

IMPACT REPORT 2018

Drive smart capital for
sustainable endeavors



Fellow Changemaker,

Thank you for helping us push forward the global impact economy in 2018. In this annual report, we are proud to detail the social and environmental performance of Logos Capital distinct investment strategies.

To better define “impact” and to qualify investments accordingly, Logos Capital relies on its own internal Impact Frameworks as well as the United Nations’ Sustainable Development Goals that provide an excellent opportunity for us to showcase how underlying investments are contributing to the World’s urgent agenda for social, economic and environmental sustainability.

Logos Capital started its “impact focused” Development Division in 2011 after a trip to the MIT Sustainability Summit to help fund and commercialize Sustainable Technologies for the world’s most pressing problems.

Taking a long-term and hands-on approach to partnership, Logos Capital catalyzes and accelerates impactful enterprises via global business development, mergers & acquisitions, investment and joint venture in public and private sectors.

To summarize, success metrics for the last 36 months include growing from a two person team into a 35 person multinational operation, identifying and funding many firms in emerging markets and Miami, sourcing more than \$3B in impact opportunities, of which \$305,000,000 of capital has already been sourced; setting off a ripple effect of improvement in hundreds of thousands of lives.

We appreciate that you share our passion on values, and help us drive capital into sustainable endeavors. On behalf of 7 Billion people, thank you for all you do!

Best regards,
Silvio F. Pupo | CEO

Principles



Vision

To be the most respected and referred financial consulting, business development and private equity company

Mission

To drive global changes by creating sustainable ecosystems with a positive social, economic and environmental impact in world communities

Values

Partnership | Integrity |
Innovations Passion | Trust |
Responsibility

Executive Summary

A global business development, financial consulting and private equity firm focused on impact investing in U.S. | Latin America | Africa | the Caribbean | Asia

OVERVIEW

Logos Capital started its “impact focused” Investment Banking Division in 2011 after a trip to the MIT Sustainability Summit to help fund and commercialize *Sustainable Technologies* for our worlds most pressing problems.

Today, Logos Capital has a team of 30+ people in partnership with award winning Young America Capital to handle all of LC’s U.S. transaction in a fully compliant way.

Taking a long-term and hands-on approach to partnership, Logos Capital catalyzes and accelerates impactful enterprises via global business development, mergers & acquisitions, investment and joint venture in public and private sectors.

WHAT MAKES US DIFFERENT

- convenes global networks of institutional investors with the expressed goal of mainstreaming impact investing
- assists companies and funds to raise capital from mission-aligned institutional investors
- has intimate understanding of both emerging markets as well as mature economies
- supports portfolio companies with an unique infrastructure that provides access to a fortune 500 network, flexible capital and skills development
- advances the field of impact investing globally through education and leadership
- sits on multiple non-profit boards across Central and Latin America, bringing their passion and partnership to a variety of great causes

INDUSTRY SPECIALISTS

- Consumer & Retail
- Renewable Energy
- Financial Services & Fintech
- Agriculture & AgTech
- Healthcare & Life Sciences
- Industrials
- Legal Cannabis
- Real Estate
- Technology, Media & Telecom
- Infrastructure
- Blockchain
- Supply Chain & Logistics
- Hospitality
- Impact Investing
- Manufacturing
- VR / AR

SERVICES

- Mergers & Acquisitions
- Private Equity
- Financial and Strategic Advisory: Enterprises/ Funds/Infrastructure
- Procurement
- Restructurings
- Business Development /Energy, Infrastructure, Real Estate/
- Government Bidding
- Management Consulting
- Consortium Building
- WMBE Sourcing
- Export Finance
- Tech Transfer

CONNECT CAPITAL AND COMPANIES

Logos Capital holds ENVIRONMENTAL, SOCIAL, AND GOVERNANCE STANDARDS in high regards and seeks to invest in companies at, or close to bankable stage, with EBITDA between \$2-25 MM USD, assets that can be pledged, recurring medium-to-long-term cash flows and, above all else, a positive impact on local communities. Particular interests for companies in the supply chain of energy, water, telecom or healthcare utilities with international expansion potential.

STRUCTURE DEALS AND BUSINESSES

Logos Capital ASSISTS IMPACT AND SUSTAINABLE business owners, entrepreneurs, funds in the whole or partial sale of a business without compromising mission and in seeking mission-aligned growth capital.

IMPLEMENT TECHNOLOGY SOLUTIONS

Logos Capital partner with top research institutions – Stanford, MIT, FIU, UM, UF, UCF. Also, partner with the GOVERNMENT BLOCKCHAIN ASSOCIATION to promote blockchain related solutions by working with governments to help solve challenges and to meet missions to better serve citizens. Logos Capital is establishing long-term partnerships with minority organizations like the Hispanic Heritage Foundation and the American Association of Blacks in Energy to help their members access capital and corporate opportunities in workforce and supplier diversity.

How We Measure Impact

Sustainable Development



Logos Capital was among the first investment firms to track its investments' contributions to the Sustainable Development Goals (SDGs). We examine specific impact indicators suggested by the UN and perform a granular examination of how business activities (or government activities) from the strategy's underlying investments can contribute to specific SDGs.



The SDGs are part of a breakthrough global agreement called the 2030 Agenda, adopted at the United Nations on Sept 25, 2015.

Long-term Target Impact Outcomes

IMPACT OUTCOME	DEFINITION
Sustainability	<ul style="list-style-type: none"> › Investing in environmental infrastructure and natural assets that promote resource optimization and the conservation of limited natural resources that can be managed by local communities › Satisfying essential human and ecological needs amidst growing demand for natural resources, food, energy and urbanization alongside an ever-increasing global population
Efficiency	<ul style="list-style-type: none"> › Investing in the infrastructure, technologies and services that optimize the use of limited natural resources and that are created, owned and managed at the community level › Meeting the growing demand for energy and natural resources while continually decreasing the impact and footprint of the use of these resources
Renewability	<ul style="list-style-type: none"> › Expanding availability of locally-managed, distributed renewable energy sources as part of the growing global demand for electricity and related infrastructure, particularly in emerging market economies, where demand will be greatest › Increasing the use of recycled and repurposed materials and resources to reduce waste and require fewer raw materials for production
Restoration	<ul style="list-style-type: none"> › Protecting land and water resources from the pressures of population growth and urbanization, and retaining sustainable land use practices for local communities › Increasing the global stock of natural ecosystems that provide vital ecosystem services for the climate and for current and future generations

Impact Summary

INVESTMENT SECTOR	CORE IMPACT INDICATORS	SUPPLEMENTAL IMPACT INDICATORS
CLEAN ENERGY	<ul style="list-style-type: none"> › MWh generated through renewable sources › GHG offsets through renewable production (tons) › Geographic location and type of renewable energy source 	<ul style="list-style-type: none"> › Number of people with access to clean power › Clean power beneficiaries, by income strata or geographic region
SUSTAINABLE AGRICULTURE	<ul style="list-style-type: none"> › Total sustainable cultivated area › Units/Volume of sustainable agricultural products sold › Total payments made to smallholder suppliers 	<ul style="list-style-type: none"> › Number of communities served › Number of permanent employees › Revenue generated at supported enterprises
ENVIRONMENTAL INFRASTRUCTURE	<ul style="list-style-type: none"> › Total reduction in GHG emissions (CO₂e) › Clean power generated (MWh) › Amount of waste diverted from landfill › Wastewater treated and water production capacity 	<ul style="list-style-type: none"> › Jobs created by supported enterprises › Toxic emissions reduction
GREEN REAL ESTATE	<ul style="list-style-type: none"> › Energy saved/conserved (KWh) via property improvements › Total area with energy efficiency improvements (m²) › Percent of property with sustainable certification 	<ul style="list-style-type: none"> › Percent of properties located in low-income geographies/census tracts, or providing services to disadvantaged populations (e.g. elderly, low-income)
HIGH-IMPACT TECHNOLOGY	<ul style="list-style-type: none"> › Number of communities served › Number of people with access › Revenue generated at supported enterprises 	



“Our clients care that their money is funding projects that positively benefit the universe and their personal values. We are friends and colleagues who share ideas and collaborate with one another to benefit the bigger whole.”

*--Silvio F. Pupo
CEO Logos Capital*

Impact Portfolio Growth

RENEWABLE
ENERGY



BLOCKCHAIN
/AI /CRYPTO



SUSTAINABLE AGRICULTURE



FINTECH



HIGH-IMPACT
TECHNOLOGY



BIOMEDICINE



Local Impact

Entrepreneurial Ecosystem

We dedicate to leveraging our capabilities to flourish Florida's entrepreneurial ecosystem with greater access to talent, tech and capital.

ACCESS TO
SMART
CAPITAL

working on a **\$50M** raise for a Florida focused Venture-Capital Fund which will be dedicated to making early stage investments throughout the state.

MONTHLY
BLOCKCHAIN
MEETUPS

co-founded the Miami Chapter for the non-profit Global Government Blockchain Association ([GBA Global](#)) to sponsor educational meetups and certification courses in Miami monthly in *an effort to catalyze Miami as a blockchain hub.*

CRYPTO

Further into decentralized technology, 2018 has been very active for us with cryptocurrencies, Initial Coin Offerings (ICO's), Securitized Token Offerings (STO's) and FIAT raises into dedicated blockchain funds

FREE
STARTUP
SCORECARDS

working with the first Florida company to receive an Ethereum money transmitter license from the Office of Financial Regulation, [MERCURY CASH](#) on their \$25M raise as well as a \$10M raise for Harvard Innovation Lab's, [EXPERCOIN](#), *an Education focused Blockchain/AI enabled startup*

launched our AI-based platform for entrepreneurs and investors *to syndicate deals, track performance, submit business plans with the intention to receive an instant scorecard assessment* and support from our impact ecosystem

Global Impact [Case Studies]

Renewable Energy

Logos Capital is orchestrating a rollup across Latin America and the Caribbean to create the largest solar company in the area starting with Central America based, [TECNOSOL](#).

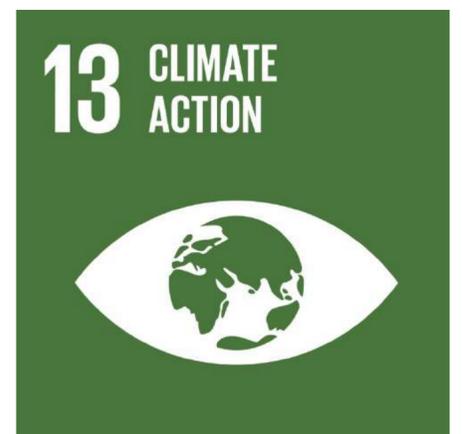
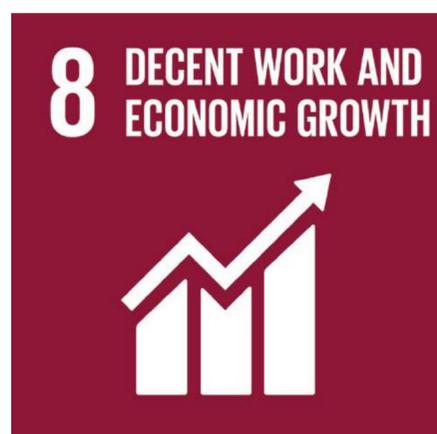
This international award winning company has focused on renewable energy for over 20 years and is scaling its replicable business model throughout Central America, the Caribbean, and the Pacific Alliance. It specializes in designing, marketing, installing, and maintaining solar systems in urban (on-grid) as well as rural remote (off-grid) areas, which have positively impacted impoverished communities for decades. The current capital raise will allow debt consolidation, lease financing, growth, and working capital.

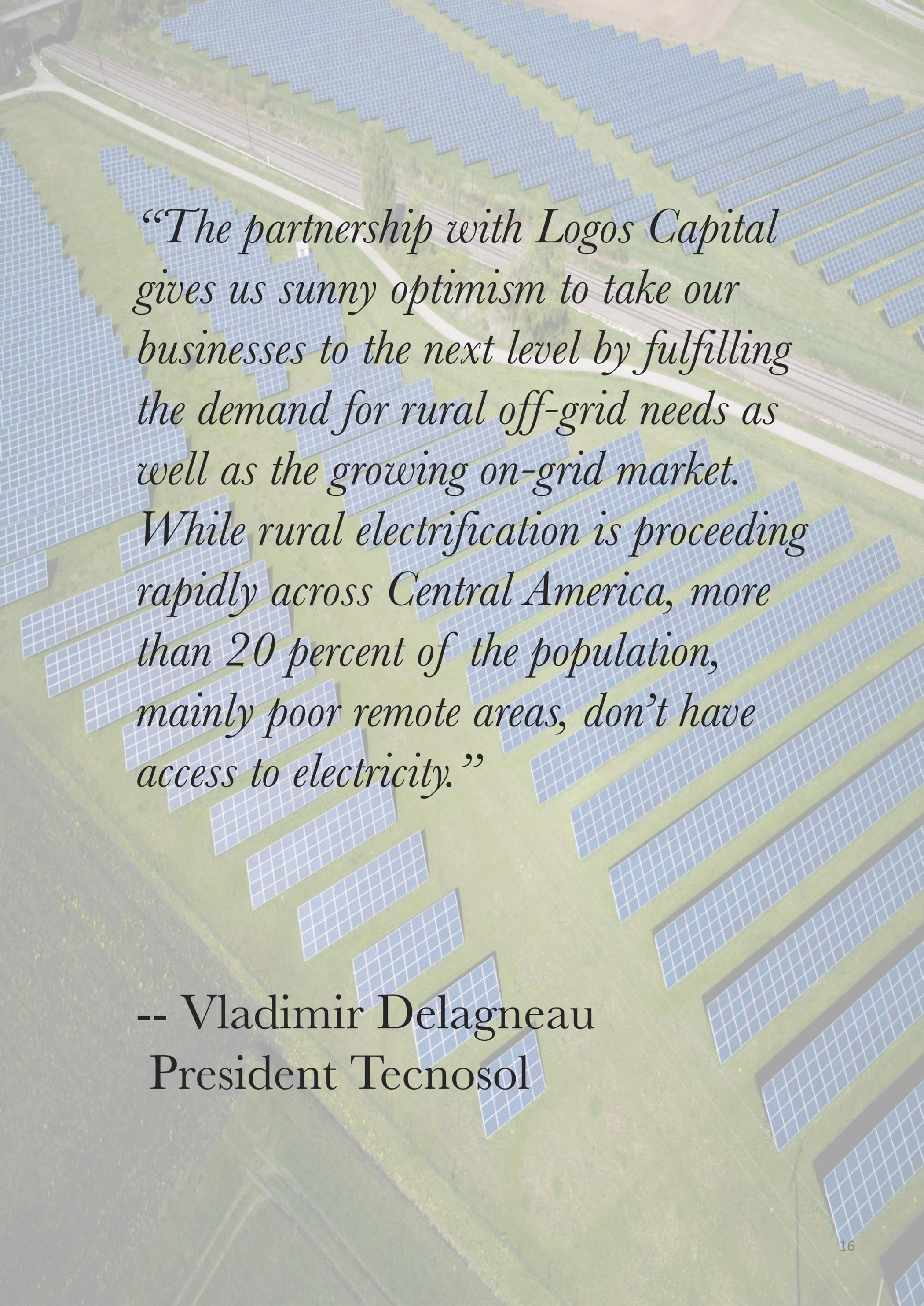
SOCIAL AND ENVIRONMENTAL IMPACT:



- **150,000 families** across Central America got access to electricity and clean water.
 - **750,000 people** improved their standard of living.
 - Protected environmental resources by **300,000 reduction** the use of oil lamps, kerosene, and hydrocarbon fuels,
- annually: saving **\$11.5 million** in avoided kerosene purchases
- Brought solutions to build resilient energy to critical sectors: health, education, communications, technology, etc.
 - Increasing awareness of clean energy and efficiency in our communities.

Goal: install 1,000,000 residential solar systems within 10 years.





“The partnership with Logos Capital gives us sunny optimism to take our businesses to the next level by fulfilling the demand for rural off-grid needs as well as the growing on-grid market.

While rural electrification is proceeding rapidly across Central America, more than 20 percent of the population, mainly poor remote areas, don't have access to electricity.”

-- Vladimir Delagneau
President Tecnosol

High-Impact Technology

In Emergency Response Management, and to address the recent school shootings locally, we are actively raising capital for an app designed to protect kids and adults at schools and in public places from the Fort Lauderdale based company, [TOTALITY](#).

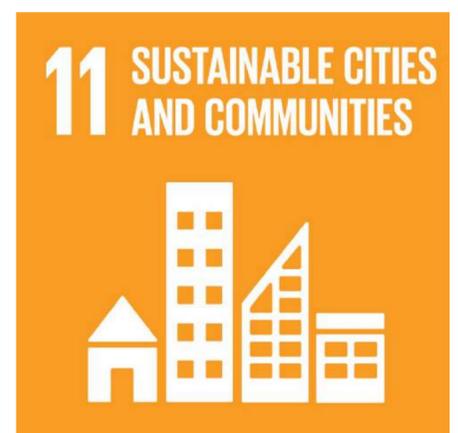


- TOTALITY™ platform addresses the broad threats facing colleges, institutions, events and corporations globally and completely transforms the standard approach to keeping us safe.
- Online emergency preparedness, crowdsourced intelligence, mobile communications.
- The system provides the best real-time safety decision support tools around.

\$3MM target raise; Target: 3% of total market reach by EOY 2020

> 1,483 schools adopted.

> 407,825 students safer now.



Sustainable Agriculture

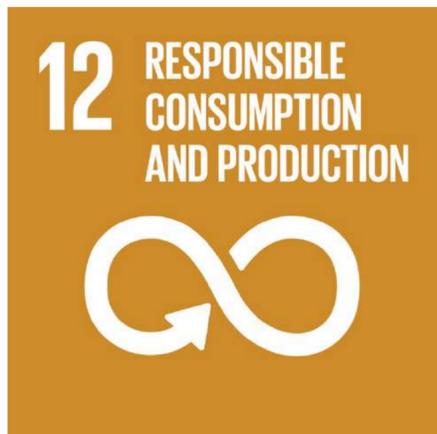
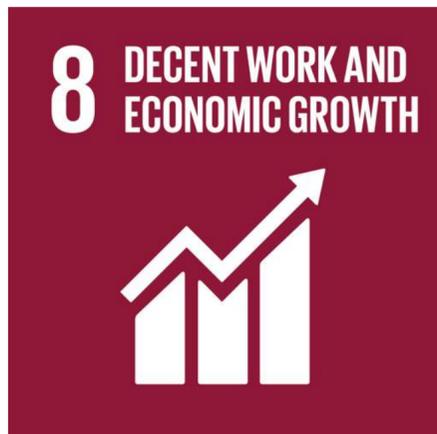
Logos Capital worked diligently with [Belize Sustainable Agriculture, BELIZEAG](#), on their asset backed raise for working and growth capital and are actively looking at deals in aquaculture, reforestation and farming in many markets from Chile to the Congo.

Belize Sustainable Agriculture Ltd. is a wholly owned subsidiary of Caribbean Sustainable Agriculture Ltd., created to manage and develop farmland throughout Belize, maintain and operate farming equipment, as well as farm and process crops. BSA is expanding rapidly and is hiring expert farming, crop handling, servicing and managerial talent to support the Company's activity in Belize.



A fundamental component of this policy must be to ensure that local pay scales begin at a substantial (25%+) premium to local pay scales and provide opportunities for substantial pay increases based on increased skill developments:

- Entry level wages that CSA **30% above** the prevailing agricultural wages.
- Skill based wages that rise to 500% above prevailing agricultural wages.
- Rigorous payment of overtime wages, which vary from 150% **to 200%** of regular wages
- Free Health and Life Insurance, with all deductibles and co-pays for lower wage employees covered by the company.
- 95% of the workforce being local Belizean /Guatemalan nationals, almost 40% of the firm's workforce being female (**40% of managers are female**), and some 60% of the workforce being non-white. CSA has also provided opportunities *for women in agriculture sectors which are traditionally male dominated.*
- Land Metric for Sustainable Agriculture: 1986 Ha (4,905 acres) total size.



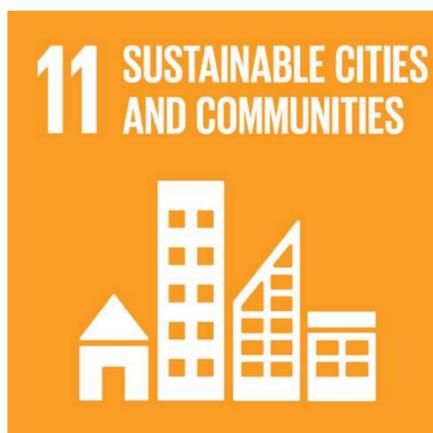
Fintech

Supported VISA launch the first 100% digital loyalty platform in Latin America and the Caribbean by supporting, [IATAI](#), now known as Novae, a San Francisco and Miami based company.



Enterprises specializes in making mobile transactions, communications and other interactions between merchants and consumers quicker and easier across platforms. The team launched their new mobile transactional platform: “allegra”. This is *onepocket* innovative payment method that allows to pay with Visa Checkout in combinations with reward points, and opens a world of opportunities with handy mCard. The first intelligent and universal mobile card.

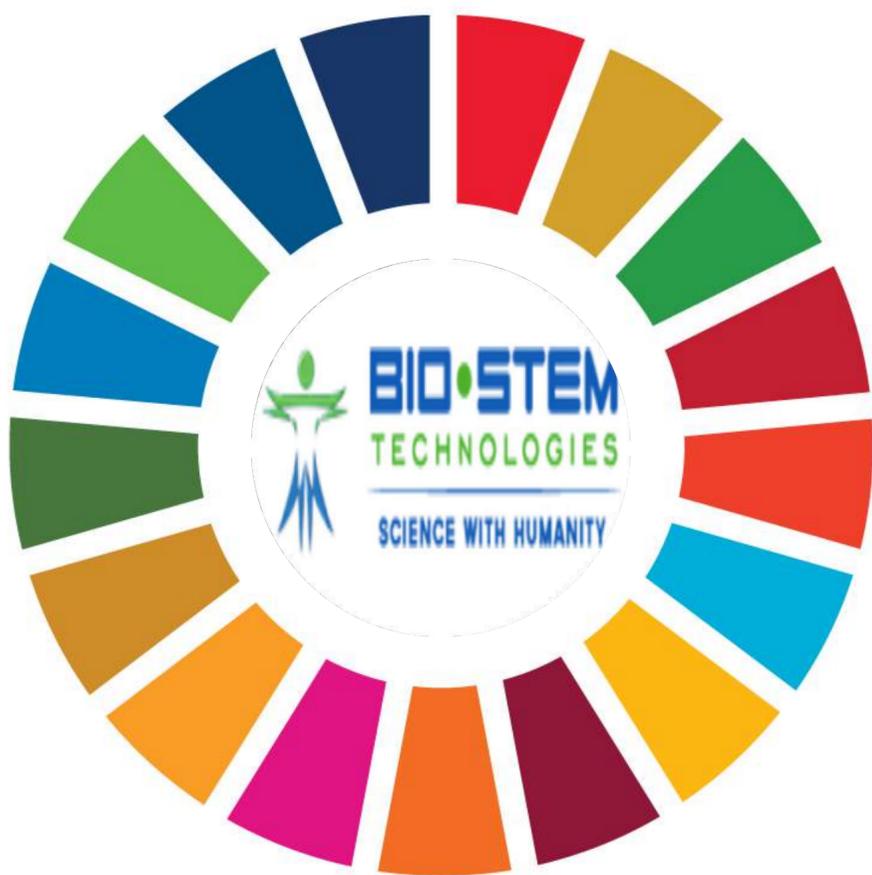
*Logos Capital has raised more than **USD\$11.5M** for the Miami based company to expand across Latin America and the Caribbean.*



Biomedicine

We worked on our first publicly traded client and dove into the future of medicine by working with Biopharmaceutical Regenerative Medicine company ([OTC:BSEM](#)); learned tons about the industry and even stored our own cells in a Stem-cell Bank.

THE BENEFITS OF REGENERATIVE MEDICINE



Regenerative Biologics contain the ability to generate replacements for cells that are lost through normal wear and tear, injury, or disease. As a multi-potent cell, they have the potential to develop into different cell types in the body. When a stem cell divides, each new cell can remain a multi-potent stem cell, or develop into a more differentiated type of cell, such as a muscle cell, red blood cell, or a brain cell. They have also been shown to produce a signal to induce changes in nearby cells further promoting repair and regeneration in surrounding tissue.



Community Work

[SILVIO F. PUPO](#) has 10+ years of Finance and Economic Development experience with key strengths in operations, strategy, finance, investor relations, and tech transfer. Started banking career in Miami with Citi Group with 15 years of international hospitality and real estate development. Global background from years in business across Europe, Latin America, Caribbean, U.S. and Asia. He received an education in International Finance and Philosophy with degrees from the University of Florida, Milan Bocconi University, and Hong Kong University of Science and Technology.

FOUNDER AND PRESIDENT, [GOVERNMENT BLOCKCHAIN ASSOCIATION](#)
MIAMI, FLORIDA

A 501-C(6) International Professional Association and a US-based non-profit membership organization. GBA establishes best practices that promote blockchain related solutions by working with governments to help solve challenges and to meet missions to better serve citizens. More than 200 members have joined and hundreds more to be educated further. Using this platform to increase transparency and civic engagement for live polling and voting.

STRATEGIC ADVISOR, [HISPANIC HERITAGE FOUNDATION](#)
WASHINGTON, DISTRICT OF COLUMBIA

Helping Hispanic and other women and minority owned enterprises get access to capital. Building strategic partnerships for greater inclusion across F500 firms with a focus on obtaining donations and new fellowships programs.

STRATEGIC ADVISOR, [THE AMERICAN ASSOCIATION OF BLACKS IN ENERGY](#)
WASHINGTON, DISTRICT OF COLUMBIA

A national association of energy professionals founded and dedicated to ensure the input of African Americans and other minorities into the discussions and developments of energy policies regulations, R&D technologies, and environmental issues.

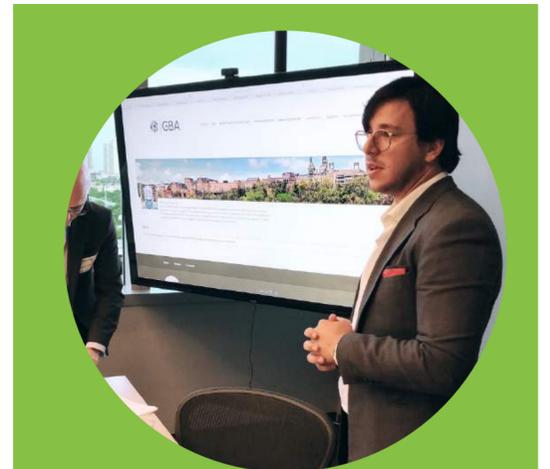
[MAYORS INTERNATIONAL COUNCIL, APPOINTED BOARD MEMBER](#) |
CITY OF MIAMI

Youngest board member in the City of Miami. Current liaison between Port-au-Prince Haiti and Miami. Position is Diplomatic arm of the city, part of the Sister Cities International Program. Sister Cities International was created at President Eisenhower's 1956 White House summit on citizen diplomacy, where he envisioned a network that would be a champion for peace and prosperity by fostering bonds between people from different communities around the world. By forming these relationships, President Eisenhower reasoned that people from different cultures could understand, appreciate, and celebrate their differences while building partnerships that would lessen the chance of new conflicts. Since its inception, the Sister Cities International network has played a key role in renewing and strengthening important global relationships. *Helping Hispanic and other women and minority owned enterprises get access to capital.* Building strategic partnerships for greater inclusion across Fortune 500 firms with a focus on obtaining donations and new fellowships programs.

[CO-FOUNDER, YIN YANG ACADEMY](#) | MIAMI, FLORIDA

A 501C(3) Childhood Development Center, awarding scholarships to at-risk youth teaching them discipline and mindfulness through meditation and martial arts. Yin Yang Academy's main services are Day Care, VPK services, and After School Programs. It operates in the West Miami area, serving low-income families, primarily first generation immigrants of Hispanic origin. Yin Yang Academy started with 10 students and now has more than *150 "at risk" youth in their program; representing a 1,400% growth, and counting*

Moreover, he's a member of Team Paradise (501c3), a sailing academy focused on local youth, veterans, and the disabled, as well as Third Wave Volunteers (501c3) which provides disaster response around the world together with [GLOBAL EMPOWER MISSION](#) (501c3); where he, as part of the Mayors International Council, became the official liaison to Haiti after hurricane Mathew devastated the island in 2016; he co-chaired the Energy Task Force for the Haiti Resiliency System (HRS). This experience would later lead to being tapped to lead the to help Florida and the Caribbean after Hurricane Irma and Maria. In this role, Silvio served as the operations director *to coordinate hundreds of people to marshal more than 26 millions pounds of aid in more than 55 privately chartered airplanes and dozens of shipping containers in what would become the largest privately run humanitarian relief efforts in US history.*



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