



Committed Beyond Investment

Impact @ Incofin

Implementing the UN SDGs

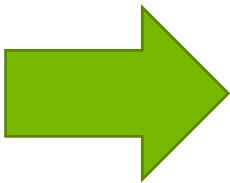
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Incofin : Social Mission

We want to support business solutions that promote **inclusive progress**, with the aim to **improve the lives of the more vulnerable or less privileged people** of this world.

By doing so, we are committed to deliver attractive returns to our investors.



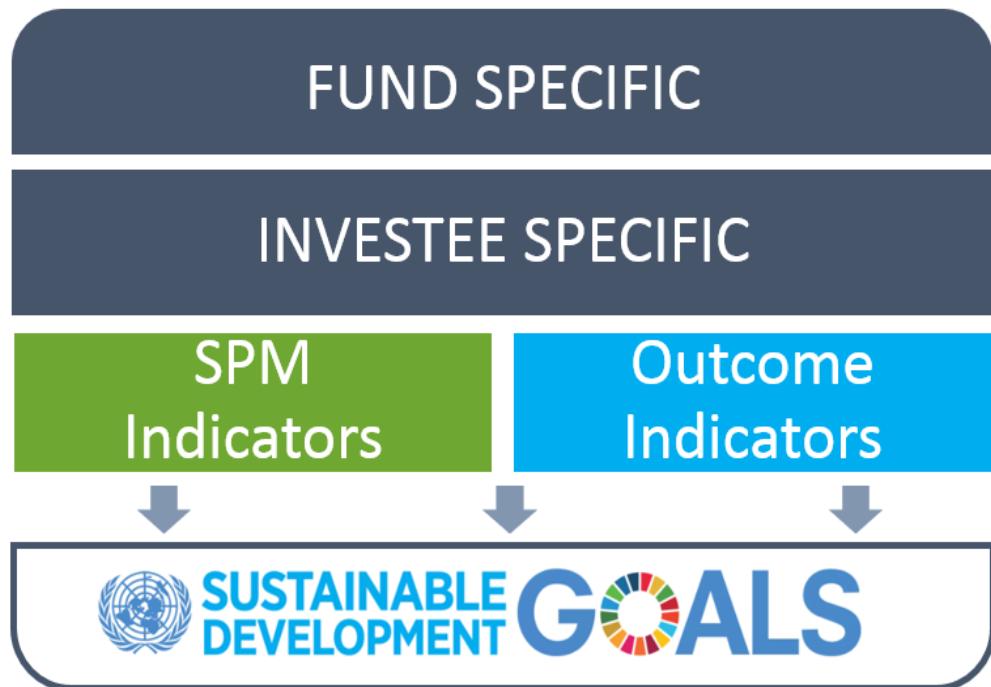
Mapping our funds' social goals against the SDGs

At Incofin, we simply believe that if you value something, you need to measure it, so that you can monitor it, analyse it and ultimately act on it.

Funds Names	Investment Mandate and Social Goals
 agrif by Incofin IM	Support financial intermediaries in emerging economies that enhance financial inclusion of smallholder farmers and rural MSMEs in the agricultural value chain
 FAIRTRADE ACCESS FUND™	Support fairtrade certified (small) producer organisations and their member smallholders
 INCOFIN CVSO	Promote sustainable microfinance institutions servicing small and medium size entrepreneurs in emerging countries.

SDG Icons	agrif by Incofin IM	FAIRTRADE ACCESS FUND™	INCOFIN CVSO
1. People	✓	✓	✓
2. Water	✓	✓	✓
3. Energy		✓	
4. Education	✓		✓
5. Health	✓	✓	✓
6. Industry		✓	✓
7. Infrastructure			
8. Innovation	✓	✓	✓
9. Industry & Infrastructure	✓	✓	✓
10. Reduced Inequalities	✓	✓	✓
11. Sustainable Cities		✓	✓
12. Responsible Consumption	✓	✓	✓
13. Climate Action		✓	✗
14. Life Below Water			
15. Life on Land	✓	✓	✓
16. Peace, Justice & Strong Institutions		✓	

Mapping our investee's social mission against the SDGs (1)



To support MSME and farmers in realizing their business potential, reaching financial stability and elevating their living standards. Crystal is (...) offering transparent, innovative and fast financial solutions, tailored to the needs of customers, providing them with knowledge critical to their economic success.



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Mapping our investee's social mission against the SDGs (2)

	Crystal	Identified key indicators from CERISE SDGs tool	Method of data collection	Corresponding UN SDG
Who ... is the end customer	<ul style="list-style-type: none"> MSME clients Farmers 	<ul style="list-style-type: none"> #MSMEs clients # clients involved in farming 	<ul style="list-style-type: none"> Incofin social due diligence and monitoring tool 	<ul style="list-style-type: none"> Goal 9: Build resilient infrastructure.... 
What ... products and services are provided?	<ul style="list-style-type: none"> Loans, Remittances 	<ul style="list-style-type: none"> Portfolio split per product 	<ul style="list-style-type: none"> Incofin social due diligence and monitoring tool 	
How ...are the products and services provided?	<ul style="list-style-type: none"> Transparent, innovative Fast Providing knowledge 	<ul style="list-style-type: none"> % of clients who have an improved perception of satisfaction with respect to their economic situation # education programs/training courses offered 	<ul style="list-style-type: none"> Annual survey on 400 clients sample 	<ul style="list-style-type: none"> Goal 1: End poverty in all its forms everywhere  
Why ...do they do what they do?	<ul style="list-style-type: none"> Realizing their business potential, reaching financial stability and elevating their living standards. 	<p>% of clients (micro-businesses, SMEs, and rural businesses) who have witnessed an increase of their profit.</p> <p>% of agri clients who have improved their agricultural production (through acquisition of new machinery/ introduction of new crops / new methodologies such as irrigation system etc)</p>	<ul style="list-style-type: none"> Annual survey on 400 clients sample (Profit related questions will be added to the questionnaire) 	<p>Goal 1: End poverty in all its forms everywhere</p>  

Conclusion: Tracking impact does not happen by chance

- It is easy to align any impact claim to an SDG : let's be careful of "impact washing".
- At Incofin, we decided to not force the SDGs into our impact conversation with our investees, but rather use them as a useful framework to guide their impact work. We are at "baseline creation".
- We believe that the next steps for our industry are to use the SDGs as a framework to identify relevant outputs (and even outcomes) to not only report but to inform discussions among investors and investees about how they should adjust business strategies to achieve strong financial and impact performance.





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