

ENHANCING VALUE & VALUES – THROUGH GROWTH AND SUCCESSION



# HOW CAN IMPACT HAVE MORE IMPACT?

**Experienced Operators | Advisory Experts | Proven Asset Managers**

In 1985 our firm was founded with the belief that every business can be improved and every business should improve the world. Our unprecedented 30 year track record of “earning and returning” represents the backbone of what is today considered financial-first impact businesses and investing. As pioneers in impact, we have worked with hundreds of companies, investors and portfolio managers to realize impact and financial returns – *enhancing value and values*.

The field of impact investing is still evolving. As more capital flows to companies that are attempting to solve complex social and environmental problems through market based interventions, there is greater need for hands-on advisors and operators with experience and proven track records in realizing mission aligned returns at every stage of the company lifecycle, across a range of sectors, business circumstances and market cycles.

## CONTACT US

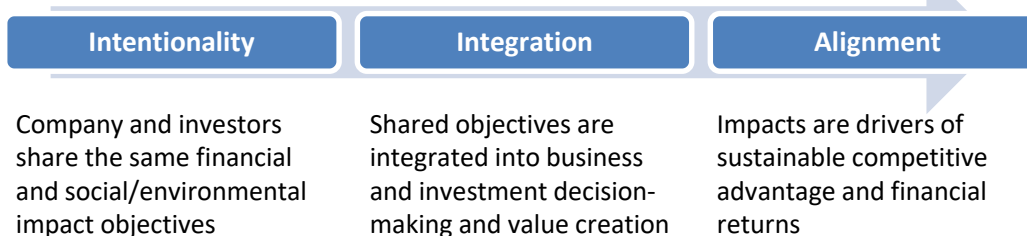
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In addition to our three decades of impact activities we bring a unique perspective through our understanding of the full spectrum of stakeholders; we are operators, advisors, investors, and portfolio managers. We have distilled our wisdom into a proprietary model that can be adapted to support almost any company or fund that wants to make impact a driver for competitive advantage. We call this Kirchner's proprietary *3:4 Impact Performance Model*. Our approach maps 3 Core Characteristics onto 4 Fundamental Pillars to ensure that desired impacts are relevant and reinforce the business case.

**[k] 3 CORE CHARACTERISTICS OF IMPACT**



**IMPACT INTEGRATED SERVICES**

- **Corporate Advisory**
  - Strategic reviews, pros/cons, go forwards
  - Integration of impact measurement & evaluation
  - Locating aligned partners to enhance growth
- **Fund Advisory**
  - Portfolio assessment (strategic, financial, impact)
  - Portfolio construction, impact integration
  - Buy side due diligence
  - Portfolio rehabilitation
- **Operational Support**
  - Interim / supplemental management
  - Workout / turnaround
- **Succession and M&A**
  - Preparing for an M&A process
  - Sell side advisory
  - Maintaining mission through change of control
- **Proprietary Strategies**
  - Fund structuring and strategic co-GP support

**[k] 4 FUNDAMENTAL PILLARS OF IMPACT**

- 1 **Financially compelling**
- 2 **Socially beneficial**
- 3 **Environmentally sound**
- 4 **Culturally attuned**

**DOMAIN EXPERTISE**

100+ years experience		60+ years experience	
100+ years experience		40+ years experience	
60+ years experience		100+ years experience	

*"Kirchner Group wants to know how they can help you grow into a successful, profitable social enterprise and they are willing to leverage all of their incredible contacts, resources and experience to help that happen."*

– Lisa Curtis, Founder and CEO of Kuli Kuli

*"Kirchner was able to step into a complicated situation involving operational problems, management issues and differing agendas amongst investors and develop and rapidly implemented their comprehensive, practical turnaround plan... We were impressed with the work Kirchner provided and would use them again without hesitation."*

– Vincenzo La Ruffa, Susquehanna International Group, LLP - Investor in Clean Air Power