



Social Finance is a national nonprofit organization dedicated to **mobilizing capital to drive social progress**. Social Finance has pioneered Pay for Success, a set of innovative financing strategies that directly and measurably improve the lives of those in need.

OUR VISION

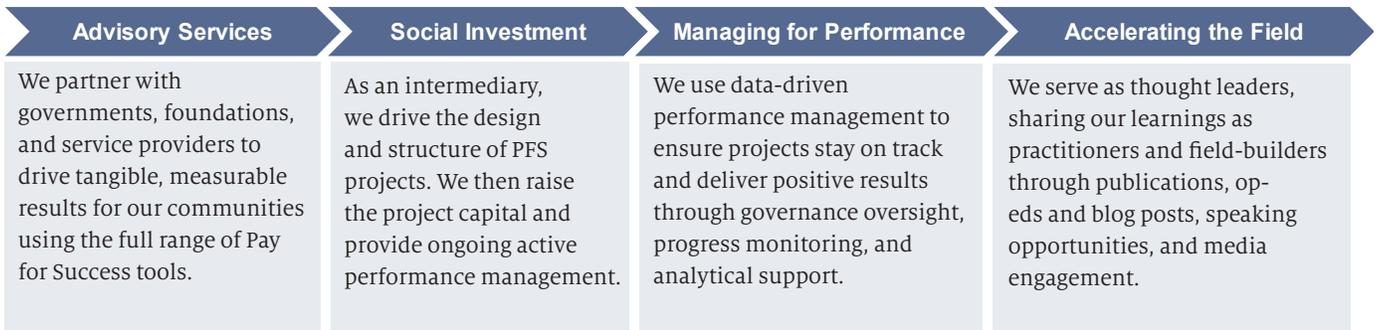
We work towards a world where every individual has the opportunity to thrive: governments make funding decisions on— and pay for—positive social outcomes, high-performing service providers have access to sustainable funding that rewards performance, and impact investors can invest their capital directly in improving lives.

OUR HISTORY

Inspired by Social Finance UK's groundbreaking work, David Blood, Sir Ronald Cohen, and Tracy Palandjian founded Social Finance US in January 2011 to bring the Social Impact Bond (SIB) model to the United States.

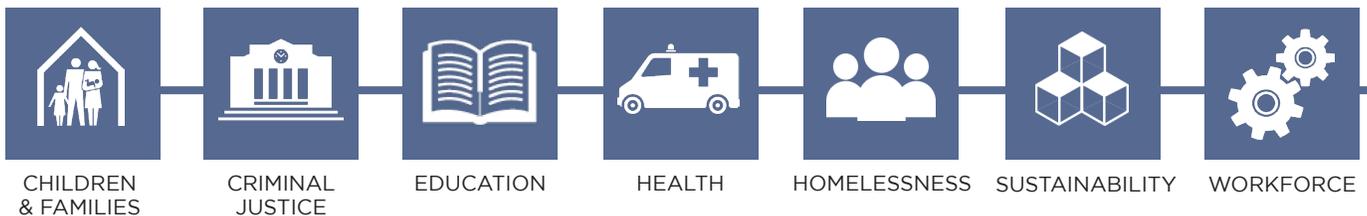
Over the past decade, we have catalyzed a nascent idea into a global movement. We have grown from a start-up to a national team of over 50 people. The Pay for Success (PFS) field that we helped build has mobilized nearly half a billion dollars globally to drive social progress and we are seeing unprecedented market opportunity and momentum.

OUR WORK



| | | |
|------------------------------------|-------------------------------------|---------------------------|
| \$100M capital mobilized | projects across 28 states | 8 SIBs launched |
|------------------------------------|-------------------------------------|---------------------------|

Our projects seek to improve outcomes across a range of issue areas



PAY FOR SUCCESS

Pay for Success is a set of innovative financing strategies that **directly and measurably improve the lives of those in need** by driving resources toward results.

WHO BENEFITS?

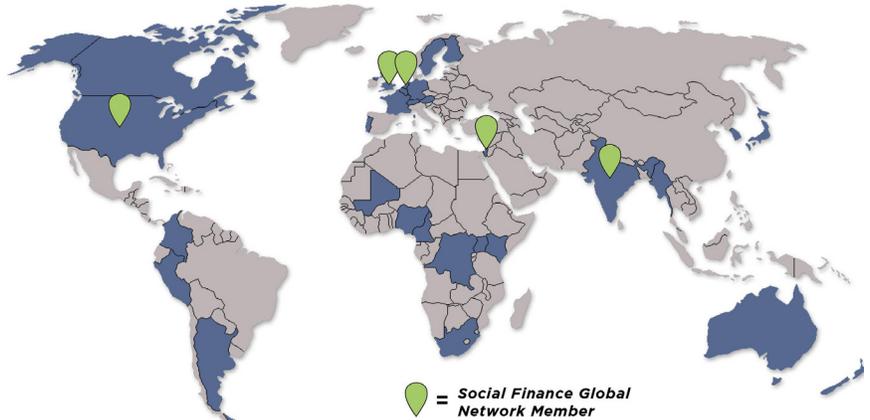
| INDIVIDUALS | SERVICE PROVIDERS | GOVERNMENTS | INVESTORS |
|---|---|---|--|
| gain access to the high-quality support they need to thrive | access flexible growth capital to serve more people and improve lives | gain accountability for taxpayer dollars and data on what works | invest their capital for both financial and social returns |

THE SOCIAL IMPACT BOND

The Social Impact Bond (SIB) enables governments to achieve results for our communities by bringing investors and service providers together to tackle particular social challenges. Investors provide the capital to scale the work of effective service providers. Government repays investors, according to a performance based contract, once the project achieves outcomes that generate public value. SIBs transfer risk from the public to the private sector and align project partners on the achievement of meaningful impact.

165 SIBs launched across **30** countries

27 SIBs launched in the U.S.



OTHER PAY FOR SUCCESS STRATEGIES

The Career Impact Bond

The CIB is a student-friendly form of income share agreement, focused on improving access to high-quality, industry-recognized training programs for low-income and disadvantaged populations.

Outcomes Rate Card

Outcomes rate cards are a menu of outcomes that government seeks to achieve and the prices they are willing to pay for each outcome achievement.

Pay for Success strategies share core principles

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|---------------------------------|------------------------------|--|---|-------------------------------------|
| <p>Clearly defined outcomes</p> | <p>Data-driven decisions</p> | <p>Uncommon, cross-sector partnerships</p> | <p>Strong governance & accountability</p> | <p>Catalytic capital for impact</p> |
|---------------------------------|------------------------------|--|---|-------------------------------------|