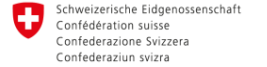




Scaling Impact Enterprises
of Bangladesh

A programme by



Swiss Agency for Development
and Cooperation SDC

BINIYOG BRIDDHI VIRTUAL LAUNCH: PROGRAMME OVERVIEW

Access to growth capital for high-impact enterprises

19th March 2020



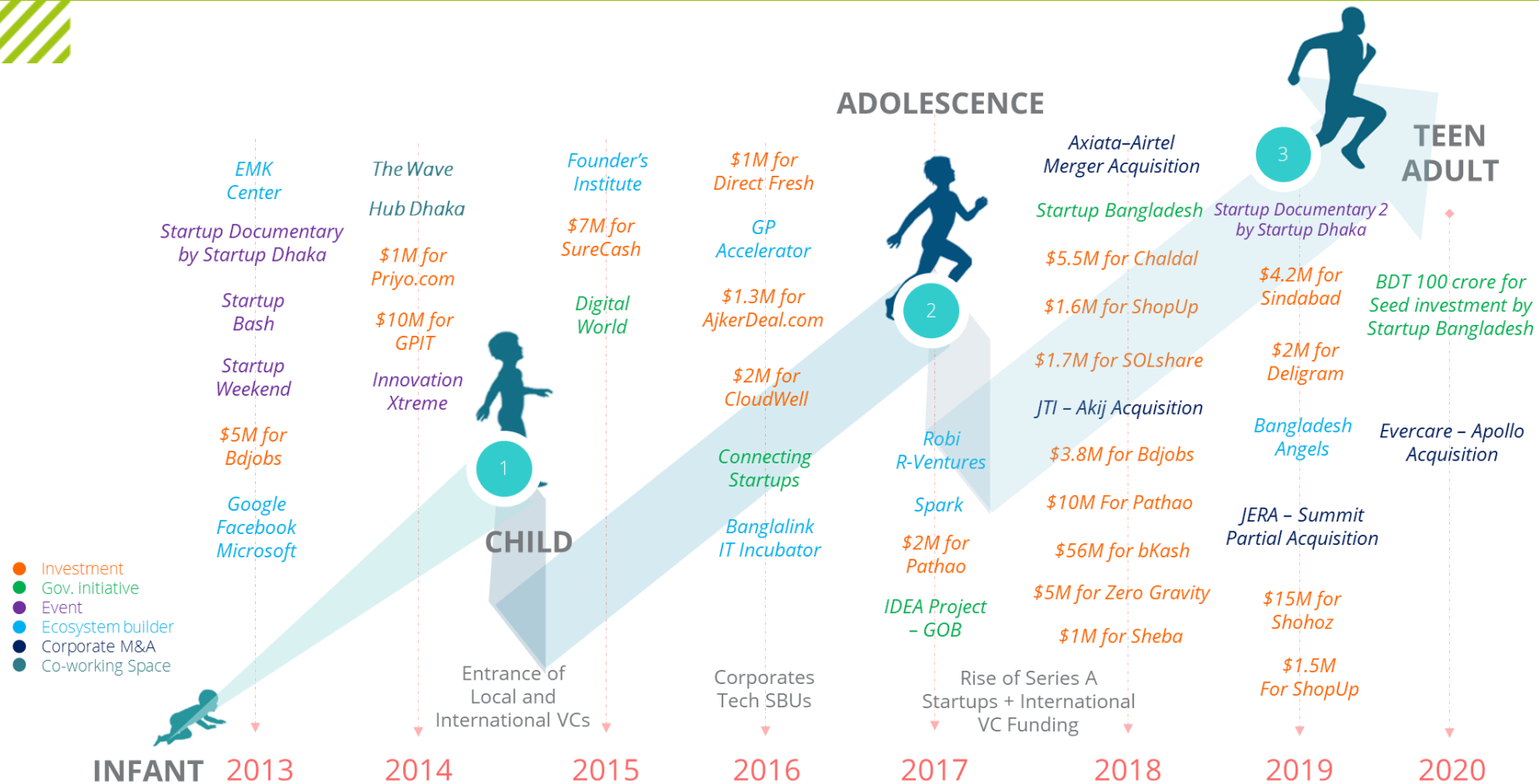
Who we are

Whom we're allies with



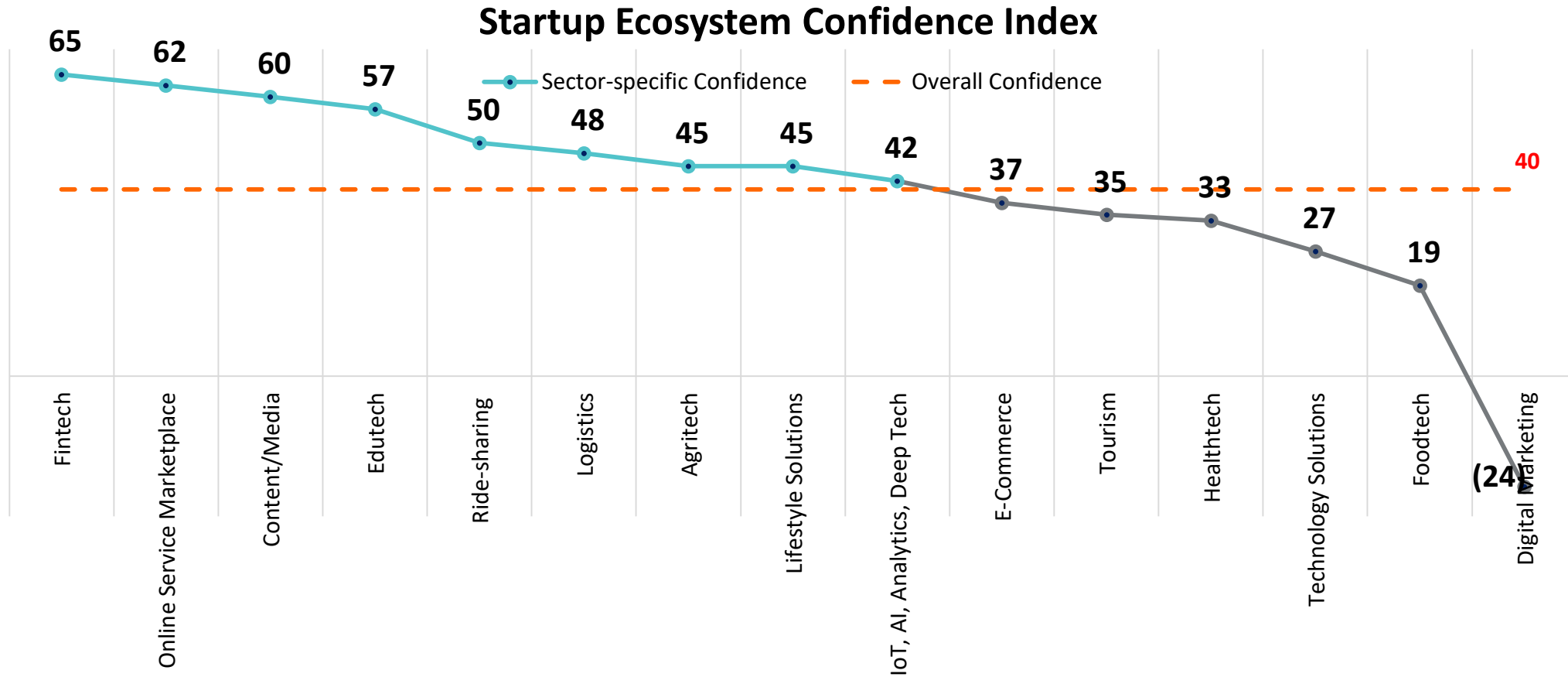
- > Impact investors (locally and globally)
- > Corporates, academics, NGOs

Startup ecosystem is gaming forward following on bigger headlines

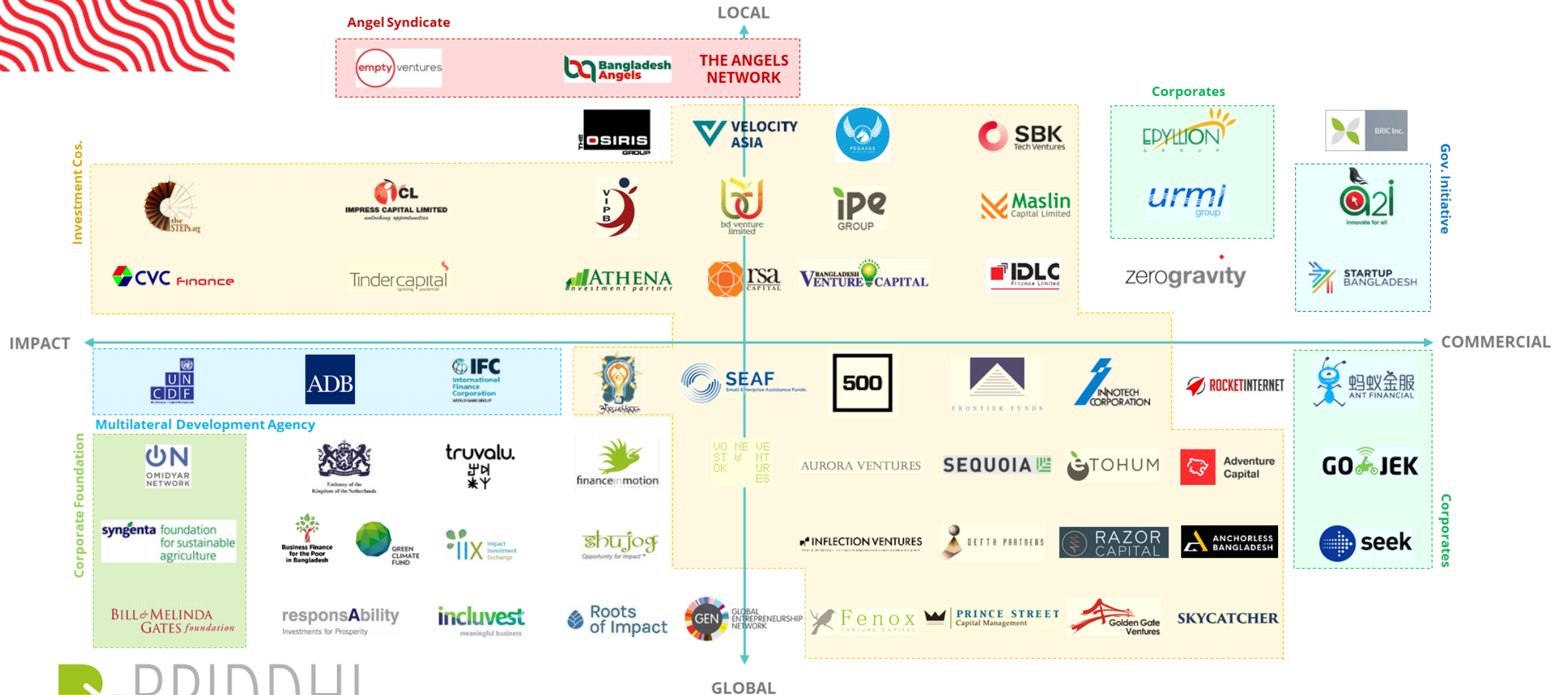


Disclaimer: This list is indicative only and non-exhaustive

With Fintech leading the way, the overall confidence of the ecosystem looks positive



Significant potential of startups is attracting both global and local investors



Design rationale of B-Briddhi

Background:

- › Bangladesh in 2030: 24th largest economy in the world
- › Impact enterprises a key to inclusive growth
 - › Solution providers to social problems and inequalities
 - › Embrace a wider range of population as customers, suppliers and employees

B-Briddhi :

- › Addresses the most critical elements of the supply and demand side of the eco-system
 - › Supply: build a healthy pipeline of investment-ready impact enterprises
 - › Demand: facilitate impact investing with the introduction of catalytic funding instruments and create growth-inducive investment environment

What's in it for you?



Impact Entrepreneurs

- ✓ Benefit from highly structured, quality capacity building services to become **better equipped to access finance**
- ✓ Receive **better access to growth capital** in line with their positive impact
- ✓ **Improve their impact management**



Investors

- ✓ Gain access to **more investment-ready impact enterprises**
- ✓ Enjoy **more attractive investment** conditions
- ✓ Benefit from **financial innovation** and increased options to finance impact through a longer-term improvement of the impact ecosystem



Incubators & Accelerators

- ✓ Deliver incubation and acceleration services in a **highly-structured way**
- ✓ Receive a **powerful management tool** with the online platform Bridge for Billions
- ✓ Gain access to **cutting edge international knowledge** on impact management, innovative finance, and investment readiness
- ✓ Get compensated for value added service to impact enterprises

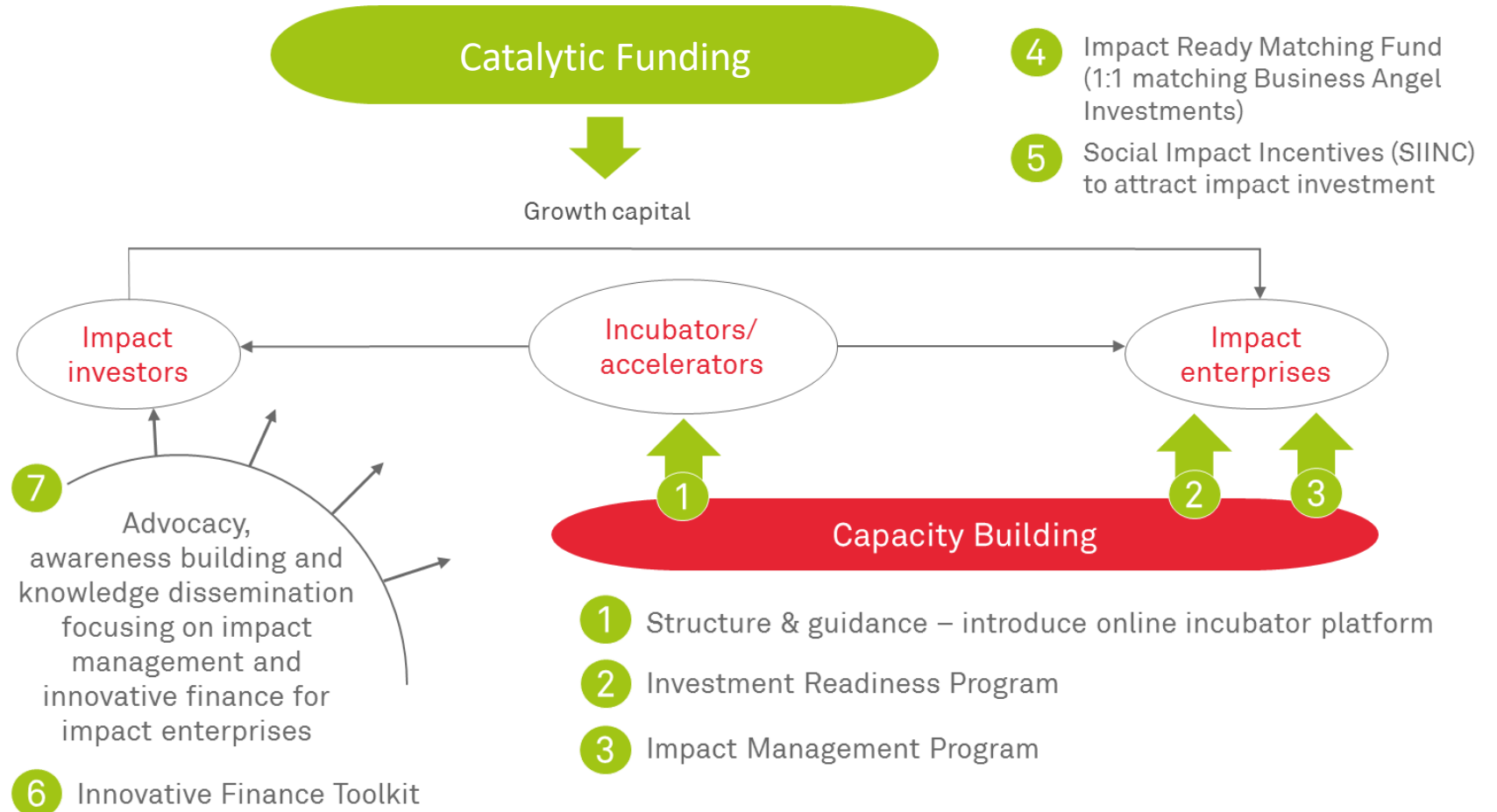
B-Bridddhi key figures

- › >1 million USD **Impact Ready Matching Funds (IRMF)**
- › 1.4 million USD **Social Impact Incentives (SIINC)**
- › 100 licenses for Bridge for Billions Online Incubation Platform
- › 625,000 USD in vouchers for Investment Readiness and Impact Management services
- › 1 Innovative Finance Toolkit
- › 1 Impact Management Guideline
- › 10 Trainings for trainers
- › 13 million USD additional private investment
- › Advocacy through policy dialogues
- › Millions of people in Bangladesh benefiting

A thick red wavy line spanning the width of the grey box.

Programme overview

7 programme components



Pillar 1: Capacity building

Pillar 1: Capacity Building to incubators, accelerators and service providers to promote investment readiness and strengthen impact monitoring mechanisms.

- 1 Access to online incubation platform which offers structured curriculum for impact enterprise to move from ideation phase to acceleration phase (in collaboration with incubators and accelerators).
- 2 Investment readiness programme delivered by selected incubators and accelerators.
- 3 Impact measurement and management programme delivered by selected incubators and accelerators.

The Bridge for Billions Ecosystem

Gathering all key stakeholders to strengthen innovation-based entrepreneurship.



Entrepreneurs



Mentors



Investors



Program
Builders

Bridge for Billions created an all-in-one hub for **immersive incubation**; that helps each innovator **develop a business plan** at a methodical yet accelerated pace, **guided by their mentor** and using an **industry-validated methodology**, inspired by MIT's Disciplined Entrepreneurship.



Bridge for Billions

> Incubators:

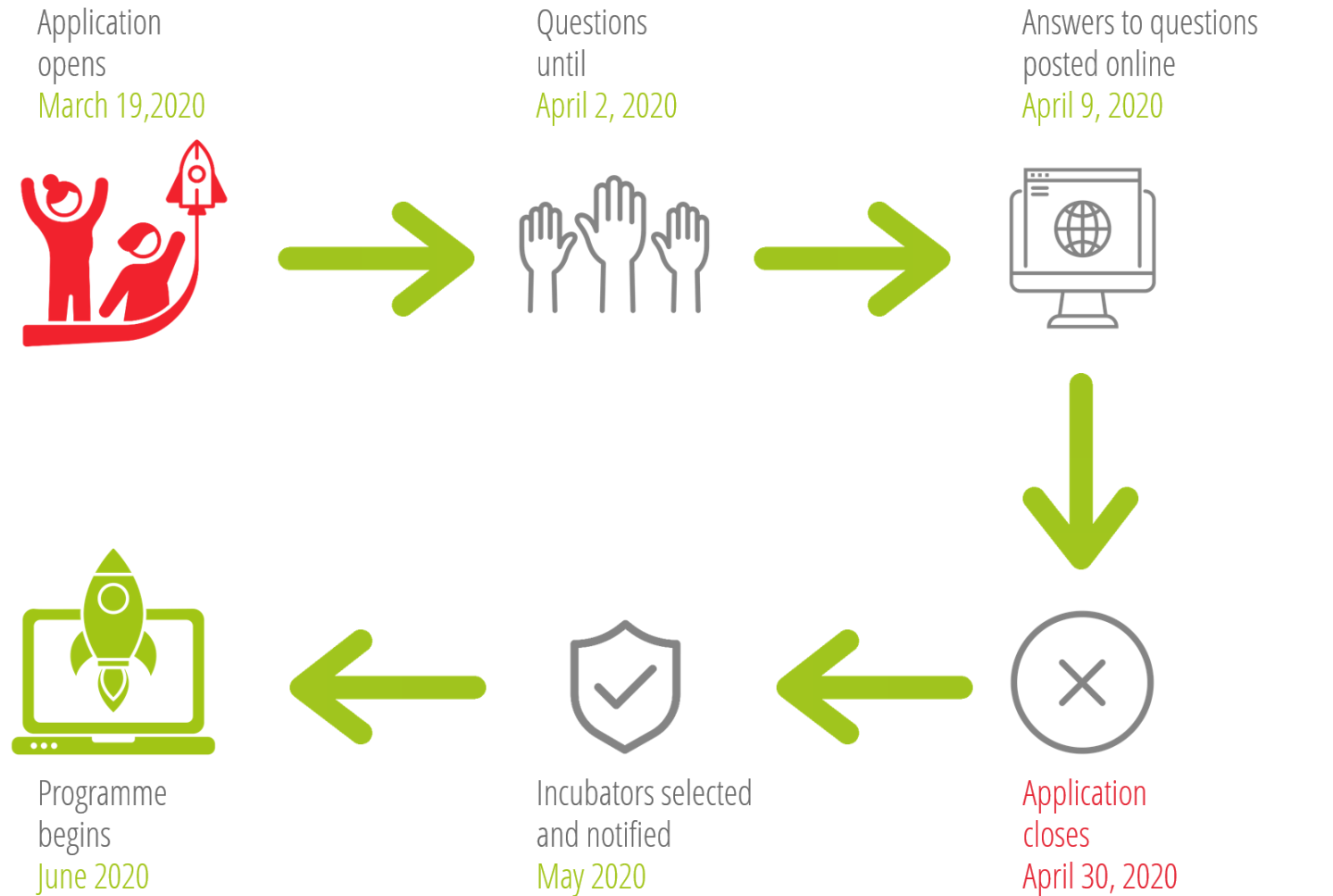
- > Apply for licenses
- > Recruit and match Impact Enterprises and mentors
- > Decide on online or blended format

> Seed-Stage Impact Enterprises

- > Apply through incubators
- > Match with mentors
- > Work on their business model
- > Create business plan

> Mentors

- > Apply/recruit through incubators
- > Match with Impact Enterprises
- > Commit to ongoing mentorship



Impact Management & Investment Readiness Programme

Apply



19 Mar – 31 Apr 2020



(1) Impact Management
Train-the-Trainer
(2) Investment Readiness

Jun 2020



21 Jun – 3 Aug 2020

Pillar 2: Catalytic funding

Pillar 2: Catalytic Funding instruments

- 4 Provide impact-ready matching funds to Business Angel investments in impact enterprises.
- 5 Provide Social Impact Incentives (SIINC)* to enable high-impact enterprises to attract impact investment.

Overview

› Impact Ready Matching Funds (IRMF)

- › Early-stage impact enterprises
- › Matching fund ticket sizes: 50-100K USD

› Social Impact Incentives (SIINC)

- › Growth-stage impact enterprises
- › Investment ticket sizes: 200k - 1 million USD
- › Total SIINC payments: 50k to 250k



What if ...

... entrepreneurs would get paid
for all the value they create?



Social Impact Incentives (SIINC)

IMPACT α ALPHA
INVESTMENT NEWS FOR A SUSTAINABLE EDGE

FULL STACK CAPITAL

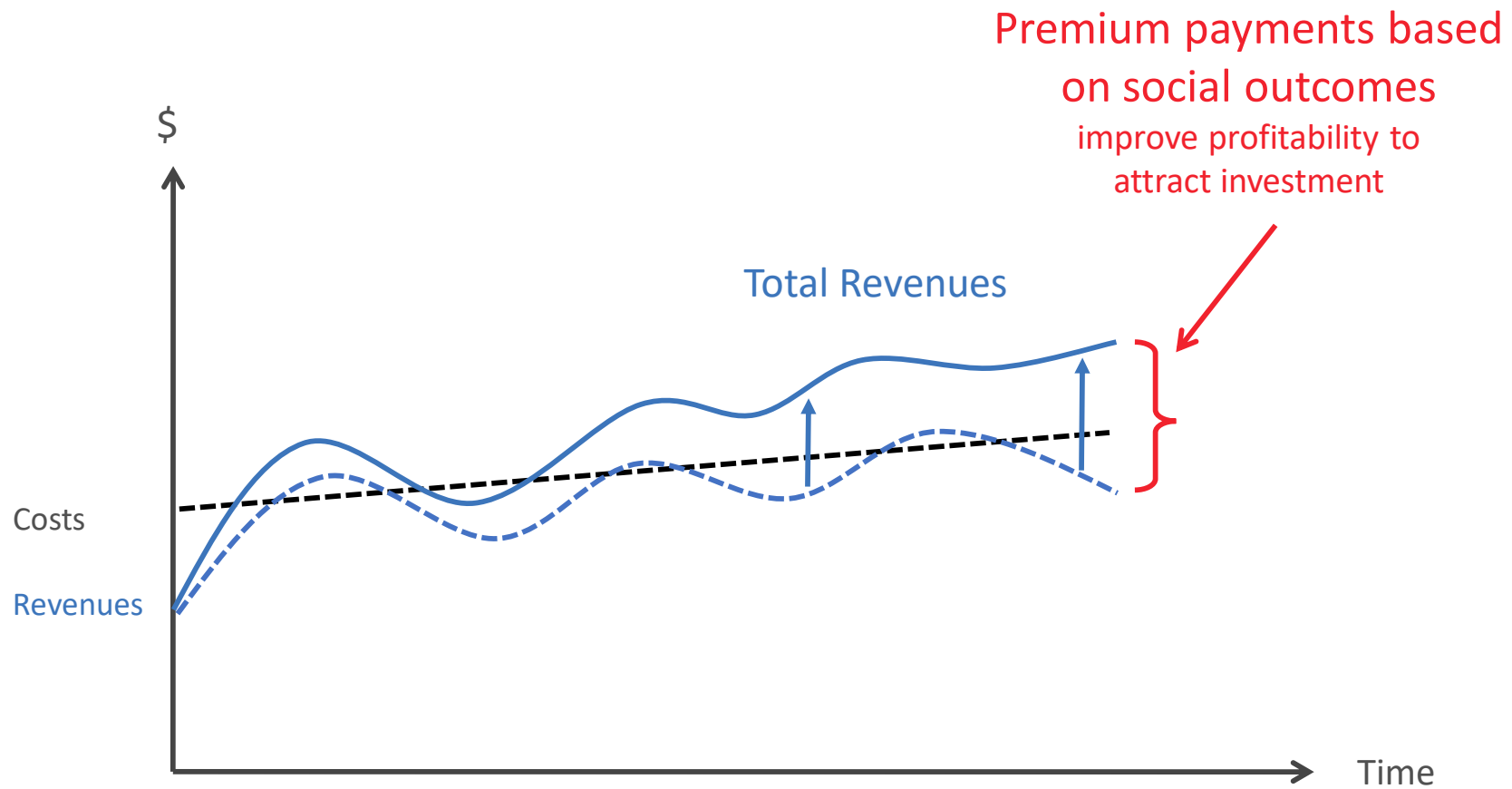
Social Impact Incentives Aim to Tilt Businesses Toward the Needs of the Poor

BY DENNIS PRICE • JANUARY 19, 2016

ImpactAlpha, 19 January 2016



Business case with SIINC



Social Impact Incentives (SIINC)

Structural overview of basic model

Make positive impact a choice that pays off



SIINC acts as an additional revenue stream that directly improves the P&L of the impact enterprise and makes it more attractive for investors. It enables the enterprise to continue or even accelerate its efforts to generate deep impact while scaling and offering sufficient returns to investors.

Impact Ready Matching Funds (IRMF)



SIE-B
Programme

IRMF payments
conditions met*



Impact
Enterprise

Investment*



Repayment



Investor

*Investment and total grant sums are equal,
and contracts are mutually closing

Impact Ready Matching Funds Timeline



* 2 Preconditions:

- (1) After signed IRMF contract
- (2) Investment contract submitted

0 – 4 months*



- ✓ 1st payment
- ✓ Theory of Change + impact metrics
- ✓ Evidence of investments

4 – 8 months*



- ✓ 2nd payment
- ✓ Systems verification
- ✓ Data submission

10 – 14 months*



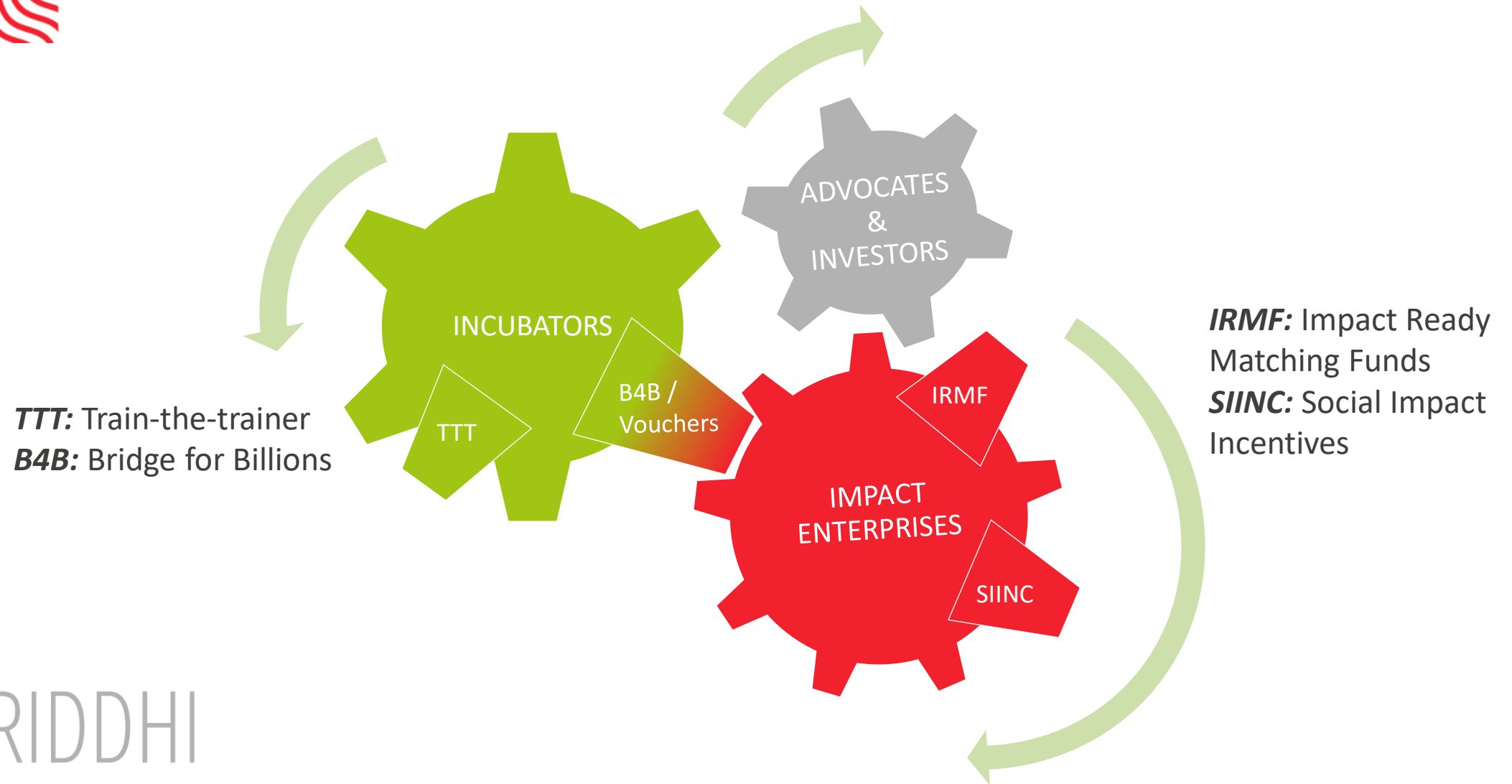
- ✓ 3rd payment
- ✓ Submission of impact report

Pillar 3: Advocacy

Pillar 3: Advocacy for Impact Investing in Bangladesh

- 6 Develop Innovative finance toolkit to sensitise both private and public stakeholders regarding more flexible types of impact investments.
- 7 Identify and provide support to stakeholders including the National Advisory Board (NAB) for Impact Investment in Bangladesh.

Overview: Who can participate in what programme?



What's next?

For incubators, accelerators and service providers

- › Open call for applications for
 - › Bridge for Billions
 - › Investment Readiness Programme: Train-the-trainer component
 - › Impact Management Programme: Train-the-trainer component
- Starting from TODAY! Until 31st April*
- › Webinar sessions: details on this round of application (24th & 25th March; 1pm and 5 pm)
 - › Detailed introduction of the three open calls
 - › What is in it for you as an incubator, accelerator and service provider?
 - › How can you apply?

Register for the slots here → bit.ly/SIEB_Application1

What's next?

For impact entrepreneurs

› Open call for applications for

- › Investment Readiness Programme: Voucher Scheme
- › Impact Management Programme: Voucher Scheme

Starting from 21 June! Until 3rd August

› Open call for Catalytic Funding

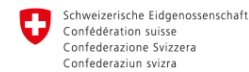
- › Impact Ready Matching Fund (IRMF)
- › Social Impact Incentives (SIINC)

Starting from 5th April. Until 31st May



Scaling Impact Enterprises
of Bangladesh

A programme by



Swiss Agency for Development
and Cooperation SDC

www.sie-b.org

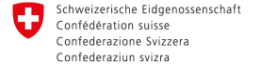
info@sie-b.org





Scaling Impact Enterprises
of Bangladesh

A programme by



Swiss Agency for Development
and Cooperation SDC

Q&A

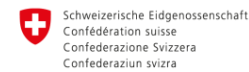
1. Please use the “raise your hand” function
2. Start by introducing your name and your organization
3. Your question (max 2-3 sentences)





Scaling Impact Enterprises
of Bangladesh

A programme by



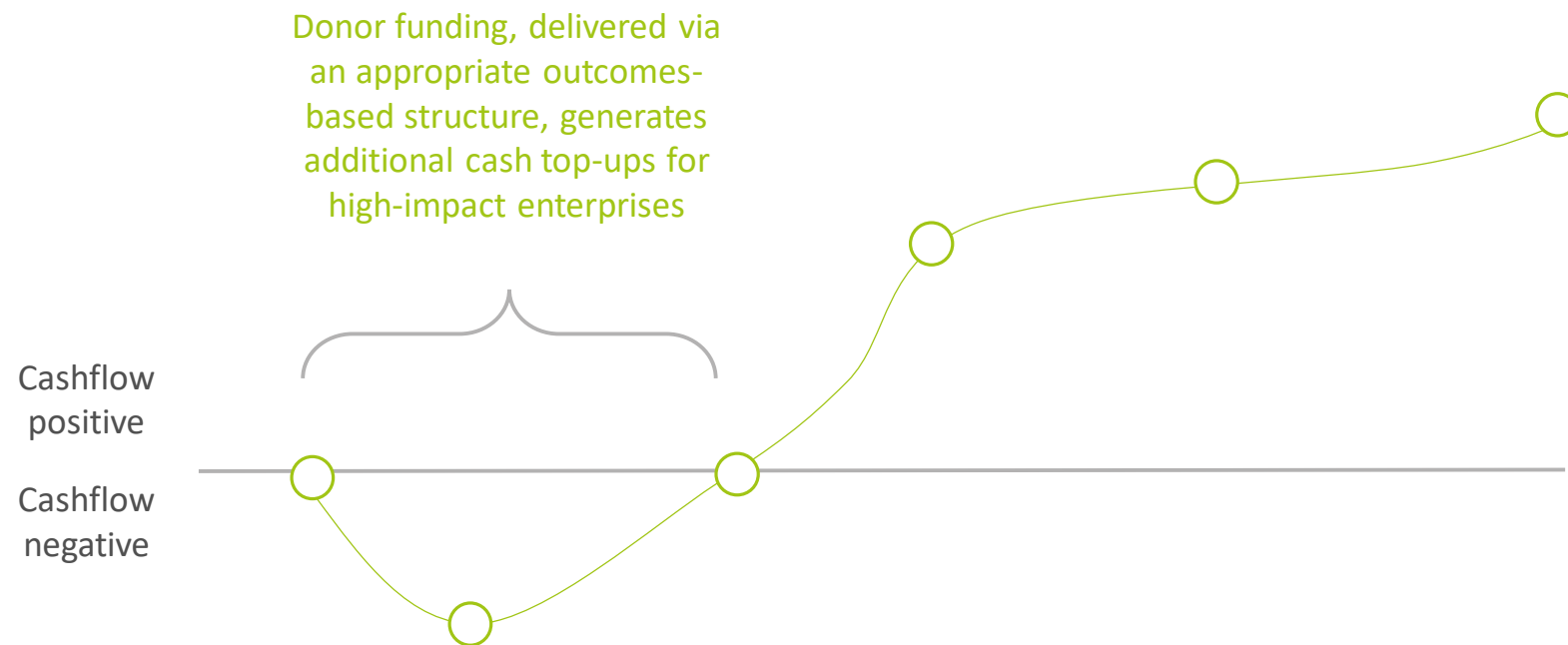
Swiss Agency for Development
and Cooperation SDC

Back-up



Overcoming the “valley of death” with outcomes-based premium payments

› The role for public funding in the “valley of death”: the theory of change



Source: Based on Social Finance, Scaling up sanitation enterprises - The role of outcomes-based funding, 23 May 2018