



Key Dates

- Deadline for application:
APRIL 30, 2016
- To apply:
<http://capria.vc/apply>

Capria Accelerator Highlights

- **Catalyze early-stage funding ecosystems** with a goal of accelerating fund teams.
- **Led by founders of Unitus Seed Fund**, leading impact seed fund in India, and a fund formation expert.
- **Backed by Unitus Group** -- successfully accelerated 3 impact funds and 1 investment bank.
- **Lack of seed-stage capital** is holding back promising, profitable and impactful businesses, particularly in emerging markets.
- **Majority of impact investors** prefer deals that are partially de-risked and capital continues to **gravitate downstream**.
- More than **600 accelerator programs exist** to support entrepreneurs, creating ever-increasing supply of startups looking for seed capital.
- **New fund managers** looking to address funding gap face many barriers in raising an initial fund.
- Primary focus on **fund managers based in South Asia, Southeast Asia, Sub-Saharan Africa & Latin America**.

First Global Business Accelerator for Impact Investment Funds. Capria Accelerator provides capital, tools, training, technical know-how, fundraising support, investment support, and opportunities for peer learning to new impact fund managers. Capria is scaling Unitus Group's past acceleration activities which have been responsible for successfully launching three venture firms and an investment bank that have collectively raised over \$1.2B in capital for businesses serving large low-income populations.

World-Class Process and Support. Capria Accelerator will work with entrepreneurial, locally based fund management teams as they seek to launch their impact fund. After selection, fund managers will begin to source deals and will be invited to a 4-week in-person Intensive taking place in Seattle. The Intensive will focus on all aspects of fund management beginning with building a strong foundation, help fund managers prepare to get to first close and end with a "Fund Managers Forum" where fund managers can present to a mix of local and international impact investors. Fund managers will have the opportunity to interact and learn from the Capria team as well as more than a dozen mentors and investing experts. Following the Intensive, strategic support will be provided along with tools and capital to accelerate the fund formation process. We will invest up to \$300,000 in the most promising fund management teams and invite them to join the Capria network.

Leadership Team. Based in Seattle, Capria's Managing Partners are Will Poole, Dave Richards, and David Riley who have deep experience as startup and scale-up operators, investors in early-stage low-income and technology sectors, and creating venture funds worldwide. Dave Richards helped build Unitus Group since 2005 and co-founded Unitus Seed Fund, a leading early-stage \$23M fund in India. Will sold his ecommerce company to Microsoft, ran their \$13B global Windows business and co-founded Unitus Seed Fund. David Riley's clients have raised, invested or managed capital well in excess of \$100 billion across the United States and worldwide. Jack Knellinger, a Principal, has over a decade of experience as a social innovator launching and leading new ventures across multiple sectors and geographies.

Skills & Qualifications. Capria expects new fund managers to come from a variety of backgrounds but previous investing experience in some form is required. At a minimum, the new fund manager has already started to formulate an investment thesis, evaluate an appropriate structure and solicit feedback from stakeholders.

Projections. Capria Accelerator expects to accelerate 30-40 first-time fund manager teams over 3 years. We expect at least 10 of these teams to each raise an average of \$10M for their first impact fund (and more in subsequent funds) by mobilizing a significant amount of local capital. Each of these initial funds will invest risk capital in approximately 10 -25 small and fast-growing local businesses, mostly in emerging markets.