

## Beyond Capital Fund *Investing for Social Impact*

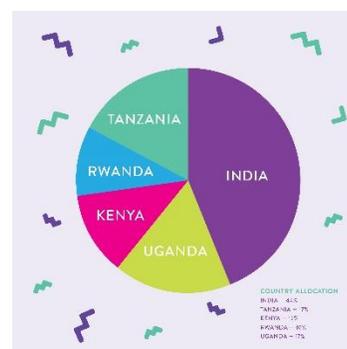
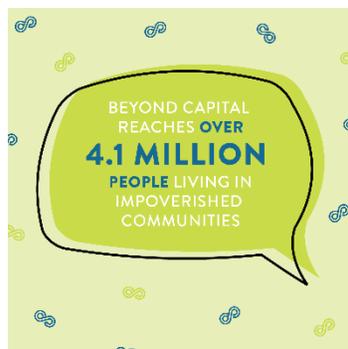
### ABOUT US

- Beyond Capital is an impact investment fund that invests in seed-stage, for-profit social enterprises serving impoverished communities throughout India and East Africa.
- In addition to investment capital, we provide pro-bono (“Beyond Capital”) resources to social enterprises as a crucial part of our early stage investment strategy.
- Because we are structured as a non-profit, we can reinvest the returns from our investments for perpetual impact.
- To-date, we have achieved a fund IRR of ~27%.

### INVESTMENT APPROACH

Investment Structures	Debt, equity
Investment Horizon	5 – 10 years
Investment Size	\$25,000 – \$200,000
Stage of Enterprise	Early, often seed financing round
Target Return	Target 2-3x return, reinvested
Geographic Focus	India, Kenya, Tanzania, Uganda & Rwanda
Target Beneficiary	Bottom of the economic pyramid; individuals earning less than \$4 per day
Investment Focus	Waste and sanitation, healthcare, energy, agriculture, financial services
Business Model	Venture capital model; rigorous due diligence, with special focus on social impact, financial sustainability, scalability and management
Investee Development	Mentoring, management assistance, expert advisory network
Dollar Value-Add	Foundation structure attracts significant <i>pro-bono</i> resources to reduce cost of investment

### OUR IMPACT



### CASE STUDY | ERC EYE CARE

- Beyond Capital invested into ERC Eye Care in 2014. ERC provides affordable, inclusive and on-demand eye care in underserved, rural regions of India. Over four years, ERC has served over 155,000 patients.
- We subsequently re-invested in 2015 and 2016, and supported the management team with “Beyond Capital” access to pro-bono legal support throughout.
- In 2017, Beyond Capital exited its ownership holding in ERC at a ~27% IRR to a like-minded impact investor leading a Series A fundraising.

## PORTFOLIO HIGHLIGHTS

 	 	 
<ul style="list-style-type: none"> <li>Makes hygienic sanitation affordable and accessible throughout Africa's informal settlements</li> <li>Impact: 1,691 toilets installed to safely remove 5,000 tons of waste</li> </ul>	<ul style="list-style-type: none"> <li>Mobile retail and content platform selling women's health products such as sanitary pads</li> <li>Impact: sold more than 134,340 product units in Rwanda, serving 33,384 unique customers</li> </ul>	<ul style="list-style-type: none"> <li>Distribution of agricultural produce from smallholder farmers to major local markets</li> <li>Impact: increased the income of 350 smallholder farmers by \$917 per year</li> </ul>
 	 	 
<ul style="list-style-type: none"> <li>Establishes rural health clinics in villages that have poor or no access to health facilities</li> <li>Impact: treated more than 67,605 patients through 22 clinics</li> </ul>	<ul style="list-style-type: none"> <li>Last-mile distribution of clean-energy products; provides energy education to customers</li> <li>Impact: distributed more than 500,000 products, created 3,000+ microentrepreneurs</li> </ul>	<ul style="list-style-type: none"> <li>Explains complex medical topics to less literate health workers with highly pictorial e-Learning content delivered over mobile platforms</li> <li>Impact: currently reaching over 44,700 frontline health workers</li> </ul>
 	 	 
<ul style="list-style-type: none"> <li>Provides financial management services, advice, and credit to small businesses</li> <li>Impact: 1,172 loans disbursed, serving 517 small businesses with a 95% repayment rate</li> </ul>	<ul style="list-style-type: none"> <li>Offers mobile financial services and agronomic advice to local farmers by facilitating partnerships</li> <li>Impact: 2,787 loans disbursed, over 6,000 farmers using the platform</li> </ul>	<ul style="list-style-type: none"> <li>Ensures quality, traceability &amp; health of meat products to minimize losses &amp; increase incomes of farmers &amp; distributors</li> <li>Impact: increase of \$140/month for rural microentrepreneurs</li> </ul>

## CASE STUDY: WHO BENEFITS FROM OUR IMPACT INVESTMENTS



**Rosalie earns a living selling women's health products in Rwanda, on behalf of Kasha, a Beyond Capital portfolio company, to women living under the poverty line, in a culturally sensitive way.**

She delivers access to feminine sanitation products and contraceptives to her peers in discrete packaging and at secure locations because, for women in East Africa, having their period is taboo.

Beyond Capital invested in *Kasha* in October 2017.

## CORE TEAM



**EVA YAZHARI**

is CEO of Beyond Capital. She has a background in asset management and investment due diligence experience in both non-profit and corporate sectors.



**HOOMAN YAZHARI**

is Chairman of Beyond Capital's Board of Directors. He is an accomplished corporate lawyer and a seasoned executive who has worked in both public company and private equity domains.



**BRIAN AXELRAD**

is Beyond Capital's CIO and an attorney representing early-stage investors and entrepreneurs. He has a background in venture capital and served as the CEO of a tech start up.



**NICHOLAS JAVA**

is Beyond Capital's Principal and has a background in education, entrepreneurship, and operations. Nicholas was a founding member of 118 Capital, and served as an officer in the U.S. Army.



**MATT RAIMONDI**

is Beyond Capital's Director of Social Impact and an ESG advisor to U.S. investment professionals. Matt joined Beyond Capital with a background in finance and impact measurement.



**MEHAK MALIK**

is Beyond Capital's Investment Associate. She holds a Master's in Public Policy from Harvard University and has previous experience in education non-profit and impact investing.



**MATHILDE BENIFLAH**

is Beyond Capital's Operations Associate. She holds a Bachelor's in International Relations from the University of Pennsylvania and has previous experience in startups and financial inclusion.

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