



# Colombia



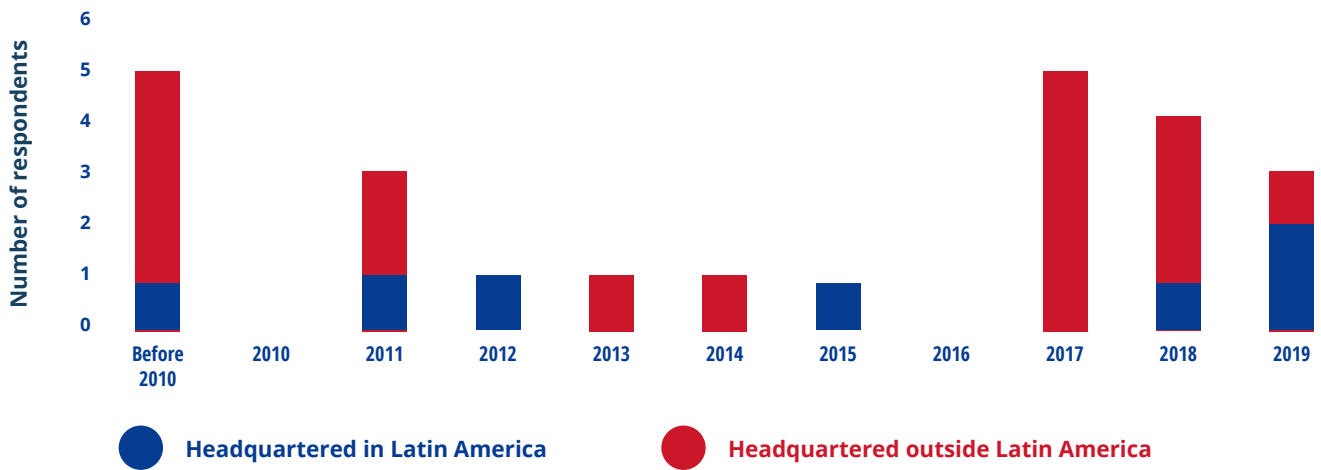
In September 2020, the Aspen Network of Development Entrepreneurs (ANDE) published a study titled “Impact Investing in Latin America”, which examines trends in the region during 2018 - 2019 and features deep dives into three focus countries. Read below about data collected on impact investing in Colombia.

To view the full report, visit [ANDEglobal.org](http://ANDEglobal.org)

This study includes 27 impact investors who have dedicated AUM to investments in Colombia; five are based in Colombia, five are based in other Latin American countries, and 17 are based outside the region.

Impact investors that participated in this study began investing in Colombia as early as 2002 (Figure 22). The impact investing sector was relatively nascent in the early 2000s and appears to have developed more in the last decade, with almost four times as many new entrants as in the previous decade.

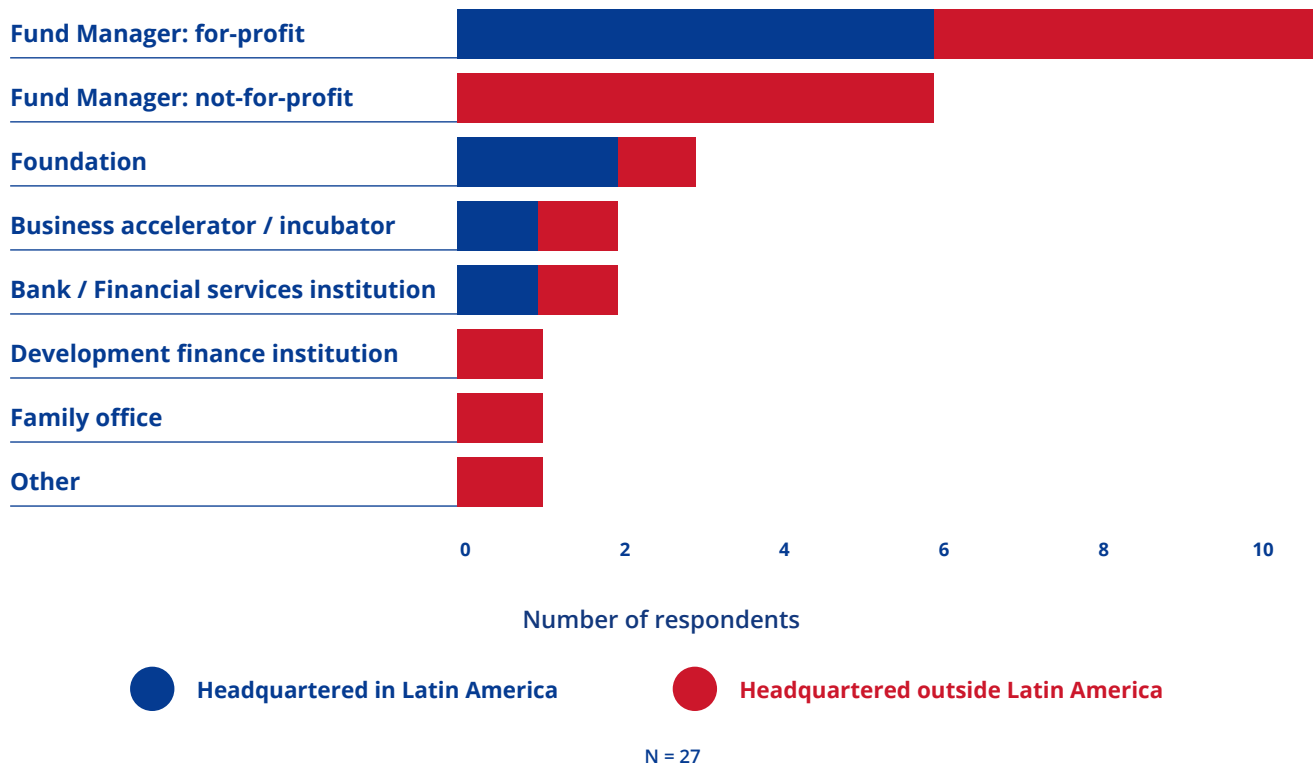
Figure 22: Year of first investment in Colombia by investor headquarters location



N = 24

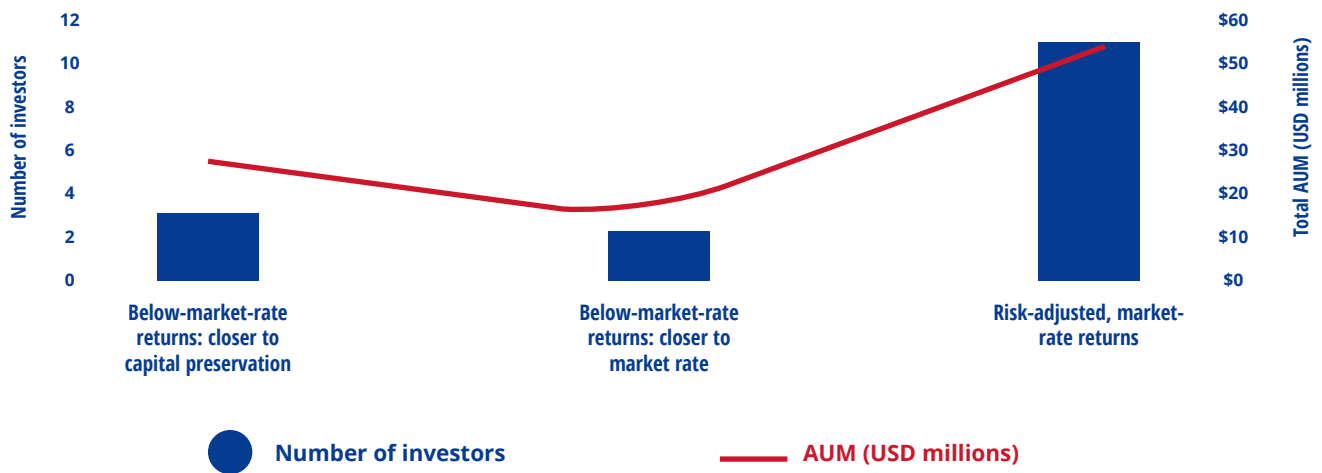
As shown in Figure 23, most of the investors with AUM targeting Colombia are for-profit fund managers (41%), followed by non-profit fund managers (22%). This breakdown is very similar to the region as a whole.

Figure 23: Investor type by headquarters location



Respondents were most likely to target market-rate returns, both in terms of the number of investors and the total AUM represented by these investors (Figure 24).

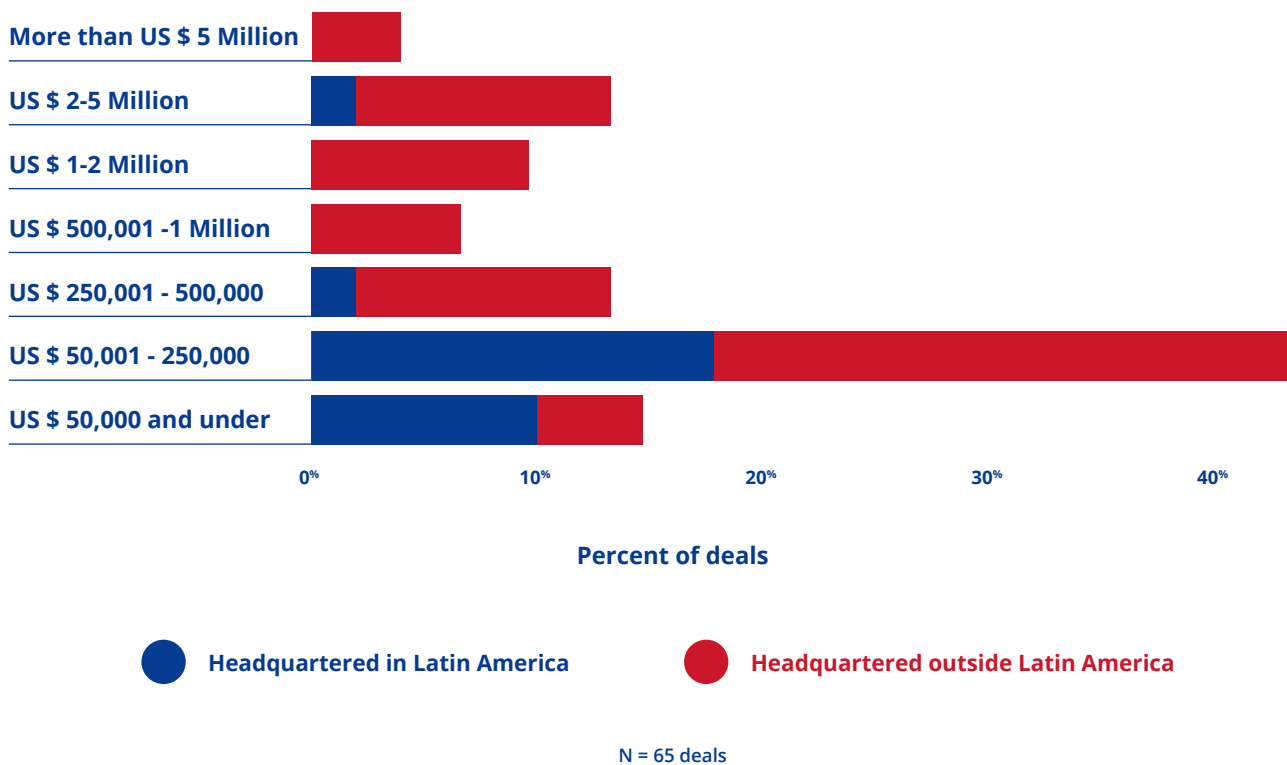
Figure 24: Target returns by number of investors and AUM



Sixteen investors shared information about individual deals made in Colombian companies in 2018-2019, including 65 deals totaling \$67 million. Deals targeting expansion/growth stage companies were most common in Colombia, with 95% of capital and 74% of deals made to companies in this stage. Sixty-three percent of the deals in the country used debt, 20% used equity, and 11% used quasi-equity.

The majority of deals were made by investors headquartered outside Latin America, particularly among deals above \$250,000 (Figure 25).

**Figure 25: Deals in Colombia by ticket size and headquarters location**



The sectors that received the greatest number of deals in Colombia were agriculture (58%), financial services (11%), and microfinance (9%). When looking at capital disbursed, ICT moves to the top of the list at 37% of total funds invested in Colombia from 2018-2019.