



IMPACT REPORT 2020/21

**IMPACT THAT CREATES
SUSTAINABLE VALUE.**



**25
YEARS**



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This Report contains summaries of selected investments made by Pegasus and is not intended to be complete or representative of all prior investments made by Pegasus. The investments were selected because Pegasus believes they demonstrate Pegasus' commitment to ESG principles and impact investing. The case studies are presented for illustrative purposes only. It should not be assumed that investments made in the future will be comparable in quality, performance, adherence to ESG principles or impact to the investments described herein.

MESSAGE FROM OUR CHAIRMAN

2021 is a special year for us as we celebrate our 25th anniversary. For over two decades, sustainability and health have been at the heart of Pegasus' investment strategies with numerous award-winning portfolio companies creating lasting positive impact. We look forward to continue to build on our experience and knowledge with new and exciting initiatives that create value in addition to conventional returns.

On this occasion, we are pleased to share our 2020/21 Impact Report with our diverse stakeholders. In this report, we have outlined our ESG and impact approaches and how our portfolio companies generate impacts for people and the planet. We have highlighted initiatives with selected portfolio companies demonstrating how we seek to catalyze positive change in our focus areas of sustainability and health, with particular reference to responses to the COVID-19 pandemic. The Report reflects our dedication to making intentional net-positive impacts through our investments and demonstrates how we intend to create long-term value for society and the environment, in helping to insure human and planetary health.

In the wake of the COVID-19 pandemic, we have all experienced an unprecedented moment. Health systems are under great stress and economic activity has slowed down, with the most vulnerable populations being disproportionately impacted. The gravity of this pandemic underscores the persistent need to progress towards delivering the Sustainable Development Goals (SDGs) and shift to a new paradigm that is socially equitable, resilient and environmentally healthy.

It is therefore at the core of our commitment to scale up and mobilize capital and innovation to tackle the world's most pressing problems. As the first traditional North American alternative asset manager accredited by the Green Climate Fund (GCF), we can partner with GCF to fund assets and companies that address the climate crisis.

As a highlight in 2020, we launched the Subnational Climate Finance initiative (SCF) with an exceptional group of partners. The SCF is a global blended finance initiative that aims to invest in and scale mid-sized climate resilient, low-carbon infrastructure and nature-based solutions in developing countries. We believe with our partners we will unlock private capital to invest in needed and financially sound projects at the sub-national level across multiple sectors and geographies, while enhancing social and environmental safeguards.

We believe we have unique perspectives and experiences at Pegasus given our hands-on approach with our portfolio companies. While we recognize that there is a lot more work to do with our companies, we are nonetheless enthusiastic about continuing our journey as contributors to field-building in the impact and ESG investment communities. As we move forward, we will expect to operationalize our thorough impact management and measurement systems as well as further advance our stakeholder engagement approach.

We look forward to these ongoing efforts and to our continued collaboration with you and all our stakeholders.


Craig Cogut
Founder, Chairman
& CEO



WHO WE ARE



Founded in 1996, Pegasus has completed more than **90 private equity transactions** (including follow-ons) across **5 funds**, with approximately US **\$2.6 billion** invested since its inception. As of end of year, 2020, Pegasus managed approximately US **\$835 million AUM** invested in the private equity asset class across **4 active funds** (17 active portfolio companies). At the end of 2020, Pegasus had **14 full-time employees** and **6 Operating and Strategic Advisors**.¹

Note: Above data as of December 31, 2020.

¹ Operating and Strategic Advisors are not employees of Pegasus. They are third-party consultants engaged by Pegasus to assist with sourcing, evaluating and managing strategic opportunities.

ABOUT US

Pegasus Capital Advisors, L.P. (“Pegasus” or the “Firm”), is a leading global private markets impact investment manager. Founded in 1996 by Craig Cogut, Pegasus has invested more than USD 2.6bn helping great businesses to grow and making a positive difference.

Pegasus’ investment strategy is focused on sustainability and health broadly, and within these themes, the Firm concentrates on water, food, energy, waste, recycling, built environment, microbiome, nutrition, brain health, and sleep and mind-body, among other sub-themes. Pegasus maintains a commitment to long-term value creation and continuous improvement in ESG and impact integration.

As the first traditional North American alternative asset manager accredited by the Green Climate Fund (GCF), Pegasus can partner with GCF to fund assets and companies that enhance low-emission and climate-resilient development, taking into account the needs of communities that are particularly vulnerable to climate change impact.

MEMBERSHIP ASSOCIATIONS, EXTERNAL INITIATIVES & THOUGHT LEADERSHIP

Pegasus makes a concerted effort to engage in external events and multi-stakeholder forums to share the Firm’s thought leadership, learnings, and best practices with a wide audience, as well as to learn from others.



HOW WE MANAGE ESG AND IMPACT

OUR FOCUS

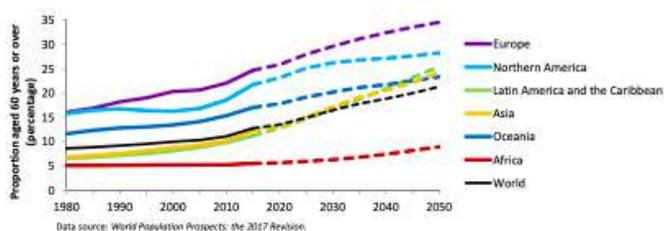
«Pegasus has been investing in the health and sustainability sectors for over 20 years. This has allowed us to not only gain in-depth industry knowledge, but also valuable investment experience related to the COVID-19 pandemic.»

Craig Cogut, Founder, Chairman & CEO at Pegasus Capital Advisors

Our principal investment themes are sustainability and health. From green infrastructure to improved health and well-being, our investment themes and strategies are based on the long-term value creation that offer scale and depth of environmental and social impact.

Ensuring healthy lives and promoting well-being is essential to sustainable development. According to the UN, 7 million people die every year from exposure to fine particles in polluted air and more than 1.6 billion people live in fragile settings with only limited access to basic health services.¹ Moreover, the proportion of the global population aged 60 and over is expected to continue to rise in the coming decades, putting even more pressure on healthcare systems.² The COVID-19 pandemic has made the situation even more severe and underscores the urgent need for investments that combat global health challenges.

Figure 1. Percentage of the population aged 60 years or over, estimated for 1980-2017 and projected to 2050



Furthermore, the rapidly increasing demand for low-carbon energy production requires an estimated investment need of USD 1,739 billion by 2030 which is heavily driven by the main developing regions.³ The energy transition is estimated to boost global GDP by one per cent by 2050 and create millions of new jobs.⁴ In addition, increasing urban populations and tourism are causing critical need for waste management solutions that also take into account local health and safety concerns.⁵

With industries highly dependent on nature estimated to generate 15% (USD 13 trillion) of global GDP, and moderately dependent industries around 37% (USD 31 trillion), there is an extensive addressable market for nature protection and restoration.⁶ Nature-based solutions are estimated to contribute up to 37% to mitigating climate change and meeting the Paris climate goals.⁷

Our investee companies seek to address these challenges and opportunities and generate lasting impact towards the Sustainable Development Goals (SDGs). We seek to make a strong contribution in particular to SDG 3 (health and well-being), SDG 7 (access to clean energy), SDG 8 (job creation), SDG 11 (sustainable communities), and SDG 13 (climate action).



OUR FOCUS AREAS

Sustainability

Renewable energy & energy efficiency, waste & water management, nature-based solutions, food & agriculture

Health

Smart healthcare, brain health, microbiome, nutrition, sleep & mind-body, lighting & circadian rhythm, wellness

1 <https://www.undp.org/content/undp/en/home/sustainable-development-goals/goal-3-good-health-and-well-being.html>
 2 UN Department of Economic and Social Affairs, Population ageing and sustainable development, 2017
 3 Untapped potential NDCs, IRENA, 2017
 4 International Energy Agency, Global Energy Transformation: A Roadmap to 2050, 2019
 5 What a Waste 2.0, World Bank, 2018
 6 Nature Risk Rising, World Economic Forum, 2020
 7 Nature-based Solutions, IUCN, 2020

OUR APPROACH

Pegasus seeks to leverage its deep operational expertise and industry knowledge to provide structured growth capital and take control-oriented positions in sustainable infrastructure projects and middle-market companies, to create fundamental value by building businesses, creating jobs, and generating long-term growth.

«We seek first and foremost to create positive impact while ensuring environmental and social safeguards by integrating impact and ESG throughout the entire investment cycle. In addition, we commit to reliable and measurable sustainability outcomes and report on them transparently and consistently.»



Natalie Gartmann
ESG and Impact Manager at
Pegasus Capital Advisors

Impact Management

Creating long-term value by considering our impact on the people and planet is the starting point of our investment philosophy. We select our investments individually and seek measurable positive social, environmental, and economic impact. ESG and impact considerations are integrated throughout the entire investment cycle.

Impact Measurement

We are committed to rigorous qualitative and quantitative measurement of the sustainability outcomes and impact that we have with our investments. We seek to measure, analyze, and report on the impacts of our investments transparently and consistently. We apply internationally recognized standards to our metrics.

Stakeholder Engagement

Our goal is to improve the lives of stakeholders in meaningful and lasting ways. Engagement is critical to understanding the views and interests of different stakeholders such as affected people in surrounding communities.

HOW WE INVEST

OUR KEY PRINCIPLES

Knowledge-Based

Pegasus believes its industry knowledge and intellectual capital (both in-house and through its advisor network) in the sustainability and health sectors helps identify particular industries poised for growth, as well as potential opportunities and risks.

Hands-On

Pegasus Investment Professionals, Operating Advisors, and Strategic Advisors¹ strive to be integrally involved with the growth and development of the portfolio companies' value creation by establishing new strategic initiatives, relationships and distribution channels.

Conservative

Pegasus employs a value-oriented investment strategy focused on sustainability and health in the middle market, where conservative pricing and structuring, along with creating optionality, are intended to both protect principal and generate strong returns.



ESG AND IMPACT INTEGRATION THROUGHOUT THE INVESTMENT CYCLE

1 Screening Stage

Every investment opportunity undergoes significant screening to identify how or whether it fits within Pegasus' investment themes and to ensure that the investment opportunity is not on Pegasus' exclusion list.

2 Due Diligence Stage

We conduct comprehensive due diligence on ESG risks and opportunities and potential impacts on sustainable development. Technical consultants may be engaged for additional expertise.

3 Investment Decision Stage

Material findings from the screening and diligence stages help to identify ESG performance gaps, enhance practices, and address positive and negative impacts which result in an ultimate investment decision.

4 Investment Agreement Stage

Legal investment agreement(s) incorporate ESG and impact criteria, as appropriate. This can include ESG action plans to close ESG performance gaps, ESG and impact targets, and requirements to report on performance.

5 Holding, Monitoring & Reporting Stage

We measure and monitor the investee's ESG and impact performance timely to gather insights, and report back to our investors on a regular basis. In addition, we engage with investees to improve their ESG and impact performance and drive the depth of impact even further.

6 Exit Stage

We are convinced that assets which are optimized operationally, financially, as well as for ESG and impact aspects are more attractive to potential future owners and yield better exit results while also attracting a broader set of potential exit partners.

¹ Operating and Strategic Advisors are not employees of Pegasus. They are third-party consultants engaged by Pegasus to assist with sourcing, evaluating and managing strategic opportunities.

SPOTLIGHT ON THE SCF



In 2020, Pegasus launched the Subnational Climate Finance initiative (SCF) together with a consortium of impact-focused partners. The global blended finance initiative aims to invest in and scale mid-sized climate resilient, low-carbon infrastructure and nature-based solutions in developing countries.

THE CHALLENGE

70% of solutions to climate change need implementation at the subnational level but conventional climate finance has failed to catalyze the potential of mid-scale climate investments.¹ Such investments play a central role in improving the resilience of local communities to the impacts of climate change, especially in developing countries.

THE OPPORTUNITY

Since decisions about water and sanitation, waste management, energy generation, and nature-based projects are mostly taken at local level, the SCF targets climate finance at the subnational level to foster employment, stimulate the economy, and create sustainable returns alongside social and environmental impacts. Impacts are certified to provide investors with assurance that outcomes have been achieved.

TARGET IMPACT

- Create measurable positive impacts due to climate resilient infrastructure and improved ecosystems, in terms of waste management, air and water quality, as well as enable access to clean energy and energy efficiency

KEY COMPONENTS OF THE SCF

An investment fund managed by Pegasus

which invests in a global portfolio of mid-sized infrastructure projects in the fields of sustainable energy, waste and sanitation, and nature-based solutions in developing countries.

A grant-funded dedicated technical assistance facility managed by IUCN

with a target size of USD 28 million, of which USD 18.5 million have already been committed by the Green Climate Fund. Through this facility, IUCN will provide technical assistance in identifying suitable projects for the fund to invest in, and train implementers to ensure that projects are feasible and deliver environmental and social benefits in addition to financial performance.

The Green Climate Fund as an anchor investor and partner

has already committed a first-loss tranche of up to USD 150 million, which is intended to mitigate risk at the fund level, thereby bridging the gap between public and private investors.



Climatic and ecological impact:

CO2e, and water, soil, ecosystem and related nature-based solutions are achieved at scale.



Social and gender impacts:

Stakeholder involvement, community health, safety, improved working conditions, and the equality of opportunities are addressed throughout the entire project lifecycle.



¹ OECD A territorial approach to the SDGs (2019); UNDP A territorial approach to the Climate Change (2012)

SPOTLIGHT ON THE SCF

The Subnational Climate Fund invests in mid-sized climate-resilient projects at subnational level to drive strong returns and impact with environmental and social safeguards.

FOCUS AREAS OF THE SCF

Sustainable Energy Solutions

- Solar photovoltaic farms
- Energy storage solutions
- Wind parks
- Biomass power plants
- Energy efficiency solutions

Waste and Water Management

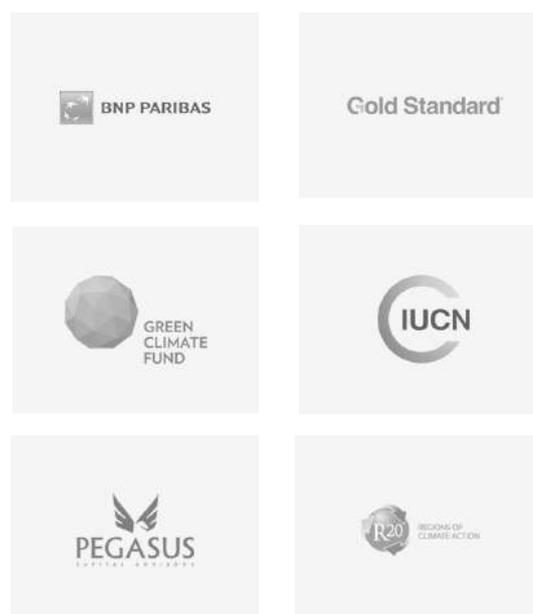
- Waste sorting, treatment, recycling facilities
- Composting facilities
- Proven conversion technologies
- Water & Sanitation

Nature-based Solutions

- Sustainable agriculture & aquaculture
- Water provision & purification
- Flood regulation
- Carbon sequestration
- Coastal defense



SCF is a broad coalition among Pegasus Capital Advisors (Pegasus), International Union for Conservation of Nature (IUCN), the Green Climate Fund (GCF), R20 - Regions of Climate Action, BNP Paribas, and Gold Standard. The partnership of consortium members is intended to provide leading expertise along the entire value chain.



«We are supporting the SCF because of its critical capacity to make blended finance work for Least Developed Countries and Small Island Developing States by leveraging private investment at scale.»



Yannick Glemarec

Executive Director of the
Green Climate Fund



Why does the Green Climate Fund support the Subnational Climate Finance initiative?

The Green Climate Fund (GCF) supports the Global Subnational Climate Finance initiative (SCF) because of its critical capacity to make blended finance work for Least Developed Countries (LDCs) and Small Island Developing States (SIDS) by leveraging private investment at scale. The USD 150 million in GCF first loss equity investment in partnership with Pegasus Capital Advisors is expected to leverage investments of up to 25:1 for climate action at the subnational level, where smaller, local climate projects are chronically under-funded and usually unable to access commercial finance.

Where do you see the biggest opportunities and challenges in overcoming climate change?

One of the biggest solutions to the climate crisis lies in the investment opportunities in developing countries. GCF is mandated to support developing countries raise and realize their Nationally Determined Contributions (NDCs) to foster a paradigm shift towards low emissions, climate-resilient development pathways. By leveraging the NDCs to promote policy integration between climate action, economic stimulus measures, and the Sustainable Development Goals (SDGs), the investment environments in developing countries could become more conducive to climate finance.

On the other hand, the biggest challenge in overcoming climate change is the adaptation funding gap. More institutional funding is needed to scale up adaptation and resilience investment plans. GCF's balanced portfolio – 50% of our resources are allocated to adaptation and the other half to mitigation – is living proof that adaptation at scale is possible. We need more private sector partners, like Pegasus Capital Advisors, who are willing to innovate and use different business models and financing instruments to seek to achieve the goals of the Paris Agreement.

How does the SCF fit into the Green Climate Fund's long-term strategic vision and future direction?

Demand for low emission, climate-resilient investments far exceed the amount of climate finance currently available. To meet the imperative of delivering urgent, ambitious climate impact commensurate with the evolving mitigation and adaptation needs of developing countries, GCF's long-term strategic plan involves identifying private sector investment opportunities across its eight result areas, particularly in LDCs and SIDS, and engaging with the private sector. GCF will mobilize private sector resources at scale by creating de-risking vehicles and using blended finance instruments. The SCF initiative is very much in line with this direction, noting that almost half of the 42 participating countries in SCF are LDCs and SIDS.

Gold Standard®

«Gold Standard certification serves to de-risk investment, maximize impacts, and ensure credible measurable claims to catalyze further investments.»



Felicity Spors

Head of Sustainable
Development Finance of
Gold Standard

What is Gold Standard's role in the Subnational Climate Finance initiative (SCF)?

Gold Standard has a reputation of integrity and outstanding technical Monitoring, Reporting, and Verification (MRV). Engagement in the SCF helped secure impact focused concessional finance from the Green Climate Fund and is intended to attract investors seeking similar high integrity assurance for credible measurements and reporting on impacts in the real economy. Gold Standard is responsible for working in SCF to develop tools and methodologies to facilitate cost effective Sustainable Development Goals (SDG) and Nature-based Solutions (NbS) impact measurements at the level of the fund portfolio and for each project.

How do investors benefit from the Gold Standard certification?

Gold Standard certification serves to ensure effective stakeholder engagement, implementation and maintenance of environmental and social safeguards, good governance and transparency, long term measurement of outcomes resulting in amplified impacts. This all supports greater investor confidence in the fund and addresses impact evidence risks, stakeholder participation risks, drop off risks, execution risks, and SDG and Sustainable Finance Disclosure Regulation (SFDR) alignment risks.

How is Gold Standard different from other standards and/ or certifications?

Gold Standard was established in 2003 by WWF and other international NGOs to serve as the benchmark in carbon markets ensuring that projects adhered to the highest levels of environmental integrity and delivered sustainable development benefits to local communities. Gold Standard continues to represent the best that can be achieved in carbon markets, for corporate making climate pledges and for investors and governments making impact claims.

Following our mantra of «Making good better,» we are continuing to develop SDG impact tools to standardize and simplify impact monitoring and measurement for improved credibility and comparability of claims from one project to another.

We set the bar high to ensure that those investors having the most positive impact can be appropriately rewarded, and other investors are then incentivized to work to the same level rigor, since such rigor translates into greater impact and higher value. Gold Standard projects deliver on average, up to USD 465 in additional value toward the SDGs for every tonne of CO₂ mitigated.

HOW WE CREATE IMPACT THROUGH OUR PORTFOLIO COMPANIES

SELECTED EXAMPLES

Note: Case studies are provided for illustrative purposes only. There can be no guarantee that Pegasus will source similar transactions or that other portfolio companies will have similar impacts. See the "Notice to Recipients" on page 1 for more information.

COVID-19 response: notable investment



THE CHALLENGE

Air pollution caused 4.2 million premature deaths in 2016.¹ The COVID-19 pandemic has accentuated this problem, particularly in urban areas, where 90% of COVID-19 cases occur.² Emerging research finds that exposure to higher long-term ambient air pollution is associated with both increased risk of infection and worse health outcomes due to COVID-19.³ Furthermore, air pollution and climate change are closely related and can also increase the risk of future pandemics.⁴

THE SOLUTION

HealthE's solutions use Far-UV light, which is a narrow wavelength that has been demonstrated to deactivate pathogens in the air and on surfaces, while being safer and more environmentally friendly than conventional chemical sprays or inefficient heating, ventilation, and air conditioning (HVAC) solutions. The company is deploying these solutions in schools, nursing homes, restaurants, aircraft, trains and other indoor spaces.

TARGET IMPACT

- Create a safer, healthier, and a more productive environment for all
- Develop lighting solutions for health and wellness, particularly in the context of COVID-19

Company description

HealthE develops and deploys commercial and consumer solutions for UV air and surface sanitization and LED circadian lighting. These products are designed to inactivate viruses and bacteria in the air and on surfaces, improve air quality, regulate the body's internal clock, boost performance and enhance sleep.

Focus area:

Sustainability/ Health

Headquarters:

Melbourne, FL, USA

Key SDGs:



IMPACT HIGHLIGHTS

Far UVC 222-light is a short-wave UV light spectrum that can potentially neutralize **99.9%**⁵ of bacteria and viruses, including coronaviruses.⁶

To commit to its mission to harness the power of light to create a cleaner environment accessible to all, HealthE donated its UVC air cleaning solution to several schools, thereby enabling a healthier learning environment.

¹ & ² Source: <https://sdgs.un.org/goals/goal11>

³ Wu, X., Nethery, R. C., Sabath, M. B., Braun, D., & Dominici, F. "Air pollution and COVID-19 mortality in the United States: Strengths and limitations of an ecological regression analysis. *Science Advances*. (2020): 6(45). Web. 28 Apr. 2021.

⁴ <https://www.hsph.harvard.edu/c-change/subtopics/coronavirus-and-climate-change/>

⁵ depends on the length of UVC 222 exposure; see <https://healthinc.com/learn/far-uv-c-222/>

⁶ Buonanno, M., Welch, D., Shuryak, I., & Brenner, D. Far-UVC light (222 nm) efficiently and safely inactivates airborne human coronaviruses. *Scientific Reports*. (2020): 10(11). <https://www.nature.com/articles/s41598-020-77111-1>

Health



THE CHALLENGE

Digestive diseases and gastrointestinal disorders can severely impact health and well-being. Infectious diarrhea, for example, is the second leading cause of death of children under five (more than malaria, measles, and HIV combined)¹ and can be a major cause of malnutrition. The situation is even more precarious in developing countries, where access to basic sanitation and safe drinking-water may still be poorly developed.

THE SOLUTION

PanTheryx™ is leading in naturally derived bovine colostrum-based solutions and probiotics that boost immune defense and gut health. The company's product range strengthens the digestive and immune system and addresses, for instance, acute pediatric infectious diarrhea, thereby promoting health and vitality at all stages of life.

TARGET IMPACT

- Enable access to medical nutrition and strengthen health of humans and animals
- Provide beneficial nutrients for people with gastrointestinal disorders, which are safe for children and adults

Company description

Founded in 2007, PanTheryx™ is a vertically-integrated medical nutrition company dedicated to improving global health and quality of life through innovative life science. PanTheryx™ leverages cellular and biomolecular processes to develop and commercialize therapeutics that address serious gastrointestinal diseases.

Focus area:

Health

Headquarters:

Boulder, CO, USA

Key SDGs:



IMPACT HIGHLIGHTS

PanTheryx™ has developed The Equity of Access Initiative (EAI) to provide the poorest and hardest to reach children in developing nations with access to DiaResQ. Using a private/public partnership model, the EAI ensures distribution of DiaResQ to rural and other low-income populations who are most susceptible to diarrheal disease. The company is also working on infant formula that provide specific digestive, immunity, growth and nutritional benefits.

¹ Source: World Health Organization

Sustainability



THE CHALLENGE

Disinvested communities, suburban sprawl, and lack of housing options are major socio-economic challenges. The world population is expected to reach 9.7 billion in 2050.¹ According to the UN, only half of the world's urban population has convenient access to public transport or open public spaces.² In addition, the buildings sector contributes to 38% of global GHG emissions, of which residential buildings account for 17%.³

THE SOLUTION

Renaissance Downtowns' approach consists of an integrated framework that alters the real estate planning and development process and the nature of its relationship with communities through utilizing a proprietary crowdsourcing process to gain input and foster support for future development. Historically, Renaissance has worked with municipalities in federally named opportunity zones, or economically distressed communities, to rewrite zoning codes and create incentives for developers to hire locally and create new jobs.

TARGET IMPACT

- Create inclusive communities as well as healthier and more community-based lifestyles that also benefit the environment
- Promote local economic development while protecting ecosystems and developing green space

Company description

Renaissance Downtowns is a suburban downtown revitalization company. The company pursues an innovative form of public-private partnership that strategically engages with local governments, community members and business leaders to reposition and revitalize neighborhoods for mixed-use, walkable developments.

Focus area:
Sustainability

Headquarters:
Plainview, NY, USA

Key SDGs:



IMPACT HIGHLIGHTS

Renaissance connects with communities by using Crowdsourced Placemaking which combines traditional grassroots outreach with social media to let the community participate in what will be built in their revitalized downtowns with local developers. In terms of resource efficiency, new zoning aims to reduce up to half of wastewater and water use. Additionally, projects seek to be LEED ND certifiable. The municipalities' new code are also written to promote walkability and reliance on public transport.

1 <https://www.un.org/development/desa/en/news/population/world-population-prospects-2019.html>
 2 <https://sdgs.un.org/goals/goal11>
 3 2020 Global Status Report For Buildings And Construction, Global Alliance for Buildings and Construction (GlobalABC), 2020

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