

Meredith Shields
Managing Director, Citi Impact Fund

Dear Meredith,

My name's Matt Schaar, and as an experienced impact investor and operator across multiple stages, funds, and disciplines, I'm excited to share my interest in bringing those skills to your team at the Citi Impact Fund.

The roles I've taken on in my career have centered on three areas: building great products; understanding how to bring those products to market in a compelling way; and telling a great story behind them. Whether as an impact-focused venture investor, product design engineer, or strategy consultant, the lingering question of how to build a product addressing a market pain has been top of mind for my entire career.

Turning product ideas into reality in Silicon Valley was a great learning experience, and several years ago, I made the journey away from the Bay Area to immerse myself in opportunities to make a more meaningful difference in the success of companies outside its orbit. In my current role as a Partner at Accion Venture Lab, I take on the dual responsibility of co-leading an impact-focused venture fund with over \$100 million AUM while supporting founders across five continents on their key strategic and operational challenges.

At Venture Lab, I've worked with co-investors, LPs, and external organizations to build a holistic approach to balanced venture and private market investing, and as a result, have supported over sixty seed-stage impact focused startups to build and scale. Given our role as a market- and returns-focused investor with an impact mandate like Citi's, I have no doubt I can both contribute to – and learn from – Citi's aims to achieve both outcomes simultaneously.

Additionally, I bring my past experiences as an operator into my role as an investor: I've collaborated with stakeholders across a wide range of areas - internal, external, technical, and non-technical – to translate business objectives and goals to reality in a multitude of international contexts. I've saved organizations tens of millions of dollars through product improvements. And I've mentored, coached, and trained dozens of founders, executives, and colleagues to help them do their best work.

With these skills in hand, my ambition is to move into more of an investment-centric role, and this opportunity at Citi provides the perfect foundation for doing so. I'm excited to contribute to a responsible and rigorous approach to venture investing, and I think we'd have a great time discovering how to do it the right way.

Regards,
Matt