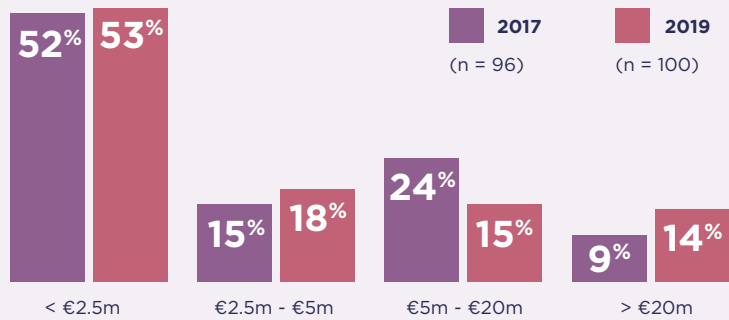




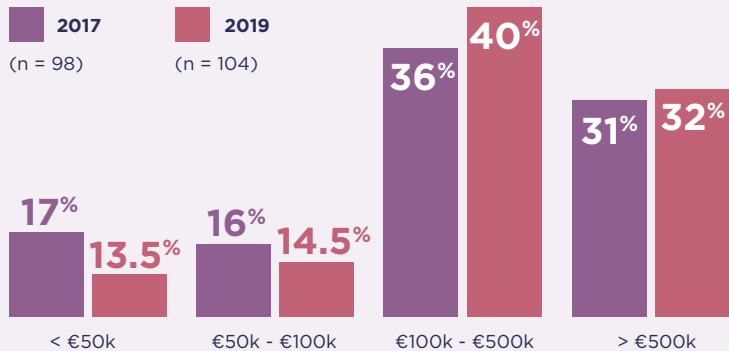
Investors *for impact* supported social purpose organisations (SPOs) with **€ 6.2 billion** in fiscal year (FY) 2019, of which **€ 4.9 billion** have been reported by survey respondents, of which **€ 2.9 billion** newly deployed in FY 2019

AVERAGE INVESTMENT PER INVESTOR FOR IMPACT



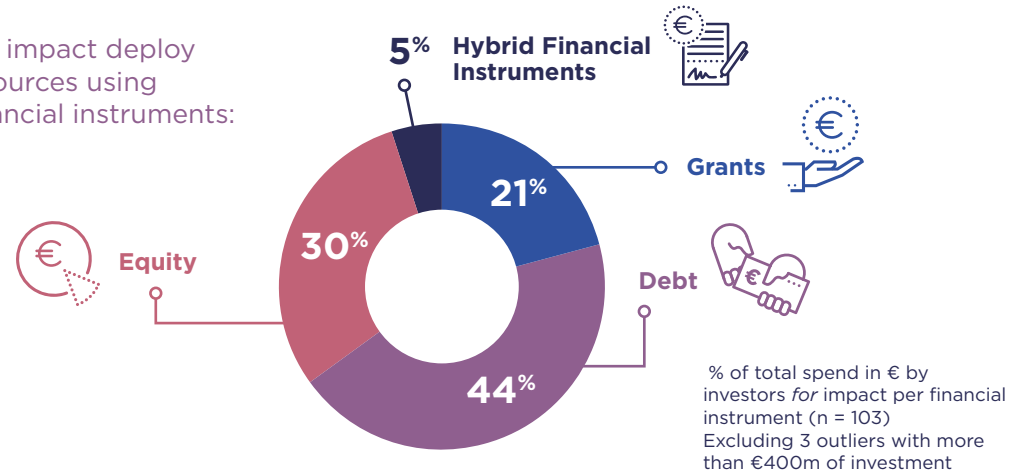
Average financial investment, % of investors *for impact* per category in FYs 2017, 2019

AVERAGE INVESTED PER SPO

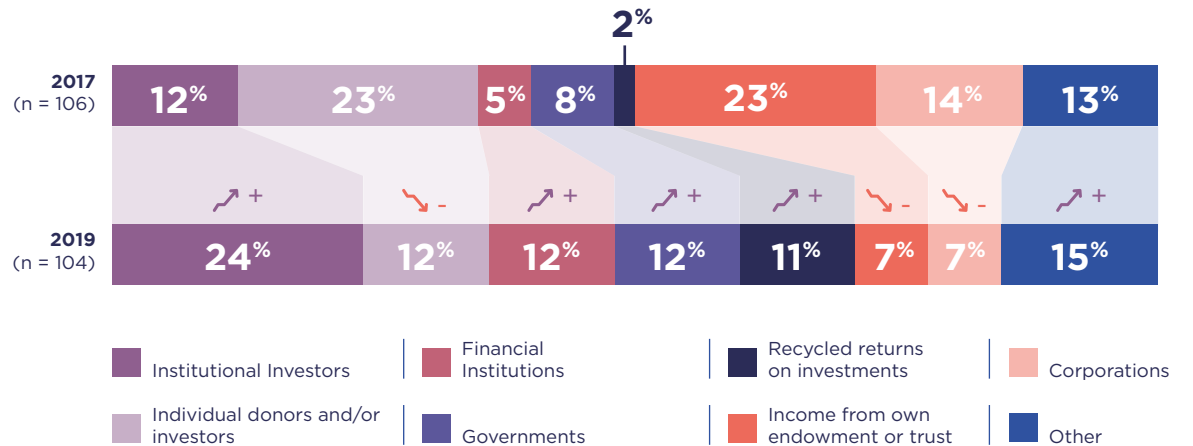


Average financial investment per SPO, % of investors *for impact* per category in FYs 2017, 2019

Investors *for impact* deploy financial resources using different financial instruments:

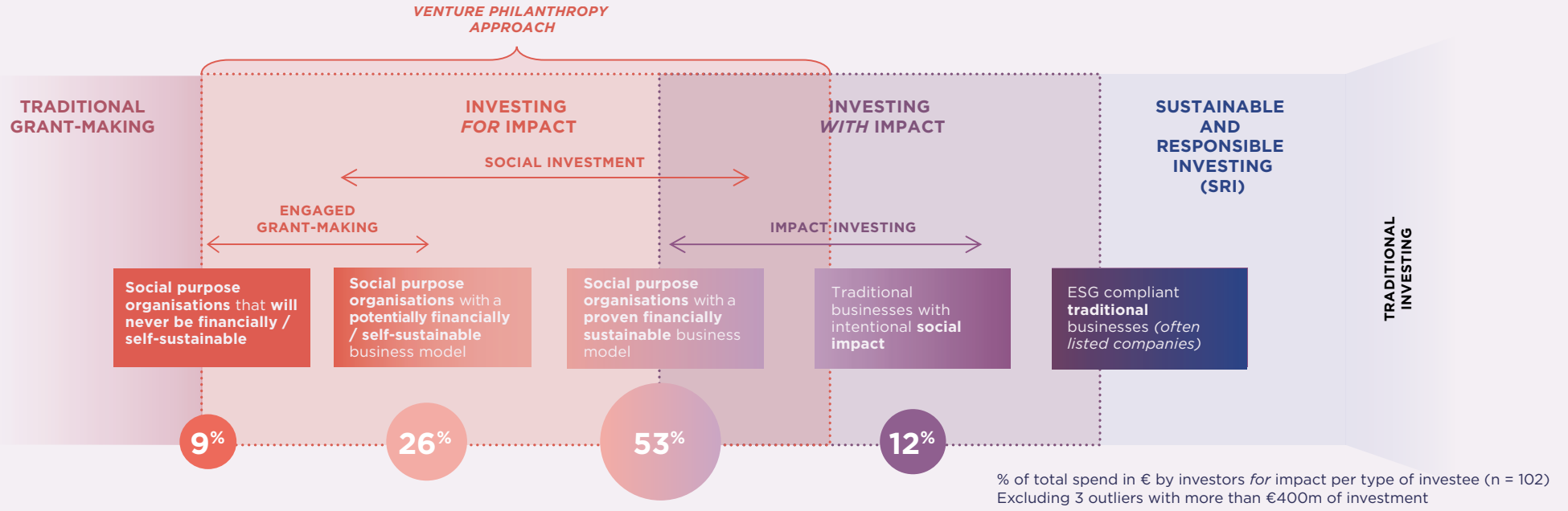


... coming from different sources of capital:

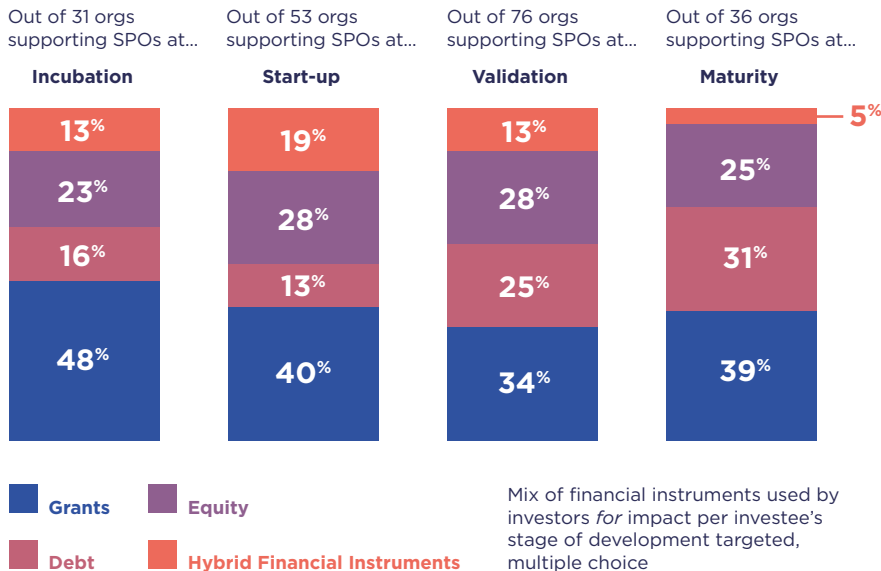


Distribution of total funding made available to investors *for impact* by source in FYs 2017, 2019 Excluding 3 outliers with more than €400m of total budget

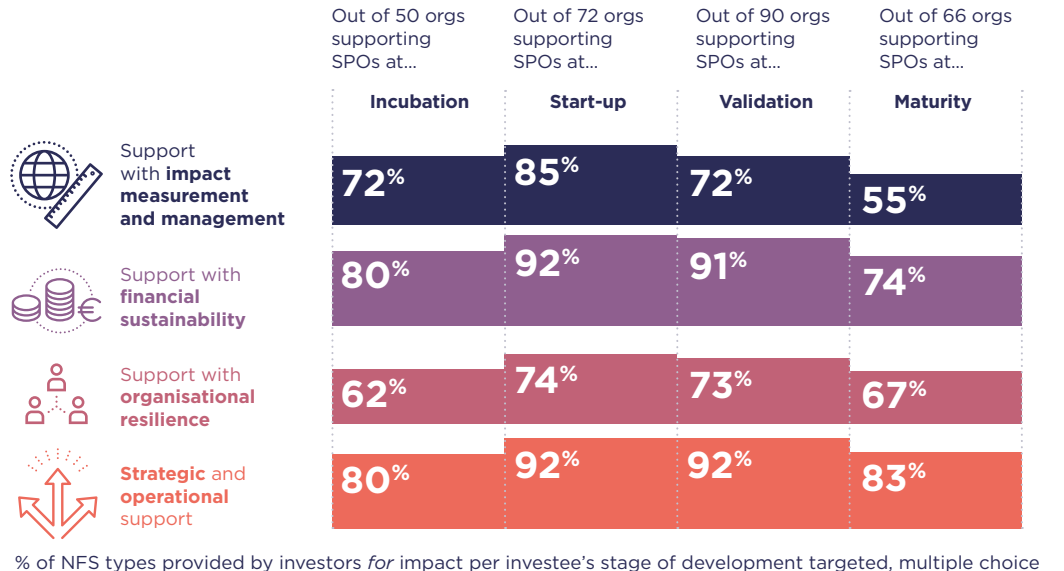
Investors *for impact* support different types of social purpose organisations (SPOs)...



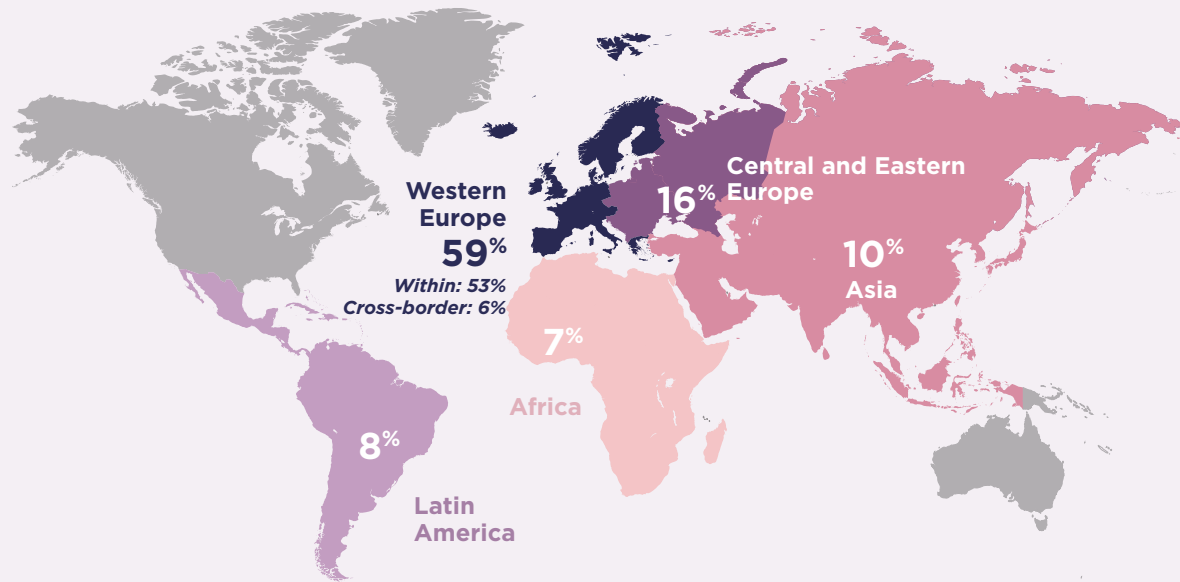
... through different investment stages, financially:



... and non-financially:

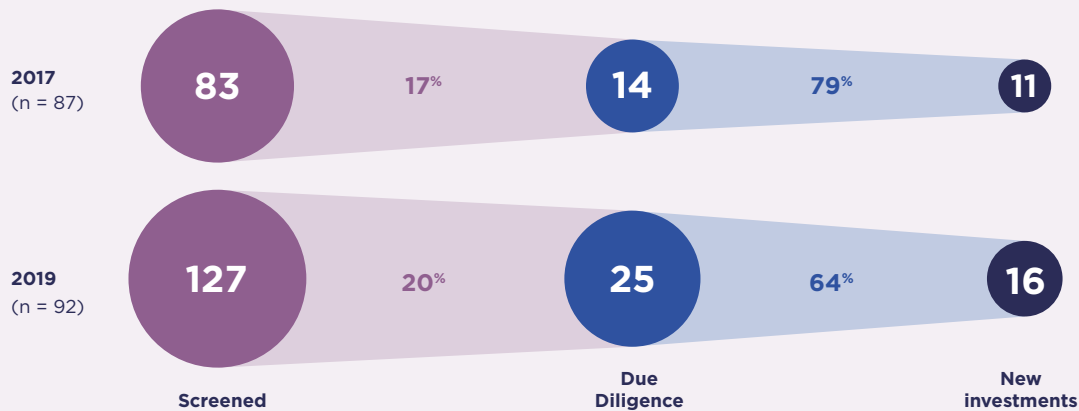


Investors *for* impact support social purpose organisations (SPOs) **worldwide...**



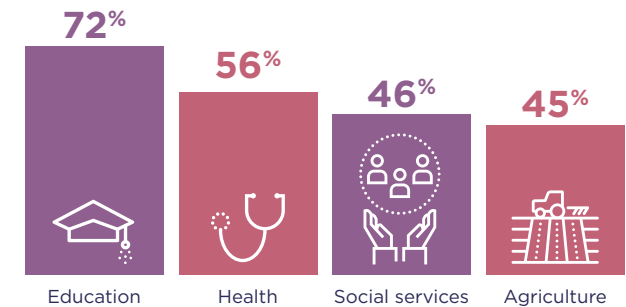
% of total spend in € by investors *for* impact per geographies (n = 100)
Excluding 3 outliers with more than €400m of investment

Investors *for* impact **look** for new investment opportunities, **proactively** (88%) and through **applications** (65%), and **screen** on average more deals compared to the past:

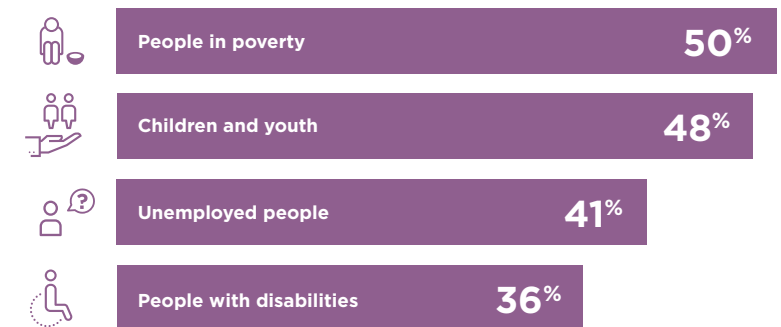


Average number of investees screened, under due diligence and funded per investors *for* impact in FYs 2017, 2019
Excluding 5 outliers with more than 700 screened investments in FY 2019

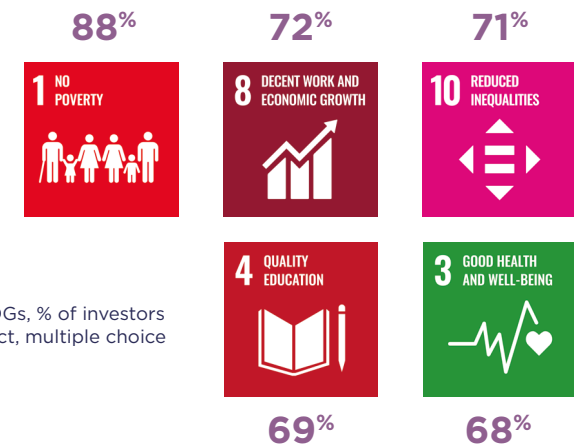
...focussing on a **variety of sectors** and **final beneficiaries**, by targeting different **SDGs**:



Top 4 sectors supported - % of investors *for* impact, multiple choice (n = 78)



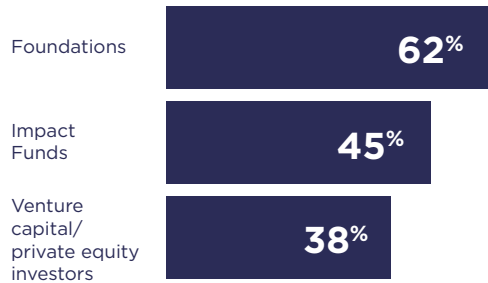
Top 4 beneficiaries supported - % of investors *for* impact, multiple choice (n = 110)



Top 5 SDGs, % of investors *for* impact, multiple choice (n = 98)

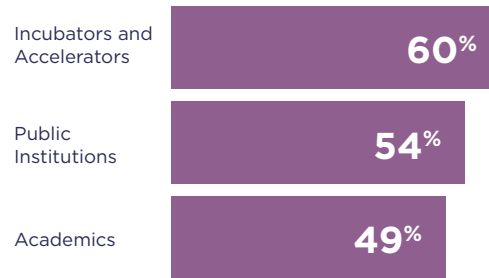
Investors *for* impact **proactively enhance collaborations** and **alliances *for* impact**:

 **87% co-invested at least once.**
They co-invested mainly with:



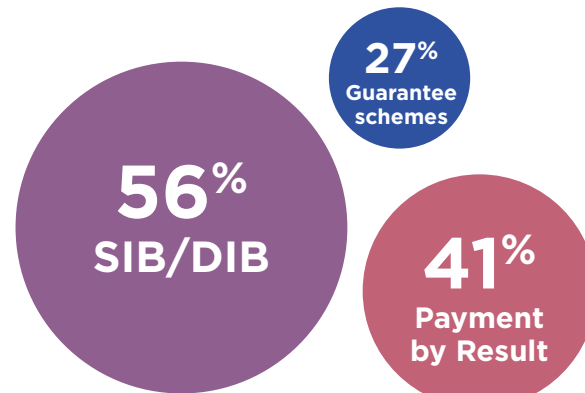
Top 3 categories of co-investors and collaborators, % of investors *for* impact, multiple choice (n = 110)

 **95% engaged also in other forms of collaboration.**
They collaborated mainly with:



 Investors *for* impact work to **foster the mobilisation of resources** in the social impact ecosystem:

More than a third (36%) engaged in **at least one hybrid financial mechanism**, such Social Impact Bonds (SIBs) or Development Impact Bonds (DIBs).



% of investors *for* impact, multiple choice (n = 41)

Investors *for* impact adopt a **strategic approach towards impact measurement and management** leveraging the impact data collected in different ways...

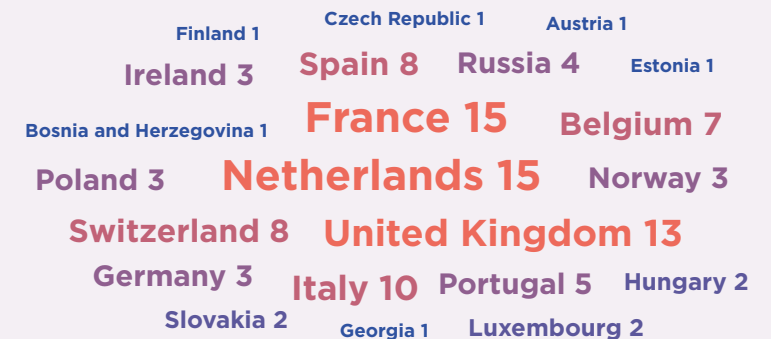


... and targeting different **impact dimensions**...



... using a variety of frameworks, such as the **Impact Management Project** (22%) and the **EVPA five-step approach** (16%).

WHERE ARE THESE INVESTORS *FOR* IMPACT BASED?



Investors *for* impact by country (n = 112)

The analysis is based on data collected by EVPA from 112 investors *for* impact. Data mostly refers to fiscal year 2019.

For more information:
<https://evpa.eu.com/knowledge-centre/publications/the-2020-investing-for-impact-survey>
knowledge.centre@evpa.eu.com

The EVPA Knowledge Centre is supported by:



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<http://ec.europa.eu/social/easi>

