schools, scholarships and construction of wells.					
Direct Employees (#)	8.5	Permanent Employees: Total (OI8869)	111	123	117	137	17%	23%	26
Lives impacted (#)	10.2	N/A	63.000	63.000	54.000	66.128	22%	5%	3.128





“ACPCU offers me a better price upfront for my bags of coffee. With the obtained, I have been able to send my children to school and have access to affordable credit at an interest rate of 1% per month. I have also been able to increase the amount of credit requested, from UGX 200,000 in 2018 to UGX 800,000 in 2022. With this financial support, I hope to be able to buy a cow to source milk for my family and fertilizer for my coffee crop.”

— **Nuwagaba Bateth**, 4 children
Nyeibingo Village, Uganda

OAF

One Acre Fund



Description

One Acre Fund (OAF) is a non-profit organization that provides financing for agricultural assets and training to farmers, to help them break out of the cycle of poverty by their own means. They are currently operating in seven countries (Kenya, Rwanda, Burundi, Tanzania, Malawi, Uganda, and Ethiopia) and have pilot projects in three other countries (Zambia, whose numbers have increased considerably, Nigeria and India).

Since its inception, OAF has been one of the most respected and cost-effective players in the fight against global hunger and extreme poverty.

Investment

- Region: East Africa
- Start date: December 2020
- Sector: Agriculture
- Investment (USD): \$ 500.000
- Instrument: Loan

Beneficiaries

Smallholder farmers in Africa and their families.

Challenge

Agriculture is the dominant activity among vulnerable people in developing countries. In sub-Saharan Africa, more than 50 million farmers are trapped in cycles of intermittent famine. Due to a lack of basic agricultural supplies and adequate training, their production is not enough to feed their families.

In rural areas of East Africa, one in ten children dies before the age of five, the vast majority due to malnutrition. Forty percent of those who get through, suffer some form of physical and/or intellectual handicap, inhibiting them from reaching their full potential.

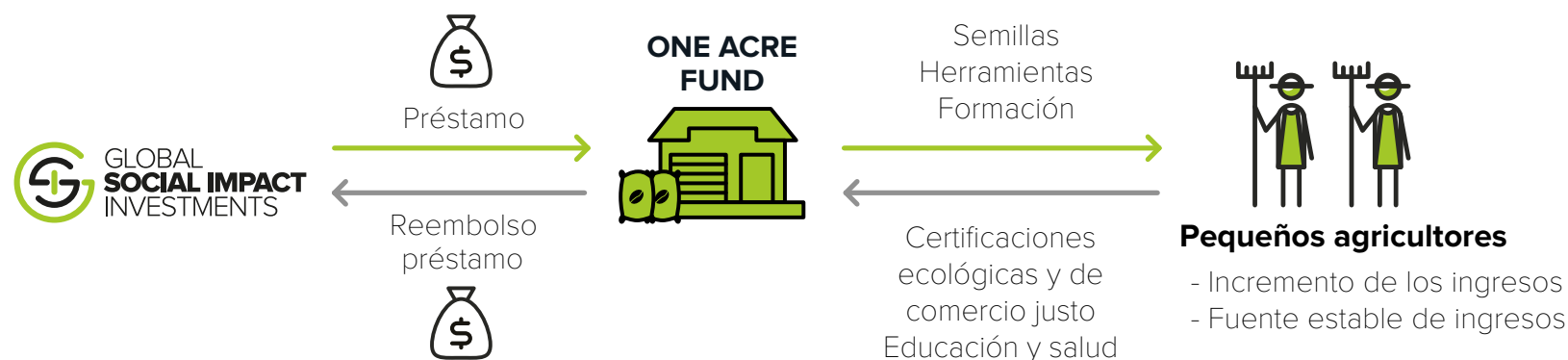
Solution

One Acre Fund offers a package of services to rural farmers that includes:

1. Agricultural input financing: The farmers purchase high-quality seeds and fertilizers on credit, and OAF offers a flexible repayment system.
2. Delivery: OAF delivers the supplies to collection points within walking distance of each farmer it serves.
3. Training: Farmers receive season-long training on farming techniques.
4. Sales assistance: OAF offers crop storage solutions and teaches farmers about market fluctuations enabling them to time crop sales and maximize profits.

Desired impact

1. Creation of direct and indirect quality employment among vulnerable groups.
2. Increased productivity and land yields.
3. Increased income and financial stability for smallholder farmers.
4. Improved food security for smallholder farmers and their families.
5. Mitigation of the consequences of climate change on agriculture.



Generated Impact

Product and Results Indicators - OAF

Personalized KPI	SDG	IRIS+	Baseline Q3 2019	Q4 2020	Q4 2021	Achievement of the goal	Annual (%)	Variation From the beginning of the loan (%)	Variation From the beginning of the loan (#)
Product indicators									
Small-holder farmers supported (#)	2.3	Client Individuals: Smallholder (PI6372)	1.004.960	1.338.970	1.420.700	100%	6%	41%	415.740
Young people among the beneficiaries (%)	2.3	N/A	2%	3%	4%	N/A	23%	90%	2%
Women among the beneficiaries (%)	5.1	Client Individuals: Female (PI8330)	73%	60%	60%	100%	0%	-18%	-13%
Trainings conducted (#)	2.3	N/A	1.004.960	1.338.970	1.420.700	100%	6%	41%	415.740
People who have planted trees (#)	15.2	N/A	993.000	1.560.000	1.936.000	98%	24%	95%	943.000
Indicadores de resultado									
Increase in yield (%)	2.3	Average Client Agriculture Yield: Smallholder (PI9421)	24%	25%	28%	N/A	13%	17%	4%
Increase in farmers' income in the main program (with respect to baseline) (%)	10.1	Client Income (PI9409)	44%	33%	40%	N/A	21%	-9%	-4%
Loans repaid by clients (%)	11, 1.2	Loans Recovered (FP3939)	97%	94%	92%	98%	-2%	-5%	-5%
Land costs covered by land revenues (%)	2	N/A	73%	77%	75%	99%	-3%	3%	2%
SROI (Social return on investment)	2	N/A	3,30	3,80	3,4	100%	-11%	3%	10%
Direct workers	8.5	Permanent Employees: Total (OI8869)	8.381	8.679	8.957	N/A	3%	7%	576
Female workers (%)	8.5	Full-time Employees: Female (OI6213)	44%	44%	42%	N/A	-4%	-4%	-2%
Young workers (younger than 25) (%)	8.6	N/A	NA	4%	4%	N/A	0%	0%	
Rural workers (%)	8.5	Permanent Employees: Low Income Areas (OI8266)	95%	94%	94%	N/A	0%	-1%	-1%





“I feel relieved because I receive all the inputs for planting at the beginning of the season and I don’t have to worry about low yields. There is a huge difference between my yields before and now with the same size plot of land. The profit I make can be used to meet my family’s needs.”

— Ulia Msigwa. 30 years old, 4 children
South Kilolo, Tanzania

Now in her 30s, Ulia is a successful entrepreneur with a thriving farm. In addition to maize, she and her husband grow beans, tomatoes, and peas. She has also had two more children and has been able to put the money she made from selling the gobo into building a new four-bedroom house for her family.

GREEN LION



Description

Green Lion is a Ghanaian company that provides goods and services to small informal businesses, which represent a \$600 billion market and are vital to the economies of many African countries.

Most of these small shops, which sell around 90% of all consumer goods to low-income customers, are owned by entrepreneurial women with few resources. By facilitating the distribution of products, access to credit or stock management, Green Lion empowers thousands of African women entrepreneurs, improving their livelihoods and transforming their communities.

Investment

- Country: Ghana
- Start date: September 2021
- Sector: bienes de consumo y logística
- Investment (USD): \$300,000
- Instrument: Loan

Beneficiaries

Small retail traders in Ghana, a high percentage of whom are women.

Challenge

Small retailers suffer the consequences of an inefficient, non-transparent and non-digitized supply chain, with many intermediaries driving up the price of the final products.

The merchants, the vast majority of whom are women, go to the nearby local market to buy the products they sell. The time they spend on this task involves closing the shop for a few hours, which has an impact on sales. In addition, an unstable supply increases the risk of stock-outs and the inability to meet customer demand.

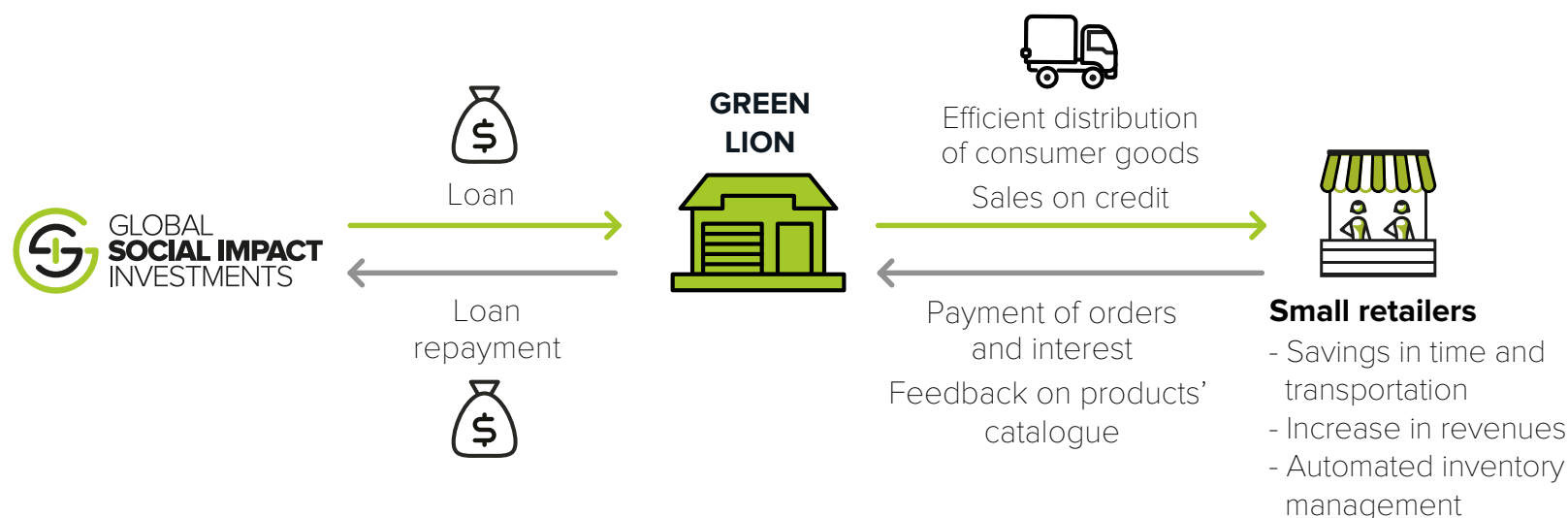
Solution

Green Lion has created an e-commerce and distribution network for retailers that contributes to the professionalization of their business, helping merchants to obtain quality products and to manage their business more efficiently, thanks to greater insight into their sales and stock.

To this end, it makes a wide variety of products available to small Ghanaian informal businesses, ensuring consistency of supply and providing tools such as credit sales to facilitate the day-to-day and operations of these businesses.

Desired impact

1. Reduced travel and improved store productivity.
2. Increased and stable income for small retailers.
3. Strengthening and scalability of businesses through access to financing.
4. Creation of quality and inclusive, direct and indirect employment.



Generated Impact

Product and Results Indicators - Green Lion

Personalized KPI	SDG	IRIS+	Baseline (anterior a nuestra inversión)	Q4 2021	CAchievement of the goal	Annual (%)	Variation From the beginning of the loan (%)	From the beginning of the loan (#)
Product Indicators								
Orders placed online (%)	8.2	N/A	50%	71%	101%	41%	41%	21%
Customers registered on the platform (and who have made at least one purchase) (#)	8.3	Client Individuals: Minorities/Previously Excluded (PI4237)	2.868	4.588	115%	60%	60%	1.720
Women among beneficiaries (%)	5.1	Client Individuals: Female (PI8330)	80%	80%	100%	0%	0%	0%
Clients who purchase on credit (#)	1.4	N/A	3 (próximamente 5)	76	152%	2.433%	2.433%	73
Result Indicators								
Customers who feel they are saving time because of GL (%)	8.3	N/A	100%	100%	111%	0%	0%	0%
Clients who recognize that they are increasing their income because of GL (%)	10.1	Client Income (PI9409)	0%	100%	2.000%	-	-	-
Repayment rate of loans (%)	1.4	Loans Recovered (FP3939)	100%	98%	100%	-2%	-2%	-2%
CO2 captured (T)	13.1	Greenhouse Gas Emissions Mitigated (OI5951)	0	1.086	N/A	-	-	1.086
Direct workers	8.5	Permanent Employees: Total (OI8869)	48	74	99%	54%	54%	26
Female workers (%)	8.5	Full-time Employees: Female (OI6213)	17%	15%	75%	-12%	-12%	-2%
Young workers (younger than 30) (%)	8.6	N/A	85%	88%	117%	4%	4%	3%
Lives impacted	10.2	N/A	10.325	16.517	115%	60%	60%	6.192





“Working at Green Lion has helped me to acquire new skills in the field of logistics and distribution such as truck management, supervision of loading and unloading of goods, the calculating of the number of goods and their stock, team coordination, as well as conflict resolution. I have also had the opportunity to go to the port to aid in the emptying of containers.”

— **Isaac Sampah**. Operations Supervisor at Green Lion for two years and 9 months.

YAK FAIR TRADE



Description

Yak Fair Trade is a Rwanda-based agri-food company founded in 2010 to focus its activity on post-harvest processes and the marketing of agricultural and livestock products with great nutritional value and affordable prices.

Its mission is to enhance the livelihoods of smallholder farmers and improve community food security.

Investment

- Country: Rwanda
- Start date: October 2021
- Sector: Agriculture
- Investment (USD): 500,000
- Instrument: Loan

Beneficiaries

Smallholder Rwandan farmers organized into cooperatives.

Challenge

75% of Rwanda's labor force is concentrated in agricultural activity. Most of the people engaged in this activity are smallholder farmers, who face several difficulties that prevent them from increasing their incomes and improving their living conditions.

The lack of space or drying facilities for the grain they harvest means that the crop is exposed to adverse weather conditions such as rain, which increases the moisture level of the grain, affecting its quality and making it difficult to commercialize. In addition, access to markets where they can sell their crops is quite difficult.

Solution

Yak Fair Trade focuses on developing the agri-food production chain in Rwanda, specializing in the post-harvest phase of basic commodities, including the processing and wholesale distribution of grains such as maize, wheat and a wide variety of legumes, dairy and meat products.

More than 60% of the products sold by YAK come from smallholder farmers who see their livelihoods and those of their families improve accordingly, as they are offered various types of support, such as access to seeds or training in farming techniques.

Desired impact

1. Improvement of land yields and harvest quality
2. Strengthening of the community.
3. Increased and stable income for smallholder farmers
4. Creation of decent and quality employment.
5. Improvement of food security.

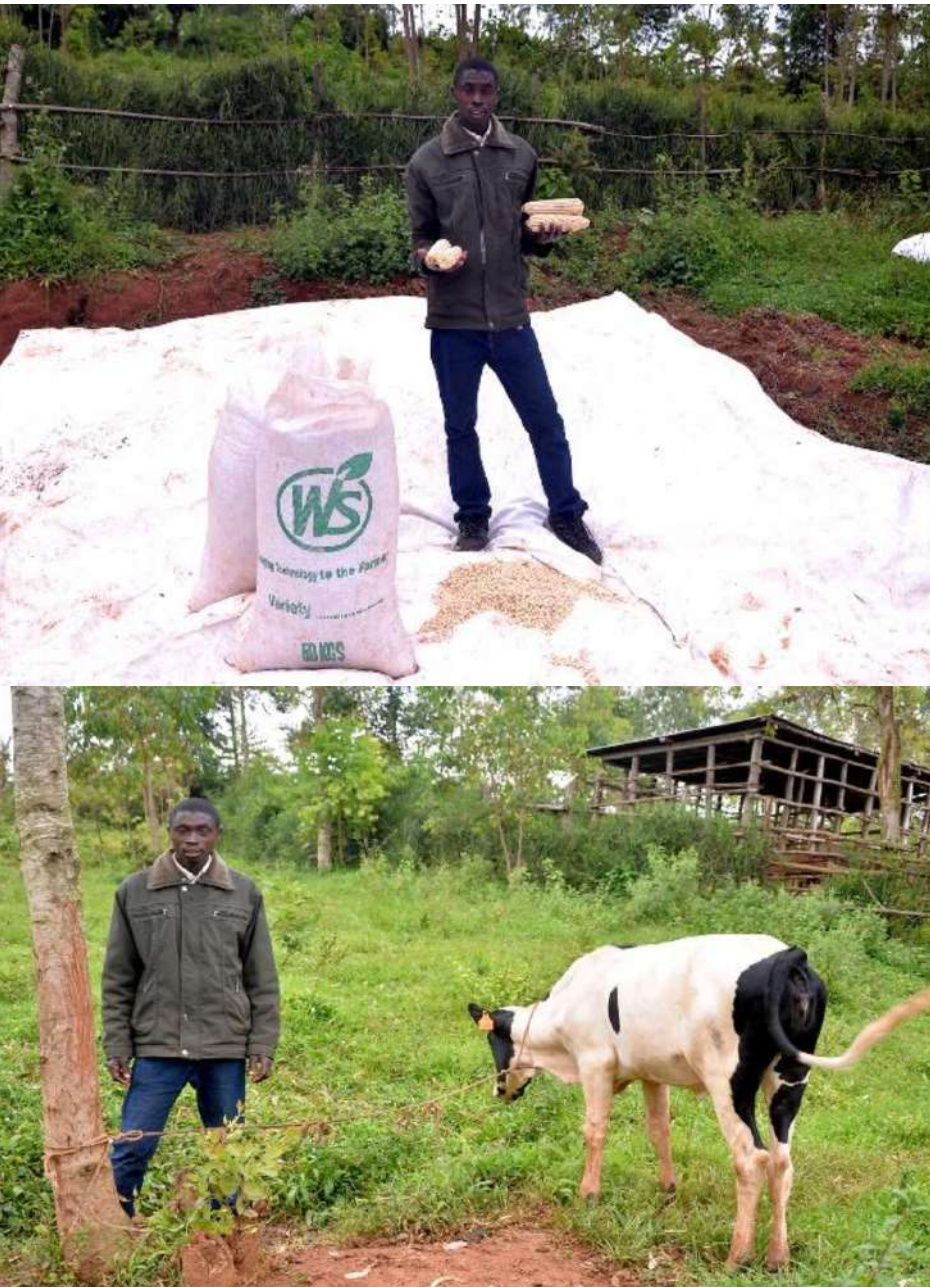


Generated Impact

Product and Results Indicators – Yak Fair Trade

Personalized KPI	SDG	IRIS+	Q4 2021
Product Indicators			
Cooperatives supported (#)	2.3	N/A	57
Members of the cooperatives supported (#)	2.3	Supplier Individuals: Smallholder (PI9991)	32.000
Women among the beneficiaries (%)	5.1	Client Individuals: Female (PI8330)	45%
Farmers using subsidized seeds (%)	2.3	N/A	68%
People directly and indirectly affected (#)	2.3	Individuals Trained: Total (PI2998)	852
Result Indicators			
Improvement in land yield (%)	2.3	Average Client Agriculture Yield: Smallholder (PI9421)	7%
Reduction in rejected harvest (%)	2.3	N/A	5%
Increase in farmers' income (%)	10.1	Client Income (PI9409)	7%
Direct workers (#)	8.5	Permanent Employees: Total (OI8869)	70
Female workers (%)	8.5	Full-time Employees: Female (OI6213)	60%
Young workers (younger than 30) (%)	8.6	N/A	46%
Lives impacted (#)	10.2	N/A	96.000





“Before, I could only sell my corn through middlemen at the lowest price, about RWF 170 per kilo. Since I started working with YAK Fair Trade I have been able to sell it at 260 RWF per kilo. I also have access to supplies like tarpaulins that allow me to dry the corn, maintaining the quality of the grain and, with my 2 hectares of land, I can harvest six tons of corn instead of one, a yield I could never have imagined. With the profit I am generating I can pay my children’s school fees, the family’s health insurance and I have recently been able to buy a cow that will give me milk and manure.”

— **Kamali Ignace.** 39 years old, 6 children.
Nyakagarama village, Rwanda.

BABBAN GONA



Description

Babban Gona (“Big Farm” in the Hausa language) is a company founded in 2010 in Nigeria that uses a unique technological platform to make agriculture more profitable, create millions of jobs for young people; disrupt the root causes of violence; stimulate strong economic growth and alleviate the migration of the unemployed.

This company promotes economic security for farmers, through inclusive and equitable labor, thus breaking the cycle of poverty and unemployment.

Investment

- Country: Nigeria
- Start date: December 2021
- Sector: Agriculture
- Investment (USD): 750,000
- Instrument: Loan

Beneficiaries

Smallholder farmers, mostly young, grouped in cooperatives called Trust Groups of 3 to 5 members, with an average land area of 0.6 to 0.8 hectares.

Challenge

Young people in Nigeria face a situation of job and economic insecurity. While between 10 and 12 million young people enter the African labor force each year, only 3.1 million jobs are created, leaving a large number of young people unemployed.

Unemployment translates into poor living conditions, drives migration out of Africa, and contributes to conflict and increased insecurity within the continent because many young people opt to join armed groups in the north of the country as a viable way out.

Solution

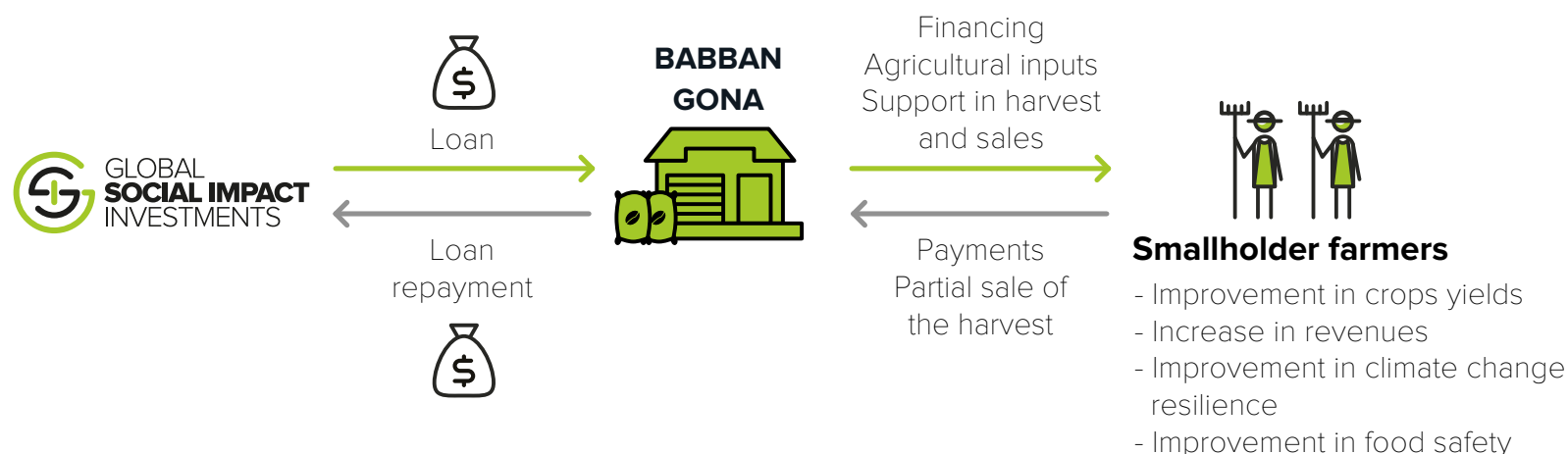
Babban Gona offers members of cooperatives a range of services at different stages of their production (from pre-cultivation, cultivation, harvest, and post-harvest) according to the particular needs of each farmer.

These services include access to quality agricultural inputs, financing, training and support in the harvest and sale of the grain. Each Trust Group is coordinated by the Trust Group Leader, who is supported by the company's field team.

In 2018, Babban Gona launched the Women Economic Development Initiative (WEDI) program, intending to support female entrepreneurs. Thanks to the WEDI program, these female merchants can choose from a wide variety of consumer goods, receive training and financing.

Desired impact

1. Optimization of crop yields.
2. Increase and stabilization of smallholder farmers' incomes.
3. Increase of farmers' resilience to climate change.
4. Creation of decent and quality employment.
5. Improving of food security.



Generated Impact

Product and Results Indicators - Babban Gona

Personalized KPI	SDG	IRIS+	Q4 2021
Product Indicators			
Trust groups created and supported (#)	2.3	N/A	25.708
Smallholder farmers supported (#)	2.3	Client Individuals: Smallholder (PI6372)	81.940
Young people among the beneficiaries (%)	2.3	N/A	61%
Women among the beneficiaries (%)	5.1	Client Individuals: Female (PI8330)	10%
Result Indicators			
Rural women entrepreneurs supported through the WEDI program (#)	5.1	Client Individuals: Female (PI8330)	104.564
Increase in land yield (%) (compared to the national average)	2.3	Average Client Agriculture Yield: Smallholder (PI9421)	91%
Increase in volume of production purchased from farmers (%) (compared to previous growing season)	2.3	Units/Volume Purchased from Supplier Individuals: Total (PI7923)	75%
Increase in farmers' income (%) (compared to the average salary of a Nigerian farmer)	10.1	Client Income (PI9409)	98%
Direct workers	8.5	Permanent Employees: Total (OI8869)	4.215
Female workers (%)	8.5	Full-time Employees: Female (OI6213)	30%
Young workers (younger than 30) (%)	8.6	N/A	54%
Lives impacted	10.2	N/A	409.700





“Before I joined Babban Gona, I was living in absolute poverty and we could not afford adequate health care to treat my wife’s illness. I now own farmland that can produce 200 to 300 bags of corn and with the income, I have been able to take my wife to the hospital and cover her treatment. In addition, my children go to private schools, and we make donations to other people, something I would never have imagined before. I am very happy because Babban Gona has lifted me out of poverty and has provided a better education for my children and the community.”

— **Filibus Zakariya**. 45 years old, 7 children
Kaduna, Nigeria.

ARAF

Acumen Resilient Agriculture Fund



Fund's Philosophy

The world's 2.4 billion smallholder farmers still account for more than half of global poverty. A substantial percentage of these smallholder farmers live in sub-Saharan Africa, where nearly 70% of the population depends on agriculture. Their livelihoods are highly unstable and unreliable, and their vulnerability continues to grow as climate change advances.

ARAF is a \$50 million investment fund designed to improve the livelihoods and resilience to climate change of 10 million smallholder farmers in East and West Africa. It has a target return of 12% and has a first loss tranche of up to USD 25 million for its investors funded by the United Nations Green Climate Fund (USD 23M) and by the Acumen Foundation (USD 2M) and with USD 6M from various donors to help its investees with technical assistance.

Investment

- Region: Sub-Saharan Africa
- Start date: September 2019
- Sector: Agriculture
- Investment (USD): 621,460
- Investment value (USD): 407,250
- Commitment (USD): 2,000,000
- Instrument: Fund shares

Generated Impact

Product and Results indicators - ARAF

Personalized KPI	SDG	IRIS+	2020	2021 (impact report)	Variation		
					Annual (%)	Since the beginning of the loan (%)	Since the start of the loan (#)
Direct beneficiaries (#)	2.3	Client Individuals: Smallholder (PI6372)	14.393	362.744	2.650%	2.650%	381.351
Women among the direct beneficiaries (%)	5.1	Client Individuals: Female (PI8330)	40%	36%	-10%	-10%	-4%
Number of employees by portfolio companies (#)	8.5	Permanent Employees: Total (OI8869)	458	1.330	190%	190%	872
Percentage of women employed by portfolio companies (%)	8.5	Full-time Employees: Female (OI6213)	31%	31%	0%	0%	0%
Clients increasing land productivity (%)	2.3	Average Client Agriculture Yield: Smallholder (PI9421)	78%	81%	4%	4%	3%
Clients increasing their revenues (%)	10.1	Client Income (PI9409)	81%	79%	-2%	-2%	-2%
Clients reporting an increase in their quality of life thanks to ARAF (%)	10.2	N/A	88%	88%	0%	0%	0%
Climate resilience score of clients (%)	13.1	Climate Resilience Strategy (OI2092)	36%	43%	19%	19%	7%
Lives impacted (#)	10.2	N/A	71.965	1.978.721	2.650%	2.650%	1.906.756



ALPHAMUNDI

SocialAlpha Foundation



Fund's Philosophy

SocialAlpha Bastion is a multi-sector debt fund that invests through short-term debt in small and medium-sized companies with high social and/or environmental impact in Latin America and East Africa. The fund's objective is to identify financially viable solutions to the SDGs and help them grow. It invests in the sectors of agriculture, sustainable food, financial inclusion, and renewable energy.

It has an 11-year track record of positive annual investment results (through 2020) and is partially co-guaranteed by USAID. One of the characteristics of this fund is its co-investment rights, which allows its investors to customize their portfolios and obtain a higher expected return.

Investment

- Region: Africa and Latin America
- Start date: December 2020
- Sector: Agriculture
- Investment (USD): 250,000
- Investment value (USD): 258,849
- Commitment (USD): 250,000
- Instrument: Fund shares

Generated Impact

Product and Result indicators - AlphaMundi

Main contribution to SDGs



Personalized KPI	SDG	IRIS+	2020	2021 (impact report)	Annual (%)	Variation	
						Since the beginning of the loan (%)	Since the start of the loan (#)
Direct beneficiaries (#)	10.1	Client Individuals: Minorities/Previously Excluded (PI4237)	399.156	362.250	-9%	-9%	-36.906
Direct beneficiaries among the rural population (%)	2.3	Client Individuals: Rural (PI1190)	80%	65%	-19%	-19%	-16%
Mujeres entre las personas beneficiadas directas (%)	5.1	Client Individuals: Female (PI8330)	54%	50%	-7%	-7%	-4%
Clients who have received financing (#)	1.4	Client Individuals: Provided New Access (PI2822)	89.109	81.306	-9%	-9%	-7.803
Number of people who have gained access to clean energy through portfolio companies (#)	7.b	N/A	-	125.636	-	-	-
Workers employed by portfolio companies (#)	8.5	Permanent Employees: Total (OI8869)	3.993	3.956	-1%	-1%	-37
Female employees (%)	8.5	Full-time Employees: Female (OI6213)	43%	37%	-14%	-14%	0
Agricultural suppliers linked to portfolio companies (#)	2.3	Supplier Individuals: Smallholder (PI9991)	44.046	48.856	11%	11%	4.810
Workers employed by companies in the agriculture and food portfolio (#)	8.5	N/A	2.413	2.470	2%	2%	57
CO2 emissions avoided thanks to Alphamundi (metric tons)	13.1	Greenhouse Gas Emissions Mitigated (OI5951)	26.932	300.000	1.014%	1.014%	273.068
Lives impacted (#)	10.2	N/A	1.500.000	>1.500.000	-	-	-

GSIF International at a Glance.

December 31st, 2021

Sectors of activity Sectors contributing to the improvement of the livelihoods of people of the bottom billion. Currently, the sectors in which GSIF International operates are food and agriculture, logistics and access to productive assets.	Founded in 2019.	Based in Luxemburgo.	Expected financial return 5-8%.
Based in África subsahariana.	Legal Structure. SICAV – SIF fondo abierto de deuda privada.	Target size EUR 60M.	Committed capital EUR 25.25M.
Strategic SDGs 1, 8, 10 y 17. Cross-cutting SDGs 2, 3, 4, 5, 7, 9, 11, 12, 13 y 16. SDGs on which to avoid negative impacts 6, 14 y 15.	Target Portfolio GSIF International invests mainly in debt in consolidated growth companies with solid financials and significant social impact (approx. 80% of the target portfolio). The fund reserves, for diversification purposes, between 5% and 10% of the portfolio to invest in other social impact funds aligned with our theory of change. Between 5% and 10% of the target portfolio will be set aside for cash or equivalent assets, to provide liquidity to the fund for annual or biannual liquidity windows.		Managed by: Global Social Impact Investments SGIIC 

GSIF International at a Glance.

December 31st, 2021



Impact on people

2.363.917

people directly benefited, of which more than 51% are women

12.841.265

lives reached

13.019

jobs maintained in the companies invested since the first investment

1.184

jobs created in invested companies since the first investment

1.993.935

smallholder farmers supported

44%

more revenue per customer on average

+36%

of the jobs are occupied by women

+19%

of the jobs are held by young people



Impact on companies

67%

of invested companies implement measures and protocols aimed to train their employees and promoting safe and respectful work environments

100%

of the invested companies contribute to the further development of local and rural economies in the areas of intervention

100%

of the invested companies have the mission to improve access to goods and services among excluded people

300.000

tons of CO2 were avoided, directly and indirectly, through the companies invested

GSIF España.

Letter from the Head of Investments in Spain.



Daniel Sandoval
Head of
Investments in
Spain

It is a satisfaction for all of us at **GSII** to have incorporated and carried out the first closing of the **GSIF Spain** fund on December 3, 2021. With this milestone, **GSII** aims to fill a neglected space in the young sector of social impact investing in Spain, such as investing via equity in growth stage companies in the lower end of the market (operations of around 5 million).

Compared to most social impact investors in Spain, generally positioned in Venture Capital strategies, **GSII's** new fund aims to invest under a growth strategy in companies in mature stages, with consolidated revenues and growth potential, that contribute to the social and economic inclusion of vulnerable groups. Under this strategy **GSII** seeks to invest in proprietary operations, being the

sole institutional investor in the majority of the investments.

A good example of this growth investment strategy in social impact is the first company invested in December 2021, **Revoolt**, a last-mile logistics operator specializing in the food sector. **Revoolt** is a clear model of a company that is successfully leading the transition of its sector, last mile logistics, towards sustainability.

At **GSII**, we share the premise that social impact must be accompanied by financial profitability. For this reason, **GSIF Spain's** investments meet a double requirement: first, they must contribute to solving a social and environmental problem by developing a theory of change, and secondly, they must have a business plan that makes the investment profitable for its shareholders. The two objectives are analyzed in depth before the investment, and the company is bound to them in the investment contracts. Once invested, and participating as shareholders and directors in the company's highest governing bodies, **GSII's** impact and financial teams monitor these objectives rigorously through impact metrics and financial reporting. **GSII** is actively involved in the companies' operations, assisting,

and collaborating with their management teams on both business and management opportunities, as well as impact.

Once the fund has been set up, the first closing has been carried out and the first investment has been made, our challenge for the future is twofold: to increase the size of the fund in the coming months, as well as to build a portfolio of good companies with high social impact over the next few years. Firstly, we are in advanced negotiations with various private and public entities, which we hope will culminate successfully and provide the definitive backing for our fund. For the second, we continue to be very active in the search, study and execution of new investment opportunities, and we now have a robust and promising pipeline of projects, which we trust will become an excellent portfolio of impact investments for **GSIF Spain**.

“GSII is actively involved in the companies' operations, assisting and collaborating with their management teams on both business and management opportunities, as well as impact.”

— Daniel Sandoval.



Impact Strategy.

GSIF Spain

The pandemic has only aggravated the worsening of living conditions and the inclusion of the most vulnerable groups in Spanish society.

These people, who were already in a disadvantageous situation, now face serious economic and social difficulties, not only due to lack of employment but also due to the reality of a labor market in which access to decent work is increasingly more difficult. Even though unemployment is one of the main causes of exclusion, having a job does not ensure decent living conditions. For this reason, creating stable and quality employment opportunities is essential to guarantee both income and empowerment of the most vulnerable; and the best way to contribute to eradicating poverty and achieving sustainable economic and social development.



Problem

In Spain, the at-risk-of-poverty and social exclusion rate AROPE (At Risk Of Poverty and Exclusion) stood at 26.4% of the resident population in 2020, compared to 25.3% recorded the previous year. Poverty or severe material deprivation in Spain, which affected 4.7% of the population in 2019, increased to 7% in 2020.

The country continues to lead the European Union unemployment rate, second only to Greece, and is one of the EU countries that generates the most working poor, only behind Romania. In total, an estimated 4 million people are estimated to be trapped by unemployment or in-work poverty in Spain. By 2020, according to the 11th AROPE Report, prepared by the European Network for the Fight against Poverty and Social Exclusion in Spain, the number of people in a situation potentially vulnerable to employment in the country amounted to 12.5 million people, the highest figure since 2017.

The report Analysis and Perspectives 2021 of Cáritas and the FOESSA Foundation (Fomento de Estudios Sociales y de Sociología Aplicada), which analyzes the

extent of the pandemic on social cohesion in Spain, found that 25% of Spanish households experience serious difficulties due to situations of unemployment, but also because of the increasingly precarious labor market in which access to a decent job is becoming more and more complicated.

Although employment does not ensure social integration, the difference between having or not having a job is key. According to the same report, the number of households with all active persons unemployed has risen from 5.9% in 2018 to 10.3% in 2020. Similarly, the number of households whose main earner is active, but in severe job instability, has increased from 4.8% to 10.8% in 2020.

At the same time, having a job is no guarantee of being able to make ends meet for 3.2 million people in Spain, 16.9% of the employed. A large portion of the jobs created in the country are precarious, temporary, unskilled, and poorly paid. This situation generally affects households in a situation of social exclusion, headed, above all, by women, young people, the long-term unemployed and workers with a low level of qualification or of migrant origin.

In the meantime, and even though the consequences are being felt most acutely in developing countries, climate change is a serious threat to the environment and society around the globe. In Europe, Spain is one of the countries most vulnerable to its effects, which will directly impact the Spanish economy. In this context, the transition towards a production model that guarantees and promotes sustainable economic growth and development is not only necessary but urgent.

Solution

GSIF Spain was created to channel private capital to generate inclusive growth and improve the livelihoods of the most vulnerable people in Spain, creating stable and quality jobs and facilitating their access to goods and services.

The fund invests in sustainable business models with high growth potential, a strong management team and a clear and

measurable social and environmental impact. Companies that have made theirs the purpose of contributing to improving the living conditions of people in vulnerable situations, i.e. those who have a weakened personal and socioeconomic environment and who, as a result, remain on the margins of employment opportunities, education and social participation. Mainly through the creation of decent and stable jobs or access to goods or services.

Impact

With **GSIF Spain**, we are creating a profitable investment portfolio that also has a high social and environmental impact composed of Spanish companies that favor the creation of decent quality jobs and access to goods and services for disadvantaged groups, improving their livelihoods, enhancing their financial and social inclusion and contributing to the reduction of poverty and social inequalities in Spain.



Contribution to the SDGs.

GSIF Spain

GSIF Spain's mission is to improve the livelihoods of people in vulnerable situations. This purpose connects directly with the expressed priorities reflected in the 2030 Agenda. While our impact thesis is directly aligned with SDGs 8, 10, 12 and 13, we seek to contribute to all objectives.

We use the ABC (Avoid, Benefit, Contribute) impact classes proposed by the Impact Management Project to organize and reflect our priorities and our impact on the SDGs.

Strategic Objectives.

Contribute

These objectives are directly related to the objectives of the fund and its ToC. We focus our capabilities and tools on them. 8, 10, 12 y 13.

Benefit

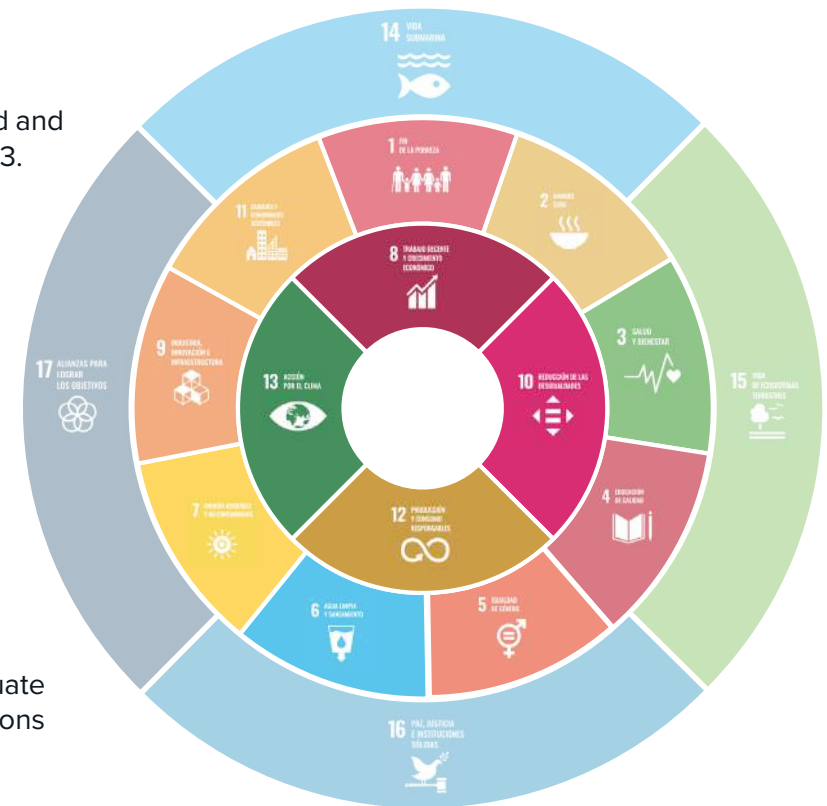
We invest in and support companies that contribute to inclusive growth, while maintaining ethical practices and generating social and economic value in a cross-cutting manner for all stakeholders, particularly those who face barriers to improving their lives. 1, 2, 3, 4, 5, 6, 7, 9 y 11.

Cross-cutting Objectives.

Goals on which to avoid negative impact.

Acting to prevent damage

When evaluating a company for a potential investment, we evaluate whether it is impacting negatively on aspects of alliances and actions for peace, and environmental specifics. 14, 15, 16 y 17.



Investment Criteria.

GSIF Spain

GSIF Spain's investment criteria are defined by the fund's impact strategy. GSIF Spain invests via equity in companies with solid financial perspectives and high development potential with a significant and measurable social impact.

General Characteristics.

Equity investment, mostly minority equity stakes typically between 20% and 40%, with valuations from EUR 5M to EUR 25M

Revenue.

Revenue between EUR 3-5M and 40; positive earnings and low debt ratios

Sectors.

Logistics, agriculture, health and wellness, energy and circular economy, hospitality and tourism, education, consumer goods

Social impact.

Companies that contribute directly to solving social and environmental problems which are aligned to the fund's purpose and are willing to develop and report on an impact strategy

Financial statements.

Companies with positive net income or close to being so, with growing margins

Stability.

Recurring revenues, with diversification of customers and suppliers

History.

Track record of at least 5 years of the company, companies in the growth phase, having passed their seed and startup period. Companies that are leading the transition of their sectors towards sustainability

Growth.

Scalable company model with growing revenues based on a clear and credible business plan

Social Due Diligence Process.

GSIF Spain

The Due diligence process goes through three investment committees which assess the following criteria:

- Social mission
- Stakeholders
- Theory of change
- Sustainability and environment
- Contribution to the SDGs
- Governance
- Impact obtained
- Contribution to **GSIF Spain's impact objectives**

Search.

It is done through investment rounds, acquaintance contacts, active pipeline search by the management team, etc.

Screening.

Obtaining preliminary information about the company. Initial assessment to confirm if the company has a social mission through which it contributes to improving decent employment for vulnerable groups in the country.

Investment Committee 1 Preliminary DD.

Review of the submitted documentation and discussions with the potential investee. In this committee we review their impact thesis and theory of change, the identification and contribution to their stakeholders, what the governance looks like, the relationship with the Global Pact through the SDGs, and the already generated and identified impact data. In the case of not having a theory of change, the company must have the interest and willingness to develop it along with the other Impact Management System tools to continue the due diligence process.

Investment Committee 2 Complete DD.

In-depth study of the documentation submitted, in each of the dimensions evaluated, doubts are resolved, and initial Impact Management System tools are developed through meetings and visits to the companies. The ToC, governance, sustainability and environment, inclusion of vulnerable groups and their contribution to SDGs are analyzed and linked to the objectives of the manager and the fund.

Because of this in-depth analysis work, the company's contribution to the final impact objective and its input to society and the planet in terms of sustainability can be determined with greater precision.

Final Terms.

The outcome of the due diligence process is the investment decision. If the decision is positive, the contract will include the tools built with the company (theory of change and dashboard of indicators, including baseline, goals, etc.) and a commitment annex with a work plan to consolidate the practices and the area of measurement and impact management in the company.

Additionally, an incentive plan is agreed upon, depending not only on financial objectives but also on social and/or environmental objectives. Successively, **GSII** participates in the board of directors with full rights regarding social impact. As a counterpart, the company designates a person in charge to report all social and/or environmental issues, both internally and with the fund.

The Companies We Look For.



**Francisco
Díaz**

Analista senior

When it comes to explaining or defining the type of companies we want to invest in from our Spanish fund, the first question we ask is whether the project generates a positive social impact.

In this sense, we find companies that identify themselves as social and that were born with that purpose. Other companies, most of them, were not born as social enterprises, but their activity generates a social impact aligned with our fund theory of change. Finally, there are other companies that, despite having a clear environmental impact, lack the necessary social impact that we seek for our investments.

Once the social impact of the business has been verified, a necessary condition for it to be investable, we move on to characterizing the companies according to our investment criteria. Which companies do we want to invest in?

They must be companies that have completed their start-up phase and are in a growth phase, with at least 4 or 5 years of activity. Almost 75% of companies do not make it past the start-up phase, it is understandable that companies in the growth stage have validated their business model, demonstrating capabilities and credibility.

We are looking for companies that have experienced sustained growth from the beginning of their activities enabling them to reach a significant size, with an annual turnover of 4 million euros or more.

We look at companies that are already in profit or, if they are not, we look at companies that we can deduce from their track record that they will break even in a short time. The concept of 'profit' is understood as net income (EAT) and not so much as EBITDA, as other relevant expenses have yet to be included in this parameter.

The companies we invest in must be scalable and have a future growth project to which we can contribute and help by providing financing and other business and social values. Our aim is to be invested in companies for a period of 4 to 7 years, sometimes even longer, depending on each specific case.

We invest in the equity of these companies with ticket sizes of between two to six million

euros. The investments are materialized through an initial ticket and one or more follow-on tickets, depending on the financial needs of the investees. We prefer investing in the form of capital increase rather than a purchase and sale of shares.

With regards to the productive sectors, we are particularly focused on logistics, agriculture, health and wellness, circular economy, tourism and hospitality, and consumer goods. We do not exclude other sectors, as long as the project has a social impact aligned to our fund's impact thesis.

Finally, to summarize, I would like you to keep in mind that our mission is to invest in entrepreneurial projects that significantly improve the quality of the lives of the most vulnerable. And that with our support, they can scale and grow their social impact, and achieve financial returns that meet the interests and expectations of our investees.

“In GSIF Spain, we aim to contribute to improving the economic and social inclusion of the most vulnerable groups.”

— Francisco Díaz.

REVOOLT

La logística de última milla del futuro



Description

Revoolt is a company specialized in sustainable last-mile urban logistics solutions for the food industry. Its mission is to have a positive impact on the social and environmental issues of the cities where it operates and to contribute to the transition to a sustainable and responsible last mile sector. All this is possible thanks to a proprietary software that makes it possible to digitize and optimize last-mile grocery deliveries, a multimodal fleet of zero-emission vehicles, and a group of people at risk of social exclusion who are a central and active part of the workforce.

Investment

- Country: Spain
- Start date: December 2021
- Sector: Consumer goods and logistics
- Investment (EUR): 750,000
- Instrument: Equity

Beneficiaries

Small neighborhood merchants, employees with poor working conditions in the last mile sector, and customers looking to purchase groceries via sustainable solutions.

Challenge

The unsustainable growth of last mile logistics can contribute negatively to social and environmental challenges faced by cities. On the social front, the last mile sector is a sector where employment conditions are often precarious. Precarious employment makes it impossible for the consolidation of a medium and long-term life project.

On the environmental front, traditional vehicles and missed deliveries contribute to the deterioration of the environment, increasing pollution and congestion in cities.

Solution

Revoolt is a company specialized in sustainable last mile urban logistics solutions for the food industry combining technology, a multimodal fleet of zero-emission vehicles and a team mainly composed by people in vulnerable situations.

100% of the staff is part of the company's workforce, which allows Revoolt's employees to access decent and stable employment, with opportunities for training and promotion.

Its proprietary software for digitizing and optimizing last-mile grocery delivery and its fleet of vehicles contribute to the reduction of pollution in cities. In addition, the local businesses they work with are strengthened, which has a positive impact on the local economy of these cities.

Desired impact

1. At the social level: People in vulnerable situations who are satisfactorily employed and have access to opportunities for professional and personal growth. The social fabric is strengthened through the permanence of neighborhood businesses. Changes in the purchasing pattern of consumers towards more sustainable models.
2. At the economic level: Neighborhood businesses strengthened and included in the last mile sector, producing permanent income for the people who work there. Committed suppliers and more recurring customers.
3. At the environmental level: Optimization of last-mile deliveries and fleet of zero-emission vehicles that contributes to the reduction of pollution in cities.



Desired Impact

Product and Result Indicators - Revoolt

Variable	Indicator	SDG	IRIS+	Goals
OUTPUTS AND TARGETS 2022				
Neighborhood businesses included in the platform, offering the online sales of their products	Neighborhood stores included in the platform (#)	8.2	Distributor Organizations: SME (PI9401)	50
Incorporation into the labor market of people in vulnerable situations	New jobs created for people in vulnerable situations (#)	8.3	Full-time Employees: Minorities/ Previously Excluded (OI8147)	20
	Jobs created for vulnerable groups (%)	8.3		10%
Successful deliveries	Successful deliveries (eco-orders delivered) (#)	8.2		350.000
	Households where an eco-order has been delivered (#)	8.2		77.000
MEDIUM AND LONG-TERM OUTCOMES AND GOALS				
Suppliers committed	Suppliers sharing Revoolt's mission and values (%)	17		Al menos 60%
	Average time spent with suppliers (# months)	17		16
Neighborhood businesses strengthened	Neighborhood business using Revoolt / Freshnow (%)	11.6	Supplier Individuals: Total (PI5350)	10%
	Small business owners stating that they have improved business results thanks to the Revoolt partnership (%)	8.2		Al menos 25%
Professional and personal growth of employees	Workers reporting improvement in their quality of life (self-realization) (%)	8		Al menos 10 de cada 100 empleados
	Workers claiming to have emerged from social exclusion thanks to Revoolt's work (%)	10.2		Al menos 25% de la plantilla
Changes in the pattern of purchases towards more sustainable models	Customers who make more than two purchases per year using Revoolt's platforms (#)	12.8	Client Retention Rate (PI9319)	350.000
	Customers preferring Revoolt's service over others (%)	12.8		Al menos 40%
Minimizing environmental impact in cities	Tons of CO2 emissions saved (#)	13.1	Greenhouse Gas Emissions Mitigated (OI5951)	13



GSIF Spain at a Glance.

December 31st, 2021

Sectors of activity Sectors contributing to the improvement of the livelihoods of vulnerable groups. Currently, GSIF Spain is present in the logistics sector.	Founded in 2021.	Based in Spain.	Expected financial return 10%.
Based in Spain.	Legal Structure. European Social Entrepreneurship Fund - FESE	Target size EUR 60M.	Committed capital EUR 8.75M.
Strategic SDGs 8, 10, 12 y 13. Cross-cutting SDGs 1,2, 3, 4, 5, 6, 7, 9 y 11. SDGs on which to avoid negative impacts 14, 15, 16 y 17.	Target portfolio <p>GSIF Spain is a social impact fund focused on investing directly in unlisted Spanish companies that contribute to the economic and social inclusion of vulnerable groups in Spain.</p> <p>The fund, under a EuSEF structure (European Social Entrepreneurship Fund), registered at the CNMV and classified as Article 9 under the Sustainable Finance Disclosure Regulation (SFDR), invests via equity in small and medium-sized growth-stage companies, optimally positioned to ride the wave of growth and economic recovery in key sectors, and with the help of public capital as a catalyst for private capital.</p>		Managed by: Global Social Impact Investments SGIIC 

Thank you.



María Cruz-Conde y Ana Hauyón

Impact measurement and
management team

**“Little by little and between
all of us, we are making the
numbers of this report increase
every year, proving that it’s
possible to make this world a
better place,”**

— **María** Cruz-Conde.

— **Ana** Hauyón.

Thank you

We often leave the most important thing for last, saying thank you. Thanks to **GSII** for the opportunity to accompany all the impact measurement and management processes: from the construction of each fund’s strategies to the analysis, monitoring and evaluation of the impact generated by the investments. This year, with the “creation” of **GSIF Spain**, we increased the volume of work, but also the impact we generated.

This allows us to grow and learn every day, accompanying the founders of the companies in building an economy that contributes to making the world a fairer, freer and more inclusive place for all. This shows us that it is possible to achieve profitability while offering opportunities to those people who, for structural and systemic reasons, have not been able to access them. Thus, verifying that the intent of the company matters, because beyond its processes or compliance with the law, its activities create long-term effects that transcend the present and shape the future.

Thanks to all of them, **GSII** and investees, for wanting to ensure, through impact

measurement and management, that you are contributing to improving the livelihoods of the poorest people on the planet sustainably and efficiently, and for wanting to be transparent by also learning from mistakes.

Thank you for making the process smooth and showing a collaborative attitude, being honest and being always willing to learn and improve.

Thanks to you, the investors, for trusting the **GSII** team, putting your human and financial capital at the service of the most in need and for participating in the generation of more horizontal relationships.

Thanks to our partners and friends who are accompanying **GSII** on this journey. For teaching us more every day, for sharing knowledge, and because little by little, together, we are making the numbers of this report increase every year, proving that it’s possible to make this world a better place, and that data; assuming that its relevance and pertinence in such a changing world continues to be a challenge, can help us demonstrate this, with rigor and with affection.

Collaborators:

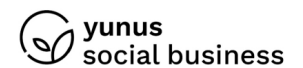
c o b a s
asset management



LANDON



NEXXUS
IBERIA



Glossary .

Livelihoods

Livelihoods are understood as the set of knowledge, skills and resources required to meet individual or collective needs sustainably. Improving livelihoods is not limited to economic self-sufficiency, it also seeks to restore dignity, trust, and hope, while promoting social inclusion and strengthening cohesion.

Theory of Change

We understand the theory of change as a methodology that helps design the impact strategy of an intervention, business model, or program, and to manage and measure the impact generated. The theory of change facilitates the representation of the causal chain of interventions through a diagram that includes the whole process, from the needs and motivation to the impact it intends to generate. It also helps determine what inputs and activities are required, what outputs are generated and what results are expected, linking some elements with others. In this way, the theory of change allows us to make decisions and communicate them clearly, both internally and externally.

Bottom Billion

In his book: “The Bottom Billion. Why the Poorest Countries are failing and what can be done about it,” Paul Collier talks about the 1 billion people who are stuck in poverty and delves into the causes of this situation. Most of the countries in the poverty club are in Africa, although there are also some cases in Central Asia and Latin America.

Vulnerable Groups

A person in a situation of vulnerability is a person whose personal, family, or relational and socioeconomic environment is weakened and, as a result, is in a situation of risk that could trigger a process of social exclusion. The level of risk will be higher or lower depending on the degree of deterioration of their environment.

Inclusive Growth

According to the [Business Observatory for inclusive Growth \(OECP\)](#), inclusive growth is economic growth whose benefits are distributed throughout society for a broader and shared prosperity that leaves no one behind and creates opportunities for all segments of the population, especially for the most disadvantaged.

A company committed to inclusive growth seeks, through its operations and management, its products, and services, as well as through its philanthropic activity, to promote a broader and shared prosperity that takes into account inclusiveness in all its dimensions, maintaining ethical practices and generating social and economic value for all its stakeholders, particularly those who face special barriers to improving their living conditions and promotes this commitment internally and externally.

Venture Philanthropy

Venture philanthropy refers to the approach used to support organizations and social enterprises to strengthen them and contribute to their sustainability and maximize their social impact.

This type of philanthropic investment is characterized by the high degree of involvement of investors, who offer, in addition to financial support, their management expertise and other types of non-financial support, which are adapted according to the specific needs of the organization, with which a partnership relationship is established. The search for sustainability, the medium or long-term perspective and the management and measurement of the impact generated are also characteristics of venture philanthropy.

Social Due Diligence

Due diligence is the process in which a potential investor evaluates the strengths and weaknesses of an organization that might be invested. This research and analysis help us understand the true situation of the company (whether operational, legal, financial or commercial) and to uncover potential risks associated with the operation.

In this preliminary examination, we add other variables that allow us to know and evaluate the social and environmental impact generated by an organization and to identify ways to add value and improve its impact.



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