

Citi Impact Fund

Investing our Capital in High Impact Community Solutions

Our Strategy

The Citi Impact Fund is a \$500 million “double-bottom line” fund making direct equity investments, from Citi’s balance sheet, in U.S.-based companies that are developing innovative solutions to address some of society’s most pressing challenges.

- Company Stage: Seed to pre-IPO (with a focus on Series A-C)
- Check Size: \$1MM-\$10MM
- Role: Co-invest alongside other investors
- Ownership: Limited to 4.99% voting shares
- Impact: Alignment with one of four focus areas



Financial
Resilience



Future
of Work



Social
Infrastructure



Climate
Resilience

What We Look For

Companies **solving critical issues** for underserved communities

Demonstrated **proof of concept & revenue traction**

Innovative & differentiated, with a defensible market position

Scalable with quantifiable market potential

Strong, experienced management team, with advisor network

Our Value-Add

The Citi Impact Fund leverages the full weight of Citi’s capabilities and expertise to provide differentiated value-add to help our portfolio companies scale and grow. Key areas of our support for portfolio companies include:

Access to Banking Solutions

Provide core banking services, introductions to potential investors, and guidance on transactions for companies exploring M&A or an IPO

Networking Power & Knowledge Sharing

Leverage Citi’s events platform to convene portfolio companies, Citi leaders and venture stakeholders, and host webinars with Citi experts

Curated Strategic Support

Facilitate targeted introductions to senior decision makers at Citi to assess potential for pilots and commercialization

Our Investment Process

Initial Diligence

Initial meeting to assess fit with fund mandate, strategy, and investment parameters

Pitch

Company pitch to CIF team and managing directors to obtain approval to conduct full due diligence

Risk Review

CIF team meets with Citi’s internal risk and control functions; deals of a certain size may require multiple meetings

Final Approval & Close

Formal investment approval provided by all risk and control functions and completion of legal documentation; funding by Citi

Portfolio Management & Support

Ongoing engagement and delivery of financial reporting, including business and impact KPIs; generally, a board observer role; explore value-add opportunities

What to Expect

We will request the following information (not an exhaustive list):

- Solution and Product Overview
- Management Experience and Backgrounds
- Competitive Landscape
- Customer and Supplier Data
- Historical and Projected Financial Performance
- Business Plan and Strategy/Board Presentation
- Fundraising Plan and Other Investors