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Context

Zenani Capital is an impact investment firm headquartered in Manhattan Beach, California (USA), founded in 2022 and with active investment operations since Q4 2024. The firm channels capital toward technology-driven companies with a transformative mission that contributes to building more equitable, sustainable, and regenerative economies in emerging markets, with a focus on Latin America.

Zenani's investment thesis is rooted in the conviction that technology, when designed with purpose and clear impact intentionality, can accelerate the reduction of structural inequities and strengthen community resilience in the face of challenges such as climate change, unequal access to financial services, and limitations in healthcare access.

This strategic approach materializes through three complementary lines of action:

1. Direct investment in pre-seed impact startups in Latin America.
2. Capacity development through Zenani Academy (launched in 2025), aimed at preparing Latin American ventures for institutional investment
3. Engagement with investors (LPs), including an education and onboarding component for first-time investors in impact, emerging markets, and particularly Latin America, positioning Zenani Capital as a bridge for capital into the region through measurable-impact investment vehicles aligned with international sustainability and inclusion standards.

Investment Opportunity Objective

To identify and invest in Latin American startups capable of addressing structural challenges in financial inclusion, climate resilience, and agricultural sustainability through scalable technological solutions.

Eligible startups should demonstrate regional scalability potential across Colombia, Mexico, Brazil, Latin America, and the Caribbean, excluding Venezuela, Haiti, and Nicaragua.

Eligible companies must demonstrate a clear, measurable impact aligned with Zenani Capital's Theory of Change, with impact embedded at the core of the business model. In line with Zenani Capital's investment sweet spot, selected startups must demonstrate that financial success is intrinsically linked to the scaling of their positive impact, such that growth in revenues directly corresponds to progress in addressing the social or environmental challenge they seek to solve.

Specifically, startups must show how the strategic use of technology contributes to:

- Reducing emissions and pollution
- Increasing rural productivity and well-being
- Expanding financial access for underserved populations

Sectors and Investment Thesis

Zenani invests exclusively in sectors where measurable and systemic impact can be deployed effectively, structured across four core verticals:

A. Climate Tech / Biotech

Solutions related to:

- Biomaterials, renewable energy, and the circular economy
- Emissions reduction, decontamination, and environmental health
- Technologies preventing environmental degradation or improving environmental and community health outcomes

Expected impact outcomes:

Contribution to reduced environmental degradation and pollutant emissions, improved environmental and community health, and strengthened low-carbon and climate-resilient economies.

B. AgTech

Solutions focused on:

- Precision agriculture
- Transparent and traceable supply chains
- Productivity increases for smallholder farmers
- Sustainable and resilient food systems

Expected impact outcomes:

Sustained increases in agricultural productivity, improved incomes and livelihoods of smallholder farmers, strengthened food security, and development of resilient food systems.

C. FinTech for Inclusion

Solutions enabling:

- Digital wallets, basic financial accounts, and fair-access credit
- Reduced financial service costs for underserved populations
- Secure and transparent payment technologies

Expected impact outcomes:

Expanded access to formal financial services, reduced cost and usage barriers, strengthened economic resilience among underserved populations, and increased participation in the formal economy.

D. HealthTech

Solutions focused on:

- Access to healthcare for underserved populations
- Utilization of technological efficiencies to improve healthcare delivery
- Expanded access to insurance and financial protection in health

Expected impact outcomes:

Improved timely and affordable access to healthcare services, increased efficiency in healthcare provision, and enhanced financial protection for underserved communities.

Investment Stages Targeted by Zenani Capital

Pre-seed (primary focus) and selective seed-stage investments, provided company valuations align with Zenani Capital's investment benchmarks.

The stage thesis prioritizes startups with post-money valuations ranging between **USD 1 million and USD 8 million**.



Market validation is expected and may include early revenues, active users, pilot programs, or early commercial traction.

Ticket Size and Instruments

Investment amount:

Standard ticket sizes range between **USD 25,000 and USD 50,000** per company. In exceptional cases, Zenani Capital reserves the right to invest up to **USD 200,000** in a single company.

Instrument:

SAFE (Simple Agreement for Future Equity)

Key Selection Criteria

- Alignment with structural challenges
- Clear impact, intentionality, and measurable outcomes
- Strategic use of technology as a driver of impact
- Strong founding team

Investment Process Stages

1. Sourcing and application through Innpactia
2. Pre-screening and impact alignment assessment
3. Pitch deck review and expression of interest
4. Comprehensive due diligence
5. Investment closing (Zenani acts as a non-lead investor)

Clarifying Note

Zenani Capital acts as a non-lead investor. The approval and closing of investments are subject to the final consent and authorization of its investors and co-investors; therefore, timelines and deal closings depend directly on these external processes.

Benefits of Connecting with Zenani Capital

- Strategic capital with a strong impact focus
- Access to international expansion networks
- Support through Zenani Academy
- Validation and credibility with institutional investors

Required Documents

1. **Pitch Deck (7–15 slides)** aligned with early-stage VC standards (e.g., Y Combinator-style format).
2. **Data Room**, which may include financial, legal, impact, governance, and market documentation.

Data Room (during the due diligence stage), which may include:

In case of pre-selection, the following documentation may be requested:

- Financial statements (last 2–3 years, if available) and financial projections; use of funds plan.
- Corporate documents (articles of incorporation, bylaws, shareholder agreements), key contracts, and intellectual property documentation.
- Impact measurement framework (Theory of Change, IRIS+), previous impact reports, and impact targets.
- CVs of the key team members, organizational chart, and governance/compliance/ESG policies.
- Market and competitive evidence; scaling strategy; pilots or case studies; adoption and traction metrics.
- Tax information, outstanding debts, and potential liabilities or contingencies.

Key Dates

- **Call launch:** February 2025



- **Call closing:** Rolling applications

Pre-selection:

Applications will be reviewed on a rolling basis, in the order they are received.

Final selection:

The final decision depends on the investor's analysis and approval process. This process may take from a minimum of 3 months up to 12 months, depending on the complexity of the transaction and the quality of the information provided.

Communication of results:

Applicant companies will receive periodic updates on the status of their application as the process progresses, allowing them to track which stage they are in.

Contact Information

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How to Apply?

<https://whitebrand.innpactia.com/oportunidades/detalle/zenani-capital-impact-ventures-fund-i>

At this link, where you'll find the complete information about the call for applications, you can apply by clicking the buttons located at the top of the "Description of the opportunity":

- If you are already registered on the Innpactia platform, click the "Sign in" button, enter your credentials, and you will be taken directly to the application form.
- If you are not yet registered, click the "Sign up to apply" button, fill in the required information, and then you will be taken directly to the application form.