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**


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**

We partner with governments, foundations, and service providers to drive tangible, measurable results for our communities using the full range of Pay for Success tools.

As an intermediary, we drive the design and structure of PFS projects. We then raise the project capital and provide ongoing active performance management.

We use data-driven performance management to ensure projects stay on track and deliver positive results through governance oversight, progress monitoring, and analytical support.

We serve as thought leaders, sharing our learnings as practitioners and field-builders through publications, op-eds and blog posts, speaking opportunities, and media engagement.

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

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

<table>
<thead>
<tr>
<th>INDIVIDUALS</th>
<th>SERVICE PROVIDERS</th>
<th>GOVERNMENTS</th>
<th>INVESTORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>gain access to the high-quality support they need to thrive</td>
<td>access flexible growth capital to serve more people and improve lives</td>
<td>gain accountability for taxpayer dollars and data on what works</td>
<td>invest their capital for both financial and social returns</td>
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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

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