

GLOBAL PARTNERSHIPS

2025

Expanding Opportunity

Annual Report
JULY 1, 2024–JUNE 30, 2025



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From Our CEO



Friends of Global Partnerships,

This past year, families around the world faced inflation, conflict, and climate shocks. These challenges hit those in poverty the hardest, stretching their already-thin resources past the breaking point.

The smallholder farmer watching her crops dry up because the rain never came, knowing it'll mean her family goes hungry. The parent watching his child get sicker, unable to get the basic medicine that would help. The young girl staying behind as her peers walk to school, her parents unable to afford even the lowest school fees.

Global development programs may have once helped, but funding cuts left many families without a lifeline.

In moments like these, impact capital can either pull back or move closer.

The Global Partnerships community is one that has been moving closer since 1994.

For 30 years, we have expanded opportunity for people living in poverty thanks to a team and community that thinks differently about capital. We've listened, learned, and evolved over the decades to get to the heart of what really makes an impact for people living on dollars a day, and what type of capital is needed to scale it.

This report highlights Fiscal Year 2025 (FY25), where we explored new ways to mobilize impact-first capital to meet this moment while stewarding five debt funds and one equity fund. We ended FY25 with over \$182 million in outstanding investments to 86 social enterprise partners, positively impacting nearly 3 million lives. We also commemorated 10 years of being active in Sub-Saharan Africa, which has inspired us to go even deeper with our impact-first strategies.

This year's annual report also goes beyond one fiscal year to look back over our past three decades at the impact, insights, and innovations that have shaped Global Partnerships to meet the challenges of today.

Global Partnerships was purpose-built to meet this difficult moment.

We leverage philanthropic and impact-first investment capital to fund social enterprises that provide people in poverty with transformative solutions. Our model multiplies the impact of each dollar invested into many more. Your dollars help our funds provide loans to social enterprises serving people in poverty. When those loans are repaid, our funds loan them out again and again, multiplying their impact.

It's a model that works. Our impact analytics guide us as we target capital where it will serve those in great need. We monitor the success of our social enterprise partners in delivering strong outcomes that address the basic needs of families in poverty, which traditional markets have overlooked. And our model is cost effective: a little capital goes a long way in these underserved settings.

If there were ever a time to move closer, it's now.

Global poverty is at the root of many of today's challenges. Yet by investing in social enterprises that serve those living in poverty, we can expand opportunity for an individual and create a ripple effect—one that helps them meet their basic needs and lift themselves, their families, and their communities.

The smallholder farmer who now has better seeds, so she can grow food to feed her family even during

drought. The parent who can now afford to take his child to a health clinic for care. The young girl who gets to join her friends at school.

As we look toward the next year, we're humbled by the challenge ahead. And we're doing what we do best to make a difference: learning and innovating. We're excited to roll out new ways to mobilize capital from donor-advised funds (DAFs) and we're researching ways to address foreign exchange challenges faced by our social enterprise partners.

The time has never been more apt for impact-first investing. Thank you for being a part of this journey with us.

Sincerely,



Mike Galgon, CEO





Thank You

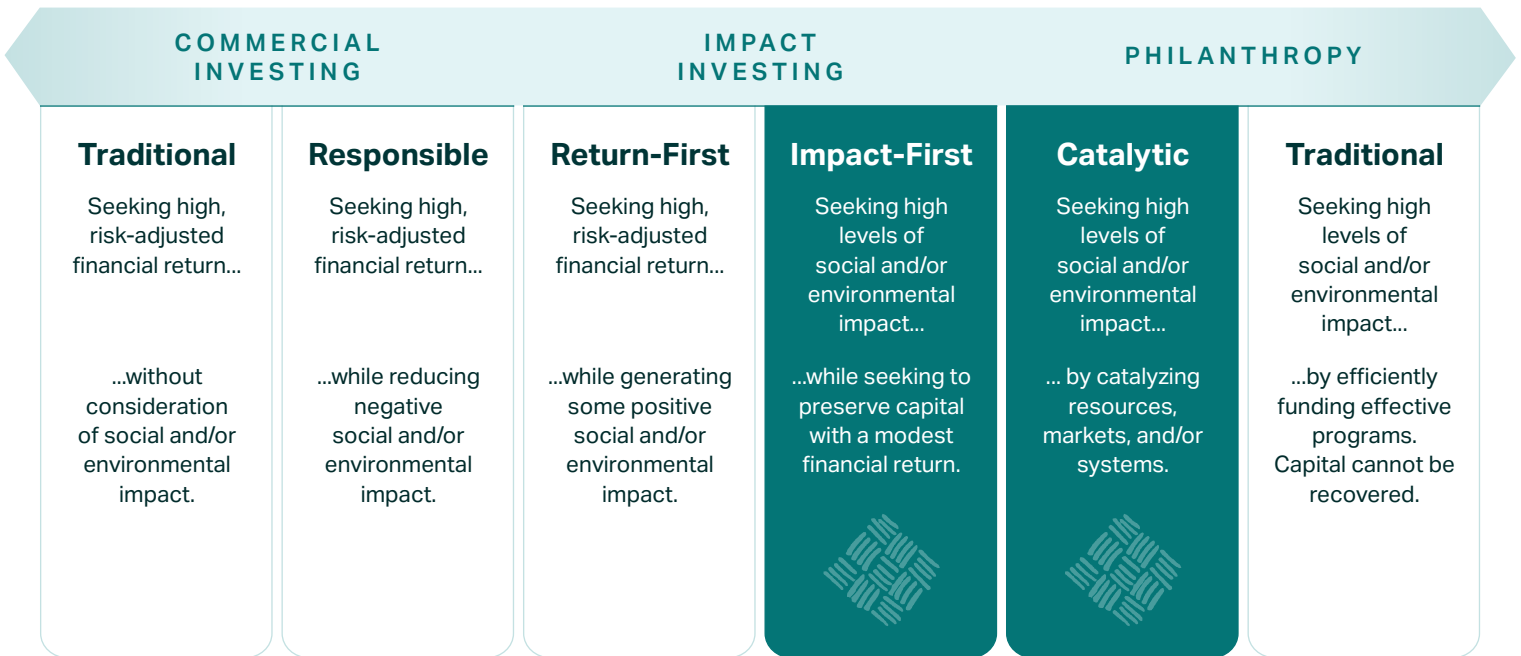
The impact-first approach takes a certain kind of community. One that thinks beyond the binary of traditional investing and philanthropy and is excited to activate capital in new ways so that others follow.

Whether you started with us decades ago or have joined us this year, you are part of what makes Global Partnerships special, impactful, and purpose-built for this critical moment.

Together, we've expanded opportunity for millions of people living in poverty, listened to what they truly need, and learned valuable lessons about what makes a real difference in their lives. **Thank you for making that possible.**

Thinking Differently About Capital

Capital Continuum



30 Years, One Purpose



Our Why

More than 3 billion¹ people live on mere dollars a day. That's almost half the world living without stable livelihoods, many of whom also lack access to basic necessities like food and water. Yet with real opportunity, people living in poverty can make radical changes for themselves, their families, and their communities. That's what Global Partnerships is all about.



“

Global poverty is not just a statistic; it is a complex issue at the root of many of today's most pressing challenges, from climate adaptation to food security and global health.

– Steve Davis, The Gates Foundation

“

I had the opportunity to work with the loan they gave me to improve my business, and when you improve a business, you improve your quality of life. I live more peacefully, eat better, and spend more time with my children.

– Female client of FINCA Peru

“

At its heart, impact investing is about connection. It focuses on shared values and collective goals, and it's a reminder that we're all in this together.

– Teresa Wells, ALTi Tiedemann Global

Our Model

From the start, we've prioritized supporting social enterprises ("partners") that serve people living in poverty ("clients"). How we do that, and in what areas, has evolved as we've listened and learned. Our model today:



Blend Capital

We blend catalytic philanthropy and impact-first investment capital to **meet the unique needs** of social enterprises offering essential products and services to people in poverty.



Measure Outcomes

We integrate impact analytics across the investment lifecycle to **keep capital aligned** with purpose and strengthen the impact of each dollar invested.



Optimize Impact

We advise social enterprise partners on how to **use impact data** to improve their offerings, attract fit-for-purpose capital, and scale.



I look around and can see the transformation that has taken place in our home. My children are well-fed and in good schools. We have also refurbished our home and bought additional land. All I see around me is growth.

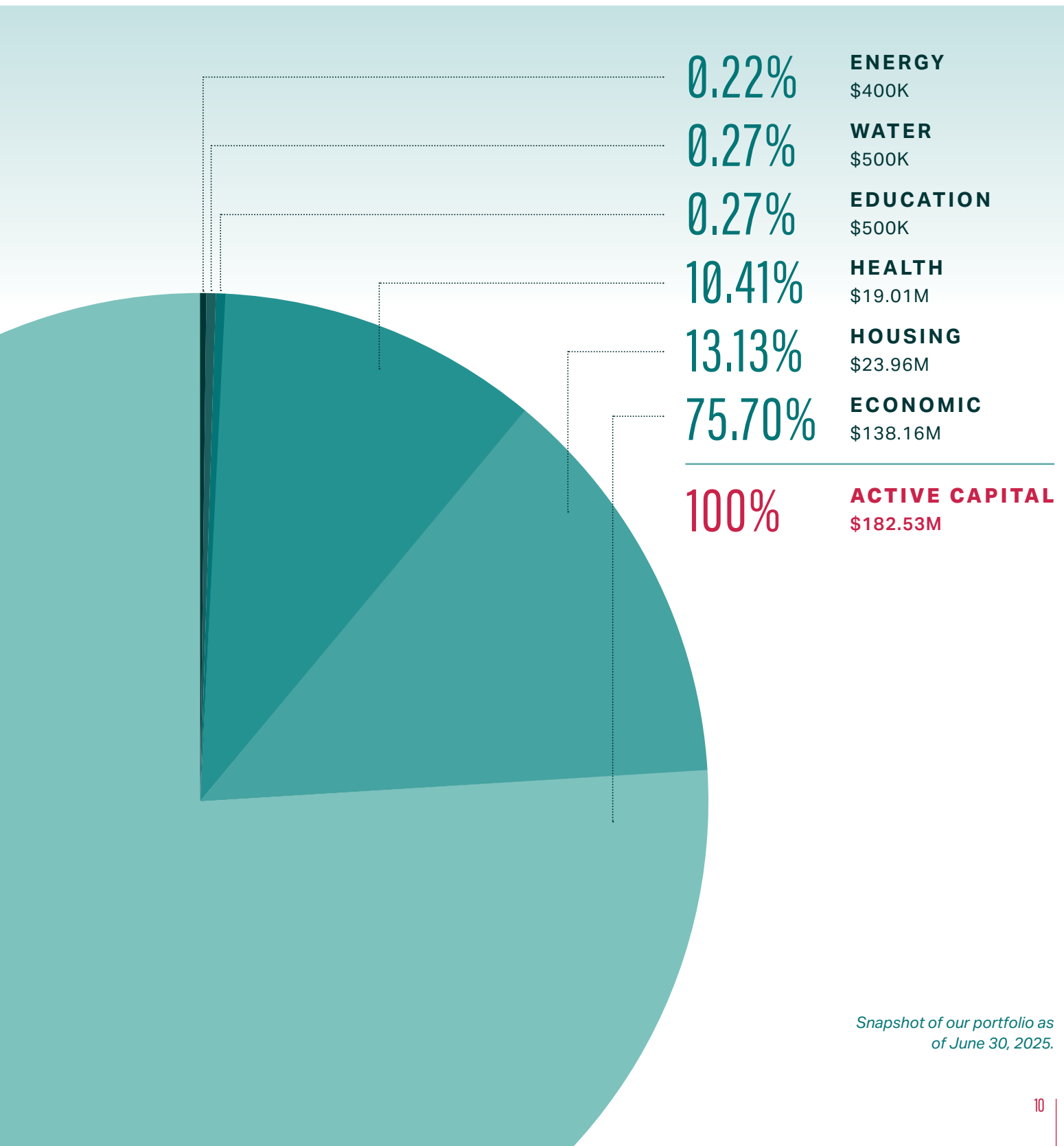
– Female Babban Gona client in Nigeria



Our Portfolio²

Our portfolio prioritizes expanding access to various forms of opportunity. Within each opportunity area, investment initiatives help us target social enterprises that are clear about whom they serve, what they deliver, and the outcomes they seek to enable for clients in poverty.

These initiatives guide our investments toward vulnerable groups like women, rural families, smallholder farmers, and children to **improve economic resilience, food security, women's empowerment, and more.**



Snapshot of our portfolio as of June 30, 2025.

OPPORTUNITY AREA

INITIATIVES

ECONOMIC

Adult Livelihood Learning
Informal Retailer Inputs
Microentrepreneur Growth Finance
Microinsurance
Productive Asset Finance
Rural-Centered Finance with Education
Smallholder Farmer Inputs
Smallholder Farmer Market Access
Women-Centered Finance with Education

HOUSING

Home Improvement Finance

HEALTH

Health Clinics
Women-Centered Finance with Health

EDUCATION

Education Finance

WATER

Clean Water

ENERGY

Solar

49% of partners are in women-centered initiatives³

66% of partners offer climate-related products or services⁴

30 Years of Impact

\$855M

Capital
Deployed⁵

37.8M

Lives
Impacted⁶

>40x

Philanthropic
Leverage⁷

89%

Of Clients Surveyed
Report Improved
Quality of Life⁸

When people living in poverty access meaningful opportunities, it creates a ripple effect. Improved income can spark a virtuous cycle for families that goes well beyond initial impact.



For an artisan in **rural Guatemala**, a small business loan and group-based education can mean:

- Learning and solidarity with peer microentrepreneurs
- Business acumen to grow her textile trade

Resulting in **economic empowerment**...

- **81%** of female clients across our portfolio report⁹ increased income
- **72%** of female clients across our portfolio report¹⁰ increased independence in financial decision-making

...that enables her to **build a better future for her children**.

- **57%** of female clients across our portfolio report¹¹ increased spending on children's education

For a smallholder farmer in rural Zambia, a loan for better seeds paired with training can mean:

- Confidence in the face of drought
- Resilience when her crop outlooks or prices fall

Resulting in more ability for her to **save and plan...**

- **82%** of female clients across our portfolio report¹² increased ability to plan finances
- **70%** of female clients across our portfolio report¹³ increased ability to save

...and provide for her family's **basic needs.**

- **61%** of female clients across our portfolio report¹⁴ enhanced food security



I'm proud of the fact that these women persevered and raised money to get their children to school and then to college. It's incredible what one person, what one woman can do. Her kids are going to college and becoming nurses and then they are giving back to their communities. It's a powerful cycle.

– Paula Clapp, Global Partnerships co-founder



30 Years of Insights



Global poverty is a market failure.

Capitalism has been a powerful engine for progress and prosperity. Yet poverty is still widespread and persistent.

Traditional capital markets lack the incentives to serve people living on dollars a day, while philanthropy and public resources alone have not met the scale of need. The entrenched nature of global poverty reflects a deep market failure that requires new forms of capital.

Small loans are essential, but they are not sufficient.

Poverty isn't simply an economic problem. It's bound together with many complex issues, such as gender inequality and food insecurity.

Social enterprises that design their offerings with an understanding of the interrelated challenges faced by their clients provide the most effective response. In financial inclusion, for example, this often takes the form of providing training and other services alongside a loan.

Social enterprises need a special kind of capital.

Located on the front lines of global poverty, social enterprises are uniquely positioned to listen, respond, and design solutions that reflect the real needs of people living in poverty. But traditional investment capital has created strong incentives to prioritize profitability over purpose.

To grow in both business and impact, social enterprises need patient, tailored investment that puts impact first, such as low-cost debt with modest return expectations.

Counting clients isn't enough.

Transparent measurement and reporting about who is served and the impact achieved requires robust data on inclusion, outcomes, and client experience.

This ability to measure results is a critical aspect of impact-first investing. It provides the transparency needed to understand how well—or poorly—impact-first investments are performing and reduces the risk of impact washing.

Impact data is business intelligence.

Clear, measurable impact objectives and evaluation that go beyond financials to client reach, product design, delivery model, and safeguards help drive better investment, especially when followed up with regular client-level data assessment.

Fund managers like Global Partnerships can use this information to make impact-informed investment decisions. Partners can use it to drive impactful growth.

Capital is a continuum, not a binary.

The way many people think about capital—make as much as you can, then give some away—is too limiting. Traditional investing, for all its strengths, has given us a world where nearly half the population lives in poverty.

Thinking about capital as a continuum, with each category having its own strengths and limitations, enables investors to identify which forms of capital are best suited to achieve the outcomes they value most.

The recycling of capital creates enormous potential.

In its intention to harness the power of capital to serve as a catalyst for creating a better world, impact-first investing is like philanthropy. Where it differs is its focus on seeking to preserve and reuse capital to multiply impact.

When investment capital is loaned out, repaid, and recycled into new investments that serve people living in poverty, its effect compounds over time.

Impact-first works.

As a relatively new discipline in a complex world filled with difficult economic and geopolitical challenges, it's not perfect, but impact-first investing works.

The conditions are right for it to emerge as a significant and distinct asset class in global development. Impact-first investing has and can continue to create significant, measurable improvement for people who live in poor and underserved communities around the world.

Read more insights in our full 30th anniversary learning series at <https://www.linkedin.com/company/globalpartnerships/>.



30 Years of Innovation

1994

Global Partnerships (GP) established as a private foundation by Bill and Paula Clapp

1994

GP establishes mission to address global poverty, starting in Central America

2003

GP becomes a 501(c)3 public charity

2005

GP designs funds that use catalytic philanthropy to crowd in senior investments

2006

PORTFOLIO¹⁵: \$2M
PARTNERS¹⁶: 9
COUNTRIES¹⁷: 4
LIVES IMPACTED¹⁸: 35K

2011

GP expands scope from microfinance to include agricultural cooperatives and social businesses across Latin America

2011

GP recognized by ImpactAssets 50 in 2011 and every year thereafter

2012

PORTFOLIO¹⁵: \$40M
PARTNERS¹⁶: 31
COUNTRIES¹⁷: 10
LIVES IMPACTED¹⁸: 2M

2013

GP introduces limited recourse notes to raise first-loss capital for funds, enabling GP funds to be 3-4x larger than before

2014

GP adds dedicated impact team, launches disciplined impact underwriting

2015

GP expands activities to Sub-Saharan Africa

2016

GP launches a new fund to support early-stage social enterprises





2018

PORTFOLIO¹⁵: **\$98M**
PARTNERS¹⁶: **72**
COUNTRIES¹⁷: **20**
LIVES IMPACTED¹⁸: **11M**

2018

GP explicitly focuses investments on products and services—like clean water, energy, and finance with education—that **enable positive outcomes for priority groups**, including women and the rural poor

2018

GP begins helping partners **access actionable client data and feedback** through mobile phone surveys

2019

GP pioneers new funds dedicated to **impact-first strategies** that align economics with impact



2020

Impact data used as **business intelligence** for GP and social enterprise partners

2021

GP launches a **new impact-first fund** to sustain select social enterprise partners in the wake of the pandemic



2022

PORTFOLIO¹⁵: **\$160M**
PARTNERS¹⁶: **92**
COUNTRIES¹⁷: **28**
LIVES IMPACTED¹⁸: **29M**

2023

GP successfully matures first 10-year fund and launches first **20-year and evergreen funds** for greater capital recycling opportunity; new early-stage investing pilot launched

2025

PORTFOLIO¹⁵: **\$183M**
PARTNERS¹⁶: **86**
COUNTRIES¹⁷: **29**
LIVES IMPACTED¹⁸: **38M**

2025

GP explores ways for **donor-advised funds** to participate in GP funds

2025

GP has **supported 55 partners** to conduct surveys of over 17,000 clients since 2018

2025+

GP provides strategic impact analytics and advisory support to partners to **strengthen their offerings and inform growth**

This Year at a Glance

Seattle Office

MEXICO

GUATEMALA

EL SALVADOR

COSTA RICA

ECUADOR

HAITI

DOMINICAN REPUBLIC

HONDURAS

NICARAGUA

PANAMA

COLOMBIA

Bogota Office

PERU

BOLIVIA

ARGENTINA

All data as of June 30, 2025¹⁹

Active portfolio

\$182.5M

Current partners

86

REGIONS

Latin America
and Caribbean

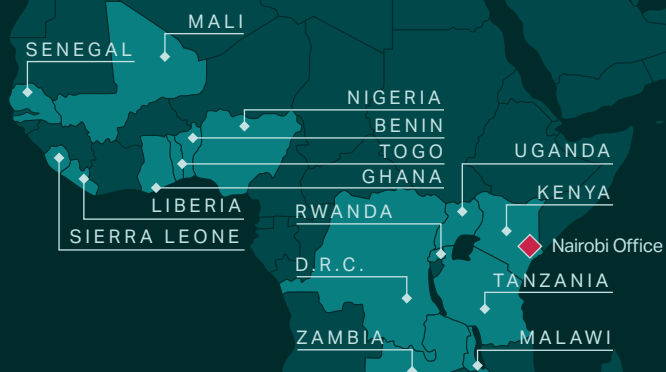
\$131.4M

Sub-Saharan
Africa

\$51.1M

Lives impacted
during FY25²⁰

2.9M



Partners serving people living on <\$6.85 a day²¹

100%

74%

female clients²²

58%

rural clients²³

Of clients surveyed²⁴

89%

report improved quality of life

Financials

Consolidated Financials for Fiscal Year 2025: July 1, 2024 – June 30, 2025²⁵

Revenues

FY 25	FY 24		% OF TOTAL (FY25)
\$11,302,000	\$11,190,000	Impact investment interest income	70.95%
\$1,739,000	\$2,575,000	Contributions	10.92%
\$2,848,000	\$2,167,000	Other income	17.88%
\$40,000	\$10,000	Gifts in kind	0.25%
\$15,929,000	\$15,942,000	Total ordinary revenues	100%

Expenses

FY 25	FY 24		% OF TOTAL (FY25)
\$12,497,000	\$9,700,000	Program services	90.67%
\$360,000	\$304,000	Fundraising	2.61%
\$926,000	\$750,000	Management and general	6.72%
\$13,783,000	\$10,754,000	Total operating expenses	100%

Leadership

As of June 30, 2025

Board of Directors

Bill Richter

Board President & Chair

Deirdre Black

Treasurer

Peter Bladin

Secretary

Gregg S. Johnson

Carly Kiser

Ed Lazar

Matthew McBrady

Hillary Miller-Wise

Rosario Pérez

Tim Porter

Alex Silva

Samuel Collin Ssenyimba

Jane Stonecipher

Nancy Swanson*

Robert B. Van Cleve

Maggie Walker

Mike Galgon

(non-voting director)

Executive Team

Mike Galgon

Chief Executive Officer

Mark Coffey

President

Curt Fraser

Chief Lending Officer

Michael McGinn

Chief Financial Officer

Megan Muir

General Counsel & Chief Operating Officer

Tara Murphy Forde

Chief Capital & Impact Officer

Nathalia Rodriguez Vega

Chief Investment Officer

Jim Villanueva

Managing Director, Social Venture Fund

**Joined the board of directors on September 19, 2025*



Endnotes

PHOTO CREDITS: Jackfruit Finance, Fibrazo, NOVICA, BRAC Tanzania, Babban Gona, FUNDAP, Microloan Foundation Zambia, Alison Wright for Good Nature Agro, Grooming Centre, Financiera FAMA.

DISCLAIMER: Nothing in this report is an offer to sell nor a solicitation of an offer to buy any securities. Past performance is not a guarantee of future results.

¹ "Half of the global population lives on less than US\$6.85 per person per day." World Bank Group, December 8, 2022. <https://blogs.worldbank.org/en/developmenttalk/half-global-population-lives-less-us685-person-day>

² Active capital deployed as of June 30, 2025. All numbers are rounded to the nearest ten thousand.

³ Percentage of partners with active investment from one or more Global Partnerships (GP)-affiliated debt funds as of June 30, 2025, that were in Women-Centered Finance with Education or Women-Centered Finance with Health initiatives.

⁴ Based on latest analysis of climate-related products and services conducted by the GP team in February 2025 based on data reported by GP-affiliated debt fund partners.

⁵ Capital deployed by GP and its affiliated funds between June 30, 1994, and June 30, 2025.

⁶ Estimated number of lives impacted (between June 30, 2004, and June 30, 2025) as a result of investments in partners by GP and its affiliated funds.

⁷ Calculated as a ratio of a) for FY25, the average quarterly portfolio balance of GP and its affiliated funds, which is made up of the cash-based loan portfolio balance of GP and its affiliated debt funds (excluding foreign currency transaction gains/losses and credit loss reserve) plus the cost basis of the equity portfolio of the GP Social Venture Fund at fiscal year-end (net of write-offs) relative to b) the fiscal year operating expenses of GP and its non-fund affiliates (excluding interest payable to limited recourse noteholders and GP credit loss reserve related to Impact-First Venture Loan Pool program loans) covered by philanthropic dollars.

⁸ Based on responses from 13,391 clients of 47 social enterprise partners that, on June 30, 2025, had an active outstanding balance pursuant to an investment by GP or one of its affiliated funds. Survey reports were completed within five years prior to June 30, 2025, via mobile, voice-based surveys conducted by 60 Decibels, Inc., an impact measurement company. Results are not representative of all investee partners and are intended to provide insight into whether investments can reach desired segments and support intended outcomes. All results are weighted by number of respondents.

⁹ Based on responses from 6,842 female clients of 38 partners of GP and GP-affiliated funds.

¹⁰ Based on responses from 4,597 female clients of 24 partners of GP and GP-affiliated funds.

¹¹ Based on responses from 6,440 female clients of 35 partners of GP and GP-affiliated funds.

¹² Based on responses from 6,751 female clients of 37 partners of GP and GP-affiliated funds.

¹³ Based on responses from 6,874 female clients of 39 partners of GP and GP-affiliated funds.

¹⁴ Based on responses from 6,440 female clients of 35 partners of GP and GP-affiliated funds.

¹⁵ Amount of outstanding investments in social enterprise partners at the end of each fiscal year represented, rounded to the nearest million.

¹⁶ Number of partners reached by investments by GP and its affiliated funds at the end of each fiscal year represented.

¹⁷ Number of countries reached by investments by GP and its affiliated funds at the end of each fiscal year represented.

¹⁸ Estimated cumulative number of lives impacted between June 30, 2004, and the end of each fiscal year represented, rounded to the nearest million. Those between one thousand and one million are rounded to the nearest thousand.

¹⁹ All numbers above one million are rounded to the nearest hundred thousand.

²⁰ Estimated number of lives impacted in FY25 as a result of investments in partners by GP and its affiliated funds.

²¹ GP uses the poverty line of \$6.85 Purchasing Power Parity (PPP) per person, per day. PPP is a metric that compares different countries' currencies through a "basket of goods" approach.

²² Data from partners with active balance outstanding in one or more GP-affiliated debt funds as of June 30, 2025. "% female" reported by 75 out of 75 partners.

²³ Data from partners with active balance outstanding in one or more GP-affiliated debt funds as of June 30, 2025. "% rural" reported by 73 out of 75 partners.

²⁴ Based on responses from 13,391 clients of 47 social enterprise partners that, on June 30, 2025, had an active outstanding balance pursuant to an investment by GP or one of its affiliated funds. Survey reports were completed within five years prior to June 30, 2025, via mobile, voice-based surveys conducted by 60 Decibels, Inc., an impact measurement company. Results are not representative of all investee partners and are intended to provide insight into whether investments can reach desired segments and support intended outcomes. All results are weighted by number of respondents.

²⁵ Figures rounded to the nearest thousand. Figures reflect GP financials consolidated with each of its wholly owned subsidiaries, including each of its affiliated funds. Past performance is not a guarantee of future results.



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