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# INCLUSIVE INVESTING?

Inclusive Investing is Zeal's investment strategy, core differentiator, and unique perspective on how we seek to bridge America's Wealth and Skills gap by partnering with exceptional entrepreneurs focused on building companies in the Financial Technology and Future of Work sectors.

## HERE ARE THE 5 COMPONENTS OF INCLUSIVE INVESTING



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women or minorities (Knight Foundation). For funds that are led by a team that is not diverse in background and education, the fund's performance can be negatively impacted by up to 32.2% (Harvard Business Review).

#### 2. WE FOCUS ON INVESTING IN DIVERSE MANAGEMENT TEAMS THAT HAS A COMBINATION OF SKILLSETS AND BACKGROUNDS THAT WILL HELP THEIR COMPANY OUTPERFORM RELATIVE TO COMPETITORS

Here's why this matters: There is \$4.4 trillion in untapped economic opportunity due to the underinvestment in early-stage companies that are led by women or people of color (Morgan Stanley). Returns for companies with diverse leadership are above average, and those companies outperform their competitors (McKinsey & Company).

#### 3. WE HAVE A BROAD GEOGRAPHIC RANGE WITHIN THE UNITED STATES, WHICH MEANS WE ARE LOOKING AT ALL REGIONS OF THE COUNTRY, NOT JUST THE AREAS OF HIGHEST VENTURE CAPITAL ACTIVITY

Here's why this matters: Almost 80% pf venture capital funding is concentrated in three states: California, Massachusetts, and New York (Kauffman Foundation). Since 1995, there has been a 50% reduction in VC dollars flowing outside of Silicon Valley, Boston, and New York City (Bloomberg).

### 4. WE FOCUS OUR INVESTMENTS IN THE FINANCIAL TECHNOLOGY AND FUTURE OF WORK SECTORS, WHERE WE EXPECT CONTINUED INNOVATION AND OPPORTUNITY FOR DISRUPTION

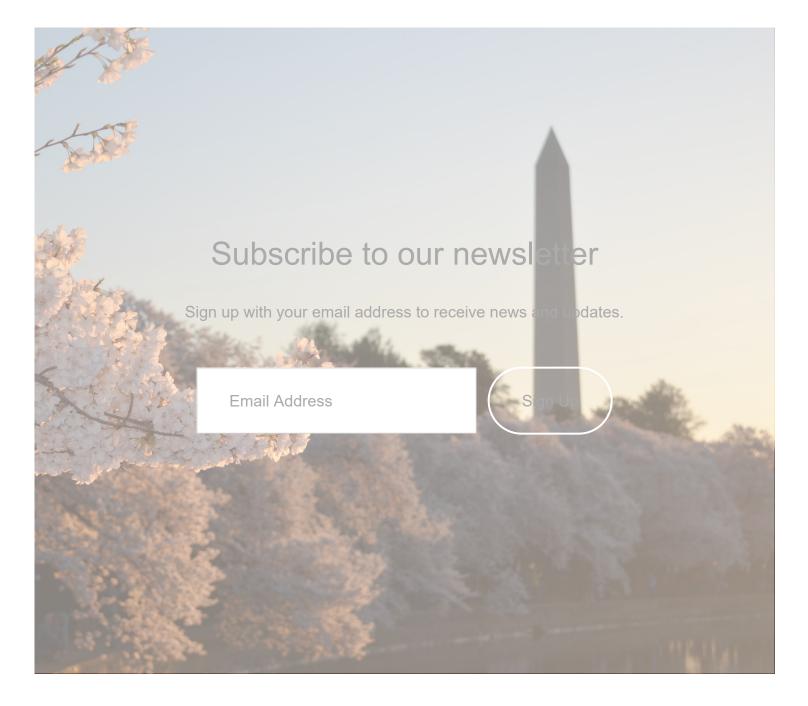
Here's why this matters: In 2019, 80% of financial institutions partnered with a financial technology solution (McKinsey & Company). And going forward, over the course of a 30 year career, an individual will need to update their skills 6 times, which will require lifelong education and re-skilling (Deloitte).



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perform on par or better than funds without an impact lens (J.P. Morgan Private Bank, UBS). And the lens on impact is growing: 26% of professionally managed investments in the United States have a focus on sustainable investment strategies (J.P. Morgan Private Bank).





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