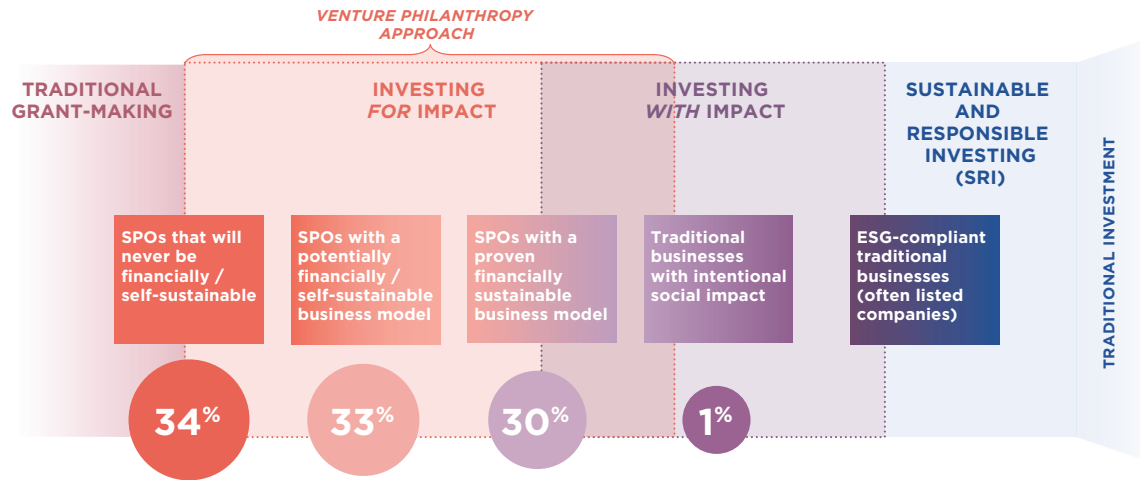
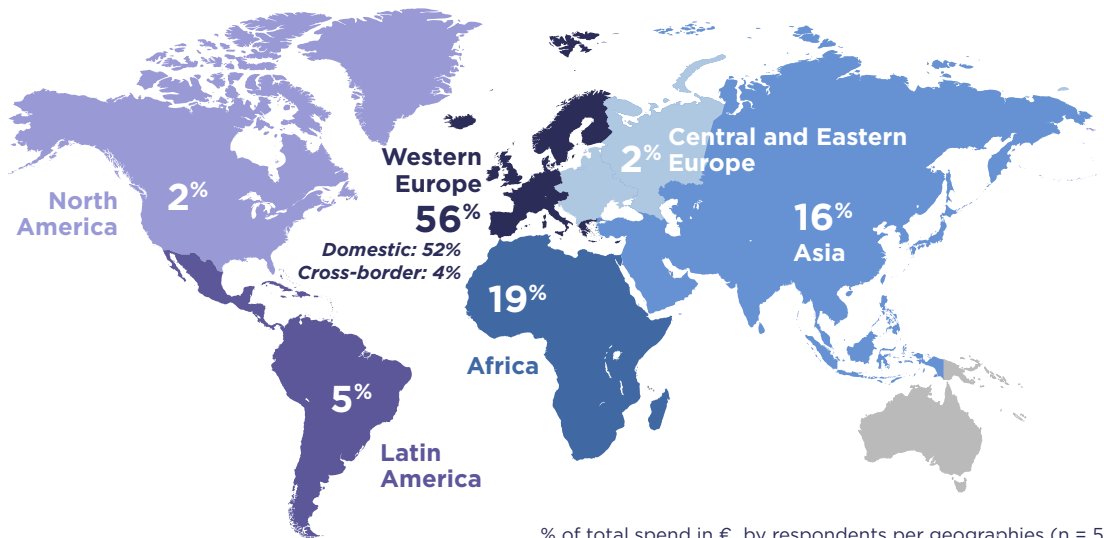


These investors *for impact* support social purpose organisations (SPOs) to **fulfil their potential** and **build track records worldwide...**



% of total spend in € by respondents per type of investee (n = 60), 2% of "others" not reported



% of total spend in € by respondents per geographies (n = 58)

... by providing **extensive non-financial support (NFS)**, with the majority of them **even before the investment** (63%).

The top **3 types of NFS** provided are:



% of respondents, multiple choice (n = 59)

... and the most common **ways to deliver NFS** are providing **coaching and mentoring** (88%) and **offering access to networks** (81%)

... by **measuring and managing social impact**, focussing on outcomes (88%), mostly to use the data collected to assess investees' progresses on impact (81%).

These investors *for impact* use **different IMM frameworks**:



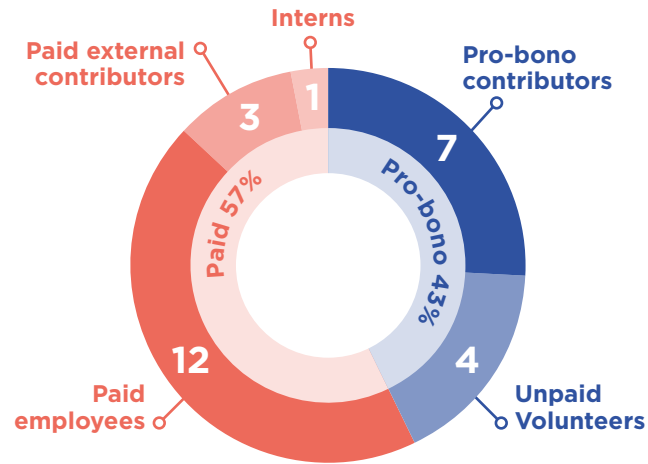
% of respondents, multiple choice (n = 59)

41% also measure **the risk of not achieving the expected impact.**

Foundations and engaged grant-makers support SPOs thanks to the **financial and non-financial resources** they have available:



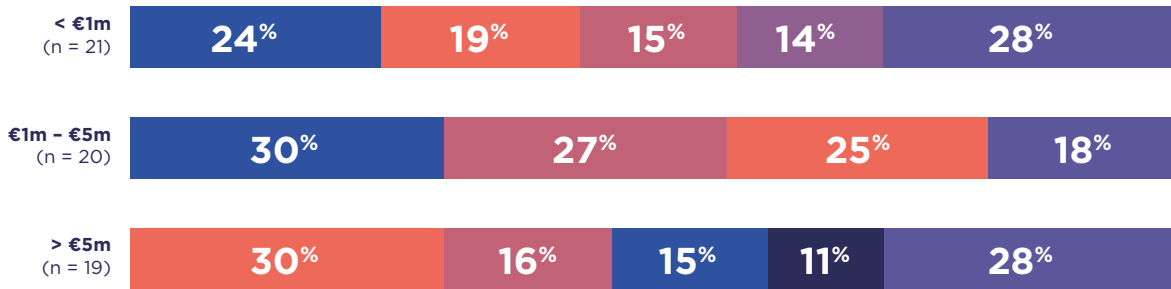
Average per respondent (n = 62 and n = 60)



Human resources distribution, average per respondent (n = 64)

These investors *for impact's* financial resources come from **different sources**:

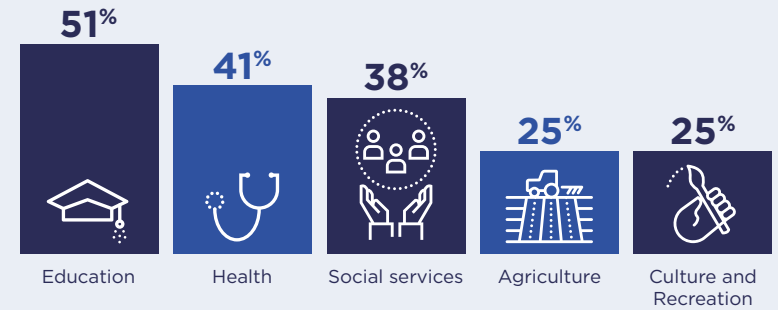
Budgets



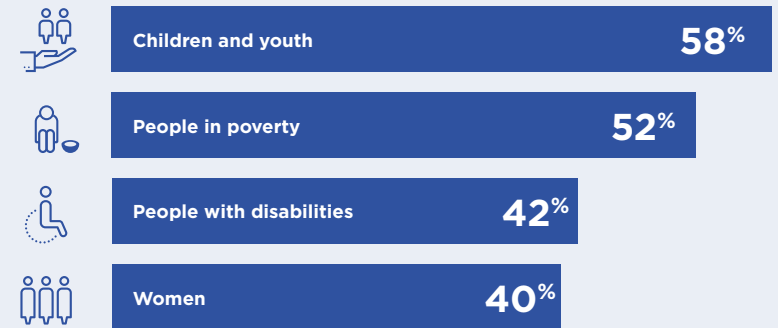
Individual donors and/or investors | Income from own endowment or trust | Corporations | External Foundations | Lotteries | Other

Distribution of total funding made available to respondents by source, and per type of budget category (n = 60)

... and they are channelled to support a **variety of sectors and final beneficiaries**, targeting different **SDGs**:



Top 5 sectors supported - % of respondents, multiple choice (n = 61)

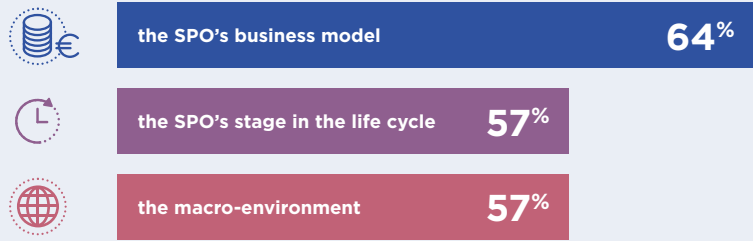


Top 4 beneficiaries supported - % of respondents, multiple choice (n = 65)



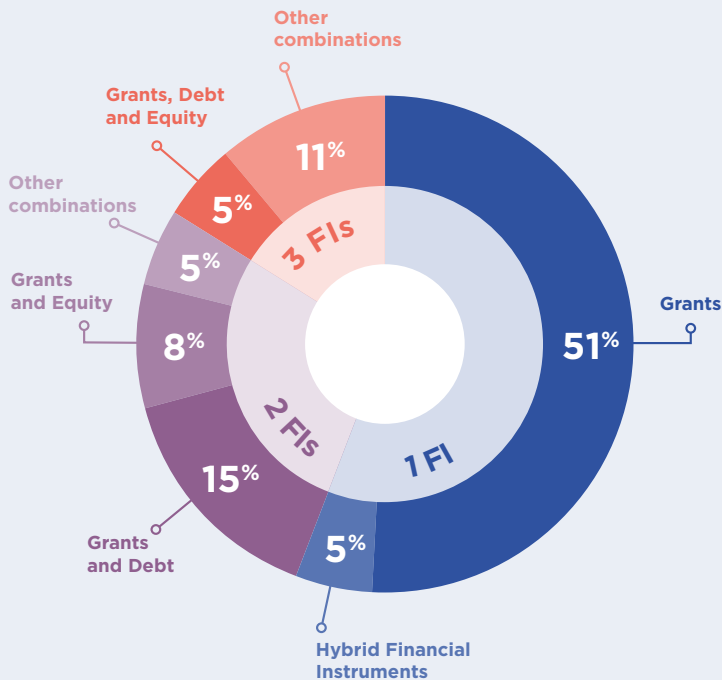
Top 5 SDGs targeted, % of respondents, multiple choice (n = 52)

Foundations and engaged grant-makers deploy €8.7m (n = 62) on average, **tailoring their financial support** to:



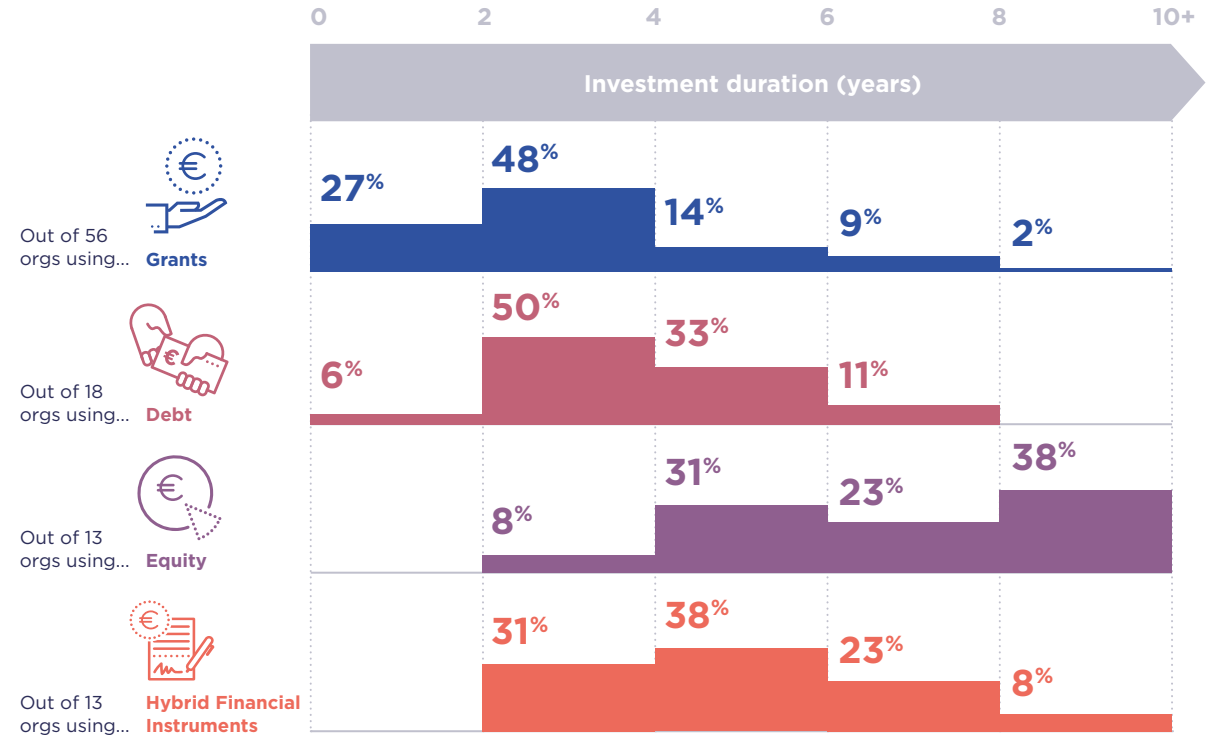
Top 3 elements to choose among different FIs - % of respondents, multiple choice (n = 28)

... and **44% deploy more than one** financial instrument (FI) to provide a better customised support:



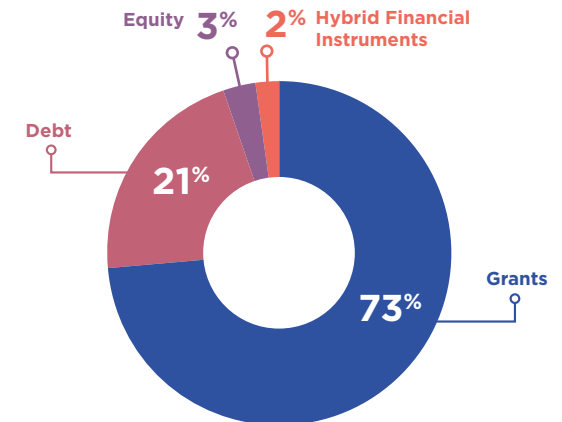
Combination of FIs used - % of respondents (n = 64)

One of the reasons why these investors *for impact* also use other financial instruments rather than grants is to **support SPOs for longer**:



Average investment duration distribution per financial Instrument - % of respondents

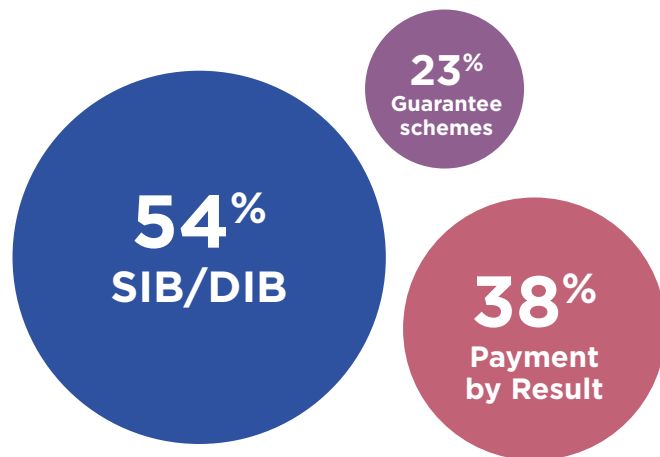
However, although they use different financial instruments, the majority of the resources are **deployed through grants**:



% of total spend in € by respondents per financial instrument (n = 61)
1% of "others" not reported

Foundations and engaged grant-makers work to **foster the mobilisation of resources** in the social impact ecosystem by **proactively enhancing collaboration**:

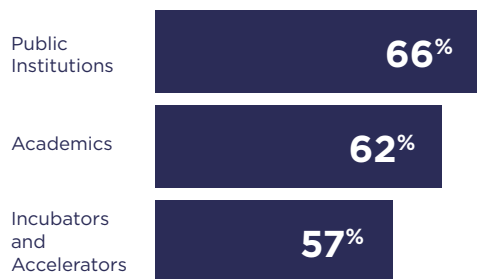
41% engaged in at least one hybrid financing mechanism, such Social Impact Bonds (SIBs) or Development Impact Bonds (DIBs).



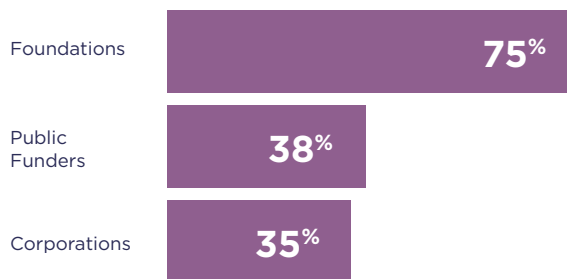
% of respondents, multiple choice (n = 26)

98% engaged in at least one form of collaboration with **a variety of different actors**:

Engaged grant-makers collaborate with..:



..and co-invest with:

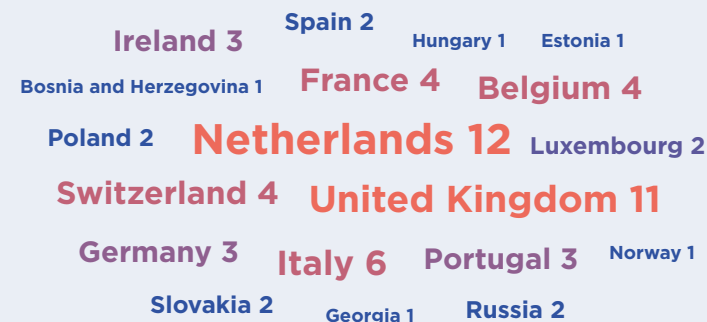


Top 3 categories of collaborators and co-investors, % of respondents, multiple choice (n = 65)

WHO ARE THESE INVESTORS FOR IMPACT?

- Organisations set up as **foundations**, deploying grants and/or other financial instruments
- **Engaged grant-makers**: organisations deploying grants for at least 60% of their total investment

Respondents by country (n = 65)



% of respondents (n = 65)

