Global non-profit organization whose mission is to improve lives in lasting ways by advancing integrated, locally driven solutions.
A deep history and expertise in research underlies FHI 360’s evidence-based approach.

Our tagline - *The Science of Improving Lives* - underscores our long history of placing evidence and research at the center of our work.
We engage with a wide range of funders and partners to create jobs, educate children, provide lifesaving health care and create positive social change.
FHI360 has a strong track record of launching, investing, and realizing both financial/social returns.

1980s
- Invested ~$300K to create Clinical Research International (CRI) and becomes first multi-national, full-service clinical research organization

1990s
- Established FHI Foundation with $20M endowment from sale of CRI
- Acquired PharmaLink (Novella Clinical)

2000s
- Acquired AED to form FHI360
- Established an internal seed investment/incubator program: Catalyst Fund
- Developed contraceptive innovations, e.g. biodegradable contraceptive implants

2018
- Launch FHI Ventures

During this period, our initial financial investment led to a return of 20x
FHI 360 is launching FHI Ventures, **Social Enterprise Facilitator (SEF)**, as a separate entity under the FHI 360 family.

**Our target**
- Post-prototype enterprise
- Early-revenue enterprise
- A potential for social impact

**What we do**
- A six month program with **blended delivery** model with customized curriculums
- A focus on **technical know-how** and **market testing**
- **Investment capital** into enterprise
We believe that investing in entrepreneurs in the pioneer gap, they can scale and sustain their business and catalyze social benefits over time.

**OUR SOCIAL IMPACT THESIS**

- **Support global entrepreneurs to achieve financial returns and gain technical and business know-how**
- **Provide financial and social capital to enterprises to grow profitable businesses or products and services**
- **Expand profitable business offerings, customer base, and improvements to livelihoods**
- **Drive job creation and economic development for local communities**
There is misalignment challenges in the present accelerator landscape

No one-size fits all and there is a lack of opportunity to market and product test

“I'm confident with my business plan but I just don't have access to the market”

“I’ve done multiple accelerators, I just need capital”

“I know tech, I don’t know public health”

“I need time to work on my own venture (not on trainings)”

Source: Team interviews with enterprises
FHI Ventures aims to advance innovative solutions through our distinct approach

- **Global Platform** for market- and product-testing and access to distribution network
- **FHI Foundation** to attract future co-investments from peer organizations
- **Customized Curriculum** focused on the specific needs of our social enterprises
- **Impact Measurement** identification and development
- **Technical & Sector Expertise** in global health, education, and economic development
Our global platform allows enterprises to market-test and access our distribution network

**4800+** Employees (including global technical experts) across the world

**250+** Partnerships in the past 5 years

We work in **90+** sub-sectors

Operates in **60+** countries
We leverage the FHI Foundation to attract future co-investment among peers

FHI Foundation was established in 1990 from the proceeds of the sale of Clinical Research International (CRI) to further the development mission of FHI 360.

- Stimulating new ideas and incentivizing innovations in low resource settings
- Ground-breaking work in HIV and AIDS
- Integrating the management and response of services, particularly in fragile, frontier, and emerging markets
Our technical expertise spans from global health, education to economic development

- Contraceptive Tech-Innovation: Bio-degradable, low-cost, & effective implants
- HIV services scaled up during a crisis in Nigeria
- App makes every school day count in Tanzania
- From education to employment: Bridging the gap in LatAm
Impact Measurement Identification and Development

We measure impact through our deep sector expertise and standardized monitoring & evaluation methodologies.
FHI Ventures Curriculum

Our tailored curriculum aligns our core capability to specific needs of each enterprise and complements it with consultative support from experts.

Core modules and tailored electives modules

80% virtual delivery combined with in-person expert-level support

Focus on product-market test with subject matter experts guidance on the ground

ILLUSTRATIVE

**CORE MODULES**
- Business Plan Refinement
- Business Development & Fundraising
- Social Impact Measurement

**Tailored Elective Modules**
- Marketing strategy
- Market entry strategy
- Product testing

Med-tech prototype stage
to enterprise

Fin-tech post-revenue
to enterprise

Edu-tech prototype
to stage enterprise

Coach

Mentor

Field

Forum 1

Field

Forum 2

Field

Forum 3
## Proposed Curriculum Offerings to leverage Mentors and Coaches

<table>
<thead>
<tr>
<th>Modules</th>
<th>Topics or skills in focus</th>
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</table>
| 1 **Business Plan Refinement** | • Review & exchange of business plan  
• Refining business model |
| 2 **Capital Raising and Pitch Development** | • Leveraging Duke CASE Smart Impact Capital™  
• Valuation  
• Developing pitch & impact narrative |
| 3 **Measuring Social Impact and Business Performance** | • Defining an impact target  
• Identifying key social and business performance metrics  
• Lean impact data measurement |
| 4 **New Market Entry Strategy** | • Go-to-Market entry strategy  
• Product positioning |
There is a large opportunity in select markets

Tier 1: Locations where FHI360 currently has strong platforms and networks (2018)

- Durham, USA
  - $45.9B AUM in N.A.
  - 74.7 startup per 1,000 firm population in NC
  - 440+ FHI employees in NC
  - >$82M FHI projects in US*

- Amman, Jordan
  - $1.8B AUM in MENA
  - >10k SMEs in Jordan (93% of firms)
  - 100+ FHI employees in Jordan
  - >$80M FHI projects in Jordan*

- Lagos, Nigeria
  - $1.9B impact investment
  - 3 million micro enterprises in Lagos
  - 690+ FHI employees in Nigeria
  - >$478M FHI projects in Nigeria*

- Johannesburg, South Africa
  - $14.7B international impact investment
  - 36% contribution of SME to GDP
  - 140+ FHI employees in SA
  - >$55M FHI projects in SA*

- Bangkok, Thailand
  - $2.96B AUM in SEA
  - 2.7M SMEs in Thailand
  - 90+ FHI employees in Thailand
  - >$199M FHI projects in Thailand*

- Bangalore & Hyderabad, India
  - $1.6B impact investment (2014)
  - >236 impact enterprises in and around Hyderabad & Bangalore
  - 50+ FHI employees in India
  - >$5M FHI projects in India*

Tier 2: Existing country level presence but not where entrepreneurial activity is high or growing (2019)

- Nairobi, Kenya
  - $11.1B AUM in SSA
  - 1.56M licensed MSMEs in Kenya
  - 200+ FHI employees in Kenya
  - >$151M FHI projects in Kenya*

- Amman, Jordan
  - $1.8B AUM in MENA
  - >10k SMEs in Jordan (93% of firms)
  - 100+ FHI employees in Jordan
  - >$80M FHI projects in Jordan*

- Johannesburg, South Africa
  - $14.7B international impact investment
  - 36% contribution of SME to GDP
  - 140+ FHI employees in SA
  - >$55M FHI projects in SA*

- Bangkok, Thailand
  - $2.96B AUM in SEA
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  - 90+ FHI employees in Thailand
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  - >$5M FHI projects in India*

Total: ~$80B AUM of Impact Investing in FHI Ventures target markets

*Excludes multi country projects
Source: GIIN 2017 Impact Investing Trends, FHI360 CER Report
We thrive to deliver both financial returns and sustainable social impact target

**1.2-1.3x** targeted return rate over investment period

Large span and reach of impact in each sector*

**IMPACT METRICS TRACKED INCLUDE:**

- The number of clients of our enterprises, including those who are poor or very poor
- Number of people employed by the enterprise
- SDGs being impacted by the enterprises

**FINANCIAL METRICS TRACKED INCLUDE:**

- Annual revenue
- Net Cash Flow Total
- New investment capital

*Sector specific metrics available*
FHI Ventures investment criteria includes the following:

1. **Stage of company**: prototype & pre/early-revenue

2. **Sector alignment**: health, education, economic Development, technology

3. **Geographic focus**: Businesses needs to already be incorporated in the markets they wish to scale/serve in

4. **Willingness to accept minority equity stake**

5. **Entrepreneur/management team**: demonstrate strong domain expertise and the ability to succeed

6. **Competitive positioning**: ability to capture significant market share

7. **Potential impact to the SDGs**
   - 1: No Poverty
   - 2: Zero Hunger
   - 3: Good Health and Well-being
   - 4: Quality Education
   - 5: Gender Equality
   - 6: Clean Water and Sanitation
   - 8: Decent Work and Economic Growth
   - 10: Reduced Inequality
   - 16: Peace, Justice, and Strong Institutions
   - 17: Partnerships for the Goals
FHI Ventures looks forward to supporting entrepreneurial growth and local solutions.

- **2018**
  - Launch Cohort 1 CY18 H1
  - Launch Cohort 2 CY18 H2

- **2019**
  - Launch Cohorts 3 & 4 CY19

- **2020**
  - Launch Fund
We will continue to accelerate innovations in health within FHI 360...

**Wearable Device**
Physical activity monitoring wearable device for adults with hypertension in Ghana

**Non-Hormonal Male Contraceptive**
Evaluate a novel non-hormonal male contraceptive made from extract of a local plant in Indonesia

**Microneedle Patches**
Research how microneedle patches can deliver contraceptive hormones to women

**UAV (Drone)**
Examine the acceptability and feasibility of using UAV to solve development challenges
... and through FHI Ventures facilitate innovations from the ground

- Healthcare solutions to **newborns** in low-resource settings, specifically a **wearable vital signs monitor**
- Drives **adherence** to HIV preventative drug with patient-friendly, fast and affordable **urine test**
- Democratizing **malaria testing** in the hands of patients through **urine based test**
- Integrated **water quality monitoring** solution through remote sensing technology in rural infrastructure
- Offers modern container-based toilets that **transform human waste into reusable fuel**
Collaboration Opportunities

- Join as mentors or coaches
- Investment partner & share deal pipeline
- Support curriculum design and delivery

Value Proposition

- Access to innovative global social enterprises
- Access to FHI360 brand to increase reach and impact in target markets
- Support with measuring social outcomes from programming
Contact Information

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