

# Citi Impact Fund

Investing in Change-Makers and a More Equitable and Sustainable Future

## 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 verticals



Financial  
Resilience



Future  
of Work



Social  
Infrastructure



Climate  
Resilience

## What We Look For

Companies **solving critical issues** for underserved communities

**Scalable** with quantifiable market potential

Demonstrated **proof of concept & revenue traction**

**Strong, experienced** management team, with advisor network

**Innovative & differentiated**, with a defensible market position

We seek opportunities to invest in **diverse & inclusive teams**

## Our Value-Add

The Citi Impact Fund leverages the full scale 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:

### Fast Track to Banking Solutions

Provide 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