

## Impact Investing\*

Brad M. Barber

[bmbarber@ucdavis.edu](mailto:bmbarber@ucdavis.edu)

Graduate School of Management  
UC Davis

Adair Morse

[morse@haas.berkeley.edu](mailto:morse@haas.berkeley.edu)

Haas School of Business  
UC Berkeley & NBER

Ayako Yasuda

[asyasuda@ucdavis.edu](mailto:asyasuda@ucdavis.edu)

Graduate School of Management  
UC Davis

Preliminary and Incomplete  
Do not distribute without permission

September 13, 2017

JEL classification: G1, G2

Keywords: venture capital; private equity; impact investment; socially responsible investment; UN principles of responsible investment; sustainable investing; corporate social responsibility.

---

\* We are grateful for Philip Bond, Magnus Dalquist, Will Gornall, Tim Jenkinson, Oğuzhan Karakaş, Hideo Owan, Ludovic Phalippou, Elena Pikulina, Josh Rauh, Berk Sensoy, Laura Starks, Annette Vissing-Jorgensen and the comments of seminar and conference participants at AFA Annual Meetings (Chicago), Caltech/USC 2016 PE Conference, LBS 9th Private Equity Symposium, Masahiko Aoki memorial academic conference, 2016 PERC Conference (Chapel Hill), 2016 WFA Annual Meetings (Park City), UW 2016 Summer Finance Conference, Lancaster University, Maastricht University, New York Fed, Oxford University Saïd Business School, Tuck (Dartmouth), University of Warwick, University of Porto, University of Tilburg, and Yale School of Management. Radin Ahmadian, Christina Chew, and Derek Lou provided valuable research assistance. All errors are our own.

# Impact Investing

## **Abstract**

Impact funds, defined as venture or growth equity funds with dual objectives of generating financial returns and positive externalities, perform 7.8% below traditional VC funds in univariate statistics, or 3-4% lower returns in a willingness-to-pay (WTP) utility framework adjusting for investor choice covariates. Development organizations, banks, and public pension funds have the greatest WTP, while endowments and private pensions have negligible WTP. Europeans and UNPRI signatories have larger WTPs. Mapping WTP to investor tastes and hindrances—which could affect utility for impact—we find that mission-oriented investors, and investors facing political pressure (often for local investing) have greater WTP for impact while legal restrictions (e.g. ERISA) lower investor WTP for impact.

JEL classification: G1, G2

Keywords: venture capital; private equity; impact investment; socially responsible investment; UN principles of responsible investment; sustainable investing; corporate social responsibility.

## **I. Introduction**

If a long-lived global social planner existed, a number of social and environmental problems would be on her list of items to fix. The fixes would likely not be limited to Coasean taxes on those causing the problems, and the outcomes would likely not be Pareto improving to all bearing the costs. The world lacks a social planner to mandate fixes and allocate costs, and instead, if fixes to social and environmental problems are to be achieved, someone must voluntarily provide capital. Governments are an obvious source of capital, but government programs are generally locally confined and can be inefficient. Philanthropies are a second source of capital, but philanthropies lack the scale to fundamentally fix the global problems at hand.

The final pool of funds is the private financial capital of households and organizations. Private capital has the scale to fundamentally address global social and environmental challenges. However, households and organizations are generally assumed to be investing to maximize financial returns and thus are unwilling to spread personal utility gains across the two objectives of valuing (in a utility sense) both impact and financial returns. Recent trends call this assumption into question. As of April 2016, 1500 organizations representing \$62 trillion in asset under management are signatories to the United Nations Principles of Responsible Investment (UNPRI). Virtually all major consulting groups have a social impact practice, and all major investment banks have an impact division, to meet corporate, institutional, and private wealth demands for impact (i.e., social and environmental) considerations in investment.

Our agenda is to estimate the willingness to pay for impact exhibited in the investment decisions of private capital investors. To do this, we must study a context in which the investment offered explicitly promotes having dual impact and financial objectives. For this, we turn to impact investing funds. Impact funds are typical venture capital and growth equity funds,<sup>1</sup> except that they have dual objectives of generating impact returns (e.g., the alleviation of poverty or the reduction of greenhouse gas emissions) and financial returns. Note that not all funds that use the label of

---

<sup>1</sup> As typical private equity vehicles, impact funds have a fund life of at least ten years. Fund managers make equity investments in a portfolio of startup/private companies that are aligned with the fund's objectives. Just as in traditional venture capital funds, investors earn financial returns on impact funds by receiving exit proceeds from the fund manager when/if these investments are exited.

“impact fund” offer a dual return objective, but we apply this narrow definition so that we can focus on identification of utility over impact and financial returns.<sup>2,3</sup>

We manually construct a sample of 159 impact funds launched over the period 1995-2014 using a strict criterion that the fund must state dual objectives in its motivation. We hand code the type of impact each fund aims to achieve (environmental, poverty alleviation, etc.). We merge these data with a Preqin dataset containing more than 25,000 investments by more than 3,500 investors (which we call limited partners or LPs) to more than 5,000 traditional VC and impact funds. LPs are not all alike in their portfolio choice decisions; thus we manually look up the ultimate source of capital for each of the 3,500 LPs, coding them into ten LP types.

Our primary analysis estimates the willingness to pay (WTP) for impact across investor types and characteristics. To set the stage for this analysis, we first analyze the performance for the subset (about 1/3<sup>rd</sup>) of funds that report performance to Preqin. We find (our first main contribution) the annual internal rate of return for impact funds is 7.8 percentage points less than traditional VC funds. Investors in VC also often focus on percentile ranks relative to vintage year cohort funds. Impact funds have percentile ranks that are about 14.8 PPTs lower than traditional VC funds. The performance difference remains reliably negative when we control for a number of fund characteristics (vintage year, size, fund sequence, industry, and geography). If impact funds survive in the VC market, these results suggest investors are willing to sacrifice returns in exchange for impact in equilibrium.

To investigate whether investors willingly forego expected return at the time of their investment decision, our primary empirics employ a discrete choice methodology using investors’ observed choices of investments (yes/no decisions) among a large set of VC funds fundraising in a year as the dependent variable. Our empirical analysis relies on two key independent variables: an impact dummy variable and an ex-ante estimate of expected return for each fund, which we model using historic data on a fund’s characteristics that investors would observe at the time of fundraising. From investors’ choices, we observe whether impact is a desirable fund characteristic

---

<sup>2</sup> Some VC funds use the term impact fund because they invest in a green (energy, agriculture) or good (education, health) sectors. However given that they only seek to maximize financial returns rather than dual financial and impact returns, they are not impact investments in the more narrow sense of the term. Also, some venture philanthropy funds invest in social enterprises that may earn financial returns, but since their primary agenda is in addressing a social and/or environmental concern, they are also not strictly impact investments.

<sup>3</sup> Impact funds also stand in contrast to SRI *public equity* portfolios, whereby investors either negatively screen out companies that engage in objectionable practices (e.g., divesting fossil fuel or tobacco) or positively screen for sectors, geographies or companies.

(i.e., increases a fund's investment rate). How sensitive investment rates are to a fund's expected return allow us then to convert the desirability of impact into a willingness to pay for impact.

Our methodological approach builds on a large literature on hedonic pricing techniques, which provide tools for estimating implicit prices of attributes that a good possesses (e.g., Court (1939), Griliches (1961), Rosen (1974), McFadden (1974, 1986)). It follows that one can interpret these implicit pricings as agents' willingness to pay for attributes. Cameron and James (1987) introduced the idea that willingness to pay can be estimated in discrete choices over alternatives. In discrete choice models, the selected choices made by agents over alternatives can be used to infer the sensitivity of the choice probability to price and to the attributes (McFadden, 1974). Cameron and James (1987) noted that if one re-parameterizes the sensitivity of choice to an attribute by scaling it relative to the sensitivity of choice to price, the result is an estimate of the individual's willingness to pay for that attribute.

For example, Huber and Train (2001) study households who choose among a set of electricity providers. They are interested in the tradeoffs in price households make when choosing characteristics of the provider (e.g., local utility vs. conglomerate), making inference as to people's willingness to pay to do business with a more expensive local provider. Analogously, we study the choice of alternatives of funds and ask whether different types of private capital investors exhibit a willingness to pay for the impact characteristic of a fund. We do not assume that impact funds deliver lower returns than other funds, but allow our estimations to reveal whether investors are willing to pay for impact.

As a baseline, we estimate a conditional logit model where the dependent variable is a dummy variable that indicates whether an investor invested in a particular fund. The key independent variables (impact and expected return) indicate the average investor exhibits a willingness to pay of 17 percentile rank points (which translates into about 3-4% in IRR) for impact funds. This result reinforces the realized performance differences and suggests investors knowingly make a tradeoff between financial returns and social returns when investing in impact. We include LP fixed effects (a dynamic version in small buckets of LP groupings) to control for heterogeneity in LP investment rates. The model includes the literature-motivated relationship variables between each LP-fund pair. Consistent with multi-dimensional choice models, we allow the LP's fund choice to vary with a rich array of fund characteristics (e.g., vintage, size, manager quality, geography focus, and industry focus). We further verify robustness of our findings by

estimating analogous linear probability models with LP fixed effects and random coefficients logit models.

Having established the baseline measure of WTP, we examine how the taste for impact varies by various dimensions of LP characteristics. Specifically, our second main contribution is in documenting four main investor types with a positive significant willingness to pay for impact. Development organizations, with their mission as such, have a high WTP for impact. Financial institutions (banks and insurance companies) have a high WTP for impact when they invest in impact funds, presumably reflecting their community investments to comply with CRA and garner goodwill. Finally, public pension funds have a high WTP for impact, in line with home-biased VC investing documented by Hochberg and Rauh (2013).

Our third contribution is documenting that WTP for impact comes almost entirely from European investors and investors in Latin America and Africa. Our geography analysis supports the existing circumstantial evidence that preference for impact should be higher for investors active in more recent periods and from Europe. This analysis also alleviates concerns that investors simply are naïve to the investment criteria when capital managers invest in impact funds.

Our fourth contribution delves into what attributes would motivate differential preference for impact utility across investors (i.e., to understand the ‘why’ behind our LP type results). To gain more confidence on the causal nature of the correlation between investors and impact WTP, we use variation in some attributes across geography as well as LP type. The six investor attributes that we examine include whether the capital is (1) held by households (as opposed to an organization), (2) intermediated by an asset manager, (3) held by an organization with a mission objective, (4) held by an organization with pressure to invest with impact, (5) held by an organization subject to laws restricting impact, or (6) held by an organization (e.g., corporation) with charters that restrict investments with impact.

We find that mission-focused investors, and organizations that face political or regulatory pressure to invest in impact exhibit higher impact investment rates, *ceteris paribus*. Legal restrictions against investments for non-financial motives (e.g., ERISA and UPMIFA) materially decrease the investment rates in impact funds. In contrast, organizational charters that require a focus on financial returns (e.g., corporate charters that require shareholder wealth maximization) do not seem to hinder demand.

Our final contribution, which hopefully serves as fodder for future research, documents that impact funds focused on environmental impact, poverty alleviation, women and minorities, and social concerns are hosts to higher realized WTP by the investors. In contrast, impact funds focused on small and medium-sized enterprises (SMEs), social infrastructure (e.g. health, education, and mainstream infrastructure), and other geographic-focused funds do not generate investment rates that reliably differ from those of traditional VC funds. These findings seem to suggest that the internalization of utility from public good investing varies in how much the good is viewed as a public good versus an endeavor that could be profitable.

There is little prior academic work on impact investing directly. Kovner and Lerner (2015) study 28 community development venture capital funds in the U.S., finding that these funds tend to invest in companies at an earlier stage, in industries outside the VC mainstream, and with fewer successful exits. Chowdry, Davies, and Waters (2016) develop a theoretical model of how social impact bonds (SIBs) can solve under or over-investment in social goods for heterogeneous pools of investors.

Our work relates to the broader literature on socially responsible investing (SRI) that dates back as far as Milton Friedman's 1970 doctrine on responsible investing.<sup>4</sup> A survey by Renneboog, Ter Horst, and Zhang (2008) highlights the tension of SRI investing, concluding that investors in SRI funds may (but not with certainty) be willing to knowingly forego some expected financial returns for social or moral considerations. Consistent with the idea that investors in SRI funds value attributes other than performance, Benson and Humphrey (2008), Renneboog, Ter Horst, and Zhang (2011) and Bialkowski and Starks (2016) show that SRI fund flows are less sensitive to performance than non-SRI flows while Bollen (2007) documents SRI funds have less volatile flows. One strand of the SRI literature argues the non-pecuniary interests of investors affect the expected returns of investors; stocks preferred for nonfinancial reasons earn lower returns than spurned stocks. Building on this idea, Hong and Kacperczyk (2009) find that stocks subject to widespread negative investment screens earn strong returns (also see Chava (2014)). Riedl and Smeets (2016) find that social preferences and social signaling affect retail investors' choice of mutual funds. Bialkowski and Starks (2016) document that demand for SRI mutual funds has grown faster than traditional mutual funds in recent years, fueled by investors' nonfinancial

---

<sup>4</sup> "The Social Responsibility of Business is to Increase Its Profits," The New York Times Magazine, September 13, 1970. Also see Geczy et al. (2003).

considerations. The above studies highlight the potential importance of non-pecuniary motives when investing, which dovetails with our analysis of the willingness to pay for impact.<sup>5</sup>

Our paper also relates to a strand of the private equity literature that focuses on understanding demand. For example, Lerner, Schoar and Wongsunwai (2007) and Sensoy, Wang and Weisbach (2014) compare returns earned by different types of LPs. Our findings complement those of Lerner, Schoar and Wongsunwai (2007); Hochberg, Ljungqvist, and Vissing-Jørgensen (2014); Hochberg and Rauh (2013) in finding the importance of relationship and geography in understanding investment patterns in private equity.

## **II. Data and Statistics**

### ***II.A. Data and Impact Funds Designation***

Our data on funds, LP investors, and performance come from Preqin’s Investor Intelligence and Performance Analyst datasets. Because the majority of impact funds are venture or growth oriented, we restrict our analysis to venture and growth funds. Our first task is to designate funds as being impact or traditional VC, using the criterion of an impact fund having the stated objective of generating a positive externality in addition to pursuing financial returns.<sup>6</sup> We start with the universe of funds in Preqin’s Performance Analyst database. From these funds, we identify potential impact funds from a combination of keyword searches of articles about funds and managers, third-party lists of funds and managers, and a screen based on funds that invest primarily in companies located in poverty-stricken countries. We then manually read descriptions and online resources about funds and fund families, strictly requiring that a fund must explicitly state an externality objective to be deemed an impact fund in our dataset. We likely fail to designate some funds as impact (false negatives) due to a lack of detailed information, but our approach yields a clean sample of impact funds (i.e., false positives are unlikely).

Impact funds have diverse goals, so it is useful to consider specific examples of impact funds in our final sample. Bridges Ventures is a London-based family of funds “...dedicated to sustainable and impact investment...” that uses an “...impact-driven approach to create returns for both investors and society at-large.” Bridges has several funds in our sample including, for example, the CarePlaces Fund, which builds care homes for the elderly. Its limited partners include

---

<sup>5</sup> Dimson et al. (2015) provides contrary evidence that investor engagement with the management of publicly traded firms on a collection of environmental, social, and governance issues is associated with positive abnormal returns.

<sup>6</sup> We summarize the steps used to identify impact status here and provide further details in Appendix B.



university endowments, banks, pension funds, and high-net-worth investors. NGEN Partners is a Manhattan-based family of funds that “...invests in companies that positively improve the environment and human wellness” and manages three funds in our impact dataset (NGEN Partners I and II, and NextGen Enabling Technologies Fund). The North Texas Opportunity Fund “...seeks to invest in companies located in or willing to expand operations to underserved North Texas region markets, with a special emphasis on the southern sector of Dallas. The firm invests in minority or women owned or managed companies located anywhere in North Texas.”

To parsimoniously summarize these diverse impact goals, we construct seven, non-mutually exclusive impact categories: environmental impact, minority and women funding, poverty alleviation, social concerns, social infrastructure development, small and medium-sized enterprise (SME) funding, and geography-focused impact excluding poverty regions. Two categories require further explanation. Social concern funds invest in firms that address other social welfare concerns or measure the social impact of its investments. Geography-focused impact funds are funds that have a clear objective of creating jobs or economic development in a specific region, but we exclude funds with poverty alleviation focus in order to avoid high degree of correlation between the two (geo and poverty) categories. For each impact fund, we read fund descriptions in three databases (Preqin, Capital IQ, and ThomsonOne) as well as in the fund’s own marketing materials on their websites and code the impact objectives of the fund using these seven categories, allowing funds to have multiple objectives.

Figure 1 depicts the percentage of the 159 impact funds that have a stated impact goal, with the counts of funds displayed at the top of each bar. The smallest impact categories are minority and women funding (11% of funds) and social infrastructure development, which includes health and education as well as other social or physical infrastructure (16%). The remaining impact categories are more common and relatively uniformly distributed with the most prevalent being poverty alleviation (43%) and SME funding (42%), followed by geography focus excluding poverty (33%), environmental impact (28%) and social concerns (27%).

We augment our Preqin data with the list of UNPRI signatories, which we downloaded from the UNPRI website. As of November 16, 2015, there were 1,422 signatories (297 asset owners, 931 investment managers, and 194 professional service managers) who collectively manage \$59 trillion. We match UNPRI signatories to our LP dataset using investor names. LPs

that are subsidiaries of a UNPRI signatory are also coded as signatories, but not LPs who are parents of UNPRI signatory subsidiaries.

## ***II.B. Fund Statistics***

Our main analysis focuses on 4,659 funds with vintage years from 1995 to 2014. In Table 1, we present descriptive statistics on the 4,500 traditional funds on the left side and the 159 impact funds on the right side.

Because our empirics are at the investment level rather than the capital commitment levels, it is important for inference that the capital commitments per investment for impact and traditional funds are similar. Traditional VC funds are somewhat larger than impact funds (\$204.6 million v. \$129.6 million when comparing the average fund size and \$102 million versus \$83 million when comparing the median fund size). This could be due to the mix of VC and growth capital funds. Thus, we examine the individual commitment amounts. Though we observe 23,986 investments, commitment amounts are available for only 7,867 (32.8%). For this sample, the mean and median capital commitment (first taking the average across investors in a fund and calculating statistics across funds) for traditional VC funds is \$22.2 million and \$14.6 million. Impact funds have larger capital commitments, with the mean and median being \$27.1 and \$15.0 million.<sup>7</sup> One might wonder if the difference arises because we are more likely to observe investment size for traditional funds and thus are more likely to observe smaller capital commitments. This does not appear to be the case as we observe proportionately more investment amounts for impact investments (38.0%) than for traditional funds (32.6%).

Simple univariate statistics suggest that impact funds have lower mean and median performance. Traditional funds have a mean (median) IRR of 11.59% (7.4%), while impact funds have mean (median) IRR of 3.7% (6.4%). The same patterns emerge for value multiples and the percentile ranks. However, these univariate comparisons of un-adjusted returns ignore a large time variation in VC performance during the sample period. VC funds historically had the highest IRRs during the mid- to late-1990's but impact funds became more common in the 2000's – a decade which saw VC returns decrease substantially. Looking at the percentile rank helps us correct for this bias. The percentile rank is based on a fund's performance ranking (either IRR or VM) relative

---

<sup>7</sup> The statistics are similar if we average across investors. The mean (and median) capital commitment is \$20.9 million (\$11 million) for traditional VC funds and \$25.6 million (\$13.4 million) for impact funds.

to cohort funds (where we define a cohort by vintage year and geography using five geographic regions). We use the average of a fund's VM percentile rank and IRR percentile rank because some funds have IRR data, but not VM and vice versa. Using this measure, traditional funds have a mean (median) percentile rank of 0.49 (0.5), while impact fund have mean (median) rank of 0.34 (0.28). The difference of 0.15<sup>8</sup> (0.22) in percentile rank translates to about 2.9% (4.2%) difference in excess IRR centered at the median in historical returns (see Table A1).

In our analysis, we focus on percentile rank, rather than IRR or VM; we do this for three reasons. First, percentile ranks are less prone to extreme value problems that plague IRR and VM, particularly in VC funds. Second, investors routinely reference percentile ranks relative to a vintage-year cohort (e.g., top quartile funds) when evaluating fund performance. By employing percentile ranks in our empirical analysis, we are mapping into the decision process commonly employed by investors when selecting fund investments. Finally, percentile ranks have the added dividend that we have more observations on performance since percentile ranks can be calculated with either IRR or VM.

Collapsing Preqin codes of the geographic focus of fund investments to eight regions, we designate a fund to have a geographic focus if more than a third of all geographic descriptors are concentrated in a given region. Most funds (84%) focus on only one of the eight global regions. Panel B of Table 1 reports that impact funds tilt more toward developing countries including Africa, Latin America, and Emerging Europe than traditional funds. We do the same exercise for industry foci, collapsing the Preqin codes to 11 different industries (business services, energy, consumer, diversified, industrials, information technology, health care, infrastructure, food and agriculture, real estate, and media/communications) and coding a fund as having an industry focus if more than a third of industry sector descriptors are concentrated in a given industry. Both self-described diversified funds and funds that lack any focus on particular industries (according to our coding method) are categorized as “diversified”. Panel C of Table 1 reports that impact funds are more likely to be energy or diversified funds, and less likely to be IT, health care, or media and communication funds than traditional VC funds.

## ***II.C. Investor (LP) Statistics***

We categorize each LP to reflect one of ten LP Types: *Development Organizations* include multinational, national, and regional organizations that invest with development purposes in mind

---

<sup>8</sup> 0.49-0.34 = 0.15.

(e.g., International Finance Corporation, Ireland Strategic Investment Fund, and New Mexico State Investment Council). *Corporation & Government Portfolios* include corporations who invest in VC (e.g., Cisco and Siemens), state-owned corporations (e.g., China Steel and China Oceanwide Holdings), and sovereign wealth funds that are not development-oriented (e.g., Abu Dhabi Investment Authority).<sup>9</sup> *Wealth Managers* include family offices (e.g., Merrion Family Trust) and advisers who serve retail or high net worth clients (e.g., BNY Mellon Wealth Management). *Private Pensions* are primarily corporate pensions, but also include multiemployer retirement funds (e.g., Carpenters' Pension Fund of Illinois).<sup>10</sup> *Foundations, Banks, Insurance, Endowments,* and *Public Pensions* are self-explanatory. Finally, *Institutional Asset Managers*, a residual category, include LPs who manage money for a diverse institutional client base (e.g., Adams Street Partners), where the capital appears to be primarily institutional capital, and its constituents are mixed. We accomplish this with manual web searches for each LP in our sample. The goal is to attribute the capital to the constituent (rather than the intermediary). Thus, for asset managers, we search each manager to uncover whether the asset manager specializes in servicing a particular constituent (e.g., public pensions).

In Table 2, Panel A, we provide descriptive statistics on LPs. The smallest categories in terms of LP counts are endowments and wealth managers, but even these have over 200 distinct LPs participating in the market. The total number of investments by LP type generally mirrors the patterns of LP numbers, though both pension categories have more investments per LP while Banks and Corporations/Government Portfolios have fewer. The most active investors are Public Pensions (15.3 funds per investor), Private Pensions (8.9 funds) and Development Organizations (8.1 funds), relative to 6.9 fund investments the average LP. The average LP has 4.3 years of experience as an LP, though this number is positively skewed. Public Pensions, Private Pensions, and Endowments are the most experienced LPs. Overall, 9% of LPs are UNPRI signatories. Institutional Asset Managers are the most likely to sign the UNPRI (19.6%), followed by Insurance (13.8%) and Public Pensions (13.6%). Foundations, Corporations, and Endowment are extremely unlikely to be UNPRI signatories.

---

<sup>9</sup> We sort sovereign wealth funds into development organization and government portfolios following Dyck and Morse (2010).

<sup>10</sup> There are 81 multiemployer pension funds and the majority are union-backed. Our results by LP type and LP attributes are qualitatively similar if we group these multiemployer pension funds with public pensions.

The last two rows of panel A present statistics across the 23,986 investments made by the 3,460 LPs. The penultimate row of Panel A reports that for 1/3<sup>rd</sup> of investments, there is a prior relationship between the LP and fund family. Likewise, the home bias rate is strikingly large with 3/4<sup>ths</sup> of investments made into funds focusing on the home region of the LP headquarters.<sup>11</sup>

In Table 2, Panel B, we present the regional distribution of LP headquarters.<sup>12</sup> Focusing on all LPs (last column of Table 2), nearly half of all LPs are in North America, while another 29% are in Developed Europe. However, the regional distribution of LPs varies by LP type. For example, 82% of Endowment LPs are in North America, while only 15% of Bank LPs are in North America. Relative to other LPs, Development Organization LPs have greater presence in Emerging Europe, Africa, Central and South America, and Emerging Asia-Pacific.

### III. Realized Performance Results

One conjecture is that impact funds will earn below average returns because they impose a constraint (the generation of social returns) on the investment opportunity set, which should yield lower performance. Another conjecture is that the market fails to fully price macro and micro factors (natural resources, human capital) in a long-run perspective, thus resulting in above-market opportunities for impact funds. Although the second argument requires a friction in pricing, we consider this hypothesis equally with the constrained objectives hypothesis allowing our paper to disentangle whether impact funds perform better or worse than comparable traditional funds.

Our starting point, and the topic of this section, is reduced form regressions of performance. We analyze the realized (or last reported) performance of funds in our sample: internal rate of return (IRR), value multiple (VM), and the average percentile rank of a fund relative to its vintage year and region cohort (Rank). We include funds with vintage years 1995 through 2012 in this analysis and use last reported performance for funds with later vintage years that are not yet completely liquidated. We regress a fund's IRR on a key impact dummy variable ( $IMP_i$ ) and step

---

<sup>11</sup> In our later regression analysis, we analyze five regions (rather than eight) by combining Emerging Europe, Africa, and Central and South America into "Rest of the World", and Emerging Asia-Pacific and Middle East into "Emerging Asia-Pacific." However, to establish an LP-fund geography match we continue to employ the eight-region code first and then combine the eight home-bias dummies into five.

<sup>12</sup> For development organizations, we manually coded geographic foci of their missions and used them instead of the actual headquarters location. For example, Inter-American Development Bank is headquartered in the U.S., but its mission is focused on South and Central America.

in control variables (denoted by the matrix  $X$ ) in estimating three variations of the following regression:

$$IRR_j = a + bIMP_j + XG + e_j. \quad (1)$$

In our first regression specification, we estimate a univariate regression with only the key impact dummy, which recovers the average difference in IRR between traditional VC funds and impact funds from Table 1. In a second variation, we add controls for fund size, fund sequence number, and vintage year. In a third variation, we add controls for fund industry and fund geography. In each regression, we estimate robust standard errors clustered by vintage year. The three regressions are also estimated using either a fund's VM as the dependent variable or a fund's percentile rank as the dependent variable.

Table 3 reports the coefficient estimates on the key impact dummy variable. We find that impact funds reliably underperform traditional VC funds. Focusing first on IRR results in columns (1) to (3), the univariate regression of column (1) reveals that impact funds underperform traditional VC funds by 7.89 PPTs ( $p < .05$ ).<sup>13</sup> When we add controls for fund size, sequence number, and vintage year in column (2), the performance spread grows to 9.94 PPTs ( $p < .01$ ). Finally, in column (3) we add controls for fund geography and industry. While fund geography and industry explain some of the performance variation, the performance spread of 4.73 PPTs remains reliably negative. This third specification is a particularly stringent test of performance differences because traditional VC funds and impact funds vary in their industry and geography focus (see Table 1). While we work hard to code only funds with a dual objective as impact funds, we may misclassify some traditional VC funds, which are actually impact funds. To the extent that this misclassification varies by industry focus or geography of a fund, which seems likely given the industry and geography tilts of impact funds, models with industry and geography fixed effects will understate the true performance spread.

The analysis of value multiples and percentile ranks are qualitatively similar to the analysis of IRRs. Value multiples for impact funds are reliably less than those of traditional VC funds, ranging from 0.346 to 0.464 depending on model specification. Percentile ranks for impact fund

---

<sup>13</sup> Since in theory impact funds should earn equal or worse returns than traditional VC funds, the null hypothesis for statistical tests is impact fund performance is equal to or greater than traditional VC funds and we report one-sided  $p$ -values.

are also reliably less than those of traditional VC funds, ranging from 7.8 PPTs to 15.5 PPTs depending on model specification.

These performance results represent one contribution of our analysis as we clearly establish impact funds have reliably lower performance than traditional VC funds. However, this fund level analysis of realized returns does not allow us to explore how different investors view the tradeoff between financial returns and social returns at the time of an investment decision. To explore this tradeoff, we now turn to our models that allow us to estimate a willingness to pay (WTP) for different investors.

#### **IV. Willingness to Pay Methodology**

In this section we present the empirical model for estimating investors' willingness to pay (WTP) for impact funds, i.e., how much (if any) in expected financial return the investor is willing to give up when investing in impact funds relative to traditional VC funds. Our primary model is a conditional logit model; we also verify robustness of our findings using the linear probability model (reported alongside the conditional logit model results) and a random coefficients logit model (the overview of the model is reported in the online Appendix; results are available upon request) with analogous specifications.

##### ***IV.a. Logit Model of Willingness-to-Pay***

Logit models are theoretically founded in random utility functions applied to discrete choice data. Consider investor  $i$  facing a binary choice of whether to invest in fund  $j$ . A random utility function of investor  $i$  investing in fund  $j$  is given by:

$$U^*_{ij} = \mu_i + \beta \mathbb{E}[r_j] + \delta_i \text{IMP}_j + \Gamma' X_{ij} + \varepsilon_{ij} \quad (2)$$

where  $U^*_{ij}$  is the utility that investor  $i$  derives from investing in fund  $j$  and  $\mathbb{E}[r_j]$  is the expected return for fund  $j$ . In Section IV.c, we develop a model of expected returns based on observable fund characteristics at the time of investment.  $\text{IMP}_j$  is a dummy variable equal to one if fund  $j$  is an impact fund (and 0 otherwise).  $X_{ij}$  is a matrix of control variables (such as the attributes of the funds and investors, including attributes of the match between funds and investors) with the associated vector of coefficients  $\Gamma$ . Investor fixed effects, denoted  $\mu_i$ , allow the baseline investment probability to vary across investors  $i$ ; thus, our model generates within-LP estimators for their willingness-to-pay for impact.

Random utility  $U^*_{ij}$  is not directly observable to the econometrician, who instead only observes the investor's choice to invest or not. The observable, discretized response  $U_{ij}$  (investment decision) corresponds to the latent utility  $U^*_{ij}$  as follows:

$$U_{ij}=1 \text{ iff } U^*_{ij}>0, \text{ and } U_{ij}=0 \text{ iff } U^*_{ij} \leq 0. \quad (3)$$

Under the assumption that the error term  $\varepsilon_{ij}$  is distributed *iid* extreme value, a logit estimation can uncover the parameters of equation (2).<sup>14</sup>

For this baseline model, we define the willingness to pay for impact (*wtp\_imp*) for investor  $i$  as follows:

$$wtp\_imp_i = \frac{\left(\frac{\partial u}{\partial IMP_j}\right)_i}{\frac{\partial u}{\partial E[r_j]}} = \frac{\delta_i}{\beta}. \quad (4)$$

Suppose that  $\delta_i > 0$  for investor  $i$  (impact is a desirable fund attribute for investor  $i$ ). Assuming that  $\beta > 0$  (investors prefer funds with higher expected returns), such estimation results indicate investor  $i$  is willing to accept a lower financial expected return from impact funds than from (otherwise similar) traditional VC funds because the investor internalizes utility from impact for either social, institutional or regulatory reasons. In our empirical model, expected return,  $E[r_j]$ , is expressed as the percentile rank among cohort funds (ranging between 0 and 1 with 0 = worst performing fund and 1 = best performing fund) and  $IMP_j$  is a dummy variable, so  $\frac{\delta_i}{\beta} = 0.5$  implies that investor  $i$  (or investors in cluster  $i$ ) is indifferent between investing in an impact fund that is expected to perform at 25<sup>th</sup> percentile of cohort VC funds and investing in a traditional VC fund at 75<sup>th</sup> percentile.

We make one modification to the above logit model. The default assumption is that  $\mu_i$  captures investor  $i$ 's base investment rate and that this remains constant for given investor  $i$  for all of his/her investment decisions over time. While this may be appropriate in the contexts for consumer demand, in our particular setting it raises a concern because LPs may increase or decrease their VC investment program over the sample period, and thus their baseline investment probability may fluctuate. Thus, we replace the time-constant fixed LP effects with dynamic grouped LP fixed-effects. We pool LP investors into 363 groups, combining investors in the same LP type (e.g., development organization, bank, foundation, pension, etc.) with the same average number of investments per year made in the prior three years. This grouping is dynamic since an

---

<sup>14</sup> The assumption of iid extreme value distribution for the error term allows this form of random utility to map to a logistic distribution with a mean 0 and variance  $\pi^2/3$ .



investor can move into different groups as its VC portfolio grows or shrinks over time. We continue to use LP fixed effects in the linear probability model.

#### ***IV.b. Implementation of WTP Model***

Having specified our baseline WTP model, we then use it to analyze the variation in the taste for impact by various investor characteristics. We begin our analysis by allowing  $\delta_i$  to vary across five geographic regions and 10 investor types. This implies that investors belonging to a particular investor type (e.g., banks) are assumed to have the same taste for impact  $\delta_i$ . This is a natural way to introduce investor heterogeneity in taste for impact, as these investor types may signify differences across types in underlying constituents' preferences for externality generation, or legal or regulatory constraints faced by investors that induce tilts towards or away from impact investing. Similarly, we explore investor heterogeneity across five geographic regions (e.g., North America). Next we analyze whether investor's INPRI designation is a meaningful marker of their taste for impact—i.e., whether UNPRI signatories have greater WTP for impact than non-signatories—and whether this differential taste for impact by UNRPI signatories has grown over the sample period. We then analyze the variation in the taste for impact by investor attributes. Finally, we examine the variation in the taste for impact by funds' impact category.

#### ***IV.c. Expected Returns Formation***

To estimate an investor's willingness to pay for impact, we must model an investor's expected return prediction. To do so, we construct an expected return that is based on a fund's observable characteristics at the time of investment. The fund characteristics we choose are motivated by the literature on the determinants of fund performance (Kaplan and Schoar 2005 and Sorenson 2007).

Consider an investor who is making decisions about VC investments offered in the market in vintage year 1995. The investor forms return expectations based on performance of prior funds in that VC fund family (the manager) and other fund characteristics (e.g., it's impact status). This 1995 investor would have a good indication regarding the performance of funds from vintage 1983 to 1990 and could see how the key independent variables (i.e., past manager performance) relate to performance. Then, using the parameter estimates, the investor can obtain out-of-sample forecasts of expected return for 1995 funds. The estimation model we describe is given by:

$$R_j = aR_j^{-1} + bMiss_j^{-1} + cFirst_j + \quad (5)$$

$$dIMP_j + eIMP_j * Miss_j^{-1} + fIMP_j * First_j + \varepsilon_j,$$

where  $R_j$  is performance of the fund  $j$ ,  $R_j^{-1}$  is the performance of the prior fund managed by the same general partnership,  $Miss_j^{-1}$  and  $First_j^{-1}$  are dummy variables that equal one if the prior performance is missing or the current fund is a first-time fund (respectively), and  $IMP_j$  is a dummy variable that equals one if the fund is an impact fund. We also interact a fund's impact status with the missing and first-time fund indicator variables.

We model returns in terms of percentile rank in a vintage-region, rather than IRRs or VM for three reasons. First, because of the volatility in VC fund returns, investors sort funds into percentile ranks (e.g., “top quartile”). Second, modeling expected return predictions in ranks avoids outlier issues that crop up with the other performance measures. Finally, using ranks allows us to utilize all of our data, where we might have IRR or VM but not both.

After obtaining the out-of-sample expected return estimates for 1995 funds, we roll forward to the remaining vintage years in our sample, until we have estimates for expected returns for each fund 1995-2014. A time series summary of the results of these 20 first stage regressions for forecast years 1995 to 2014 are presented as Appendix Table A2.

Because predictions of future returns are notoriously noisy, these out-of-sample forecasts of expected returns from a fitted model generate more dispersion in expected returns than investors would rationally expect ex-ante. Thus, investors would rationally shrink the extreme forecasts toward a global mean expected return.<sup>15</sup> To calibrate a simple rule of thumb regarding the level of shrinkage that investors might use, we regress our realized fund returns on the forecast of returns. This regression yields an intercept coefficient of 0.25 and a slope coefficient of 0.50 ( $p < .01$ ). Thus, the return forecasts indeed contain information about future returns but the dispersion in forecast returns is too large. Note that these parameters indicate a fund with a forecast percentile rank of 1.0 should be expected to have realized performance at the 75<sup>th</sup> percentile while a fund with a forecast percentile rank of 0.01 would have performance at about the 25<sup>th</sup> percentile. This shrinkage adjustment to expected returns is a crucial step in appropriately assessing investor's willingness-to-pay for impact since the unadjusted forecasts would generate too much dispersion in expected returns and thus dramatically overestimate the willingness-to-pay.

---

<sup>15</sup> Fama and French (1997) similarly shrink factor exposures when estimating industry expected returns. Jorion (1986) introduces shrinkage estimators in portfolio selection problems.

## V. Willingness to Pay Results

### V.a. WTP by Investors

Table 4 reports our first set of WTP results. An observation in Table 4 is a potential investment by an LP in a fund, estimated over 3 million observations, which reflect the crossing of all funds of a vintage year with all LPs that make at least one fund investment in that vintage year. Note that we construct this variable with observations not just for the LP investments that are made, but also for the investment possibilities that were not made, thus making a “long” choice dataset akin to Ljungqvist et al. (2006) and Bottazzi et al. (2015). As standard controls in this and later models, we include other determinants of VC investment – expected fund size, LPs’ experience in VC investments, fund industry, fund geography, fund vintage year, prior relationship between the LP and fund family, and whether the fund region is home to the investor.<sup>16</sup> We also include the LP fixed effects in the linear probability model, and dynamic LP grouped fixed effects in the logit model, as defined in Section IV.B.

In the baseline model of Table 4, the coefficient on impact is 0.593 and the coefficient on expected returns is 3.521 ( $p < .01$  for both coefficients). For the impact coefficient, the transformed marginal effect is 0.00383; an impact fund has an increased investment rate of 0.00383. The base investment rate into traditional VC funds is 0.0082; an LP chooses to invest in 0.82 out of every 100 (or 1 out of 122) traditional VC funds offered of a vintage. Impact funds experience investment rates of 1.2 out of every 100 (or 1 out of 83), which is an economically much larger (46% larger) investment rate.

In Panel B, we translate the impact coefficient into a WTP estimate using the estimated coefficient on expected returns. Our baseline result implies that when investors invest in impact funds, they are doing so with a willingness-to-pay of 17 percentile rank points ( $0.17 =$

---

<sup>16</sup> Of these variables, the prior relationship between the LP and fund family and the home bias are the most important economically, in line with the literature (Lerner, Schoar and Wongsunwai (2007), Hochberg, Ljungqvist, and Vissing-Jørgensen (2014), and Hochberg and Rauh (2013)). To prevent the impact coefficient from picking up LPs’ portfolio choice demand for particular investment characteristics, we include fixed effects for fund vintage, geography and industry. We also include two MatchCharacteristics variables capturing paired characteristics between the investor and the particular fund considered for investment. First, following Hochberg and Rauh (2013), we include a home bias variable, defined as whether fund  $j$  focuses its investments on the home region of investor  $i$ , where we consider eight major regions globally. Second, because the prior relationship between an investor and a particular VC fund manager matters (Hochberg, Ljungqvist, and Vissing-Jørgensen (2014)), we include an indicator variable for a prior investment relationship between investor  $i$  and any prior fund managed by fund  $j$ ’s fund manager. We measure expected fund size as the 3-year prior average of the median fund size in the vintage and market (U.S. or non-U.S.).

0.593/3.521). For the limited probability model, the analogous baseline model WTP for impact is 0.13. Centering at the median rank performance, the logit estimate of WTP implies that investors are indifferent (obtains identical utility) between investing in an impact fund at the 42<sup>nd</sup> percentile rank of its vintage-geography cohort and investing in a traditional VC fund at the 59<sup>th</sup> percentile rank. In term of the excess IRR of the fund, this suggests that investors who invest in impact funds are willing to give up between 2.9 and 4.2% in excess financial returns.<sup>17</sup> This magnitude is between 9 and 12% of the cross-sectional standard deviation of 0.32 that we observe in the IRRs of VC funds (see Table 1). It also is in line with the realized return evidence in Table 1 and 3, which indicates that historically impact funds performed about 15% lower in percentile rank than traditional VC funds.

Note that this WTP estimate of 0.17 in percentile rank is an *average* effect among all investors in our sample, reflecting their differential odds of choosing to invest in impact funds (relative to the number of investment opportunities they had in investing in impact funds) relative to the odds of choosing to invest in traditional VC funds (again relative to the number of investment opportunities they had in investing in traditional VC funds). It does not imply that all investors exhibit the same level of willingness to pay or that investors would necessarily have the same level of WTP if they had ten times more investment opportunities to invest in impact funds (i.e., when the industry scales up ten times). In practice, investors are likely to be heterogeneous in their taste for impact with some investors valuing the attribute more than others for social, institutional, legal or regulatory reasons. Nevertheless, this baseline result does suggest that on average investors indeed accept tradeoff, i.e., they forego financial returns in expectation when choosing to invest in impact funds.

In column (1), we allow investor's taste for impact to vary across five geographic regions. Circumstantial evidence suggests that demand for impact should be higher for investors active in more recent periods and from Europe. For example, in their 2014 report the Global Sustainable Investment Alliance (GSIA) reports that 59% of total managed assets in Europe are in SRI

---

<sup>17</sup> See Appendix Table A1, Panel A. Historically, funds in the 40<sup>th</sup> percentile rank earned an excess return of -2.3% relative to benchmark cohorts, whereas funds in the 60<sup>th</sup> percentile earned 1.9%.  $1.9 - (-2.3) = 4.2\%$ . Similarly, To go from the 40<sup>th</sup> to the 55<sup>th</sup> percentile,  $0.6 - (-2.3) = 2.9\%$  and to go from the 45<sup>th</sup> to the 60<sup>th</sup> is  $1.9 - (-1.0) = 2.9\%$ .

strategies compared to only 18% of assets in the US, 17% of assets in Australia, and 1% of assets in Asia. This suggests that Europeans value externalities more than North Americans.<sup>18</sup>

Our results in column (1) strongly confirm the circumstantial evidence. North Americans have a positive and significant WTP estimate, but it is smaller (at 0.11) than the baseline estimate of 0.17. In contrast, investors from European and from Africa, Latin America, and Eastern Europe have much higher WTP of 0.26 and 0.34, respectively. Results are qualitatively similar using the linear probability model—e.g., North American investors' WTP is 0.11, and developed Europeans' WTP is 0.22. Asian-Pacific investors (both from developed and emerging economies) seem to have negligible WTP for impact, as their impact coefficients in the logit model are not significantly different from 0. In the linear probability model, their impact coefficients are positive and significant, but the magnitudes of their WTP are still negligibly small at 0.07 and 0.04, respectively.

This analysis accomplishes a second goal as well. One might push back on our analysis that the ultimate investors are naïve, and those managing capital are “duping” investors to think that they are not in fact trading off returns for impact utility. It would be hard to argue that this might happen more in Europe than in the United States, on average. We further examine whether UNPRI designation is a marker for positive taste for impact in the next section.

In column (2) we allow the impact coefficient  $\delta_i$  to vary across 10 LP types. Since these LP types are not proportionally distributed across geographic regions, we further include interactions of the impact dummy with geographic dummies as additional control variables in column (3) (with North America as the omitted category).

The two columns (in two models) show consistent patterns of heterogeneity among the ten LP types. In Figure 2, we summarize the WTP results by LP type focusing on column (2) of the

---

<sup>18</sup> Liang and Renneboog (forthcoming) document that the country's legal origin is more strongly correlated with the firm's CSR practice than “doing well by doing good” factors, resulting in civil law firms assuming higher level of CSR than common law firms. Dyck et al. (2016) find that foreign ownership by European institutional investors are associated with higher firm-level environmental and social performance, suggesting that they transplant their social norms into the firms they hold overseas. While a full assessment of culture is beyond the scope of this paper, it is entirely possible that differences in cultural values shape both beliefs and institutions across countries in a way that determines the demand for impact. We use the Hofstede (2010) measures of cultural values at the country level to consider whether cultural values expressed by Europeans differ from those of Americans. We compare the average scores in Europe to those in the United States for three relevant categories – Individualism v Collectivism, Long-Term Orientation, and Indulgence v Restraint. Relative to Americans on a scale of 0 to 100, Europeans have a score tilted at least 25 points toward having a collective agenda versus individualistic agenda, having a long term view of society, and having more restraint versus being indulgent. These values are at least consistent with Europeans putting a higher value on investments that generate positive externalities.

conditional Logit model. We find that development organizations, banks, insurance companies and public pensions have large positive WTP (0.22-0.32) when they invest in impact funds. Again using historical return distribution as reported in Table A1, magnitude of 0.25 suggests that these investors on average are willing to give up about 6%<sup>19</sup> in excess IRR when investing in an impact fund, relative to a traditional VC fund with comparative industry geography, and relationship attributes. This group thus exhibits a substantially larger willingness to pay for impact compared to the base estimate of 0.17 in percentile rank (2-3% in excess IRR). In the later section, we explore the attributes of these organizations that motivate this willingness to pay. Here, we provide a brief preview of the results: Development organizations are easy to understand, in having a mission with utility over impact. Financial institutions that are in the U.S. also have utility over impact, in the form of compliance with regulation mandating community investing. Likewise, public pensions can gain utility over local benefits from community investment, facing pressure to keep capital in local endeavors. We explore these ideas in the next section.

In contrast to these LP types who appear to accept non-trivial tradeoff in order to invest in impact funds, endowment and private pensions seem to have negligible WTP for impact, as their impact coefficients in the logit model are not significantly different from 0. In the linear probability model, their impact coefficients are positive and marginally significant, but the magnitudes of their WTP are still negligibly small at 0.04 and 0.05, respectively. Fiduciary laws and regulations are likely at play here. These organizations are unlikely to invest in impact funds unless there is a strong case that they are not foregoing returns.

A couple of caveats are in order regarding the absolute magnitude of the Table 4 results. First, the willingness to pay estimate is measured over a small portfolio of investments. A given investor may not have the same willingness to pay for impact when scale of impact investing is larger. Likewise, it is worth reinforcing again that even within a given LP type, there is significant heterogeneity in investors' taste for impact. Not all banks may have the same level of WTP for impact.

### ***V.b. WTP by UNPRI Signatories and Time***

---

<sup>19</sup> Moving from 30<sup>th</sup> to 55<sup>th</sup> percentile implies  $0.6 - (-5.4) = 6.0$ . Moving from 35<sup>th</sup> to 60<sup>th</sup> implies  $1.9 - (-4.2) = 6.1$ .

Since investors signing the UNPRI are doing so with a cost of compliance, it is plausible that they also have higher willingness to pay for impact compared to non-signatories.<sup>20</sup> Likewise, investor, governmental, and media attention given to impact investing has grown in recent years (e.g., yielding the 2013 G7 Social Impact Investment Forum, spearheaded by UK Prime Minister David Cameron). Thus our results should also reflect a heightened demand for impact in more recent periods.<sup>21</sup> We use these markers (UNPRI designation and time) to test the validity of our empirical method and provide more evidence describing WTP across these divisions.

Table 5 reports WTP estimated as impact utility heterogeneity across UNPRI designation and time. The first column interacts the impact dummy with the LP UNPRI dummy. Both models show that WTP is positive and significant for both signers and non-signers, but signers' WTP is much larger at 0.31-0.32, compared to non-signers' 0.10-0.13. The second columns test whether WTP for impact shows a secular time trend during our sample period. This is not an obvious prediction because supply is likely evolving as well. We obtain a positive significant WTP in both periods (a WTP of 0.13 and 0.19 in the pre-2007 and 2007-and-post periods, respectively), reflecting a 55% increase in the later period. In columns (3), we report estimation results with double interactions of UNPRI designation and time. Consistent with the notion that UNPRI signatories are the main drivers behind the secular increase in investors' WTP for impact, we find that both signers' and non-signers' WTP are larger in the later period, but more dramatically so among the UNPRI signers. Their WTP increase from 0.19 in the pre-2007 period to 0.41 in the 2007-and-post period. The results using the linear probability model are qualitatively similar.

## ***V.c. WTP by Investor Attribute***

### ***V.c.1. Discussion of Investor Attributes***

---

<sup>20</sup> Being a UNPRI signatory may reflect different motives across investor types. For asset managers whose clients do not value the SRI options, the cost associated with UNPRI compliance may be too high relative to its benefits. However, some institutional and wealth asset managers (e.g., Robeco) specialize in catering to end investors that demand SRI in their portfolio choices. Being a UNPRI signatory may elevate the credibility of these asset managers in the eyes of their target audience. For direct (non-intermediated) holders of capital, the motivation for signing the UNPRI could be more transparent as a signal of belief in principles. Likewise, signing may be a form of protection. For example, fiduciary investors may use UNPRI compliance as protection against potential lawsuits for breach of fiduciary duty. Consistent with these motives we find – in an unreported analysis where we interact the UNPRI signatory indicator with each of the ten LP types – that *only* the UNPRI signers have significant above market demand for impact among (i) asset managers, (ii) foundations, and (iii) private pensions.

<sup>21</sup> See Gompers and Metrick (2001) and Bennett, Sias, and Starks (2003) for prior research on temporal variation in institutional preferences for securities in public markets.

In this section, we analyze the origins of varying utility over impact by studying attributes of LP investors that could motivate WTP. Our investor attribute model exploits two sources of variation. First, we study a set of legal restrictions that do not apply to all geographies (e.g., ERISA is a U.S. law). Second, we study combinations of investor attributes (e.g., private U.S. pensions are subject to ERISA *and* reflect constituents who are households) that allow use to compete stories of the cause of WTP.

Table 6 presents six LP attributes (across columns) and their mapping to the ten LP types (rows). The first three attributes characterize inherent LP features that plausibly affect WTP (positive or negative) for impact. In column one (*Household*), we categorize investors based on the constituents of the capital (organizations or households). Wealth managers and the two types of pensions serve households as the ultimate constituents. In column two (*Intermediated*), we classify the LP types based on whether the capital is intermediated through an asset manager, with an observation that intermediation creates distance between the ultimate owner of capital and those who facilitate capital allocations. In column three (*Mission*), we identify investors that have an impact mission as a primary goal. Development organizations and foundations have explicit organizational goal of generating positive externalities for the region they serve (development organizations) or for the social and environmental goals of their mission (foundations). Implementation of missions may or may not show up in portfolio investments.

The last three attributes characterize the implicit or explicit rules around investing for impact. In column four (*Pressure*), we identify pressures that encourage impact investment. In the U.S., commercial banks are subject to lending and investment obligations to serve their local low- and moderate-income communities under the Community Reinvestment Act (CRA). Banks are permitted to invest in community development VC as a way to fulfill the investment test part of their CRA obligation (CRA Investment Handbook, 2010, p.24). Likewise, insurance companies in some of the large U.S. states (e.g., Texas, New York, and California) must comply with state-level insurance regulations akin to the CRA that require them to invest in local communities. Even outside of those states, insurance companies in the U.S may face pressure to invest in impact locally in order to preempt passage of a federal CRA-like regulation for insurance (Gainer 2009). Thus, U.S. banks and insurance companies have incentives to invest in impact funds that serve low- to moderate-income communities, especially if such investments garner goodwill from customers. Banks and insurance companies in other countries face less such pressure. Public



pensions worldwide, despite commonly being subject to a fiduciary duty standard, may face political pressure to increase the (perceived or real) welfare of voting populations. Public pensions may also face pressure to serve the political interests of their boards, which are often pro-labor and consider local job creation as an important policy goal. Consistent with this idea, Dyck, Manoel, Morse, and Pomorski (2016) and Andonov, Hochberg, and Rauh (2016) both document that the investments of public pensions are affected by the degree to which the boards governing the pensions are appointed by government officials.

In column five (*Laws*), we highlight legal impediments to impact investing. Foundations, Endowments, and Private Pensions in the U.S. face more restrictive fiduciary standards than their non-U.S. counterparts, while Public Pensions face similar, restrictive fiduciary standards around the world. In the U.S., private pensions are subject to the 1974 Employee Retirement Income Security Act (ERISA). The US Department of Labor’s 1994 guidance related to ERISA states that a pension plan fiduciary could consider non-financial factors (such as environmental or social impact) only if doing so would result in the same level of return at the same level of risk as comparable investment alternatives, i.e., it does not adversely affect risk or returns.<sup>22</sup> Public Pensions are subject to state- and national-level legislations regulations worldwide, generally through legislative action. In the U.S., for example, state regulations governing Public Pensions often closely follow ERISA.<sup>23</sup>

Analogous to ERISA, the Uniform Prudent Management of Institutional Funds Act (UPMIFA) governs the management of Foundations and university Endowments in the U.S. and generally imposes fiduciary duties of care and prudence that are similar to those of ERISA (see Geczy, Jeffers, Musto and Tucker (2015)).<sup>24</sup> Furthermore, tax laws in the U.S. create an additional hurdle. The U.S. tax authority requires Foundations to maintain a 5% annual payout rate to keep

---

<sup>22</sup>U.S. NAB (2014). The ERISA guideline issued in 2008 and in effect until 2015 went even further, stating that pensions “... may never subordinate the economic interests of the plan to unrelated objectives, and may not select investments on the basis of any factor outside the economic interest of the plan” (Johnson (2014)) and that those who consider noneconomic factors could be challenged later for noncompliance with ERISA absent a written record demonstrating no financial sacrifice was made. The new ERISA guideline issued in 2015 withdraws this language and reverts to the original ERISA restrictions. See: <https://www.dol.gov/opa/media/press/ebsa/ebsa20152045.htm>.

<sup>23</sup> Impact funds are often loath to admit the existence of any trade-offs between the positive externality they generate and the financial return they earn. The careful rhetoric used by impact funds may be an attempt to cater to fiduciary investors’ need to appear uncompromising in their search for financial returns.

<sup>24</sup> However, unlike ERISA, UPMIFA provides an additional duty of obedience to the unique charitable mission of the organization. Notwithstanding this duty of obedience provision, we suspect that foundations have been constrained by the UPMIFA because investment decisions are generally detached from pursuit of the organizational mission at U.S. foundations.

their tax-exempt status. Foundations can make impact investments designated as program-related investments (PRIs) and count these investments towards the required 5% payout rate if certain eligibility tests are met.<sup>25</sup> While the policy may have been intended to encourage PRIs, the ambiguity around the test outcome and the perceived threat of tax-exempt status loss may subdue Foundations' WTP for impact in their investment portfolio.

In column six (*Charters*), we identify restrictions against impact investment in the form of organizational charters. We exclude from column six the entities already covered by legal restrictions (column five) under the assumption that legal restrictions are more binding. Charters require organizations to maximize value for shareholders, which may constrain investments into impact funds. Charters govern Banks, Insurance, and Corporations, and ensure that management maximizes value to shareholders. Similarly, non-U.S. private pensions are subject to fiduciary responsibility via their parent corporate charters. Institutional Asset Managers, who manage a pool of capital from these entities, are also required by suitability and fiduciary standards to manage investments in the interests of their clients, thereby imposing these restrictions on their investment allocation decisions on behalf of their charter-bound clients. To the extent that institutional asset managers also manage capital on behalf of other clients, our estimate for Charter Restriction will be conservative.

### ***V.c.2. WTP Results by Attribute***

Table 7 reports WTP estimates for investor attributes.

We report three specifications in each of the two models. In columns (1), we include interactions of impact and investors attributes, which we map from an investors type to attributes using Table 6. In columns (2), we further include interactions of impact and LP geography dummies as additional controls, as done in column (3) of Table 4. Finally, in columns (3), we include three of the investor attributes while controlling for interactions of impact and the ten LP types as controls. Note that the three attributes we include in column (3) – Pressure, Charter, and Laws – are functions of both LP types *and* LP geography, and thus can still be simultaneously identified while controlling for the ten LP types. In contrast, the remaining three attributes –

---

<sup>25</sup> Specifically, the PRIs must further the foundation's organization mission, and the financial returns cannot be a primary purpose of the investment. In practice, PRI investors are required to demonstrate that conventional investors maximizing returns would not invest at the same term as their investment terms. This is simple if the financial instrument used is a below-market return debt security. Precisely for this reason, below-market-return loans are popular vehicles for PRIs. In contrast, equity vehicles are relatively rare, possibly because of the perceived risk of violating the PRI eligibility requirement if it makes too much profit ex post.

Mission, Household, and Intermediated – are linear functions only of the LP types, so we have to exclude them in this specification.

Robustly across columns and models, we find three results relating attributes to impact WTP. We focus on column 2 for ease of exposition. First, investors with *Mission* objectives have a high WTP (25 percentile points in expected returns).

Second, investors facing *Pressure* from political or regulatory institutions exhibit a high WTP (30 percentile points in performance rank). Some investors are not driven to impact in a vacuum but by the structure deliberately built into their environment by regulation and politics. The number of investments accounted for by the institutions in this category is large, implying that *Pressure*, explicit or implicit, may imply real economy effects for certain geographic areas. More evidence is needed as to the welfare implications of these investment outcomes.

Third, we find that LPs with *Laws* against impact investing have significantly negative WTP for investing into impact funds (-19 percentile points in performance rank). This finding is particularly interesting because we find that having *Charter* Restrictions against impact alone does not materially affect their demand for impact on average. Laws like ERISA and UPMIFA matter. In contrast, shareholders' recourses (e.g., lawsuits and management turnover) do not seem to bind against impact investing in a way that we can identify.

#### ***V.d. WTP by Impact Utility Category***

In this section we examine whether investors' willingness to pay for impact varies by the type of impact that funds pursue. Figure 3 presents the results of the logit model estimation where we interact the impact dummy with each of the seven impact categories as described in Section II.A. and summarized in Figure 1. Note that these categories are not mutually exclusive, as a given fund can meet the criteria of more than one impact category.

The results indicate that investors exhibit a positive willingness to pay when considering investing in impact funds focusing on social, environmental, or women & minority issues, and poverty alleviation. Translated to IRR, this amounts to about 9% in excess IRR, or about one quarter of standard deviation in fund IRR in our sample. These are all arguably categories with high public good or externality content. In contrast, investors exhibit a negative willingness to pay when considering investing in impact funds focusing on SME funding. Notably, 57% of impact funds in the SME category also have a poverty focus and are thus captured by the poverty category;

SME funds without a poverty focus often target particular geographic areas (e.g. Oregon Investment Fund) and do not attract interest from investors other than local financial institutions and pensions. It is also possible that the investors' willingness to pay is a function of the scarcity of investment opportunities in a given category. For example, only 11% of impact funds have a focus on women and minority. Given the relatively small number of investment opportunities for this fund attribute during the sample period, investors who internalize the externality of advancing women and minority causes may have accepted a larger tradeoff in expected financial returns than they would have otherwise.

## **VI. Conclusion**

We estimate investors' willingness to pay for generation of externality (impact) by studying their decisions to invest in impact vs. traditional VC funds. Impact funds are structured as VC funds with long lives and have a dual objective of generating a positive externality and earning a financial return. We estimate a conditional logit model, which is founded on the hedonic pricing framework. Using LP and fund data for over 5,000 funds and over 3,500 investors, we examine whether investors have a positive or negative willingness to pay for an impact fund, accepting lower or higher expected financial return relative to that of otherwise comparable traditional VC funds at the time of making investment decisions.

We first document in reduced-form regression analysis that ex post financial returns earned by impact funds are reliably lower than those earned by traditional VC funds even after controlling for a host of fund characteristics. If these return differentials are equilibrium results and not ex post surprises, they are suggestive of investors' positive willingness to pay for impact. To examine whether investors in impact funds willingly trade off *expected* financial returns at the time of investment decisions, and if so who do, we impute expected fund returns that are conditional on historical information available to investors at the time of fund inception and use them as one of the key independent variables in our logit model.

Our baseline logit model indicates that investors choosing to invest in impact funds are on average willing to forgo 17 percentile points in performance rank, or about 3-4% in excess IRR relative to traditional VC funds (or about 9-12% of sample standard deviation in fund IRRs). Moreover, the willingness to pay varies considerably over who pays for capital. To unpack the heterogeneity across investors we categorize LP investors into ten broad categories and find

considerable variation in the WTP for impact by these investor types. Investors in four of the ten categories – development organizations (0.32), banks (0.29), insurance companies (0.22), and public pensions (0.24) – exhibit reliably positive willingness to pay for impact. In contrast, some investors have no reliable WTP for impact funds, including endowments and private pensions.

To better understand why the investors' willingness to pay for impact varies dramatically across these LP types, we identify six attributes of investors that are functions of both the LP types and jurisdictional locations of LPs and that plausibly modulate their willingness to pay for impact. When investors' WTP is allowed to vary across these investor attributes, we find that investors with organizational missions and investors who face political and/or regulatory pressure to invest in impact (e.g., banks in the U.S. that face CRA requirements) exhibit a reliably positive WTP for impact. These results highlight the idea that investors who can legally internalize externality and/or investors who face exogenous constraints that induce them to deviate from unconstrained financial return maximization are indeed willing to forgo some expected financial return when investing in impact funds. In contrast, investors who are subject to legal and regulatory restrictions (e.g., U.S. pensions, foundations and endowment subject to ERISA and UPMIFA) against dual-objective investments with potential for financial return sacrifice exhibit a reliably negative willingness to invest in impact. This result suggests that legal restrictions in the form of strong fiduciary duty (as exists in the U.S.) go beyond simply making these high fiduciary investors *ignore* impact utility when making investment decisions; in fact these legal restrictions appear to induce high fiduciary investors to require a *higher* financial return threshold when investing in impact funds relative to when investing in traditional VC funds, perhaps to compensate for the elevated risk of violating their legal duty. Since the number of high-fiduciary LPs affected by such legal restrictions is large (1,258 out of 3,504 in our sample), this finding has important implications for how subtle shifts in legal interpretations of institutions' fiduciary duty may affect investors' willingness to pay for externality generation.

We further examine temporal and geographic variation in investors' willingness to pay and find that the overall WTP has increased significantly in more recent years. This result is at odds with a naïve investor story where early enthusiasts in impact investing were duped into investing without realizing that they have to forgo financial returns, since that predicts a decline in WTP over time as investors – being burned from early investments – demand smaller tradeoff in later

years. Rather, the result is consistent with more investors entering the market who willingly pay for impact in more recent years.

We find emphatic evidence that geography of investors affects their willingness to pay for impact. The overall positive WTP is driven almost entirely by investors from Europe, Latin America, and Africa. That investors from North America do not have as high a WTP as those from Europe is consistent with surveys showing more positive attitudes among Europeans towards investments that generate positive externalities. It is also consistent with the fact that a large number of U.S investors are subject to the legal restrictions against impact investments, whereas fewer European investors are. Higher WTP among investors in developing countries excluding Asia is consistent with higher prevalence of mission-oriented investors active in those regions. In contrast, negative WTP among emerging Asia investors suggests that they view their role as providers of capital towards externality generation as being minimal, perhaps because they entrust the government to play the role of central planners in many aspects of their economy. In the future version of the paper we plan to explore these possibilities with further analysis.

Finally, we find that different impact goals attract differential levels of willingness to pay. We categorize the impact objectives into seven broad categories: environmental impact, minority and women funding, poverty alleviation, social concerns, social infrastructure (e.g., schools, health, or microfinance), economic development through small and medium enterprise (SME) funding, and geography-focused funds (excluding poverty). We find that investors exhibit a positive willingness to pay for four of these categories – environmental impact, minority and women funding, poverty alleviation, or addressing social concerns, with WTP ranging from 0.28 to 0.39. In contrast, investors do not appear to be willing to sacrifice their expected financial returns when considering investments in impact funds focused on small and medium-sized enterprises (SMEs), social infrastructure (e.g. health, education, and mainstream infrastructure), and other geographic-focused funds. These findings seem to suggest that the internalization of utility from public good investing varies in how much the good is viewed as a (purer) public good versus an endeavor that could be profitable.

## Appendix B: Construction of Impact Fund Sample

We construct our dataset of impact funds as follows. We create a dataset of articles that mention the Preqin funds in the article text using Factiva (and particularly Private Equity Analyst, a leading trade publication with extensive reporting on PE fundraising). From the article dataset, we identify *potential* impact fund by performing a keyword search (see Table B1 for a list of keywords). We review these articles and delete illegitimate word hits (e.g., keywords referred not to the fund but to another entity discussed in the article). From this process, we identify 56 managers of impact funds (e.g., a keyword “mission investing” appears in the article and describes one of the funds managed by the manager). We consider all PE funds managed by these 56 managers as potential impact funds (“text56” sample).

We also identify potential impact funds using data from the organizations that compile lists of impact funds (ImpactBase and Preqin) or GPs with impact investments (ImpactAssets and Cambridge) or:

- (1) ImpactBase ([www.impactbase.org](http://www.impactbase.org)) is an online directory of impact investment vehicles. Fund managers can register their impact funds and investors can search the database to identify funds they may be interested in. We downloaded funds listed in ImpactBase as potential impact funds (“ibase” sample) as of 2014.
- (2) ImpactAssets ([www.impactassets.org](http://www.impactassets.org)) is a 501(c)3 organization affiliated with Calvert Foundation. ImpactAssets annually selects a list of 50 firms that engage in impact investments “to demonstrate a wide range of impact investing activities”. We downloaded the ImpactAssets manager lists for all years that are available from their website as of 2014 (“i50” sample).
- (3) Preqin ([www.preqin.com](http://www.preqin.com)) is a leading provider of data and intelligence for the alternative assets industry. Its fund database has a field called “fund ethos”, and GPs of funds have the option to report their fund as falling into one or more of the following 6 categories – “Economic Development”, “Environmentally Responsible”, “Microfinance”, “Sharia Compliant”, and “Socially Responsible”. We exclude “Sharia Compliant” but downloaded all funds that check at least one of the other five “fund ethos” categories as of 2014 (“ethos” sample).
- (4) Cambridge Associates ([www.cambridgeassociates.com](http://www.cambridgeassociates.com)) is a leading investment advisor to foundations, endowments, private wealth, and corporate and government entities. As part of their advisory service to their investor clients Cambridge compiles a list of mission-related investing managers (MRI Manager Database). We obtained the list of managers as of May 2013 (“Cambridge” sample). This list includes many very large GPs that do not specialize in impact investments (e.g., Blackstone).

At this stage, we cast our net broadly and consider all GPs with at least one impact investment. Specifically, we identify all funds managed by GPs that (a) manage an iBase fund, Preqin ethos fund, or text56 fund or (b) are listed as a GP with impact investments by ImpactAssets or Cambridge Associates. We identify countries with GDP per capital of less than \$1400 according to the IMF 2014 (see Table A2 for the list of 37 countries) and add 66 funds that make investments in these countries according to Preqin. For funds that invest in multiple regions, we require that half of the listed regions be in these poor countries. This results in 843 funds – far more than our final sample because we include *all* funds managed by GPs with impact funds, which includes some GPs with many funds but only a few are impact funds (e.g., Blackstone and Hamilton Lane).

For these 843 funds, we read detailed fund and/or GP descriptions from vendors (Capital IQ, Thomson One), PE firm websites, and the original source articles from Private Equity Analyst. Finally, we require that there is data on at least one LP per fund in Preqin. This process yields 161 impact funds with a venture or growth focus.

**Appendix Table B1: Impact Investment Search phrases**

|                             |                    |                                  |
|-----------------------------|--------------------|----------------------------------|
| base of the pyramid         | greenhouse         | social objectives                |
| bottom of the pyramid       | impact investing   | social responsible               |
| clean air                   | impoverished       | socially conscious               |
| clean water                 | indigenous         | socially motivated               |
| community invest            | invest ethical     | socially responsible             |
| disadvantaged               | investing ethical  | socially-motivated               |
| double bottom line          | low carbon         | SRI                              |
| dual bottom-line            | low-carbon         | sustainable agriculture          |
| environmental impact        | lower-carbon       | sustainable development          |
| environmental objective     | minority community | sustainable economic development |
| environmentally clean       | minority-owned     | sustainable farming              |
| environmentally conscious   | missing middle     | sustainable forestry             |
| environmentally motivated   | mission driven     | sustainable investment           |
| environmentally sustainable | mission investing  | sustainable property             |
| ethical invest              | mission related    | sustainable water                |
| ethical objectives          | mission-driven     | tribe                            |
| ethically conscious         | mission-related    | triple bottom line               |
| ethically motivated         | poverty            | triple bottom-line               |
| ethically-conscious         | S.R.I.             | women owned                      |
| ethically-motivated         | social finance     | women-owned                      |
| green energy                | social good        |                                  |
| green focused               | social impact      |                                  |



**Table B2: Countries with GDP Per Capital less than \$1400**

| Country     | GDP<br>per<br>capita | Country      | GDP<br>per<br>capita | Country                  | GDP<br>per<br>capita |
|-------------|----------------------|--------------|----------------------|--------------------------|----------------------|
| Pakistan    | 1,343                | Haiti        | 833                  | Guinea-Bissau            | 589                  |
| Kyrgyzstan  | 1,299                | Benin        | 822                  | North Korea              | 583                  |
| Chad        | 1,236                | Sierra Leone | 808                  | Ethiopia                 | 575                  |
| Burma       | 1,221                | Mali         | 754                  | Guinea                   | 573                  |
| Bangladesh  | 1,172                | Uganda       | 726                  | Liberia                  | 484                  |
| Lesotho     | 1,130                | Rwanda       | 722                  | Niger                    | 469                  |
| South Sudan | 1,127                | Burkina Faso | 717                  | Madagascar               | 449                  |
| Tajikistan  | 1,113                | Nepal        | 699                  | Congo                    | 437                  |
| Cambodia    | 1,081                | Togo         | 658                  | Gambia                   | 428                  |
| Senegal     | 1,072                | Afghanistan  | 649                  | Central African Republic | 380                  |
| Zimbabwe    | 1,031                | Mozambique   | 630                  | Burundi                  | 336                  |
| Tanzania    | 1,006                | Eritrea      | 590                  | Malawi                   | 242                  |
| Comoros     | 923                  |              |                      |                          |                      |

Source: IMF World Economic Outlook 2014

## Appendix C: Random-effects Logit Model

Random coefficients logit estimation differs from traditional logit models in that some parameters are allowed to randomly vary across agents (investors or investor types in our case). Following the WTP literature (Revelt and Train 1998), we specify that all investors face the same mapping of expected returns (our “price” variable) to utility and the same investment sensitivity to controls. (Coefficients  $\beta$  and  $\Gamma$  are fixed parameters.) However, we allow our variable of interest, an impact fund indicator, to be random, varying across investors stochastically. Coefficient  $\delta_i$  is assumed to be distributed normally across the population of investors  $i$  (or cluster  $i$  of investors), while independent of  $\varepsilon_{ij}$ ,  $\mathbb{E}[r_j]$ ,  $\text{IMP}_j$ , and  $X_{ij}$ .<sup>26</sup> The benefit of the random coefficients model for the WTP application is that the model allows post-estimation inferences about the magnitude of the impact random coefficient for specific investors (or clusters of investors).<sup>27</sup>

## References

- Andonov, A., Y. V. Hochberg, and J. D. Rauh, 2016, “Pension Fund Composition and Investment Performance: Evidence from Private Equity,” Unpublished working paper.
- Atanasova, C. and G. Chemla, 2014, “Familiarity Breeds Alternative Investment: Evidence from Corporate Defined-Benefit Pension Plans,” Unpublished working paper.
- Barber, B., and A. Yasuda, 2016, “Interim Fund Performance and Fundraising in Private Equity,” forthcoming in the *Journal of Financial Economics*.
- Bialkowski, J., and L. Starks, 2016, “SRI Funds: Investor Demand, Exogenous Shocks and ESG Profiles,” Unpublished working paper.
- Bennett, J., R. W. Sias, and L. T. Starks, 2003, “Greener Pastures and the Impact of Dynamic Institutional Preferences,” *Review of Financial Studies*, 16, pp.1203-1238.
- Benson, K. and J. Humphrey, 2008. “Socially responsible investment funds: Investor reaction to current and past returns.” *Journal of Banking & Finance*, Vol 32(9): pp. 1850–1859.

---

<sup>26</sup> Technically, random coefficient  $\delta_i$  has mean  $d_2$  and variance  $\sigma_2$ . If  $\mu_i$  is estimated as a random effect, it has mean  $d_1$  and variance  $\sigma_1$ , allowing  $\mu_i$  and  $\delta_i$  are allowed to have an unrestricted covariance  $\sigma_{12}$ .  $\delta_i$  and  $\mu_i$  are drawn from normal distributions. The parameters  $d_1$ ,  $d_2$ ,  $\sigma_1$ ,  $\sigma_2$ ,  $\sigma_{12}$ ,  $\beta$  and  $\Gamma$  are estimated using maximum log likelihood, using mean-variance adaptive Gauss–Hermite quadrature methods.

<sup>27</sup> We predict  $\delta_i$  for specific investors (or clusters of investors) by calculating empirical Bayes means using both the estimated model parameters and the observed dependent variables for specific investors (their investment decisions).

- Bollen, Nicholas P. B., "Mutual fund attributes and investor behavior," *Journal of Financial and Quantitative Analysis*, 42, p.683-708.
- Bottazzi, L, M. Da Rin, and T. Hellmann, 2015, The Importance of Trust for Investment: Evidence from Venture Capital, Unpublished working paper.
- Cameron, Trudy Ann. and Michelle D. James, 1987. "Efficient estimation methods for closed ended contingent valuation survey data." *Review of Economics and Statistics*. Vol. 69, p. 269–276.
- Cameron, T., 1988. "A new paradigm for valuing non-market goods using referendum data: Maximum likelihood estimation by censored logistic regression." *Journal of Environmental Economics and Management*. Vol, 15, pp. 355–379.
- Chava, S. 2014, "Environmental externalities and cost of capital." *Management Science* 60, 2223-2247.
- Cheng, Ing-Haw, Harrison Hong, and Kelly Shue, 2015, Do managers do good with other peoples' money? Working paper, Dartmouth College.
- Chowdhry, Bhagwan and Davies, Shaun William and Waters, Brian, Incentivizing Impact Investing (May 19, 2016). Available at SSRN: <http://ssrn.com/abstract=2437238>.
- Chung, J., B. Sensoy, L. Stern, and M. Weisbach, 2012, Pay for Performance from Future Fund Flows: The Case of Private Equity, *Review of Financial Studies* 25, 3259-3304.
- Coval, J. and T. Shumway, 2001, The Geography of Investment: Informed Trading and Asset Pricing *Journal of Political Economy* 109, 811-841.
- CRA Investment Handbook, 2010, Federal Reserve Bank of San Francisco.
- Cummings, Ronald G., David S. Brookshire, and William D. Schulze, 1986. *Valuing Environmental Goods: An Assessment of the Contingent Valuation Method*. Totowa, New Jersey: Rowman and Allenheld.
- Di Giuli, A., and L. Kostovetsky. 2014, "Are red or blue companies more likely to go green? Politics and corporate social responsibility." *Journal of Financial Economics* 111, 158-180.
- Dimson, E., O. Karakas, and X. Li, 2015, "Active Ownership" *Review of Financial Studies* 28, 3225-3268.
- Dyck, A., K. Lins, L. Roth, and H. Wagner, 2016, "Do institutional investors transplant social norms? International evidence on corporate social responsibility," Unpublished working paper.

- Dyck, A., P. Manoel, A. Morse, and L. Pomorski, 2016, "Bureaucrats, Politicians and Risking-Up in Public Pension Funds," Unpublished working paper.
- Dyck, A., A. Morse, 2011, "Sovereign Wealth Fund Portfolios", Unpublished working paper.
- Fama, Eugene, and Kenneth French, 1997, "Industry costs of equity", *Journal of Financial Economics* 43, 153-193.
- Fisher-Vanden, K. and K. Thorburn, 2011, "Voluntary Corporate Environmental Initiatives and Shareholder Wealth" *Journal of Environmental Economics and Management* 62, p.430-445.
- Gainer, Bridget, 2009, "What Lessons Does the CRA Offer the Insurance Industry?", P. Chakrabarti, D. Erickson, R. Essene, I. Galloway, and J. Olson, Ed., *Revisiting the CRA: Perspectives on the Future of the Community Reinvestment Act*, Federal Reserve Banks of Boston and San Francisco.
- Geczy, Christopher, Jessica S. Jeffers, David K. Musto, and Anne M. Tucker, 2015, "Institutional Investing when Shareholders are Not Supreme," Working Paper.
- Geczy, Christopher, Robert F. Stambaugh, and David Levin, 2003. "Investing in Socially Responsible Mutual Funds." Wharton Working Paper.
- Goett, A., K. Hudson and K. Train, 2000. "Consumers' choice among retail energy suppliers: The willingness-to-pay for service attributes." *The Energy Journal*. Vol. 21, p.1–28.
- Gompers, Paul, and Josh Lerner, 1998, "What drives venture capital fundraising", *Brookings Papers on Economic Activity*, pp. 149–204.
- Gompers, Paul, and Andrew Metrick, 2001, "Institutional Investors and Equity Prices," *Quarterly Journal of Economics*, 116, pp. 229-260.
- Hellmann, Thomas, Laura Lindsey and Manju Puri, 2008. "Building Relationships Early: Banks in Venture Capital" *Review of Financial Studies* 21(2), pp. 513-541.
- Hochberg, Y., A. Ljungqvist, and A. Vissing-Jørgensen, 2014, "Informational hold-up and performance persistence in venture capital", *Review of Financial Studies* 27, 102-152.
- Hochberg, Y. and J. Rauh, 2013, [Local Overweighting and Underperformance: Evidence from Limited Partner Private Equity Investments](#) *Review of Financial Studies* 26(2), 403-451.
- Hong, H. and M. Kacperczyk, 2009, "The Price of Sin: The Effects of Social Norms on Markets" *Journal of Financial Economics* 93, 15-36.
- Huber, Joel and Kenneth E. Train, 2001. "On the Similarity of Classical and Bayesian Estimates of Individual Mean Partworths." *Marketing Letters*, Vol. 12 (3), p. 259-269.

- Ivkovich, Z. and S. Weisbenner, 2005, "Local Does as Local Is: Information Content of the Geography of Individual Investors' Common Stock Investments," *Journal of Finance* 60, 267-306.
- Johnson, K., 2014, "Introduction to Institutional Investor Fiduciary Duties," International Institute for Sustainable Development Report.
- Jorion, Philippe, 1986, "Bayes-Stein estimation for portfolio analysis." *Journal of Financial and Quantitative Analysis* 21, 279-292.
- Kaplan, Steven and Antoinette Schoar, 2005. "Private Equity Performance: Returns, Persistence and Capital Flows," *Journal of Finance*, 60 (4), 1791-1823.
- Kovner, Anna and Josh Lerner, 2015, "Doing Well by Doing Good? Community Development Venture Capital," *Journal of Economics and Management Strategy* 24, 643-663.
- Lerner, Josh, Antoinette Schoar, and Jialan Wang, 2008. "Secrets of the Academy: Drivers of University Endowment Success." *Journal of Economic Perspectives*, 22 (3), 207–22.
- Lerner, J., A. Schoar, and W. Wongsunwai. 2007. "Smart Institutions, Foolish Choices: The Limited Partner Performance Puzzle," *Journal of Finance*, 62: 731-764.
- Liang, Hao, and Luc Renneboog, "On the Foundations of Corporate Social Responsibility" forthcoming in *Journal of Finance*.
- Ljungqvist, A., F. Marston, and W. Wilhelm, Jr., 2006, "Competing for Securities Underwriting Mandates: Banking Relationships and Analyst Recommendations," *Journal of Finance* 61, 301-340.
- Luce, D. 1959. *Individual Choice Behavior*, New York: Wiley.
- Marschak, J., 1960. "Binary-Choice Constraints and Random Utility Indicators," in K. Arrow et al. (Ed.), *Mathematical Methods in the Social Sciences*, Stanford: Stanford Univ.
- Massa, M. and A. Simonov, 2006, "Hedging, Familiarity and Portfolio Choice," *Review of Financial Studies* 19, 633-685.
- McFadden, Daniel L., 1974. "Conditional logit analysis of qualitative choice behavior." In *Frontiers in Econometrics*, Zarembka P (ed.). Academic Press: New York.
- McFadden, Daniel, 1986. "The Choice Theory Approach to Market Research." *Marketing Science*, Vol. 5, No. 4, , pp. 275-297.
- Riedl, Arno and Smeets, Paul, Why Do Investors Hold Socially Responsible Mutual Funds? (July 1, 2016). Available at SSRN: <http://ssrn.com/abstract=2318987>

- Renneboog, L., J. Ter Horst, and C. Zhang, 2008. "Socially responsible investments: Institutional aspects, performance, and investor behavior," *Journal of Banking & Finance*, 32, 1723–1742
- Renneboog, Luc, Jenke Ter Horst, and Chendi Zhang, 2011. "Is Ethical Money Financially Smart? Nonfinancial attributes and money flows of socially responsible investment funds," *Journal of Financial Intermediation*, Vol. 20 (4): pp. 562-588.
- Revelt, D. and Train, Kenneth E., 1998. "Mixed Logit with Repeated Choices: Households' Choices of Appliance Efficiency Level." *The Review of Economics and Statistics*, Vol. 80, pp. 647–657.
- Sensoy, B., Y. Wang, and M. Weisbach, 2014, "Limited Partner Performance and the Maturing of the Private Equity Industry," *Journal of Financial Economics* 112, p.320-343.
- Simon, John, Charles Powers, and Jon Gunnemann, 1972, "The Ethical Investor: Universities and Corporate Responsibility", Yale University Press.
- Strom, S., 2011, "To Advance Their Cause, Foundations Buy Stocks", *The New York Times*, November 23, 2011.
- Thurstone, L., 1927. "A Law of Comparative Judgement," *Psychological Review*, 34, 273-286.
- Tjur, T., 2013, "Coefficients of Determination in Logistic Regression Models – A New Proposal: The Coefficient of Discrimination," *The American Statistician* 63, 366-372.
- Train, Kenneth E. and Weeks, M., 2005 "Discrete choice models in preference space and willing-to-pay Space." in R. Scarpa and A. Alberini (eds.), *Applications of Simulation Methods in Environmental and Resource Economics*. Dordrecht: Springer, pp. 1–16.
- Train, Kenneth E., 2003. *Discrete Choice Methods with Simulation*. Cambridge: Cambridge University Press.
- Train, Kenneth E., 1998. "Recreation demand models with taste differences over people." *Land Economics*, Vol. 74, pp. 230–239.
- U.S. National Advisory Board (NAB), 2014, "Private Capital, Public Good".
- World Economic Forum, 2014, "Charting the Course: How Mainstream Investors can Design Visionary and Pragmatic Impact Investing Strategies".

**Table 1. Fund Descriptive Statistics, 1995 to 2014**

This table presents fund summary statistics for all funds (left columns) and impact funds (right columns). Capital Commitment is the average capital commitment across investors within a fund. IRR is the final or last observed internal rate of return for the fund. VM is the fund's value multiple, and Percentile Rank is the fund's percentile rank relative to similar cohort funds (year, region, and fund type). In Panel B, we present the geography focus of fund investments where each region represents a dummy variable that equals one if the fund invests in the region. In Panel C, we present the industry focus of fund investments. Funds can have multiple geography and industry focuses.

|                                              | Traditional VC Funds |         |         |           | Impact Funds |         |         |           |
|----------------------------------------------|----------------------|---------|---------|-----------|--------------|---------|---------|-----------|
|                                              | N                    | Mean    | Median  | Std. Dev. | N            | Mean    | Median  | Std. Dev. |
| Panel A: Descriptive Statistics              |                      |         |         |           |              |         |         |           |
| Vintage Year                                 | 4500                 | 2005.36 | 2006.00 | 5.26      | 159          | 2006.71 | 2008.00 | 4.44      |
| Fund Size (\$mil)                            | 4000                 | 204.61  | 102.00  | 300.16    | 147          | 129.59  | 83.00   | 147.26    |
| Capital Commitment (\$mil)                   | 2717                 | 22.19   | 14.60   | 33.84     | 125          | 27.09   | 15.00   | 32.88     |
| IRR (%)                                      | 1207                 | 11.59   | 7.40    | 32.06     | 76           | 3.7     | 6.35    | 15.17     |
| VM - Value Multiple                          | 1484                 | 1.51    | 1.22    | 1.94      | 91           | 1.17    | 1.10    | 0.56      |
| Percentile Rank                              | 1528                 | 0.49    | 0.50    | 0.30      | 93           | 0.34    | 0.28    | 0.30      |
| Fund Sequence Number                         | 4500                 | 3.95    | 2.00    | 5.63      | 159          | 3.88    | 2.00    | 5.91      |
| Panel B: Geography Focus of Fund Investments |                      |         |         |           |              |         |         |           |
| North America                                | 4500                 | 0.50    |         |           | 159          | 0.33    |         |           |
| Developed Europe                             | 4500                 | 0.23    |         |           | 159          | 0.18    |         |           |
| Emerging Europe                              | 4500                 | 0.06    |         |           | 159          | 0.09    |         |           |
| Africa                                       | 4500                 | 0.02    |         |           | 159          | 0.23    |         |           |
| Central and South America                    | 4500                 | 0.03    |         |           | 159          | 0.12    |         |           |
| Developed Asia-Pacific                       | 4500                 | 0.07    |         |           | 159          | 0.01    |         |           |
| Emerging Asia-Pacific                        | 4500                 | 0.17    |         |           | 159          | 0.14    |         |           |
| Middle East                                  | 4500                 | 0.03    |         |           | 159          | 0.00    |         |           |
| All Regions                                  | 4500                 | 1.10    |         |           | 159          | 1.09    |         |           |
| Panel C: Industry Focus of Fund Investments  |                      |         |         |           |              |         |         |           |
| Business Services                            | 4500                 | 0.03    |         |           | 159          | 0.03    |         |           |
| Energy                                       | 4500                 | 0.06    |         |           | 159          | 0.19    |         |           |
| Consumer Discretionary                       | 4500                 | 0.05    |         |           | 159          | 0.03    |         |           |
| Diversified                                  | 4500                 | 0.27    |         |           | 159          | 0.48    |         |           |
| Industrials                                  | 4500                 | 0.04    |         |           | 159          | 0.06    |         |           |
| Information Technology                       | 4500                 | 0.45    |         |           | 159          | 0.06    |         |           |
| Health Care                                  | 4500                 | 0.22    |         |           | 159          | 0.06    |         |           |
| Infrastructure                               | 4500                 | 0.01    |         |           | 159          | 0.05    |         |           |
| Food and Agriculture                         | 4500                 | 0.01    |         |           | 159          | 0.04    |         |           |
| Materials                                    | 4500                 | 0.01    |         |           | 159          | 0.04    |         |           |
| Real Estate                                  | 4500                 | 0.00    |         |           | 159          | 0.04    |         |           |
| Media and Communications                     | 4500                 | 0.12    |         |           | 159          | 0.03    |         |           |
| All Industries                               | 4500                 | 1.27    |         |           | 159          | 1.12    |         |           |

**Table 2. Limited Partner (LP) Descriptive Statistics**

For each of the LP types and all LPs, we present descriptive statistics by first averaging all observations for a unique LP and then calculating the mean (standard deviation) for each variable across N LPs. Funds per LP are the total number of unique fund investments by an LP. Vintage Year is the average vintage year of fund investments. Years of Experience is the number of years since the LPs' first fund commitment (measured at the time of each investment and averaged across all investments for a given LP). The % Prior Relationship is the percent of capital commitments where the LP and fund's general partner (GP) had a prior investment relationship. The % Home Bias is the percent of capital commitments by the LP type where the region of the LP and fund are the same (using the eight major global regions of Panel B). In Panel B, we present the regional distribution of LPs by LP type. Standard deviations are in parentheses.

|                                                  | Dev. Org. | Found-<br>ation | Bank    | Insurance | Endow-<br>ment | Corp. &<br>Gov't | Institu-<br>tional | Wealth<br>Manager | Private<br>Pension | Public<br>Pension | Total   |
|--------------------------------------------------|-----------|-----------------|---------|-----------|----------------|------------------|--------------------|-------------------|--------------------|-------------------|---------|
| Panel A: LP Descriptive Statistics               |           |                 |         |           |                |                  |                    |                   |                    |                   |         |
| # of LPs                                         | 268       | 458             | 260     | 320       | 198            | 416              | 525                | 201               | 440                | 374               | 3,460   |
| % of Total                                       | 7.7       | 13.2            | 7.5     | 9.2       | 5.7            | 12.0             | 15.2               | 5.8               | 12.7               | 10.8              | 100.0   |
| # of Capital Commitments                         | 2,159     | 2,788           | 657     | 1,828     | 1,290          | 1,531            | 3,436              | 675               | 3,893              | 5,729             | 23,986  |
| % of Total                                       | 9.0       | 11.6            | 2.7     | 7.6       | 5.4            | 6.4              | 14.3               | 2.8               | 16.2               | 23.9              | 100.0   |
| Funds per LP                                     | 8.06      | 6.09            | 2.53    | 5.71      | 6.52           | 3.68             | 6.54               | 3.36              | 8.85               | 15.32             | 6.93    |
|                                                  | (16.44)   | (13.54)         | (2.61)  | (11.41)   | (15.64)        | (16.35)          | (15.63)            | (6.14)            | (19.80)            | (30.36)           | (17.43) |
| Vintage Year                                     | 2007.26   | 2005.81         | 2006.22 | 2005.26   | 2004.85        | 2006.59          | 2005.51            | 2006.17           | 2004.67            | 2005.53           | 2005.74 |
|                                                  | (3.86)    | (3.67)          | (4.14)  | (4.42)    | (4.18)         | (5.12)           | (4.29)             | (4.65)            | (4.09)             | (3.69)            | (4.28)  |
| Years of Experience                              | 4.28      | 4.13            | 3.00    | 4.34      | 4.61           | 2.65             | 3.77               | 3.39              | 5.08               | 7.73              | 4.34    |
|                                                  | (4.43)    | (4.67)          | (3.17)  | (5.05)    | (5.37)         | (3.41)           | (4.48)             | (4.36)            | (5.23)             | (7.51)            | (5.11)  |
| % UNPRI Signatories                              | 5.2       | 2.4             | 8.1     | 13.8      | 1.5            | 1.0              | 19.6               | 12.4              | 8.4                | 13.6              | 9.0     |
| % Prior Relationship                             | 23.6      | 41.6            | 11.0    | 26.6      | 38.8           | 22.9             | 25.5               | 24.0              | 38.3               | 41.1              | 33.4    |
| % Home Bias                                      | 59.1      | 78.3            | 82.1    | 82.4      | 81.9           | 71.9             | 61.1               | 68.6              | 78.3               | 84.5              | 75.8    |
| Panel B: Regional Distribution of LPs by LP Type |           |                 |         |           |                |                  |                    |                   |                    |                   |         |
| North America                                    | 19        | 83              | 15      | 50        | 82             | 23               | 30                 | 34                | 72                 | 62                | 48      |
| Developed Europe                                 | 28        | 15              | 39      | 33        | 16             | 27               | 42                 | 38                | 20                 | 29                | 29      |
| Emerging Europe                                  | 5         | 0               | 4       | 0         | 0              | 1                | 1                  | 2                 | 1                  | 0                 | 1       |
| Africa                                           | 5         | 0               | 4       | 3         | 1              | 1                | 3                  | 1                 | 1                  | 2                 | 2       |
| Central and South America                        | 6         | 0               | 1       | 1         | 1              | 2                | 1                  | 1                 | 3                  | 2                 | 2       |
| Developed Asia-Pacific                           | 8         | 1               | 15      | 6         | 0              | 20               | 9                  | 17                | 2                  | 3                 | 8       |
| Emerging Asia-Pacific                            | 25        | 0               | 15      | 7         | 1              | 24               | 11                 | 4                 | 0                  | 1                 | 9       |
| Middle East                                      | 3         | 1               | 7       | 2         | 0              | 2                | 5                  | 4                 | 1                  | 1                 | 3       |



**Table 3. The Performance of Impact Funds, 1995-2014**

Fund performance (IRR, VM, or percentile rank) is regressed on a dummy variable for impact funds and fund characteristics (log of fund size, log of fund sequence number, fund geography using five regions, and fund industry using 12 industries). Models that include fund size in the regression lose observations of traditional VC funds with missing fund size. Standard errors are calculated by clustering on vintage years.

|                    | (1)      | (2)       | (3)     | (4)     | (5)       | (6)      | (7)       | (8)       | (9)      |
|--------------------|----------|-----------|---------|---------|-----------|----------|-----------|-----------|----------|
|                    | IRR      | IRR       | IRR     | VM      | VM        | VM       | Rank      | Rank      | Rank     |
| impact             | -7.890** | -9.937*** | -4.731* | -0.346* | -0.464*** | -0.361** | -0.148*** | -0.155*** | -0.078** |
|                    | [3.705]  | [2.638]   | [2.616] | [0.204] | [0.129]   | [0.164]  | [0.032]   | [0.033]   | [0.036]  |
| N - Impact Funds   | 76       | 76        | 76      | 91      | 91        | 91       | 93        | 93        | 93       |
| Observations       | 1,283    | 1,252     | 1,252   | 1,575   | 1,518     | 1,518    | 1,621     | 1,563     | 1,563    |
| R-squared          | 0.004    | 0.146     | 0.166   | 0.002   | 0.123     | 0.131    | 0.013     | 0.027     | 0.068    |
| Controls:          |          |           |         |         |           |          |           |           |          |
| Vintage Year FE    | NO       | YES       | YES     | NO      | YES       | YES      | NO        | YES       | YES      |
| Log(Fund Size)     | NO       | YES       | YES     | NO      | YES       | YES      | NO        | YES       | YES      |
| Log(Fund Sequence) | NO       | YES       | YES     | NO      | YES       | YES      | NO        | YES       | YES      |
| Fund Geography FE  | NO       | NO        | YES     | NO      | NO        | YES      | NO        | NO        | YES      |
| Fund Industry FE   | NO       | NO        | YES     | NO      | NO        | YES      | NO        | NO        | YES      |

Robust standard errors in brackets

\*\*\* p<0.01, \*\* p<0.05, \* p<0.1

**Table 4. The Willingness-to-Pay for Impact**

Notes: See caption in front of Panel B on the next page.

| Panel A: Estimates          | Logit model          |                      |                     |                      | Linear Probability model |                          |                          |                          |
|-----------------------------|----------------------|----------------------|---------------------|----------------------|--------------------------|--------------------------|--------------------------|--------------------------|
|                             | (Base)               | (1)                  | (2)                 | (3)                  | (Base)                   | (1)                      | (2)                      | (3)                      |
| Expected Returns            | 3.521***<br>[0.290]  | 3.491***<br>[0.290]  | 3.553***<br>[0.289] | 3.531***<br>[0.289]  | 0.0343***<br>[0.00342]   | 0.0342***<br>[0.00342]   | 0.0345***<br>[0.00343]   | 0.0344***<br>[0.00343]   |
| Impact Estimates by LP Type |                      |                      |                     |                      |                          |                          |                          |                          |
| Dev. Org                    |                      |                      | 1.132***<br>[0.152] | 0.920***<br>[0.182]  |                          |                          | 0.0125***<br>[0.00285]   | 0.0117***<br>[0.00312]   |
| Foundation                  |                      |                      | 0.341*<br>[0.178]   | 0.279<br>[0.178]     |                          |                          | 0.00325***<br>[0.000795] | 0.00291***<br>[0.000801] |
| Bank                        |                      |                      | 1.040***<br>[0.188] | 0.935***<br>[0.237]  |                          |                          | 0.00688***<br>[0.00146]  | 0.00651***<br>[0.00178]  |
| Insurance                   |                      |                      | 0.773***<br>[0.140] | 0.679***<br>[0.152]  |                          |                          | 0.00556***<br>[0.00101]  | 0.00497***<br>[0.00111]  |
| Endowment                   |                      |                      | -0.459<br>[0.361]   | -0.513<br>[0.347]    |                          |                          | 0.00129*<br>[0.000716]   | 0.00107<br>[0.000694]    |
| Corporation                 |                      |                      | 0.187<br>[0.186]    | 0.102<br>[0.236]     |                          |                          | 0.00209**<br>[0.000965]  | 0.00225*<br>[0.00131]    |
| Institutional               |                      |                      | 0.254<br>[0.159]    | 0.0526<br>[0.189]    |                          |                          | 0.00235***<br>[0.000831] | 0.00137<br>[0.00112]     |
| Wealth Manager              |                      |                      | 0.353<br>[0.307]    | 0.209<br>[0.311]     |                          |                          | 0.00287**<br>[0.00129]   | 0.00248*<br>[0.00148]    |
| Private Pension             |                      |                      | -0.0636<br>[0.173]  | -0.147<br>[0.168]    |                          |                          | 0.00164**<br>[0.000647]  | 0.00125*<br>[0.000639]   |
| Public Pension              |                      |                      | 0.849***<br>[0.115] | 0.738***<br>[0.121]  |                          |                          | 0.00692***<br>[0.00112]  | 0.00624***<br>[0.00112]  |
| Impact Estimates by LP Geo  |                      |                      |                     |                      |                          |                          |                          |                          |
| North America               |                      | 0.397***<br>[0.0846] |                     |                      |                          | 0.00358***<br>[0.000534] |                          |                          |
| Developed Europe            |                      | 0.922***<br>[0.102]  |                     | 0.418***<br>[0.143]  |                          | 0.00748***<br>[0.00107]  |                          | 0.00304**<br>[0.00125]   |
| Developed Asia-Pacific      |                      | -0.0813<br>[0.383]   |                     | -0.547<br>[0.421]    |                          | 0.00230***<br>[0.000586] |                          | -0.00210*<br>[0.00122]   |
| Emerging Asia-Pacific       |                      | -0.311<br>[0.270]    |                     | -0.885***<br>[0.299] |                          | 0.00149**<br>[0.000743]  |                          | -0.00348***<br>[0.00129] |
| Africa, Lat.Amer., E. Euro. |                      | 1.175***<br>[0.218]  |                     | 0.539**<br>[0.239]   |                          | 0.00966***<br>[0.00257]  |                          | 0.00301<br>[0.00280]     |
| Impact                      | 0.593***<br>[0.0600] |                      |                     |                      | 0.00458***<br>[0.000462] |                          |                          |                          |
| Standard Controls           | YES                  | YES                  | YES                 | YES                  | YES                      | YES                      | YES                      | YES                      |
| Observations                | 3,047,430            | 3,047,430            | 3,047,430           | 3,047,430            | 3,047,430                | 3,047,430                | 3,047,430                | 3,047,430                |

\*\*\* p&lt;0.01, \*\* p&lt;0.05, \* p&lt;0.1

**Table 4. The Willingness-to-Pay for Impact (continued)**

Panel A summarizes estimates from conditional logit and linear probability models. Panel B summarizes the willingness to pay, which is the impact coefficient divided by the expected return coefficient. The dependent variable is a dummy variable that equals one if an LP invests in a fund. Observations are determined by crossing all vintage year funds with LPs that make an investment in that year. Impact equals one for impact funds. Expected Returns are expressed as percentile ranks relative to vintage year cohort funds and are modeled based on known fund characteristics at the time of investment and adjusted for shrinkage. Heterogeneity in investment rates is modeled using LP fixed effects in the linear probability model and dynamic LP group fixed effects in the logit model. Standard controls include the following: LP experience (log of years since first fund investment plus one), LP-GP relationship (a dummy variable that equals one if the LP invested in a prior fund managed by the same fund family), fund-LP geography match (five dummy variables for five regions that equal one if the fund and LP are in the same region), expected fund size, and fixed effects for fund geography (five regions), industry (12 industries), and vintage year. Robust standard errors are shown in brackets. WTP of "--" indicates that the impact coefficient is not significantly different from zero.

| Panel A: Estimates                                                            | Logit model |      |      |       | Linear Probability model |      |      |       |
|-------------------------------------------------------------------------------|-------------|------|------|-------|--------------------------|------|------|-------|
|                                                                               | (Base)      | (1)  | (2)  | (3)   | (Base)                   | (1)  | (2)  | (3)   |
| Estimates Appear on Prior Page. WTP Calculations Correspond to Column Numbers |             |      |      |       |                          |      |      |       |
| Panel B: Willingness to Pay (WTP)                                             |             |      |      |       |                          |      |      |       |
| All Investors                                                                 | 0.17        |      |      |       | 0.13                     |      |      |       |
| WTP by LP Type                                                                |             |      |      |       |                          |      |      |       |
| Dev. Org                                                                      |             |      | 0.32 | 0.26  |                          |      | 0.36 | 0.34  |
| Foundation                                                                    |             |      | 0.10 | --    |                          |      | 0.09 | 0.08  |
| Bank                                                                          |             |      | 0.29 | 0.26  |                          |      | 0.20 | 0.19  |
| Insurance                                                                     |             |      | 0.22 | 0.19  |                          |      | 0.16 | 0.14  |
| Endowment                                                                     |             |      | --   | --    |                          |      | 0.04 | --    |
| Corporation                                                                   |             |      | --   | --    |                          |      | 0.06 | 0.07  |
| Institutional                                                                 |             |      | --   | --    |                          |      | 0.07 | --    |
| Wealth Manager                                                                |             |      | --   | --    |                          |      | 0.08 | 0.07  |
| Private Pension                                                               |             |      | --   | --    |                          |      | 0.05 | 0.04  |
| Public Pension                                                                |             |      | 0.24 | 0.21  |                          |      | 0.20 | 0.18  |
| WTP by LP Geo                                                                 |             |      |      |       |                          |      |      |       |
| North America                                                                 |             | 0.11 |      |       |                          | 0.11 |      |       |
| Developed Europe                                                              |             | 0.26 |      | 0.12  |                          | 0.22 |      | 0.09  |
| Developed Asia-Pacific                                                        |             | --   |      | --    |                          | 0.07 |      | -0.06 |
| Emerging Asia-Pacific                                                         |             | --   |      | -0.25 |                          | 0.04 |      | -0.10 |
| Africa, Lat.Amer., E. Euro.                                                   |             | 0.34 |      | 0.15  |                          | 0.28 |      | --    |

**Table 5. The Willingness-to-Pay for Impact by UNPRI Signatories and Time**

Panel A summarizes estimates from conditional logit and linear probability models. Panel B summarizes the willingness to pay, which is the impact coefficient divided by the expected return coefficient. The dependent variable is a dummy variable that equals one if an LP invests in a fund. Observations are determined by crossing all vintage year funds with LPs that make an investment in that year. Impact equals one for impact funds. Expected Returns are expressed as percentile ranks relative to vintage year cohort funds and are modeled based on known fund characteristics at the time of investment and adjusted for shrinkage. Heterogeneity in investment rates is modeled using LP fixed effects in the linear probability model and dynamic LP group fixed effects in the logit model. All models include standard controls (see text and Table 4 for details). Model (1) also includes UNPRI dummy, and Model (3) includes post2006\*UNPRI, post2006\*non-UNPRI, and pre2006\*UNPRI. Robust standard errors are shown in brackets. \*\*\* p<0.01, \*\* p<0.05, \* p<0.1

| Panel A: Model Estimates          |           | Logit model          |                      |                      | Linear Probability model |                          |                          |
|-----------------------------------|-----------|----------------------|----------------------|----------------------|--------------------------|--------------------------|--------------------------|
|                                   |           | (1)                  | (2)                  | (3)                  | (1)                      | (2)                      | (3)                      |
| Expected Returns                  |           | 3.520***<br>[0.291]  | 3.508***<br>[0.289]  | 3.505***<br>[0.290]  | 0.0343***<br>[0.00343]   | 0.0343***<br>[0.00342]   | 0.0342***<br>[0.00342]   |
| Impact Estimates by LP Char.      |           |                      |                      |                      |                          |                          |                          |
| UNPRI                             |           | 1.091***<br>[0.112]  |                      |                      | 0.0109***<br>[0.00202]   |                          |                          |
| non-UNPRI                         |           | 0.440***<br>[0.0655] |                      |                      | 0.00359***<br>[0.000425] |                          |                          |
| pre-2006                          |           |                      | 0.439***<br>[0.0748] |                      |                          | 0.00323***<br>[0.000508] |                          |
| post-2006                         |           |                      | 0.679***<br>[0.0713] |                      |                          | 0.00529***<br>[0.000550] |                          |
| pre2006_UNPRI                     |           |                      |                      | 0.682***<br>[0.143]  |                          |                          | 0.00539***<br>[0.00176]  |
| pre2006_non-UNPRI                 |           |                      |                      | 0.368***<br>[0.0879] |                          |                          | 0.00285***<br>[0.000540] |
| post2006_UNPRI                    |           |                      |                      | 1.428***<br>[0.137]  |                          |                          | 0.0146***<br>[0.00259]   |
| post2006_non-UNPRI                |           |                      |                      | 0.463***<br>[0.0768] |                          |                          | 0.00387***<br>[0.000469] |
| Standard Controls                 | YES       | YES                  | YES                  | YES                  | YES                      | YES                      | YES                      |
| Observations                      | 3,047,430 | 3,047,430            | 3,047,430            | 3,047,430            | 3,047,430                | 3,047,430                | 3,047,430                |
| Panel B: Willingness to Pay (WTP) |           |                      |                      |                      |                          |                          |                          |
| UNPRI                             |           | 0.31                 |                      |                      | 0.32                     |                          |                          |
| non-UNPRI                         |           | 0.13                 |                      |                      | 0.10                     |                          |                          |
| pre-2006                          |           |                      | 0.13                 |                      |                          | 0.09                     |                          |
| post-2006                         |           |                      | 0.19                 |                      |                          | 0.15                     |                          |
| pre2006_UNPRI                     |           |                      |                      | 0.19                 |                          |                          | 0.16                     |
| pre2006_non-UNPRI                 |           |                      |                      | 0.10                 |                          |                          | 0.08                     |
| post2006_UNPRI                    |           |                      |                      | 0.41                 |                          |                          | 0.43                     |
| post2006_non-UNPRI                |           |                      |                      | 0.13                 |                          |                          | 0.11                     |

**Table 6. Limited Partner (LP) Types and Attributes related to Impact Motives**

The table lays out attributes of the LP investor types listed in the first column. Column 2 indicates whether the primary constituents of the capital are households (v. organization). Column 3 indicates whether the constituent capital is intermediated as opposed to directly invested by the constituent or an administrator (e.g., foundations and pensions). Column 4 indicates whether impact is a primary goal of the constituent. Column 5 identifies legal and political pressure to invest with impact. Finally, the last two columns identify laws (e.g., ERISA) and charters (e.g., corporate charters) that restrict impact investment.

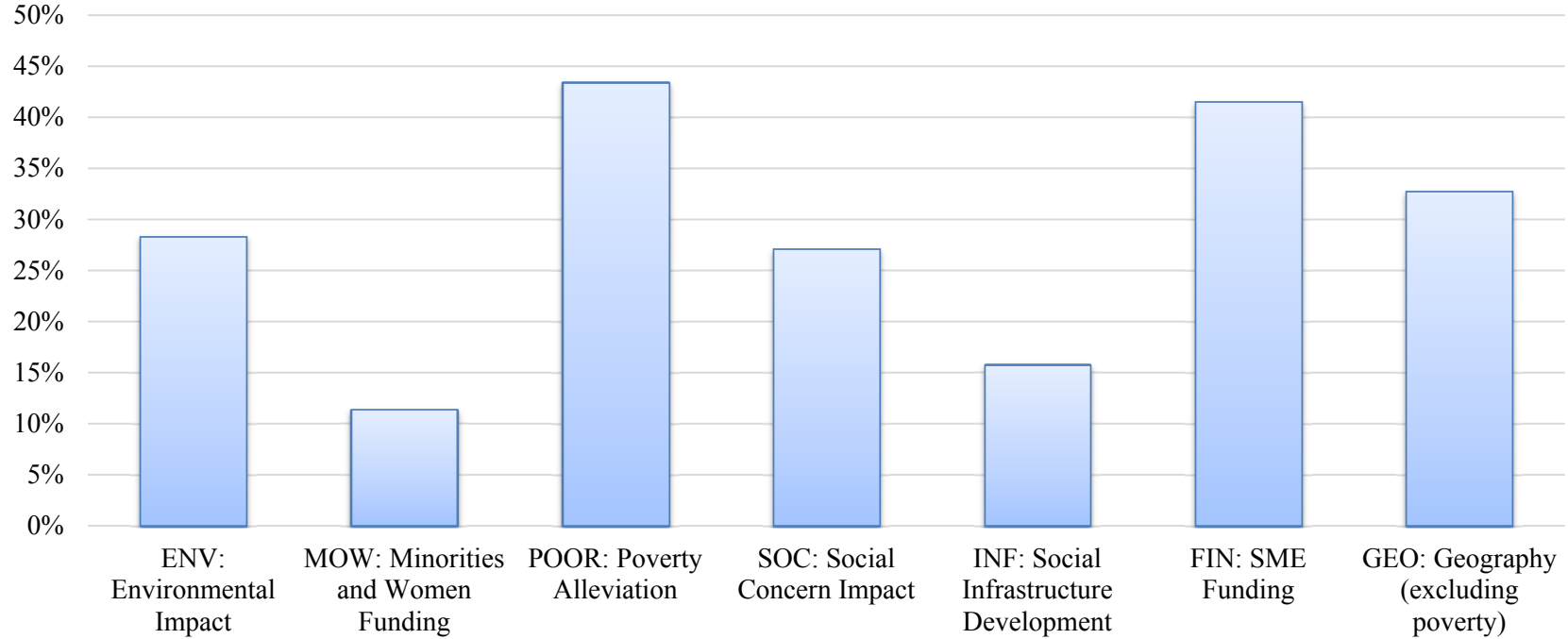
| Limited Partner                   | Household | Intermediated | Mission | Pressure toward Impact                           | Laws Restricting Impact      | Charters Restricting Impact |
|-----------------------------------|-----------|---------------|---------|--------------------------------------------------|------------------------------|-----------------------------|
| Development Organizations         | --        | --            | yes     | --                                               | --                           | --                          |
| Foundations                       | --        | --            | yes     | --                                               | yes<br>UPMIFA and PRI (U.S.) | --                          |
| Banks                             | --        | --            | --      | yes<br>Community Reinvestment Act (U.S.)         | --                           | yes                         |
| Insurance                         | --        | --            | --      | yes<br>State regulation modeled after CRA (U.S.) | --                           | yes                         |
| Endowments                        | --        | --            | --      | --                                               | yes<br>UPMIFA (U.S.)         | --                          |
| Corporate & Government Portfolios | --        | --            | --      | --                                               | --                           | yes                         |
| Institutional Asset Managers      | --        | yes           | --      | --                                               | --                           | yes                         |
| Wealth Managers                   | yes       | yes           | --      | --                                               | --                           | --                          |
| Private Pensions                  | yes       | --            | --      | --                                               | yes<br>ERISA (U.S.)          | yes (non-US)                |
| Public Pensions                   | yes       | --            | --      | yes<br>Political pressure                        | yes<br>State & National Laws | --                          |

**Table 7. The Willingness-to-Pay for Impact by Investor Attribute**

Panel A summarizes estimates from conditional logit and linear probability models. Panel B summarizes the (incremental) willingness to pay, which is the impact coefficient (interacted with attributes) divided by the expected return coefficient. The dependent variable is a dummy variable that equals one if an LP invests in a fund. Observations are determined by crossing all vintage year funds with LPs that make an investment in that year. Impact equals one for impact funds. Expected Returns are expressed as percentile ranks relative to vintage year cohort funds and are modeled based on known fund characteristics at the time of investment and adjusted for shrinkage. Heterogeneity in investment rates is modeled using LP fixed effects in the linear probability model and dynamic LP group fixed effects in the logit model. All models include standard controls (see text and Table 4 for details) plus the six LP attribute dummies. Model (1) also includes impact dummy, Model (2) includes Impact\*LP Geo dummies, and Model (3) includes Impact\*LP Type dummies. Robust standard errors are shown in brackets. WTP of "--" indicates that the impact coefficient is not significantly different from zero. WTP of "--" indicates that the impact coefficient is not significantly different from zero.

| Panel A: Model Estimates                      |  | Logit model          |                      |                      | Linear Probability model |                          |                         |
|-----------------------------------------------|--|----------------------|----------------------|----------------------|--------------------------|--------------------------|-------------------------|
|                                               |  | (1)                  | (2)                  | (3)                  | (1)                      | (2)                      | (3)                     |
| Expected Returns                              |  | 3.553***<br>[0.289]  | 3.535***<br>[0.289]  | 3.544***<br>[0.290]  | 0.0344***<br>[0.00342]   | 0.0343***<br>[0.00343]   | 0.0344***<br>[0.00343]  |
| Impact Estimates by Investor Attribute        |  |                      |                      |                      |                          |                          |                         |
| Mission                                       |  | 1.025***<br>[0.316]  | 0.890***<br>[0.300]  |                      | 0.00415***<br>[0.00117]  | 0.00363***<br>[0.00114]  |                         |
| Household                                     |  | 0.570**<br>[0.226]   | 0.356*<br>[0.215]    |                      | 0.00117<br>[0.000971]    | 0.000468<br>[0.000971]   |                         |
| Intermediated                                 |  | -0.114<br>[0.183]    | -0.143<br>[0.180]    |                      | -0.00224**<br>[0.000976] | -0.00239**<br>[0.00100]  |                         |
| Pressure                                      |  | 1.001***<br>[0.137]  | 1.058***<br>[0.146]  | 0.767***<br>[0.288]  | 0.00583***<br>[0.000979] | 0.00575***<br>[0.000982] | 0.00556***<br>[0.00198] |
| Charter                                       |  | 0.235<br>[0.296]     | 0.201<br>[0.285]     | 0.670<br>[0.507]     | -0.00256<br>[0.00180]    | -0.00273<br>[0.00180]    | 0.00291<br>[0.00324]    |
| Laws                                          |  | -0.886***<br>[0.205] | -0.682***<br>[0.226] | -0.944***<br>[0.356] | -0.00693***<br>[0.00181] | -0.00591***<br>[0.00215] | -0.00407*<br>[0.00230]  |
| Impact                                        |  | 0.0857<br>[0.330]    |                      |                      | 0.00642***<br>[0.00187]  |                          |                         |
| LP Attributes                                 |  | YES                  | YES                  | YES                  | YES                      | YES                      | YES                     |
| Impact*LP Geo                                 |  | No                   | Yes                  | No                   | No                       | Yes                      | No                      |
| Impact*LP Type                                |  | No                   | No                   | Yes                  | No                       | No                       | Yes                     |
| Standard Controls                             |  | YES                  | YES                  | YES                  | YES                      | YES                      | YES                     |
| Observations                                  |  | 3,047,430            | 3,047,430            | 3,047,430            | 3,047,430                | 3,047,430                | 3,047,430               |
| Panel B: Incremental Willingness to Pay (WTP) |  |                      |                      |                      |                          |                          |                         |
| Mission                                       |  | 0.29                 | 0.25                 |                      | 0.12                     | 0.11                     |                         |
| Household                                     |  | 0.16                 | 0.10                 |                      | --                       | --                       |                         |
| Intermediated                                 |  | --                   | --                   |                      | -0.06                    | -0.07                    |                         |
| Pressure                                      |  | 0.28                 | 0.30                 | 0.22                 | 0.17                     | 0.17                     | 0.16                    |
| Restrictions by Charter                       |  | --                   | --                   | --                   | --                       | --                       | --                      |
| Restictions by Laws                           |  | -0.25                | -0.19                | -0.27                | -0.20                    | -0.17                    | -0.12                   |

\*\*\* p<0.01, \*\* p<0.05, \* p<0.1



**Figure 1. Distribution of Impact Categories that Impact Funds Target**

For the sample of impact funds, we identify the impact categories targeted by each impact fund. The figure presents the percentage of sample funds that target each category. The numbers in the bars reflect counts of funds. Funds can have multiple impact categories. The categories are as follows:

**Environmental Impact**, delivers positive environmental impact (e.g., agriculture, energy, water, and forestry)

**Minorities and Women Funding**, funds firms run by minorities or women

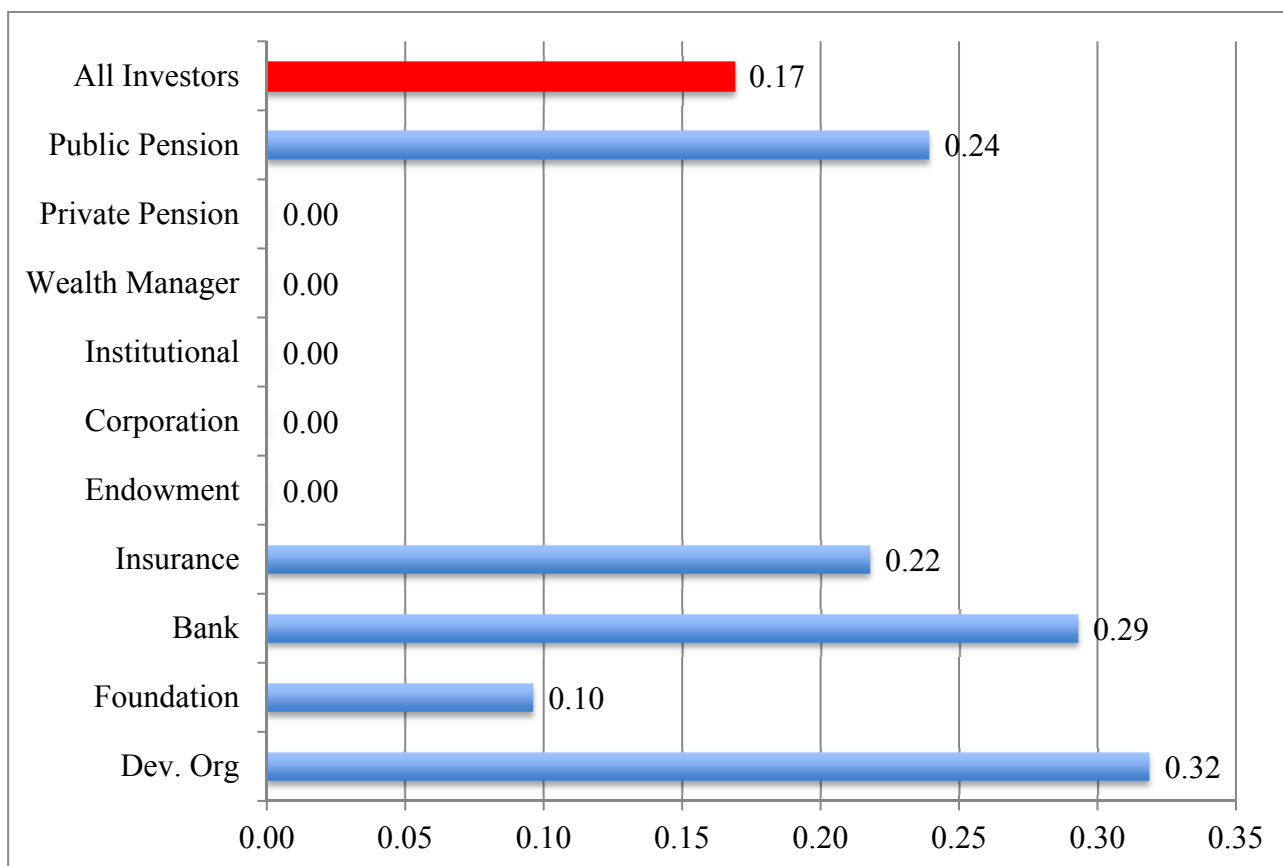
**Poverty Alleviation**, funds firms in impoverished areas

**Social Concern Impact**, addresses social concerns or measures the social impact of its investments

**Social Infrastructure Development**, develops infrastructure for societal benefit (e.g., microfinance, health care, schools, and housing )

**SME Funding**, provides capital to SMEs and undercapitalized markets

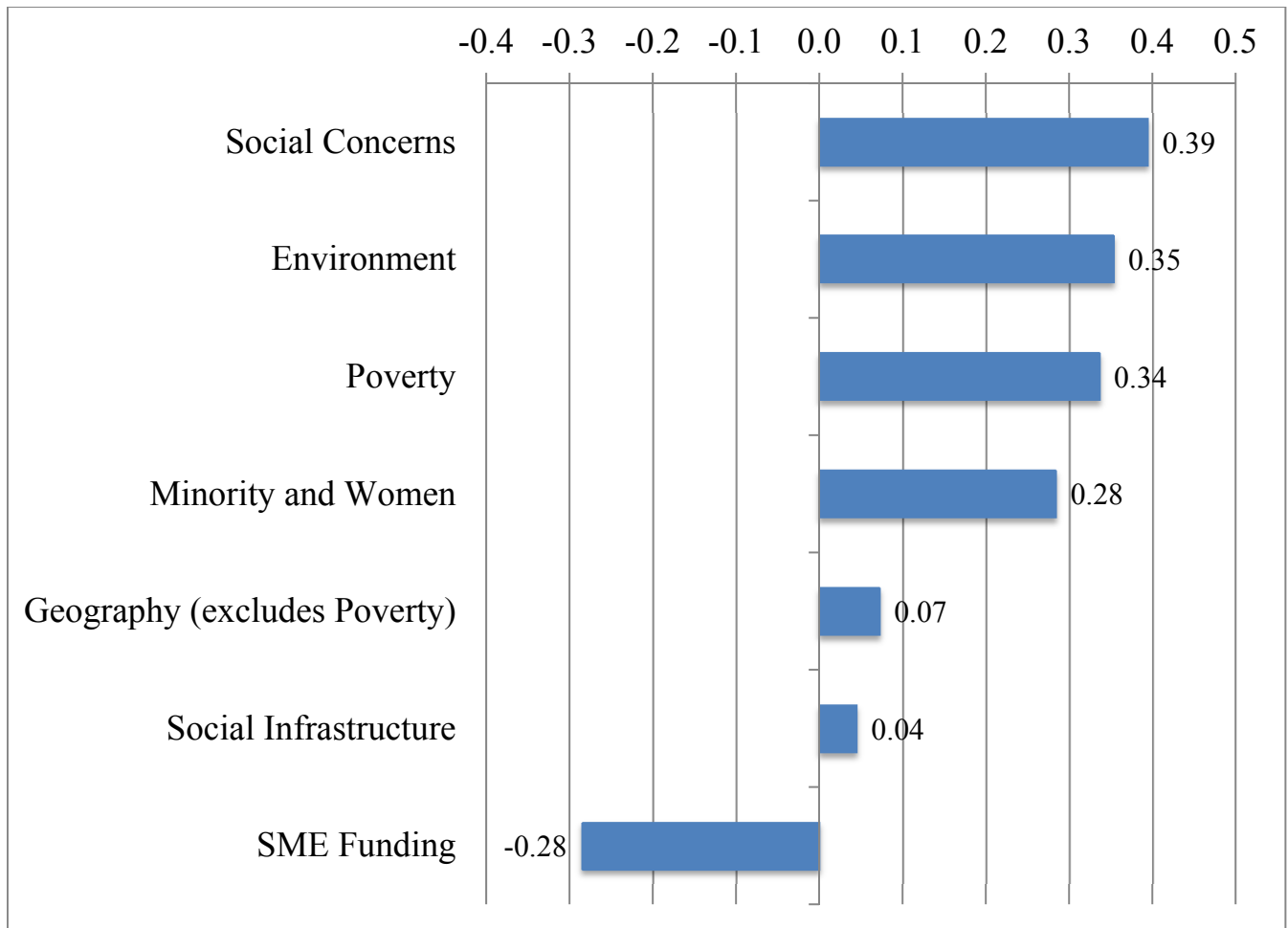
**Geography (excluding poverty)**, imposes a material geographic constraint on its investment criteria but is not focused on poverty alleviation



**Figure 2. Willingness to Pay for Impact by Investor Type**

The figure presents the logit model estimates of the willingness to pay for impact based on the baseline model for all investors and model (2) for each LP Type (see Table 4). The WTP is expressed in percentile ranks, where percentiles are based on performance relative to cohort funds. Cohorts are defined by fund vintage year and region.





**Figure 3. Willingness to Pay by Impact Category**

The figure presents estimates of the willingness to pay for impact by impact category. Estimates are based on variation of model (1) of Table (4). The WTP is expressed in percentile ranks, where percentiles are based on performance relative to cohort funds. Cohorts are defined by fund vintage year and region.

**Table A1. Distribution of IRR and VM for VC Funds, 1995 to 2012**

The table reports the distribution of funds' final (or last reported) internal rate of return (IRR) or value multiple (VM). Excess IRR (or VM) is the fund's IRR less the median IRR (or VM) for cohort funds. Cohorts are defined by vintage year and geography.

| Percentile             | Excess |       | VM    | Excess<br>VM |
|------------------------|--------|-------|-------|--------------|
|                        | IRR    | IRR   |       |              |
| 5th                    | -14.5  | -24.0 | 0.34  | -0.88        |
| 10th                   | -9.5   | -15.9 | 0.51  | -0.67        |
| 15th                   | -6.1   | -12.2 | 0.67  | -0.53        |
| 20th                   | -3.5   | -9.8  | 0.79  | -0.43        |
| 25th                   | -1.4   | -7.6  | 0.87  | -0.35        |
| 30th                   | 0.5    | -5.4  | 0.95  | -0.26        |
| 35th                   | 2.5    | -4.2  | 1.00  | -0.18        |
| 40th                   | 4.3    | -2.3  | 1.08  | -0.12        |
| 45th                   | 5.9    | -1.0  | 1.14  | -0.05        |
| 50th                   | 7.3    | 0.0   | 1.21  | 0.00         |
| 55th                   | 8.4    | 0.6   | 1.28  | 0.03         |
| 60th                   | 9.9    | 1.9   | 1.36  | 0.10         |
| 65th                   | 11.2   | 3.4   | 1.44  | 0.18         |
| 70th                   | 13.1   | 4.9   | 1.52  | 0.27         |
| 75th                   | 15.3   | 6.9   | 1.63  | 0.36         |
| 80th                   | 18.3   | 9.2   | 1.76  | 0.49         |
| 85th                   | 23.0   | 12.1  | 1.93  | 0.68         |
| 90th                   | 30.7   | 18.8  | 2.22  | 0.93         |
| 95th                   | 46.7   | 32.1  | 3.04  | 1.76         |
| Interquartile<br>Range | 16.7   | 14.5  | 0.76  | 0.71         |
| N                      | 1,283  | 1,283 | 1,575 | 1,453        |

**Table A2. Summary Statistics on Coefficients from Expected Return Model**

In each of 20 forecast years, 1995 to 2014, we estimate a regression of realized fund performance on fund attributes as described in the main text. This table summarizes the distribution of the 20 coefficient estimates. The interaction terms are only estimated for the last 12 of the 20 year rolling window regressions because there are few impact funds; there are only two impacts funds prior to 1995.

|                        | Mean across Years<br>[Mean Std. Error] | % of Coef. ><br>0 | 25th<br>Percentile | Median | 75th<br>Percentile |
|------------------------|----------------------------------------|-------------------|--------------------|--------|--------------------|
| $R_j^{-1}$             | 0.207<br>0.076                         | 95%               | 0.160              | 0.215  | 0.270              |
| $Miss_j^{-1}$          | -0.053<br>0.045                        | 20%               | -0.083             | -0.052 | -0.014             |
| $First_j^{-1}$         | -0.103<br>0.044                        | 10%               | -0.147             | -0.054 | -0.020             |
| $IMP_j$                | -0.203<br>0.187                        | 0%                | -0.292             | -0.186 | -0.139             |
| $IMP_j * Miss_j^{-1}$  | -0.032<br>0.224                        | 33%               | -0.157             | -0.069 | 0.067              |
| $IMP_j * First_j^{-1}$ | 0.069<br>0.187                         | 75%               | 0.007              | 0.062  | 0.147              |
| Observations           | 458.75                                 |                   | 239.750            | 0.044  | 0.056              |
| R-squared              | 6.5%                                   |                   | 3.0%               | 4.7%   | 10.4%              |

Standard errors in brackets. \*\*\* p<0.01, \*\* p<0.05, \* p<0.1