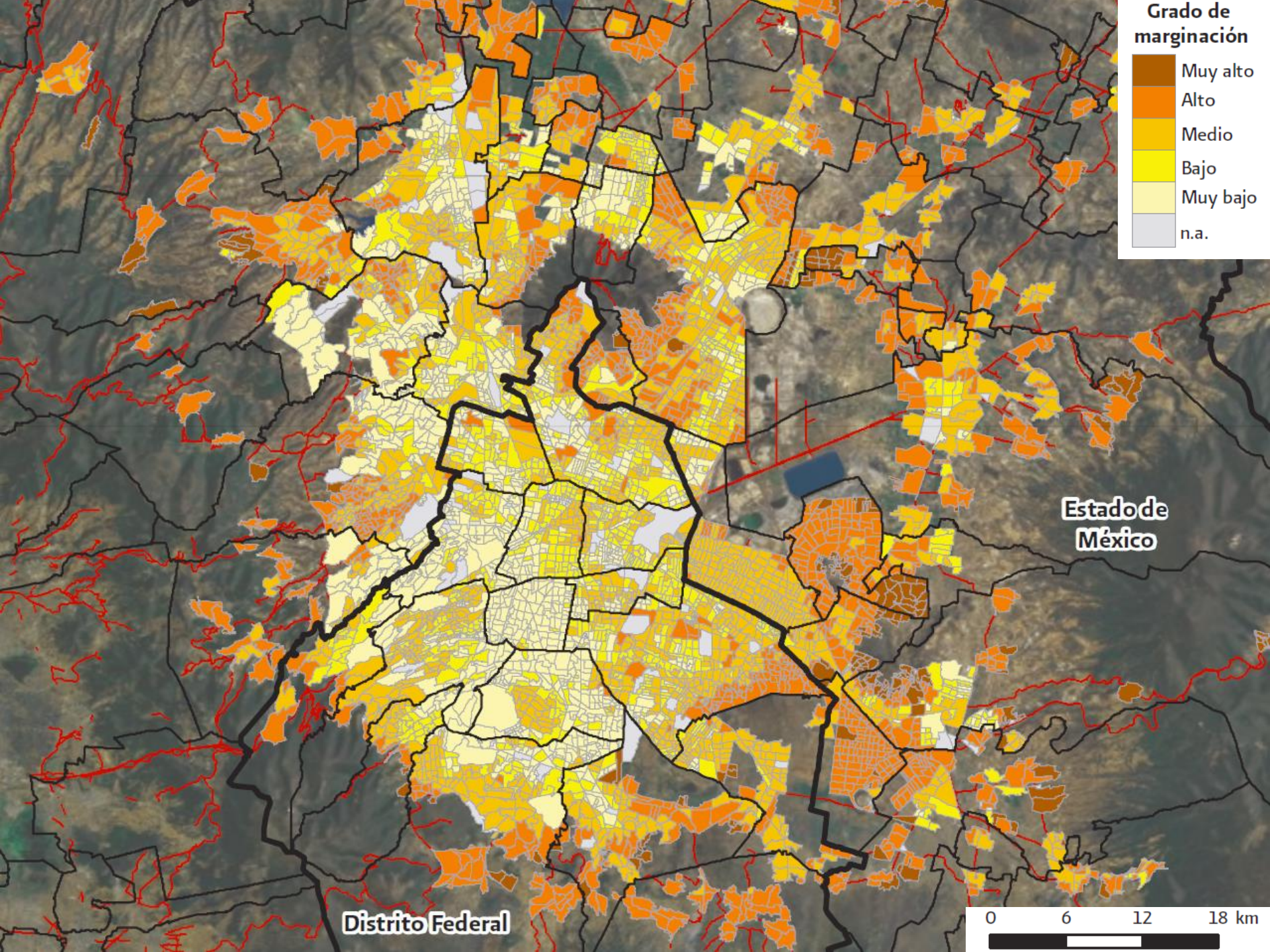
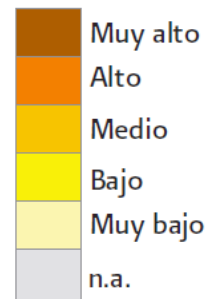


The **Adelante** Fund





Grado de marginación



Estado de
México

Distrito Federal

0 6 12 18 km

3:00

average daily **commute**

25%

of income spent in
transportation



Transportation is a global Issue



New Delhi



Beijing



Jakarta



Nairobi

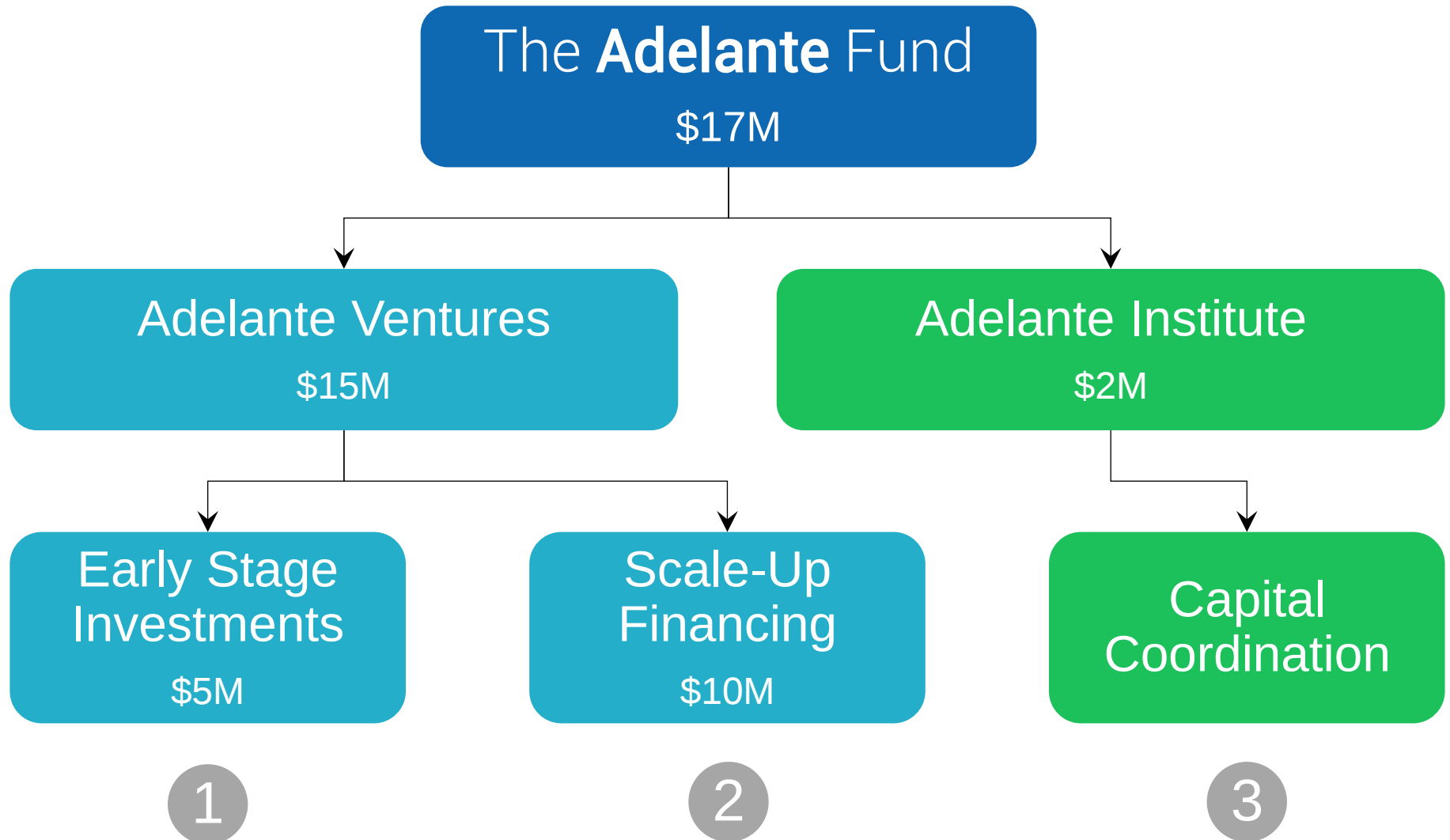


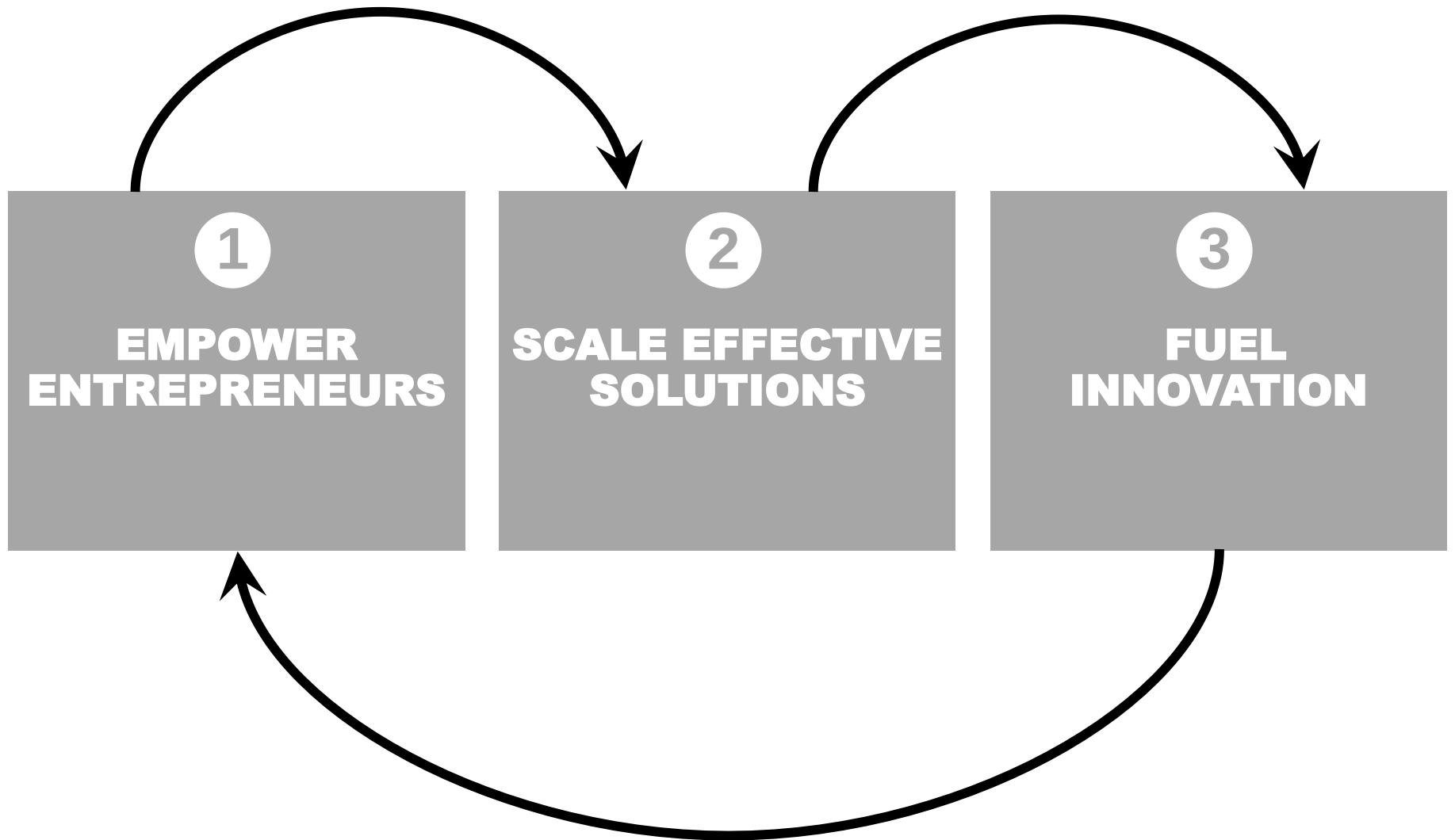
Sao Paulo

a **comprehensive** approach to solving
transportation challenges

The **Adelante** Fund

Fund structure





Early Stage Investments

1

**\$50 to
\$100K**

**Seed
capital**



Analytical &
hands on
support



Connections
to influencers &
decision makers

Burgeoning startup ecosystem

Venture Funds



Transportation Startups



Scale-Up Financing

2

Turn **ideas**

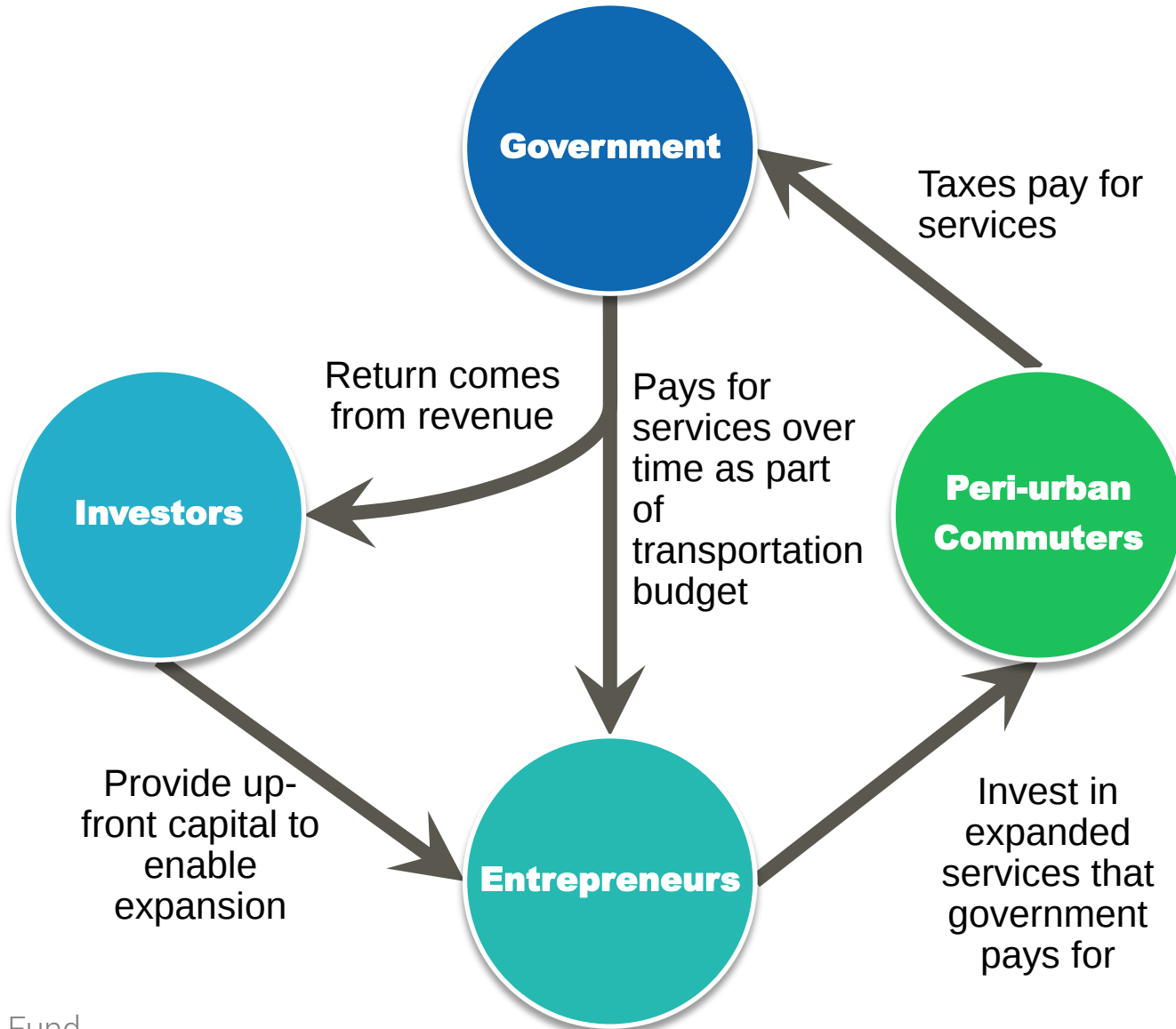


into **impact**

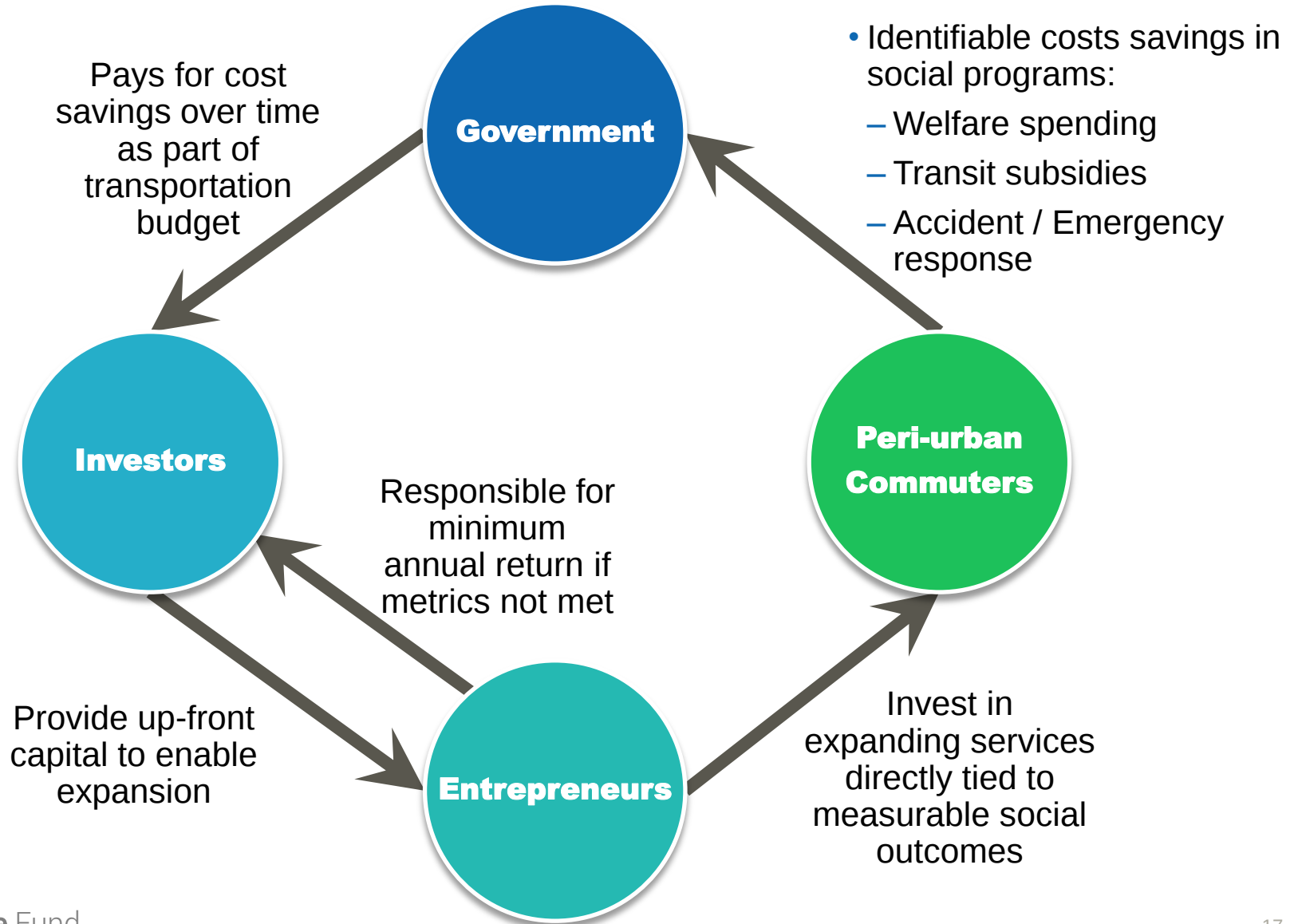


Scale-Up Financing: **Revenue Bond**

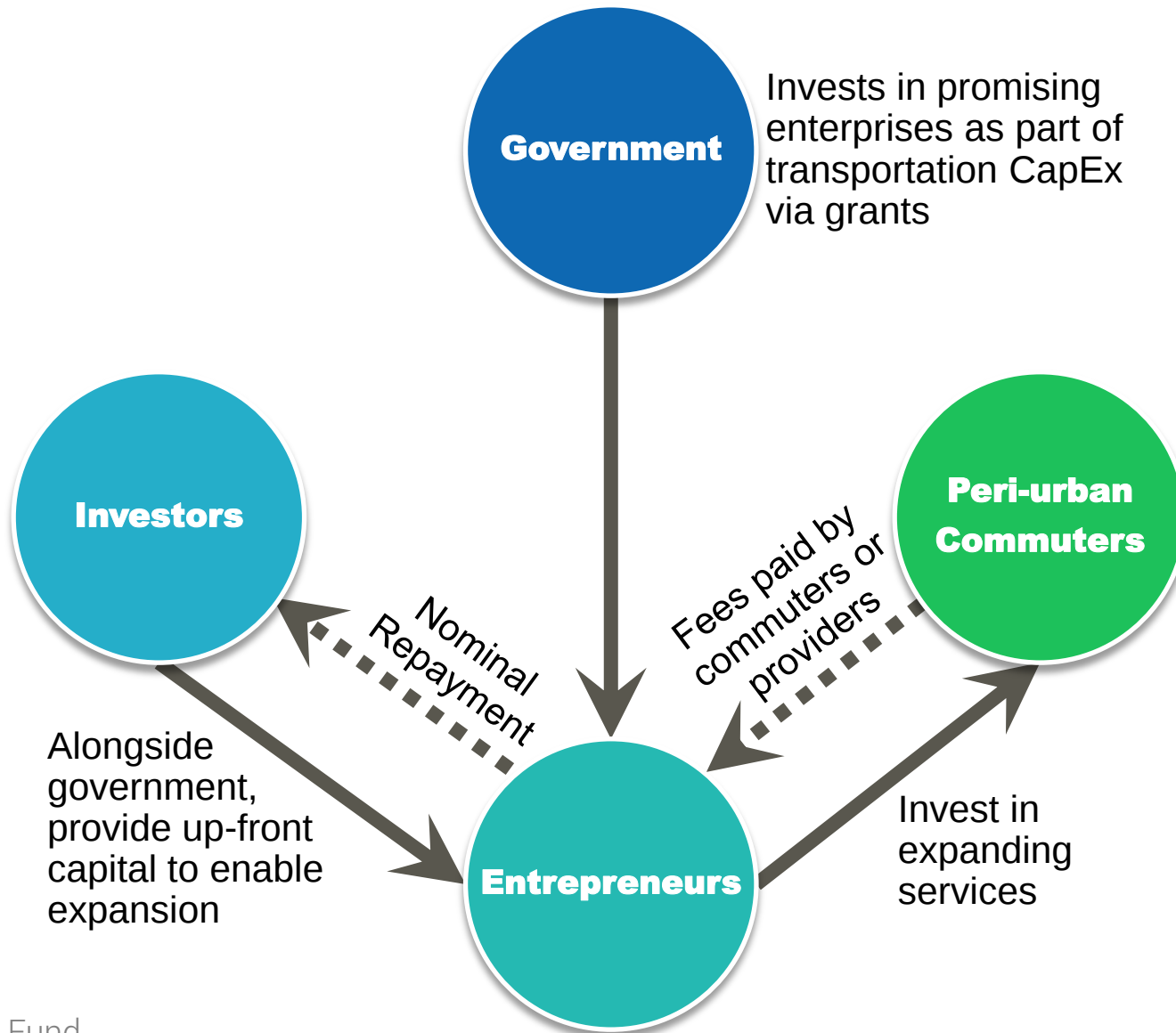
2



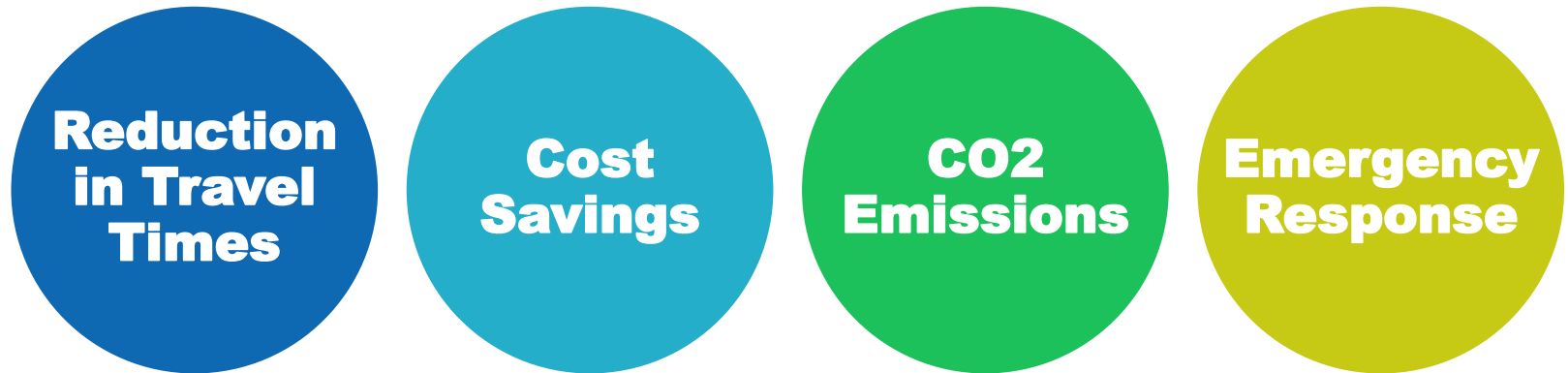
Scale-Up Financing: **Social-Impact Bond** 2



Scale-Up Financing: **Government Co-investment**

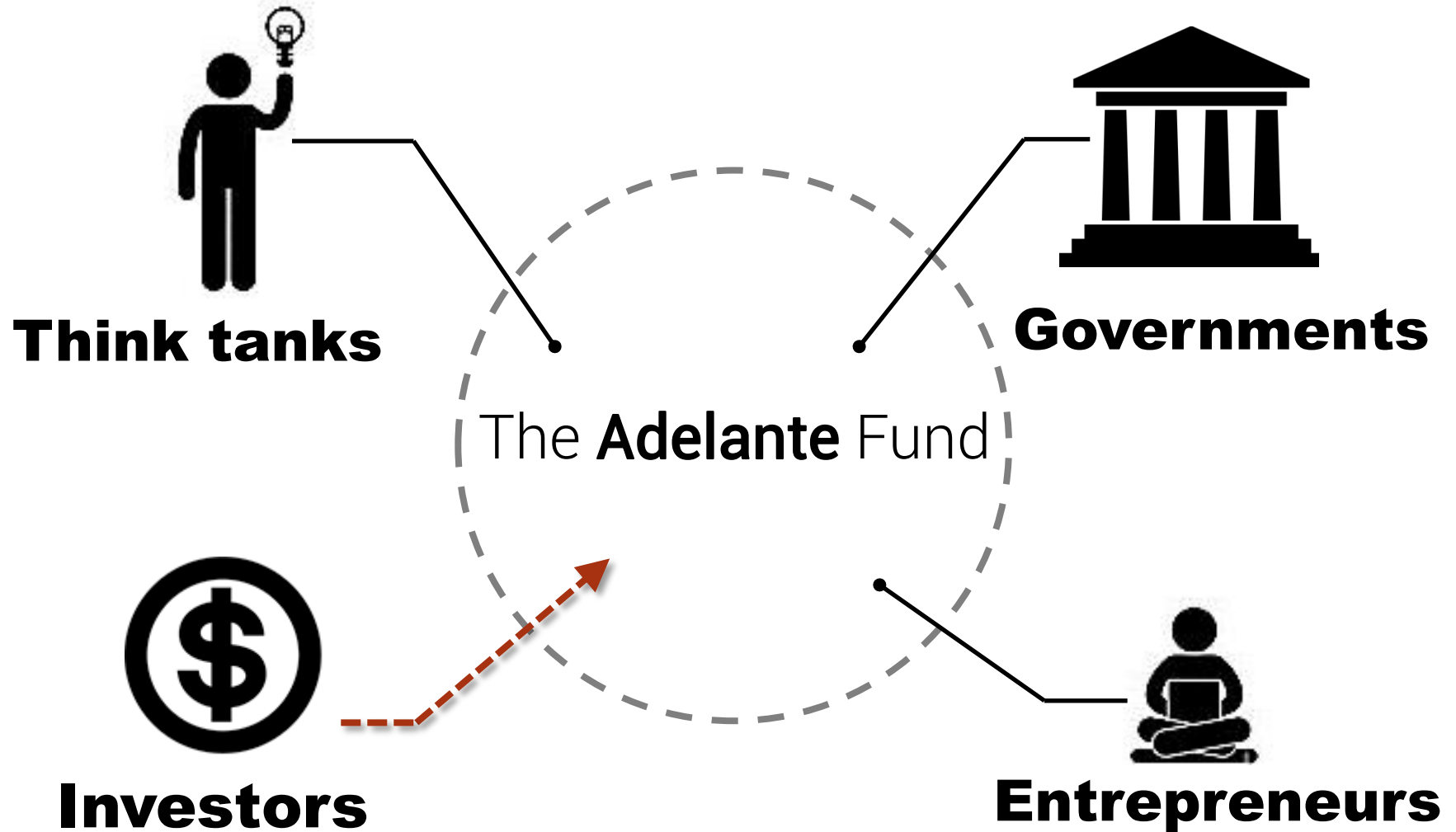


Generating Social Value



Effective capital coordination

3



Sources of Funds

Local sources



FONDO EMPRENDEDORES
CONACYT-NAFINSA

**Friends
&
Family**



nacional financiera
Banca de Desarrollo

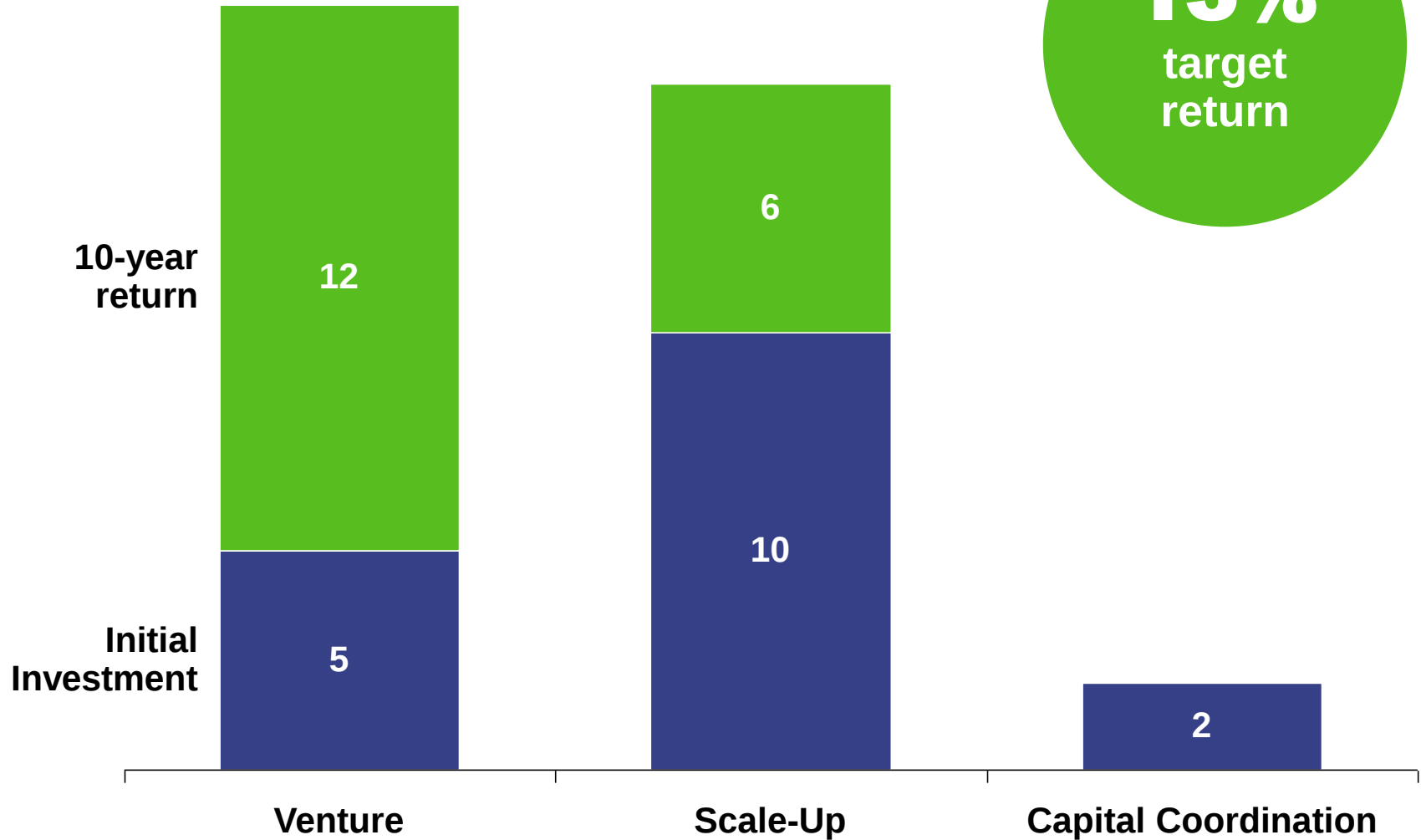
International Institutions



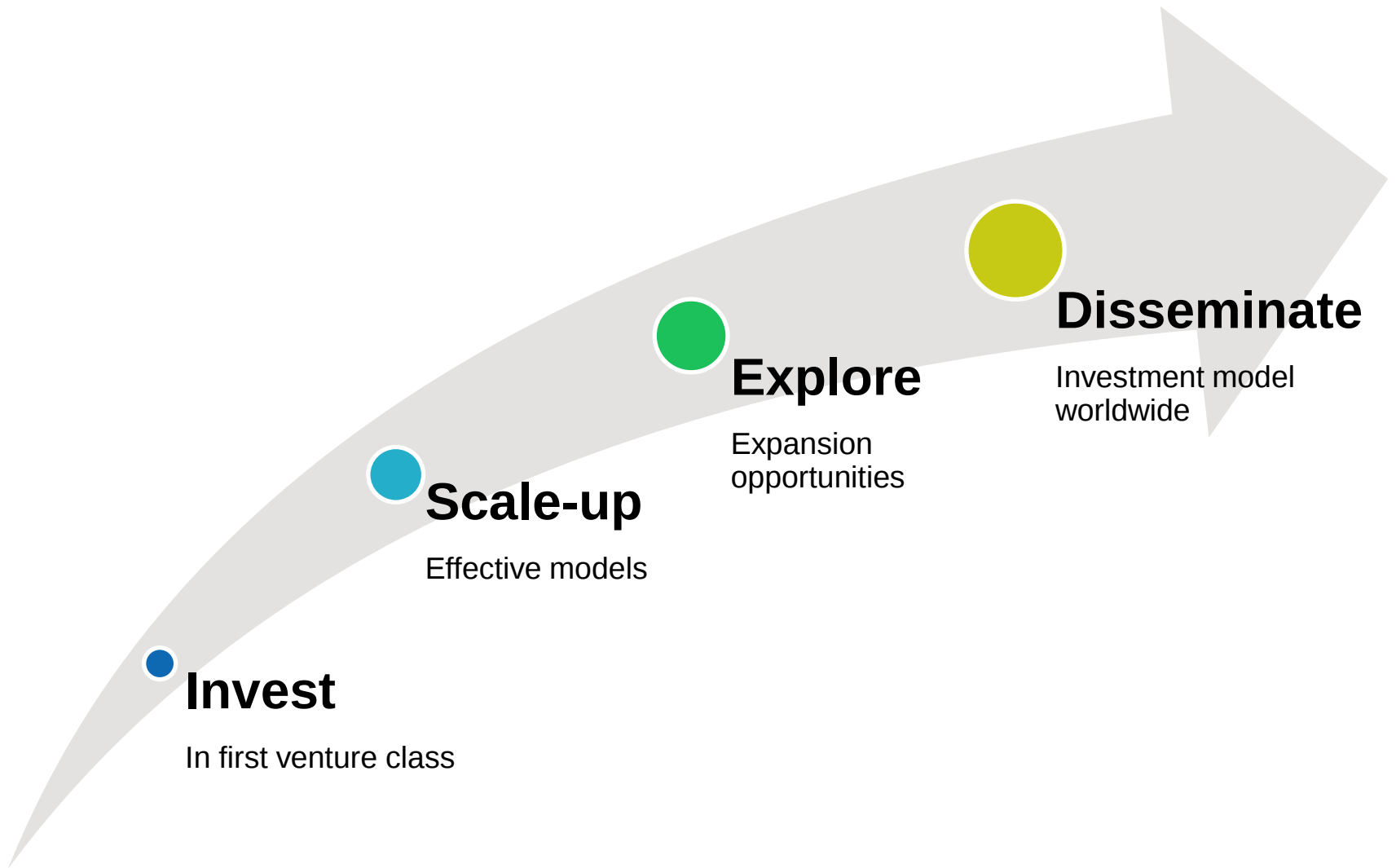
Morgan Stanley

Sources of returns: 10-year horizon

Million Dollars



Capital & idea roadmap



Worldwide Impact

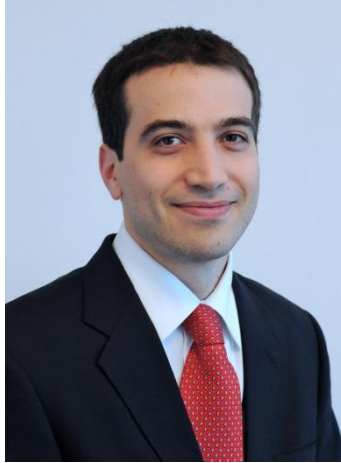
China **Hangzhou Omnipay**



India **Ideophone**



Our team



Alejandro Correa

A.T. Kearney management consultant in Latin America & US

Managed +\$100M finance projects with the Mexican Ministry of Transportation



Vanessa Xu

Credit Suisse Assistant Vice President in New York

Controlled valuation and transaction integrity of +\$2Bn illiquid assets



Nicolas Guillen

Morgan Stanley risk management in New York

Developed liquidity metrics for the CFO

Involved with community efforts through the Global Sustainable Finance Team



Ryan Jones

FrontlineSMS entrepreneur in Washington and Nairobi

Developed strategy for leading international nonprofit technology startup

The **Adelante** Fund

Appendix

10-year financials

	The Adelante Fund									
(# of Investments)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Equity Ventures	2	4	6	10	14	18	26	34	42	50
Scale-Up Financing	0	1	3	5	7	9	13	15	18	20
<i>Total Investments</i>	2	5	9	15	21	27	39	49	60	70

	The Adelante Fund									
Investments (USD)	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Equity Venture Invesments	200,000	400,000	600,000	1,000,000	1,400,000	1,800,000	2,600,000	3,400,000	4,200,000	5,000,000
Target 20% Return	-	40,000	176,000	436,800	1,073,600	2,083,648	3,574,771	6,716,270	11,219,378	17,471,077
Scale-Up Financing	-	500,000	1,500,000	2,500,000	3,500,000	4,500,000	6,500,000	7,500,000	9,000,000	10,000,000
Target 5% Return	-	-	78,813	323,259	690,704	1,190,335	1,831,952	3,103,460	4,134,962	5,660,052
Total Revenue	-	40,000	254,813	760,059	1,764,304	3,273,983	5,406,723	9,819,730	15,354,339	23,131,129
Expenses	(277,700)	(562,900)	(619,190)	(681,109)	(749,220)	(824,142)	(906,556)	(997,212)	(1,096,933)	(1,206,626)
EBITDA	(277,700)	(522,900)	(364,378)	78,950	1,015,084	2,449,841	4,500,167	8,822,519	14,257,406	21,924,503
Tax Expense	(97,195)	(183,015)	(127,532)	27,633	355,279	857,444	1,575,058	3,087,882	4,990,092	7,673,576
Net Income	(180,505)	(339,885)	(236,845)	51,318	659,805	1,592,397	2,925,109	5,734,637	9,267,314	14,250,927

NPV @ 35%

\$2,217,921

ROI

13%

Yearly budget

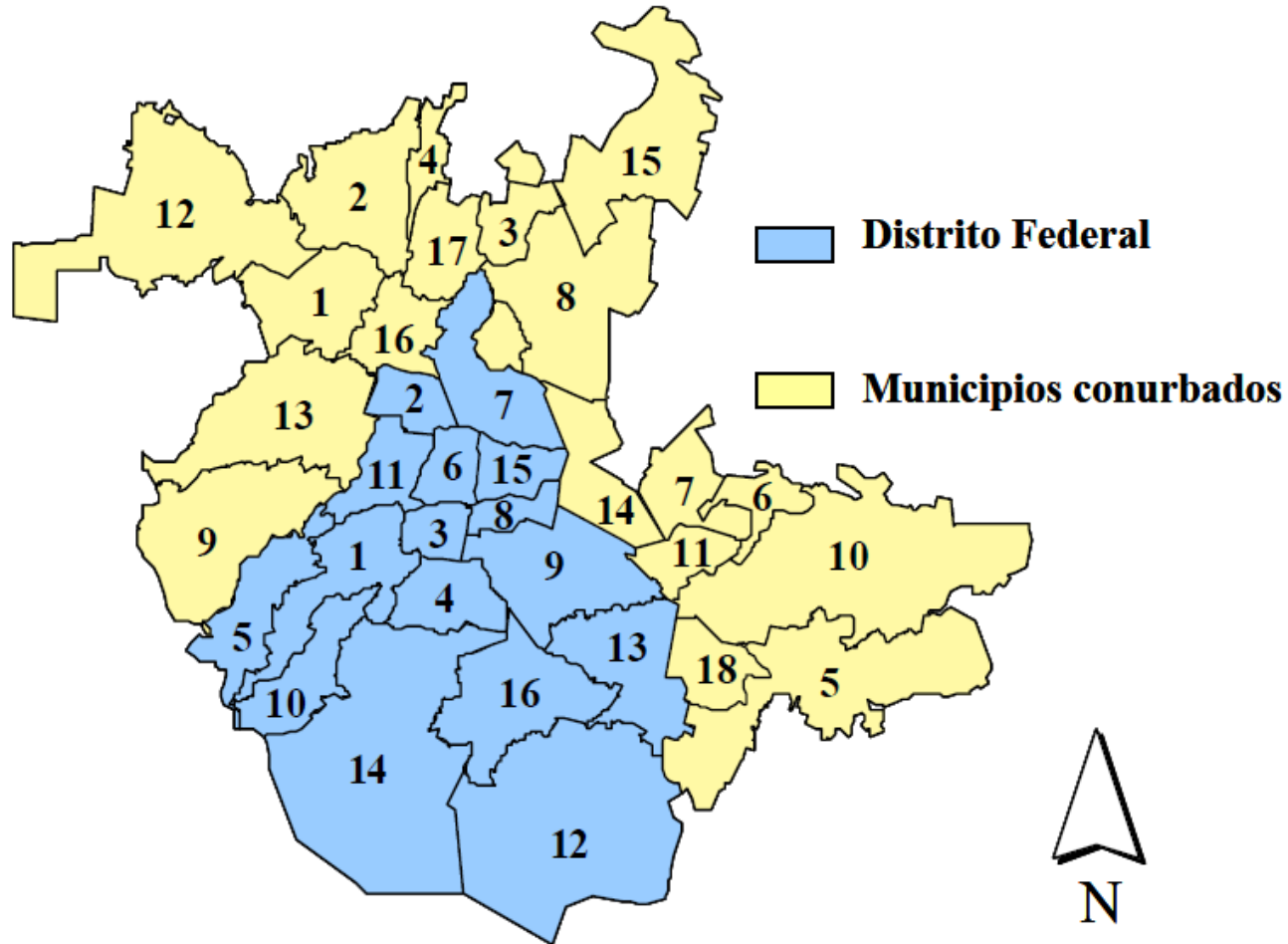
The Adelante Fund Expenses		
	Year 1	Year 2
Research Arm	200,000	200,000
Salaries and wages	-	240,000
Payroll taxes	-	33,600
Travel	15,000	20,000
Consultants for investees	16,000	10,000
Rent	14,400	14,400
Legal Services	13,800	13,800
Accounting Services	6,000	6,000
Conferences	4,800	4,800
Telephone	3,600	3,600
Insurance	2,300	2,300
Utilities	1,200	1,200
Supplies and equipment	600	400
Partner events	-	12,800
TOTAL EXPENSES	277,700	562,900

Assumptions

The Adelante Fund	
Assumptions	
Equity Investment Size	Price
<i>Average Target Investment</i>	100,000
Other	Cost
Discount Rate	35.0%
Tax Rate	35.0%

The Adelante Fund	
Rate Type	Percent
Risk Free	2.0%
Liquidity Premium	8.0%
Investor Premium	10.0%
Political Premium	15.0%
<i>Total Discount Rate</i>	<i>35.0%</i>

Mexico City Urban Area



Thought leadership partners

Local chapters of international think tanks



Research institutions and universities



Sources of Social Impact Bond repayment

Federal District authorities



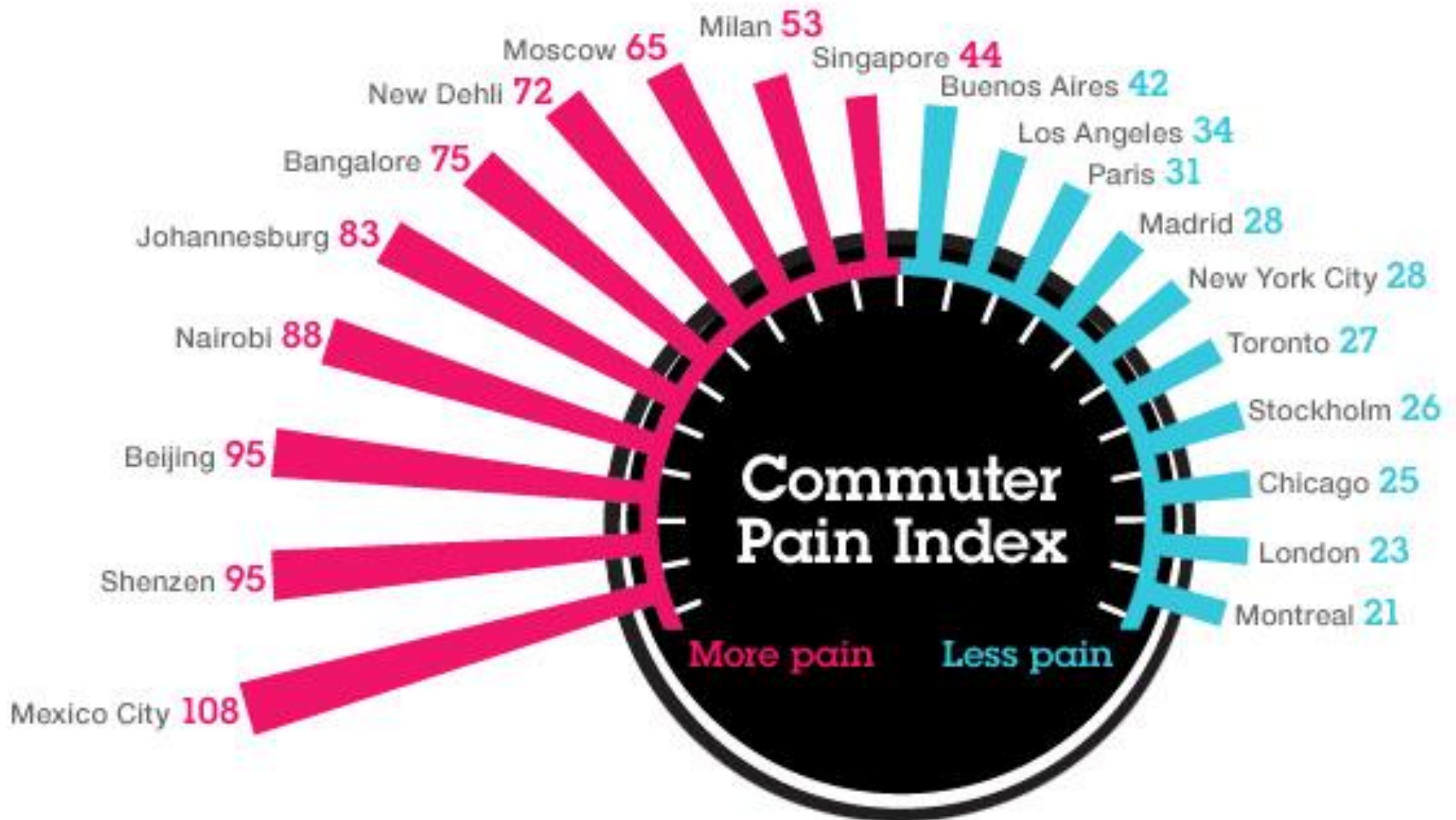
State of Mexico authorities



Federal authorities

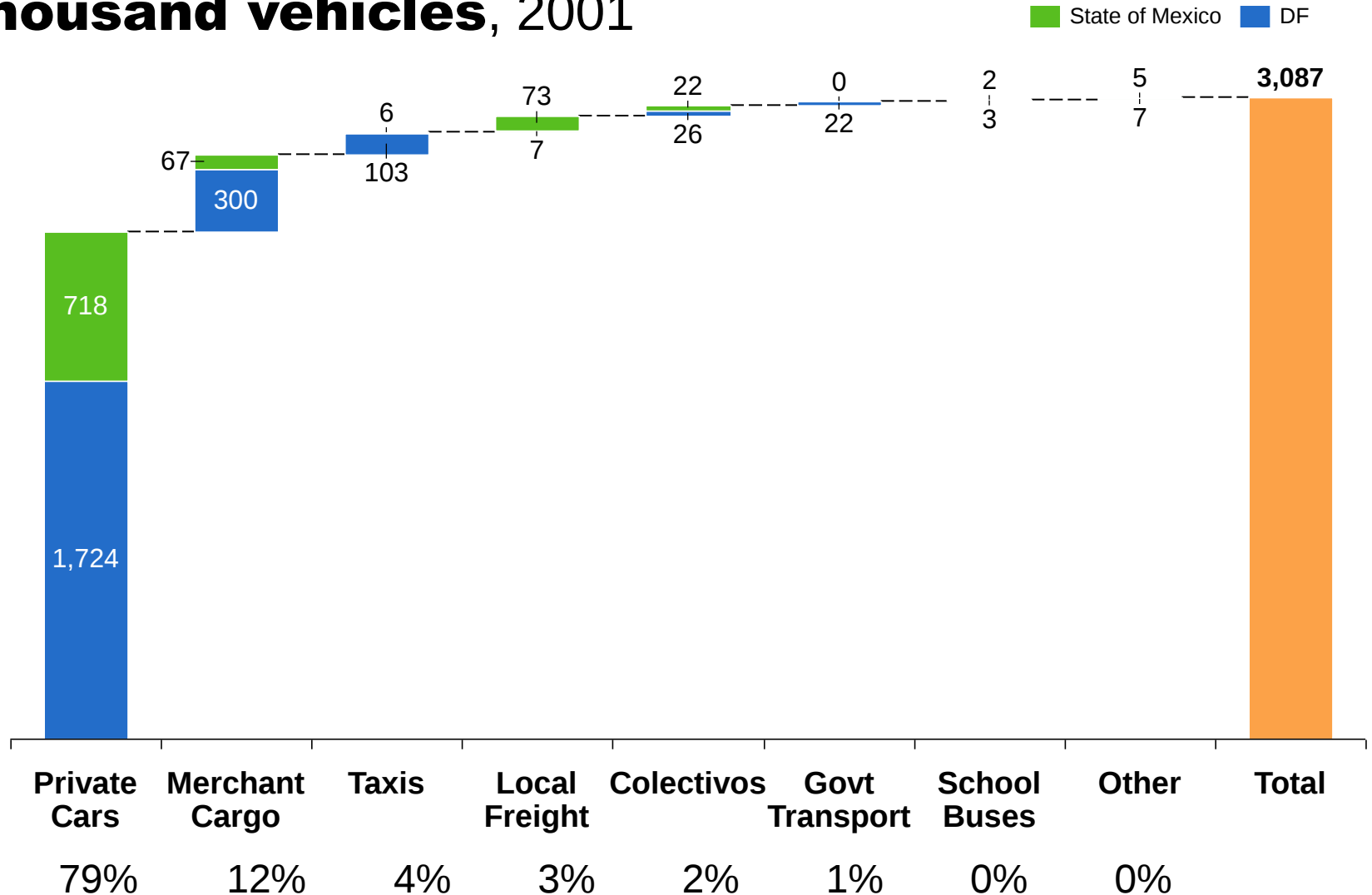


IBM Commuter Pain Index (2011)



Vehicle fleet composition in Mexico City

Thousand vehicles, 2001



Viajes diarios en la zona metropolitana del valle de México

Viajes por día

21.6 millones



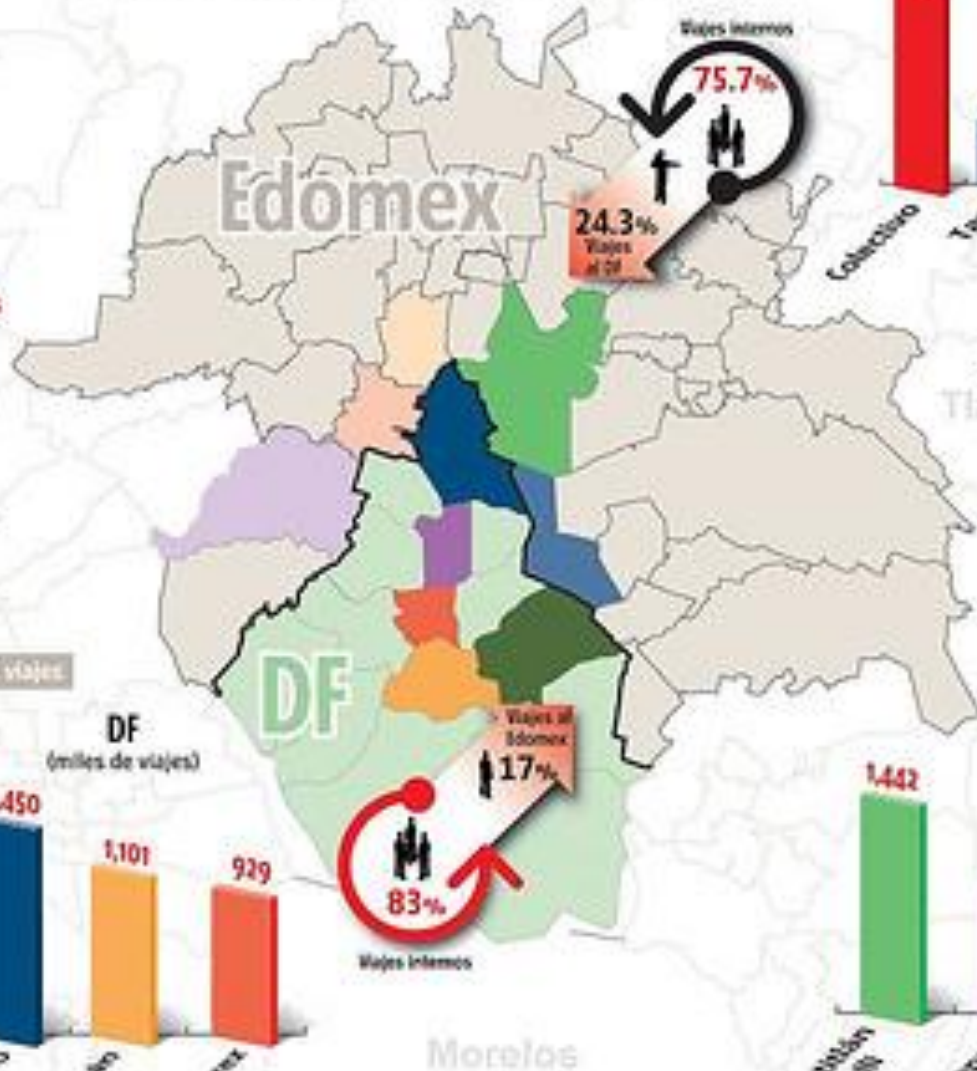
Por tipo de transporte



Zonas con mayor número de viajes



- La encuesta Origen-Destino se realizó con recursos del Fondo Metropolitano y tuvo un costo de \$3.5 millones de pesos.
- Periodo de levantamiento: del 12 de mayo al 16 de junio de 2007.



Viajes por tipo de transporte público



Miles de viajes

*La sumatoria varía del porcentaje real por el redondeo de las cifras.

Detalles de la encuesta

Muestra
46,500 viviendas

Municipios Edomex
40

Delegaciones DF
16

Dispositos encuestados
156

Edomex (miles de viajes)



Current public transportation costs in Mexico City

TARIFA AUTORIZADA PARA EL SERVICIO DE TRANSPORTE PÚBLICO DE PASAJEROS COLECTIVO CONCESIONADO Y PERMISIONARIOS		
MICROBUSES Y VAGONETAS		
PRIMEROS 5 KM.	DE 5 A 12 KM.	MÁS DE 12 KM.
\$4.00	\$4.50	\$5.50
AUTOBUSES		
PRIMEROS 5 KM.	MÁS 5 KM.	
\$5.00	\$6.00	
TARIFA NOCTURNA DE LAS 23:00 A LAS 06:00 HORAS DEL DÍA SIGUIENTE 20% ADICIONAL A LA ESTABLECIDA.		
		
CIUDAD DE MÉXICO Decidiendo Juntos		

References

- Medina Ramírez, Salvador. "Transforming Urban Mobility in Mexico: Towards Accessible Cities Less Reliant on Cars". Institute for Transportation and Development Policy (ITDP Mexico). November 2012.
- Garduño Arredondo, Javier. "Diagnóstico de fondos federales para transporte y accesibilidad urbana: Cómo gastamos nuestros recursos en México en 2011". Institute for Transportation and Development Policy (ITDP Mexico). October 2012.
- Mier-y-Teran, Carlos. "PROTRAM Federal Mass Transit Program & UTT Urban Transport Transformation Project." World Bank Transport Forum 2009 - Technology & Energy Innovation for Clean Transport. 2009.
- Sasha Dichter, Robert Katz, Harvey Koh, and Ashish Karamchandani. "Closing the Pioneer Gap." Stanford Social Innovation Review. Winter 2013.
- "La pobreza por ingresos en México". CONEVAL. October 2010.
- Informe del estado de la calidad del aire y tendencias para la ZMVM. Sistema de Monitoreo Atmosférico Ciudad de México. 2001
- Anexo Estadístico: Sexto Informe de Gobierno. Gobierno del Distrito Federal. 2011-2012.
- Resultados Encuesta Origen Destino Ciudad de México. INEGI. 2007.
- Zona Metropolitana del Valle de México: Grado de marginación urbana por AGEB. Consejo Nacional de Población (CONAPO). 2010.
- Mexican Institute of Transportation (<http://www.imt.mx/>)
- Mexico City Ministry of Transportation (<http://www.setravi.df.gob.mx/>)
- <http://www.socialfinance.org.uk/work/sibs>
- <http://www.gapminder.org/world/>