

Social Impact  
Ventures

# Impact Report 2019

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Cooperative Social Impact Ventures NL Fund I U.A.



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# Social Impact Ventures in a nutshell

We are the leading investor for social enterprises in the early growth and scale-up phase in the Netherlands. As a first mover we have created a strong position in the rapidly growing impact investing market. In 2019 we enlarged our portfolio with 3 new investments, we did 2 responsible exits and we scaled our collective impact.

## Fund name

Cooperative Social Impact Ventures  
NL Fund I U.A.

## Location

Amsterdam, The Netherlands

## Sector

Venture Capital

## Phase

Early stage growth / scale up

## Fund size

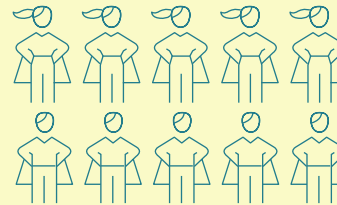
40,6 million

## Geographical focus

The Netherlands

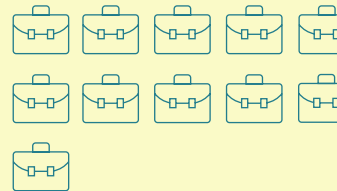
## Diverse team

10 true, eager and bright people



## Invested in

11 companies

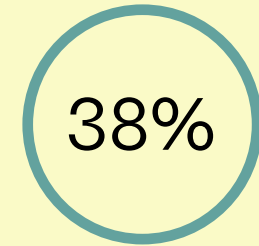


## Responsible exits

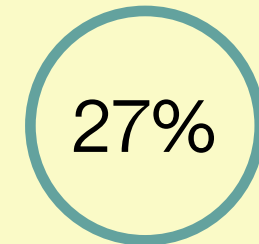
2 impact companies



## Impact target reached



## Portfolio revenue growth





## We are here to change the rules of investing

We prove that positive impact can be profitable for all stakeholders and drive systemic change. It's not just the company bottom line that can benefit – everyone can win.

We provide social enterprises with financial resources and active support to help achieve the next wave of growth. All while staying true to our mission – because creating impact is our common goal. We work together to make the world a better place by accelerating the transition to a circular and inclusive society.

## - Who we invest in

# We look for companies that are ready to make a quantum leap

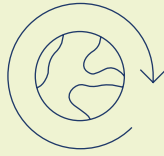
Those whose exceptional solutions can create systemic change, positive impact, and healthy returns. We invest in companies with a:

- ♡ Clear theory of change to solve a crucial societal problem
- ♡ Strong, positive, measurable and scalable impact on people and/or our planet
- ♡ Commercially viable and scalable business model
- ♡ Proven management team with an unwavering commitment to growth
- ♡ Sales track record and a clear outlook on profitability
- ♡ Core business or core management team primarily in the Netherlands



# Our impact themes

We believe that the power of entrepreneurship can address challenges facing our society. We invest in three impact themes in which we strive to make powerful and true impact.



## Circular Solutions

We back resourceful entrepreneurs re-imagining and developing the products and services we use every day, and whose focus on circular technologies and business models enable the accelerated transition to a clean and healthy planet.

### Sustainable Development Goals\*



## People Power

We back businesses empowering people to create sustainable livelihoods, championing education and employment opportunities.

### Sustainable Development Goals\*



## Healthy Living

We support entrepreneurs who are creating positive change in nutrition, fitness, and medicine, with a strong emphasis on vulnerable beneficiaries such as the young and the old, the handicapped and the ill, and lower income classes.

### Sustainable Development Goals\*



\* These are the Sustainable Development Goals linked to our portfolio in 2019.

# We spot global trends and opportunities for scalable solutions

Issues

## Circular Solutions

### Planetary threats

- Resource scarcity
- Climate change
- Environmental pollution

## People Power

### Unemployment/poverty

- Distance to labor market
- Lack of relevant skill sets
- Unfair distribution of wealth

## Healthy Living

### Rising social health issues

- Ageing demographics
- Rising healthcare costs
- Unfair healthcare distribution

Scalable solutions

### Clean and affordable energy

distribution, storage, smart grid

### Materials upcycling

at competitive quality and price

### New product development

to replace fossil-based counterparts

### Inclusive jobs

to leverage underutilized talent pools

### Life long learning

creates future-proof skill sets

### Empowering supply chains

innovative solutions for transparent and fair supply chains

### Affordable healthcare

through boosting productivity and reducing waste

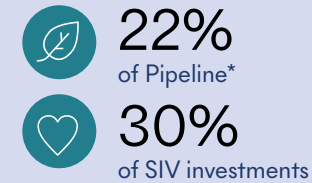
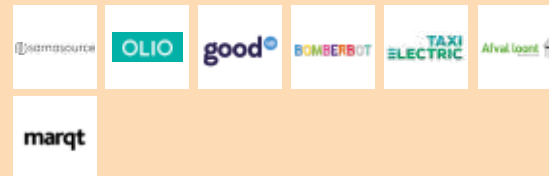
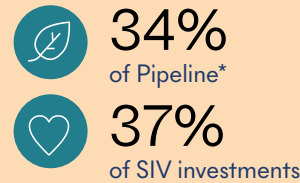
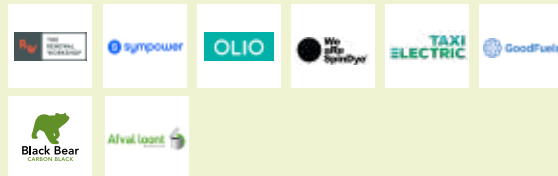
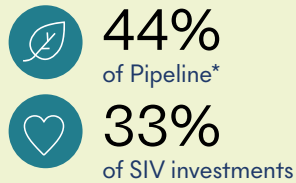
### Healthy aging

by promoting independence, mental & physical health, connectedness

### Healthy food for all

via less meat, salt, sugar and more plants and fibre

Pipeline & investments 2019



\* Calculated based on Pipeline (labelled deals) from the start of SIV until end of 2019.



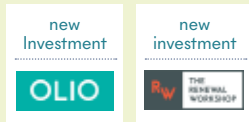
# We invest in entrepreneurs who focus on circular technologies and business models that accelerate the transition to a clean & healthy planet

## Raw Materials

- Sustainable fuels/electrification
- Sustainable building or manufacturing materials: solar/hydro solutions, 3D printing, dyeing/coating
- Sustainable farming and AgTech

## Re- and Up cycling

- **Circular economy:** Recycled materials, return logistics, 2<sup>nd</sup> hand or recommerce, food waste mitigation



## Manufacturing

- Alternative energy sources, energy storage and balancing market: Batteries and battery management, demand/response aggregation
- Alternative plastics market
- Sustainable production processes



## Consumption

- Sustainable/circular consumption: Meat replacement, alternative protein, sustainable meat and fish
- Sustainable mobility: Ride sharing, EV and EV charging, MaaS (Mobility as a Service), alternative fuel



## SDG alignment







# We look for opportunities that empower people to create sustainable livelihoods, championing education and employment opportunities

## Education initiatives

EdTech, education focused on vulnerable minorities, 21<sup>st</sup> century skills

follow on investment	new investment

## Job creation / Human capital

Inclusive HR/recruitment ventures empowering unemployed minorities, labor participation initiatives, crowd sourcing

follow on investment	new investment



## Sustainable financing

Sustainable crowdfunding, FinTech initiatives (in developing countries), sustainable InsurTech

## Increasing social cohesion

Sustainable financing initiatives to increase integration and respect, connecting different layers of society

new investment

## Power of a voice

(Civic) engagement, protecting people's privacy & security, preventing online bullying

follow on investment

### SDG alignment





# We back entrepreneurs that provide solutions that make it easier for all types of people to live healthy lives

### Artificial Intelligence

Patient monitoring, patient and service platforms, health care data management

### Digital therapeutics

Self health management tools, diagnosis & prevention tool

### Elderly care solutions

Domotica, private elderly care institutions, home care, patient happiness



### Education

Children’s health/food education, medical staff retraining, education of medical/emergency staff

### Healthier consumer (FMCG) alternatives

Biological/healthy food solutions, additives reduction

### Platforms enabling physical and mental health

Stimulating structural physical health



### SDG alignment



- Impact

## Our methodology

With impact investing, knowing the 'why' propels positive change. We embed the company's Theory of Change and social mission in corporate documents and impact objectives in the business plan, aligning all stakeholders.

Quantifying impact is not only possible, it is essential. We reliably measure the impact performance of our investments and quantify the results at fund level, linking to performance and fee structures.



# Quantifying impact is not only possible, it's essential

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This is how we work →

## - Impact methodology

### Let's start with the fundamentals: the Theory of Change



#### Problem

Which pressing societal issue do you aim to address?  
Which SDG(s) is this issue linking to?



#### What

Which effects do you want to achieve?  
Do these effects follow (directly) from your solution?



#### Who

Who benefits from your solution and how important is this for the people (or planet) experiencing it?



#### How much

How big are the effects in quantity and significance? What are the 1 – 3 measurable impact KPIs? Can they be linked to SDGs?



#### Additionality

What would have happened regardless of your solution?



#### Systemic impact

Does your company aim to change the system on a macro level?

### But we won't forget the building blocks of sustainable impact



#### Alignment

Do your company's effects scale with financial growth, i.e. are impact and business model aligned?



#### Operations

Are you integrating The UN Global Principles in your everyday operations?



#### DNA

Is your organization always looking to learn and to become better at achieving the impact mission?



### As your impact partner in crime we support you in every way possible



Together we set 1-3 impact performance indicators to monitor and track your impact, linked to your business forecast and applicable SDGs



Our advisory board & independent investor council will provide expertise and external validation of the impact indicators



Impact anchored in the governance of both our fund & your company (*Articles of Association*)



We align incentives for impact & business: carried interest Social IV team linked to both finance and impact results



### Together we go on a mission for radical positive change



We challenge you in yearly impact sessions to bring impact management within your organization to the next level




We systemically evaluate the impact & business progress at both fund and company level

- Impact


# Impact performance 2019

We measure the impact performance of our investments and directly link them to the Sustainable Development Goals in our reporting. We have realized the following aggregated impact on fund-level since the launch of our fund up until 2019.

## Circular Solutions




4,482,132 Litres water saved from pollution




63,921 Tonnes CO<sub>2</sub> emissions avoided

3,772 Tonnes of biofuels that replaced dirty fossil fuels

27 New corporate biofuel clients



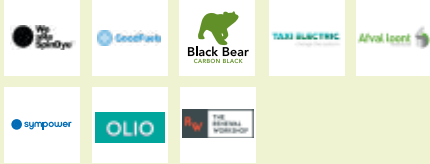
11,502 Tonnes CO<sub>2</sub> emissions avoided




402 Tonnes CO<sub>2</sub> emissions avoided

35 Tonnes of food saved \*


### Investments



## People Power



13,538 Children empowered with digital skills




4,113 K Fair trade SKU's sold

693 workers moved out of poverty


45 FTE Impact jobs created



85 K Surplus food exchanges\*



5,131 People informed & mobilized




28,693 Mobilized citizen

195 K Active users\*

### Investments




## Healthy Living



1,330 People supplied with medicine


9,421 People make informed health decisions

21% Annual price decrease on medicine



11,927 Number of healthy unique food products

### Investments



\* Figures for December 2019 only (investment end of November 2019)

- Impact

# Impact performance target

We take impact seriously. We are the first Dutch impact fund manager that is rewarded based on the aggregated impact achieved on fund-level.

The Weighted Overall Social Impact Target is calculated each quarter to determine the fund's actual impact performance compared to the three-year impact target set at investment date. The Weighted Overall Social Impact Target is calculated as follows:

- 1-3 Impact Key Performance Indicators (KPIs) are determined per investment.
- Each KPI is assigned an impact weighting within the specific investment – as some KPIs are more relevant than others.
- For each KPI a three-year impact target is set and validated (pre deal) by our Impact Advisory Board and finally (post deal) determined and approved by the Investor Counsel.
- The Final Overall Social Impact Target per investment is calculated by setting off the actual impact reached against the three-year impact target multiplied by the assigned impact weight per impact KPI.
- The fund level Weighted Overall Social Impact Target is calculated by multiplying the Final Overall Social Impact Target per investment by the relative investment weight of that investment.
- We report the Weighted Overall Social Impact Target of our portfolio companies to our investors each quarter.
- The fund overall impact hurdle at exit is minimum 60%, but we of course aim to exceed 100%.
- The Weighted Overall Social Impact Target per 2019 year end is 38%.



## - Impact

# Impact board

We have established a strong network of experienced professionals in venture capital, social entrepreneurship, impact investing and academia to support the impact assessment and management of our investment process.

We have three bodies that provide input and decision making in this process.

## Investment Committee

The Investment Committee takes the decision to progress with a prospective investment into the due diligence phase and makes the final investment and divestment decision. The Investment Committee consists of all active partners of the fund manager.

### Members



**Machtelt Groothuis**  
Partner, Chair of IC



**Willemijn Verloop**  
Partner



**Warner Philips**  
Partner



**Helmer Schukken**  
Partner



**Jelle van der Steeg**  
Venture partner

## Impact Advisory Board

The independent Impact Advisory Board reviews and approves the setting of impact targets pre-deal. In addition it provides access to its network and acts as a sounding board to the team.

### Members



**Leendert van Driel**  
Chairman, Investor  
ao founding partner Gilde,  
founder of NVP & EVCA,  
nature activist



**Pier Velinga**  
Prof. Climate Change  
board positions a.o. FMO, NIOZ,  
UNDP, UNPED & World bank



**Karen Maas**  
Professor Sustainability  
at Open University, Academic  
Director at Impact Centre  
Erasmus



**Frits van der Have**  
Impact investor  
ao IC TBL Mirror fund East  
Africa, e2 Cleantech (NL),  
responsAbility (CH) Goodwell

## Investor Council

The Investor Council validates the impact targets at fund level (post-deal). The Investor Council consists of a delegation of the members of the fund.

## - Case study OLIO

# OLIO

Social IV invested in OLIO's ambition to create millions of hyper local food sharing networks all around the world. The company is accelerating the sharing economy mindset whilst creating cohesion amongst local communities. Since it was founded in 2015 in the UK, OLIO signed up more than 1.6 million app users across 49 countries (EoY 2019).



### Problem

Food waste is a large and global problem: globally 1/3<sup>rd</sup> of all the food we produce gets thrown away and well over half of all food waste takes place in the home. Next to tackling food waste OLIO is also addressing the issue of people living in food poverty (8.4 million people in the UK), as well as loneliness and social isolation.



### What

OLIO is a free app tackling the problem of food waste in the home & local community. OLIO users can list surplus food (from households or local businesses) and connects those users with neighbours living nearby.



### Who

Consumers picking up food have an economic benefit and sometimes also a nutritional benefit (if the saved food is healthy). By reducing food waste, OLIO helps society at large to reduce CO<sub>2</sub>-emissions and water consumption used for food production.

### SDG Alignment



**KPI 1**  
Responsible consumption and production



**KPI 2**  
Take action to combat climate change



**KPI 3**  
Sustainable cities and communities



### How much

→ Saved **646 tonnes** of food

→ Gathered **~250 k** monthly active users

**OLIO aims to have:**  
→ Arranged over **1 million** neighbour-to-neighbour pickups



### Systemic impact

OLIO has the opportunity to reach millions of consumers on a daily basis and fundamentally shift people's perspective on food waste: one person's trash is someone else's treasure.

### Impact live

OLIO tracks and communicates its impact live via this [link](#).



## - Case study OLIO

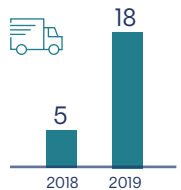
### **Additionality**

OLIO's key competitor is the trash bin, so there is no other alternative for the vast majority of consumers. Also, OLIO helps businesses become zero-waste **after** the store closes (alternatives often focus on solutions **before** the stores close).

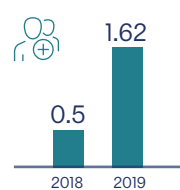
### **Output & outcome**

- **Tonnes of food saved** (output) through number of picked up food items leading to **environmental outcome** (CO<sub>2</sub>-reduction)
- **Interactions** (output) **amongst neighbours** leading to **social cohesion** (outcome)
- **Monthly Average Users** (MAU = output) leading to **food waste problem awareness** (outcome) and systemic impact.

Number of trucks\*  
food saved



Number of sign ups  
(m)



\* Based on estimation: 1 truck = 25 tonnes of food



“A food sharing platform that empowers users to share unwanted or surplus food, helping to develop the sharing economy mind-set, and building local communities.”

- Tessa & Saasha, founders of OLIO



# Impact portfolio companies

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Have a look at our investments [→](#)

## Afval Loont

This impact driven company creates awareness about the value of waste and incentivises people to deliver their waste-streams by paying them for it and enabling Afval Loont to recycle waste. The special Afval Loont waste collection points are operated by people with a distance to the labor market.

**Investment date:** September 2015

For Afval Loont we track the following three impact targets, these targets link to two different Sustainable Development Goals.



### Circular Solutions



→ Tons of CO<sub>2</sub> emissions avoided



### People Power



→ Number of employees in unemployment sector



→ Awareness for waste recycling (number of people)



#wastedoesnotexit #cashfortrash #jobopportunities4all

“Let’s make waste separation fun, rewarding and informative”

– CEO Afval Loont

#cleanair #empoweringnewjobs #changemobility #cleancab

“Great service, the drivers are real gentlemen”

- Client Taxi Electric



## Taxi Electric

Taxi Electric improves the air quality in highly polluted cities by decreasing GHG emissions and employs long term unemployed elderly with a distance to the labor market as taxi electric drivers.

**Investment date:** September 2015

For Taxi Electric we track the following two impact targets, these targets link to two Sustainable Development Goals.



### Circular Solutions



→ Tonnes of CO<sub>2</sub> emissions avoided



### People Power



→ Number of drivers aged 50+ year and/or unemployed

**TAXI ELECTRIC**

## GoodUp

GoodUp engages people to contribute their time, experience and money to social impact projects worldwide.

**Investment date:** June 2016

For GoodUp we track the following impact target, this target links to one Sustainable Development Goal.



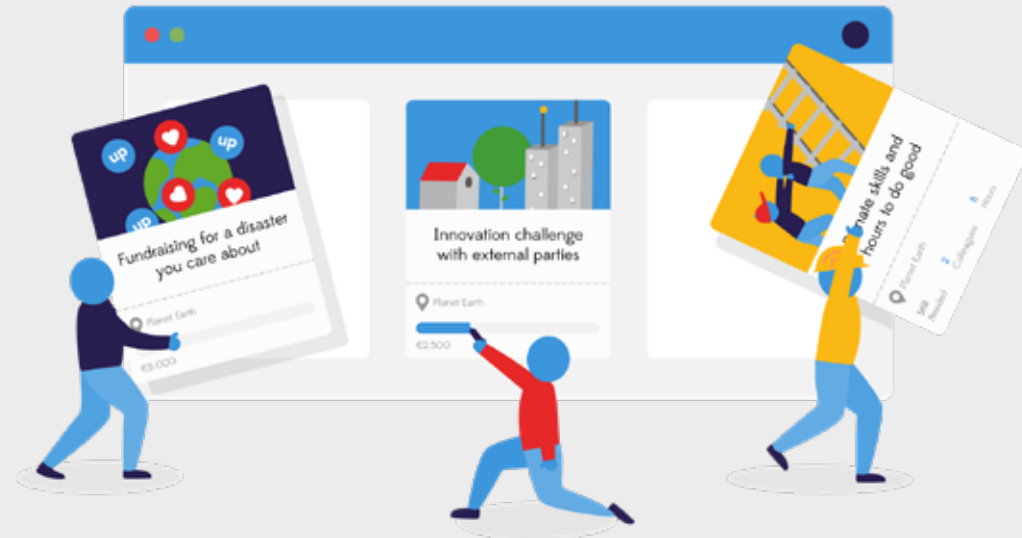
### People Power



→ Number of people engaged in social impact projects



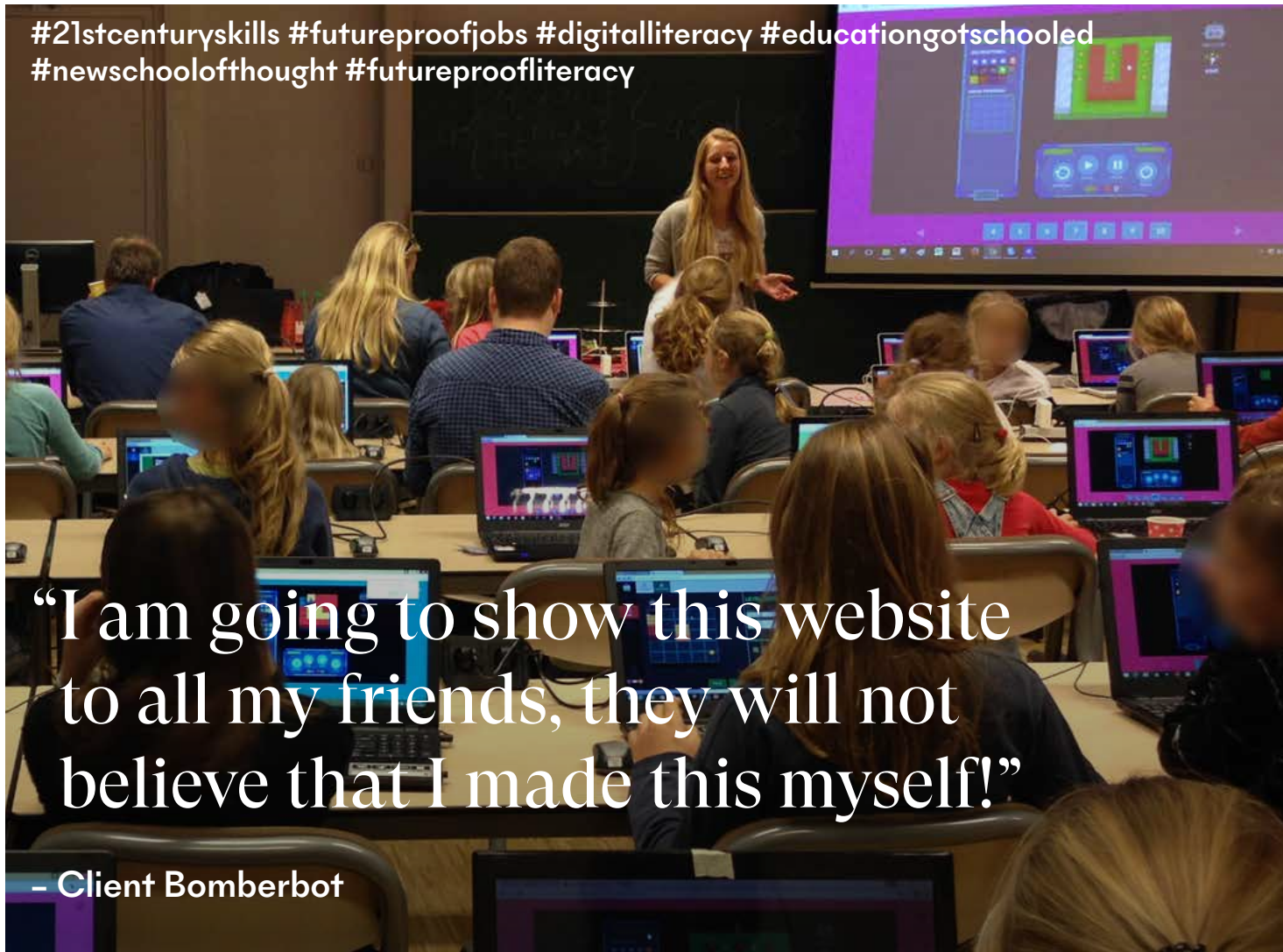
#workthatworks #corporatetechnicians #neednotgreed #purposeinaction



“If I would not get the opportunity from my current employer to work on a project for GoodUp, I would not work at this company”

– Client GoodUp

#21stcenturyskills #futureproofjobs #digitalliteracy #educationgotschooled  
#newschoolofthought #futureproofliteracy



“I am going to show this website to all my friends, they will not believe that I made this myself!”

- Client Bomberbot

## Bomberbot

Bomberbot empowers primary school kids around the world with 21<sup>st</sup> century skills.

**Investment date:** March 2017

For Bomberbot we track the following impact target, this target links to one Sustainable Development Goal.



### People Power



→ **Number of children** that have learned the basics of computational thinking

**BOMBERBOT**

## Black Bear Carbon

Black Bear Carbon reduces CO<sub>2</sub> emissions by circular production of carbon black.

**Investment date:** December 2015

For Black Bear Carbon we track the following impact target, this target links to one Sustainable Development Goal.



### Circular Solutions



→ Tonnes of CO<sub>2</sub> emissions avoided



#recycle&reuse #saveco2 #fullcirclesolutions

“Every year more than 1.5 billion polluting end-of-life tires enter the global waste stream. Until now, there was no sustainable solution”

- Black Bear Carbon

Foto: Mark Horn, Lumen Photo

#medicinesforall #accesslifesavingmedicine #disruptpharma #futurepharma



“Unfortunately, the vital medicine for my disease (ALS) was not available in Russia. Through TSM I was able to get access to the medicine so easily through internet”

- Client The Social Medwork

## The Social Medwork

The Social Medwork empowers people by providing medical information and supplies medication to people with life threatening diseases at the lowest possible price in the market.

**Investment date:** July 2018

For The Social Medwork we track the following three impact targets, this target links to three Sustainable Development Goals.



### Healthy Living



- **Number of people** helped by giving medical information
- **Sales Price** decrease of medication
- **Number of patients** supplied with medication



TheSocialMedwork



## We aRe SpinDye

SpinDye's dyeing method reduces impact of polyester textile production with -75% water usage and -30% CO<sub>2</sub>-emissions.

**Investment date:** August 2018

For We aRe SpinDye we track the following two impact targets, these targets link to two different Sustainable Development Goals.



### Circular Solutions



→ Litres of water not polluted



→ Tonnes of CO<sub>2</sub> emissions avoided



#savewater #cleandye #forwardfashion #colourourfuture

“SpinDye offers the most sustainable polyester yarns and fabrics in the fashion and apparel industry”

– Client SpinDye

#impactsourcing #aiforall #workingagainstpoverty #digitalopportunities

“Real empowerment is not in books,  
it’s in work”

– Manta 24, digital agent Samasource

## Samasource

Samasource is a provider of Artificial Intelligence training data to technology companies moving people out of poverty in some of the poorest regions of the world. Samasource helps disadvantaged young people from Kenya and Uganda to learn skills that can ensure they can make money, provide for their families, and ensure their ongoing relevance in the digital economy.

**Investment date:** April 2019

For Samasource we track the following impact targets, these targets link to two Sustainable Development Goals.



People Power



→ Number of workers moved out of poverty

 samasource

## The Renewal Workshop

The Renewal Workshop extends the lifetime of otherwise unsellable products in the apparel and fashion industry through cleaning, sorting and repairing thereby reducing waste and helping fashion brands to become circular.

**Investment date:** December 2019

For The Renewal Workshop we track the following impact target, this target links to one Sustainable Development Goal.



### Circular Solutions



→ Thousands of kilograms of renewed apparel sold



#forwardfashion#renew#turningfashioncircular



“Re-framing garment production to move away from fast fashion.”

- Jeff Denby (Co-founder The Renewal Workshop)

#energybalancingact#smartgrid#cleanenergyfuture

“With Social IV we share a common goal of creating a significant positive impact by building a successful and sustainable business”

– Simon Bushell

## Sympower

Sympower provides sustainable balancing services to the electricity grid. Sympower is accelerating the clean energy transition by reducing reliance on fossil fuel gas power plants ( i.e. oil/gas) and allowing for increased integration of renewables, thus saving large quantities of CO<sub>2</sub>.

**Investment date:** October 2019

For Sympower we track the following impact target, this target links to one Sustainable Development Goal.



### Circular Solutions



→ Tonnes of CO<sub>2</sub> emissions avoided



## OLIO

OLIO is a peer-to-peer food sharing movement to prevent food waste by connecting neighbours (as well as local business) in hyper-local communities.

**Investment date:** December 2019

For OLIO we track the following impact targets, these targets link to two Sustainable Development Goals.



### Circular Solutions



→ Tonnes of food saved



### People power



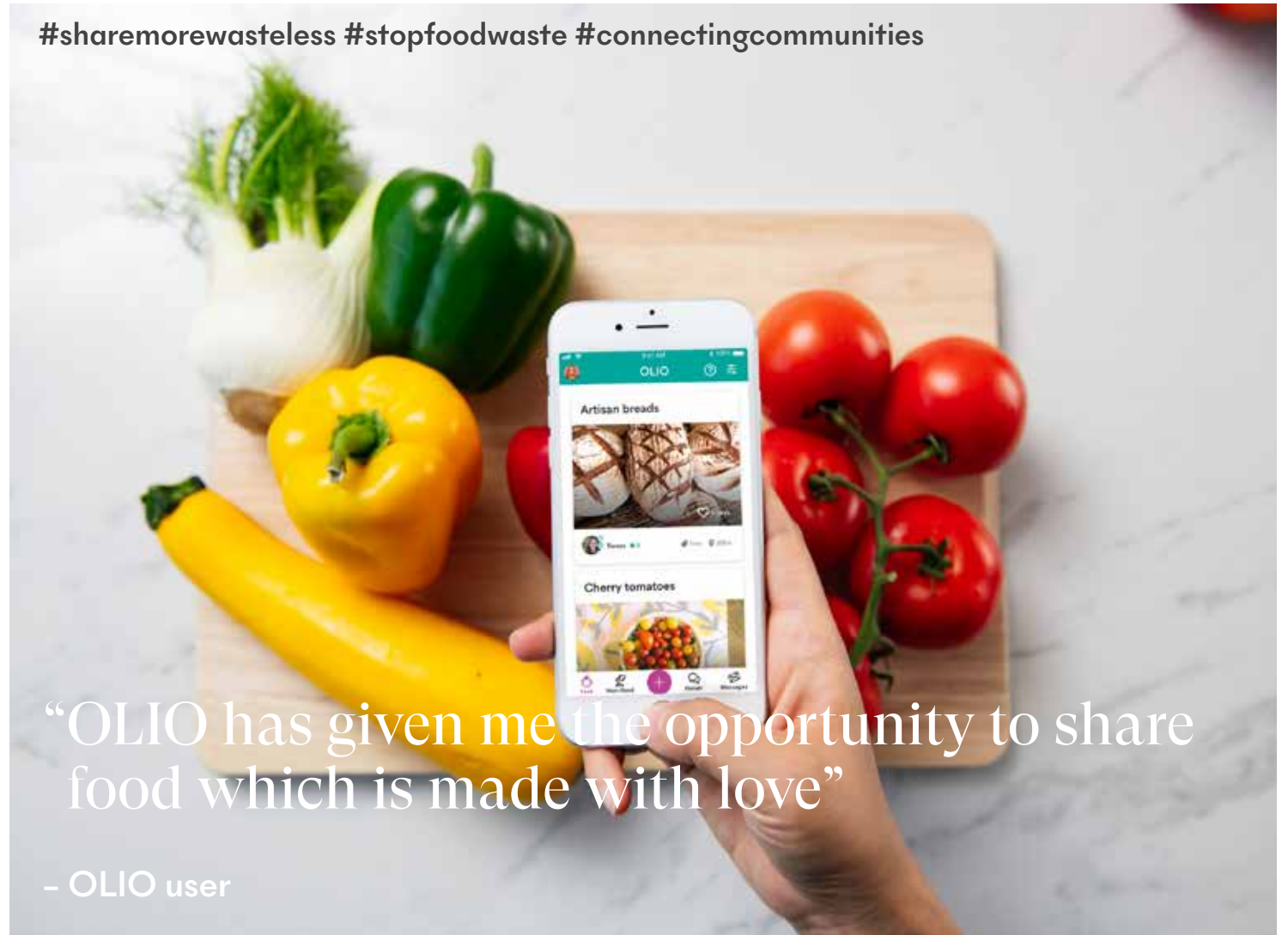
→ Monthly Active users



→ Total confirmed exchanges



#sharemorewasteless #stopfoodwaste #connectingcommunities



“OLIO has given me the opportunity to share food which is made with love”

- OLIO user

## GoodFuels

GoodFuels reduces CO<sub>2</sub> emissions by selling biofuels. GoodFuels actively triggers new corporate clients to make a fuel switch and at the same time sources new next generation biofuels.

**Investment date:** May 2018

For GoodFuels we tracked the following three impact targets, these targets link to one Sustainable Development Goal.



### Circular Solutions



- Tonnes of CO<sub>2</sub> emissions avoided
- Number of next generation biofuels created
- Number of new corporate clients converted to biofuel segment



## Marqt

Marqt operates supermarkets that offer food produced with respect for nature, animals and people involved in the production, distribution and consumption.

**Investment date:** March 2015

For Marqt we tracked the following impact targets, these targets link to three Sustainable Development Goals.



### Healthy Living



→ Number of consumer food and drink products sold with **strict environmental requirements**



### People Power



→ Number of **fairly traded** consumer food and drink products



“85% of the fruit and vegetable products sold by Marqt comply with the environmental quality label ‘On the way to planet proof’”

– Marqt

## - Marqt and Goodfuels

# Two responsible exits: 93% and 47% of early exit impact targets realized with above market rate financial return



GoodFuels is THE market-maker for sustainable fuels in heavy transport industry.

→ We decided to capture value and pass on to strategic partner Finco Renewables who can bring Goodfuels' impact mission to the next level of scale; as their bigger balance sheet and strategic infrastructure assets are a major benefit for fast impact growth.

→ We realized 47% of early exit impact target.

→ Finco Renewables will continue to report on our impact KPI in years post-closing, which allows us to track impact performance post exit.

**New owner of GoodFuels:**



Marqt offers quality, healthy food, paying fair prices to suppliers with respect for animals, nature and people.

→ Responsible exit to Udea Group (Ekoplaza, Natuurwinkel, Biofresh), the largest traditional organic supermarket chain in the Netherlands. The new combined entity strengthens the infrastructure to scale Marqt and together they have become the leading market player in the Benelux in biological & sustainable food retail.

→ This responsible exit has resulted in 93% impact performance.

**New owner of Marqt:**





# Highlights of 2019



February 2019

## New investment in Samasource

Samasource is a market leader in computer vision technologies and provides training data that fuels AI. The company is driven by a mission to expand opportunity for young low income people through the digital economy, their social business model has helped over 50,000 people lift themselves out of poverty.



March 2019

## Co-financing our future event

In March (and October) we co-hosted “Co-financing our future” events with ao SHIFT invest, Pymwymic, SET Ventures, ABN AMRO & Circle Economy. The aim of the events was to share best practices between Dutch impact investors and build a bridge between traditional and impact investing.



June 2019

## Investor Circle

The first semi-annual gathering of our Investor base took place at Hotel Arena in June where the new CEO's of Taxi Electric & GoodUp presented their new strategies to our LP's. In October the CEO's of our portfolio companies Sympower and The Renewal Workshop presented themselves at Mmousse in Amsterdam.



July 2019

## CEO days

Once per year we bring the CEO's of our portfolio companies together for an offsite with our team, to connect, share and learn from each other and have some fun together. In 2019 we worked on our natural leadership skills with horses together with the Lighthouse team and we worked on our cooking skills lead by our in house chef Helmer.



July 2019

## Founding partner of FundRight

In 2019 we became one of the Founding Partners of the Dutch FundRight initiative. As only ~2% of all Dutch VC capital is invested in female- founder or female co-founder lead companies, we believe we need to support this collaborative effort to equal access to funding and opportunity for all founders.

## - Highlights of 2019



October 2019

### New investment in Sympower

Not only in life, but also in the energy market energy needs to be balanced. Sympower provides sustainable balancing services to the grid while reducing the use of fossil fuels and enabling renewable energy sources to deliver the grid. Sympower is already active in Finland, Sweden, the Netherlands and setting its first footsteps in Israël.



October 2019

### Second edition of the NGII network

This year the second edition of the Next Generation Impact Investing (NGII) took place in Milan for impact funds in the EU. This year, 12 impact funds from 10 countries were present as we discussed how to stay relevant and unique with more funds claiming impact. It is inspiring and very relevant to continuously share insights and learnings with this like-minded European impact network.



December 2019

### New investment in The Renewal Workshop

Let's break the linear take-make-waste cycle! The Renewal Workshop enables fashion brands to turn their business model circular by managing the recommerce of damaged & used clothing. With the investment, The Renewal Workshop, originally US-based, will accelerate its growth in Europe and has funded its facility in Amsterdam North.



December 2019

### Responsible exits Goodfuels & Marqt

Goodfuels became part of the FinCo Renewables, a fuel distribution company with an ambition to become the leading sustainable fuel distributor in The Netherlands. Marqt was sold to Udea, the leading Dutch wholesaler, brand owner and importer and exporter of organic food products (also operating Ekoplaza).

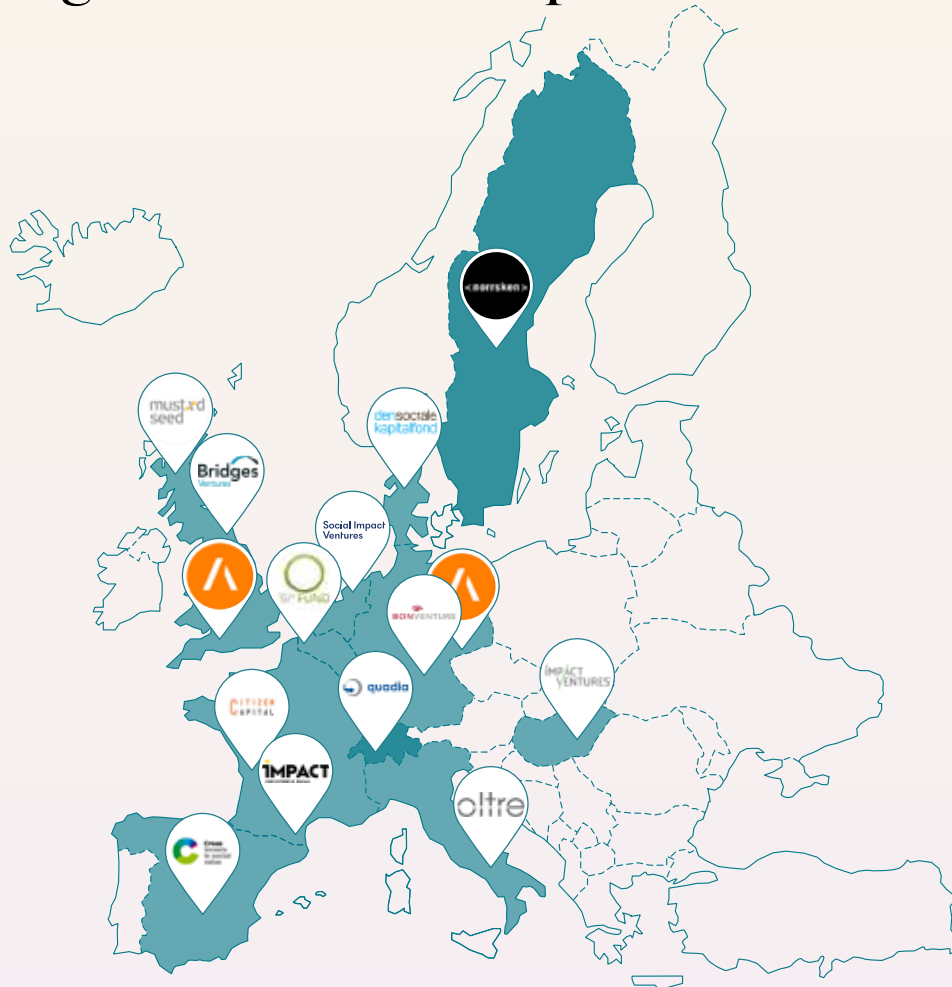


December 2019

### New investment in OLIO

One person's trash is another person's treasure. OLIO is a peer-to-peer food sharing movement to prevent food waste by connecting neighbours (as well as local businesses) in hyper local communities. OLIO believes that small actions, every day, can lead to big change. One cupcake at a time, OLIO's movement has the potential to make a big change.

# Together we stand taller: our international network is growing through the NGII and specialized co-investors

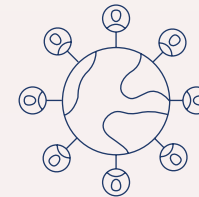


Together with the leading, brightest and eager impact funds in the EU, SIV's young impact vc's established a next generation impact investor network (NGII) including 12 impact funds from 10 countries with over EUR 1B in capital under management. In this informal network likeminded impact venture capitalists can share their passion for impact investing, share successes & failures and ultimately growth hack the European impact investing ecosystem. For us this has led to at least 1 deal sourced through the network. We've organized events in Amsterdam, Milan and in 2020 Paris is calling!

## A likeminded network

12  
impact funds

10  
countries



Next to the NGII network, SIV co-invested with impact investors Quadia (Switzerland), Norrsken (Sweden) and MustardSeed (UK/PO) in OLIO. With USA investors Closed Loop Ventures and Gratitude Railroad in The Renewal Workshop. And we co invested with US based Ridge Ventures, Salesforce Ventures and the Danisch Bestseller Foundation in Samasource.

## - Team

# Working together to build a better, brighter future

While our backgrounds are varied, we're driven by the same vision and DNA: to create positive social impact through business, and accelerating the impact investment industry by being true, eager and bright.

### **Anieke Lamers, investment manager**

A bright and open VC with a love for the story behind the numbers and a healthy dose of 'Dutch-honesty'

### **Jelle van der Steeg, venture partner**

International PE investor; works closely with entrepreneurs to (re-)develop business strategy and execute it

### **Kirstin Valkonet, office manager**

A serial hospitality business manager

### **Willemijn Verloop, partner**

Serial social entrepreneur and driving force behind the Dutch Social Enterprise movement, loves to accelerate impact

### **Laura Cramer, investment manager**

A rising star at Social IV, proving that impact investing is the new normal

### **Helmer Schukken, partner**

Engineer turned consultant turned entrepreneur turned investor, excels in supporting entrepreneurs in making (big) decisions

### **Warner Philips, partner**

International entrepreneur & VC; loves to work closely with entrepreneurs who seek to positively disrupt industries

### **Ava van Vliet, analyst**

A curious and enthusiastic impact analyst

### **Eske Scavenius, senior investment manager**

A curious and passionate growth strategist

### **Machtelt Groothuis, partner**

Entrepreneurial (impact) investor and boardroom advisor who asks all the right & tough questions



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entrepreneurs

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