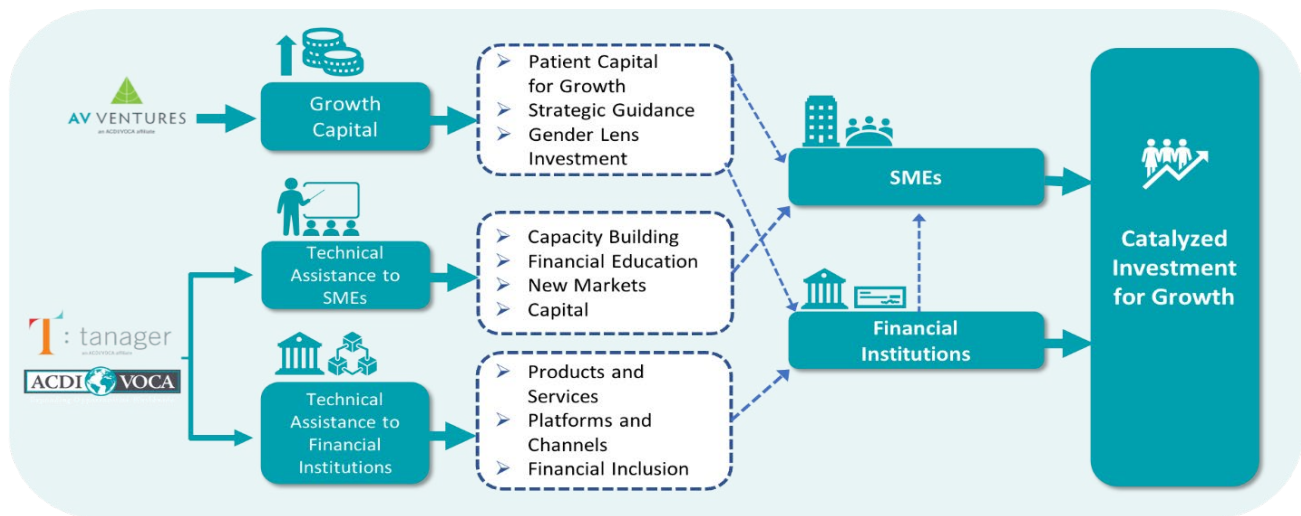


Catalyzing Investment for Growth

The ACDI/VOCA Group¹ is at the forefront of global efforts to catalyze investments that drive social impact and expand financial inclusion. We achieve this through our three lines of business: **ACDI/VOCA** and **Tanager** act as facilitators to build more inclusive market systems, including broad-based access to appropriate financial services and investment-ready small and-medium-sized enterprise (SMEs); and **AV Ventures** provides growth capital to “missing-middle” SMEs that otherwise struggle to access finance. Together, we build the capacity of financial institutions (FIs) to expand the reach of financial services, support SMEs in accessing appropriate finance, and mobilize growth capital to scale and sustain catalytic investment for growth.



Driving Innovations in Financial Services

TECHNICAL ASSISTANCE TO FINANCIAL INSTITUTIONS (FIs)

ACDI/VOCA builds the capacity of FIs, such as banks, microfinance institutions (MFIs), and fintech companies, to improve the reach of their **products and services** to SMEs and smallholder farmers. Through new and expanded **platforms and channels**, including mobile solutions and branch-less banking services, we unlock new savings and credit opportunities for those underserved by traditional channels and platforms. By supporting new ways to access financial services to the underserved, including women and youth, we promote equitable **financial inclusion**.

COMMITMENT TO FINANCIAL INCLUSION AND SUSTAINABILITY

By establishing and supporting our ACDI/VOCA Affiliated Financial Institutions (AFI) Network in Central Asia, Eastern Europe, the Middle East, and Latin America, ACDI/VOCA has supported financial inclusion for three decades, utilizing blended finance mechanisms to reach the unbanked and expand the financial products and services offered. This work has helped grow and broaden the financial landscape.

¹ ACDI/VOCA Group is comprised of ACDI/VOCA, Tanager and AV Ventures. Tanager is a nonprofit affiliate that co-creates economic and social opportunities that change lives. AV Ventures is a subsidiary company that specializes in mobilizing and managing impact capital and blended finance.

Improving SMEs' Investment Readiness

TECHNICAL ASSISTANCE TO SMEs

ACDI/VOCA delivers and facilitates access to targeted **capacity building** services to help SMEs become investment ready. We support **financial education**, including refining business models, preparing business plans, and building financial projections. Through partnerships with accelerators and incubators on the ground, we integrate and contribute to global lessons learned, support design of new programs, and build the capacity of SMEs to access **new markets** and attract **capital**.

Investing in the "Missing Middle"

GROWTH CAPITAL TO SMEs AND FIs

AV Ventures goes beyond traditional impact investing to create returns and impact where traditional impact investors stop short – at the seed and growth stages in agriculture and other high-impact sectors. We help high-growth potential firms achieve scale, profitability, and impact. We leverage the pipeline of SMEs and business models supported by ACDI/VOCA, targeting underserved SMEs in emerging markets, especially those that are woman-owned.

AV Ventures also supports the growth of FIs to serve the SME segment, providing loan capital to ultimately reach smaller, underserved SMEs. Acting as a catalyst, AV Ventures deploys **patient capital for growth** that blends commercial and concessional capital. This impact-first capital provides SMEs and FIs with risk-tolerant financing, including revenue share structures with flexible repayment periods and tailored terms.

We provide **strategic guidance** to financial institutions and SMEs, forging new partnerships with accelerators to improve the investment readiness of potential investees. Our support creates a bridge to investment readiness for SMEs through blended finance. Our **gender lens investment** process prioritizes investments in women-owned or managed SMEs, SMEs with a high prevalence of women in their supply chains, firms producing goods or services to improve women's livelihoods, and firms with a demonstrated commitment to gender equitable labor and management practices.



Building the Bridge to Investability

AV Ventures, a for-profit subsidiary of ACDI/VOCA, provides innovative, catalytic financing to SMEs that otherwise struggle to access growth capital. We create returns where traditional impact investors stop short: at the seed and growth stages.

*We manage a **\$3.6 million** fund in Ghana; a **\$2.1 million** fund in Central Asia; and a **\$5 million** fund in Kenya. Our investments range from **\$200,000** to **\$1 million**, with the goal of improving incomes for smallholder farmers and women, creating jobs, and promoting environmental responsibility.*

ACDI/VOCA was at the forefront of founding and nurturing sustainable MFIs.

Decades later, the seven members of the AFI Network are among the leaders of Central Asian efforts to democratize financial access.

IMPACTS INCLUDE



US\$450M

loan portfolio

\$27.7M

2020 profits



50x

grant funds leveraged



303,000

clients (58% women)