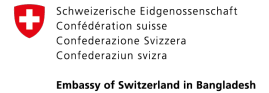




Scaling Impact Enterprises
of Bangladesh

A programme by

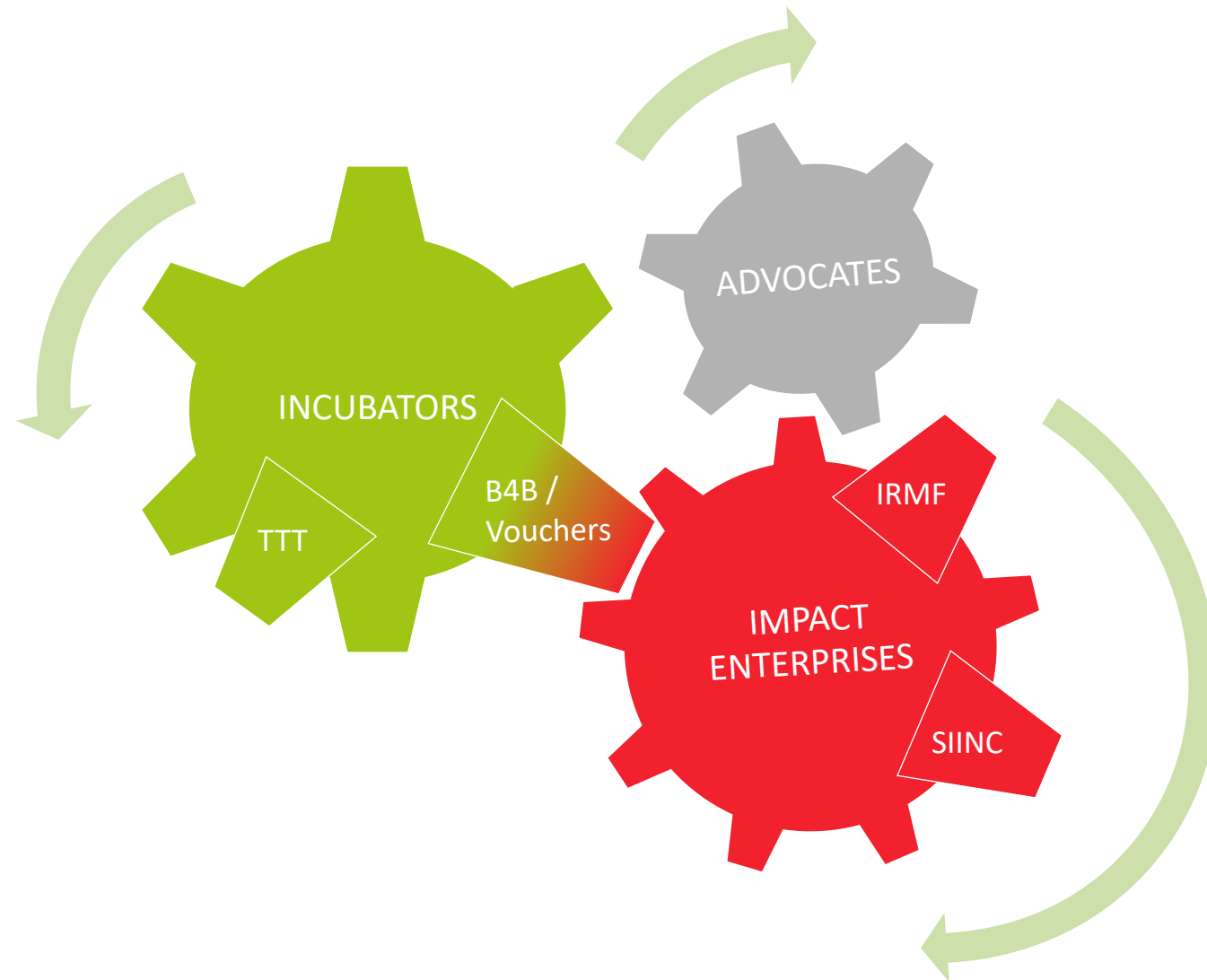


Catalytic Funding Open Call for Applications

Information for
Impact Enterprises



Overview: Which part of the programme can you apply to?



Impact Ready Matching Fund

What we offer

- › Impact-linked financial instrument for early-stage impact enterprises
- › Matching fund: between 50,000 USD to 100,000 USD

How it works

- › Incentivize the practice of impact management
- › Milestone-based payment to reward achievement of impact management practices
- › Low cost capital for building up the business in line with positive impact



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

IRMF: Eligibility Criteria

- › You are legally registered in Bangladesh
- › You have a functioning business model with a track record of paying customers
- › You submit a clear scaling plan for achieving breakeven in the medium term
- › Your business model explicitly seeks to address social or environmental problems (or demonstrate a willingness to shift the business model towards these aims)
- › Specific attention will be paid to businesses that address vulnerable populations



IRMF: Timeline

- › Call for Applications: 7th April 2021
- › Applications closed: 12th May 2021

Selection process

- › Shortlisted candidates will be invited for interview
- › Additional information will be requested as deemed necessary e.g. Financial and impact data



IRMF in Bangladesh



Romoni



Social Impact Incentives(SIINC): Overview

What we offer

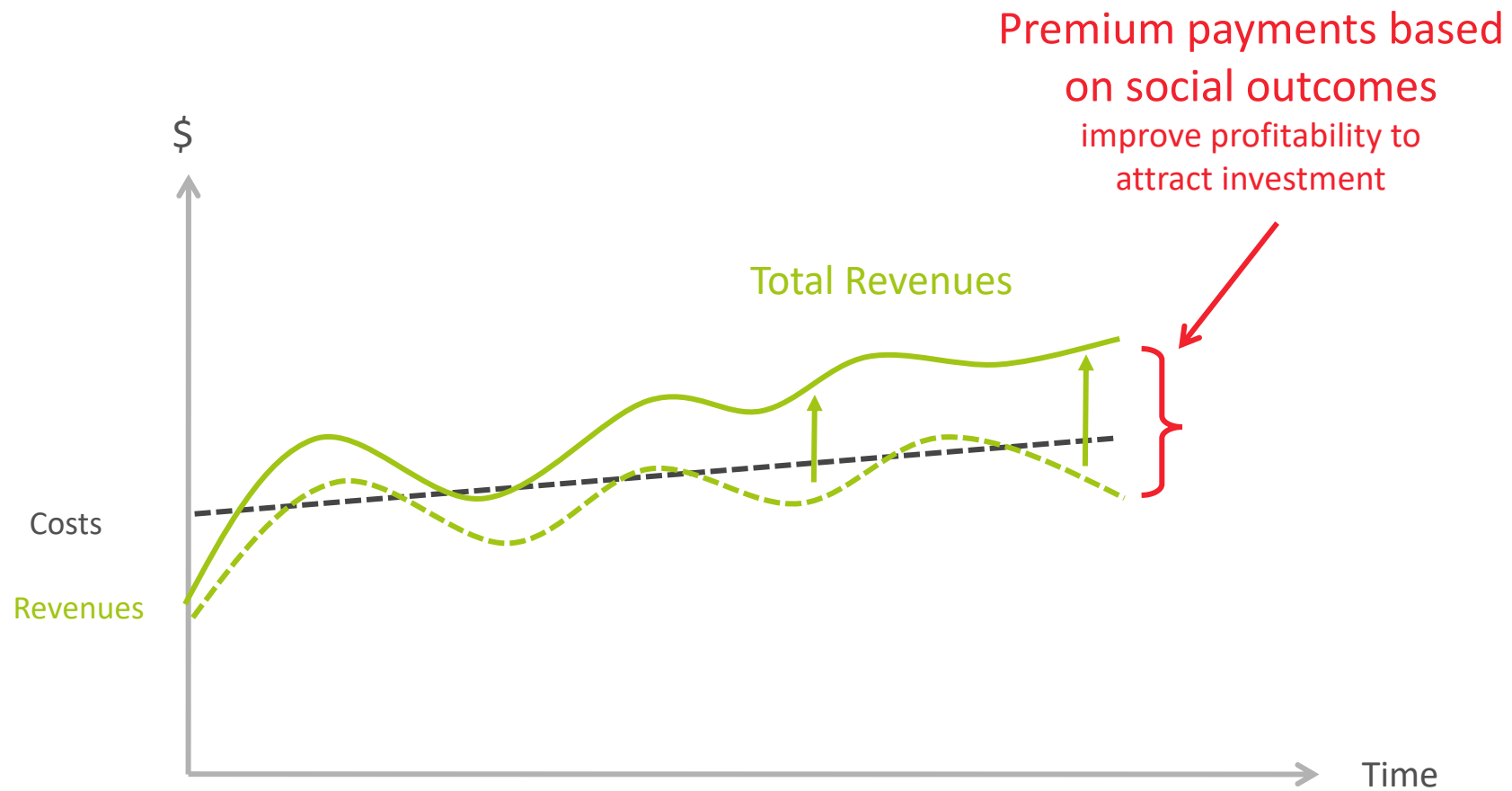
- › Impact-linked financial instrument for impact enterprises at the growth stage
- › Incentives of between 100,000 USD to 250,000 USD over approx. 3 years

How it works

- › Impact Enterprises:
 - › Apply to receive SIINC
 - › Agree on impact indicators to report on and incentive levels for indicators
 - › Annually report on impact indicators to receive some or all of incentive
 - › Independent impact verification (e.g. beneficiaries visit)



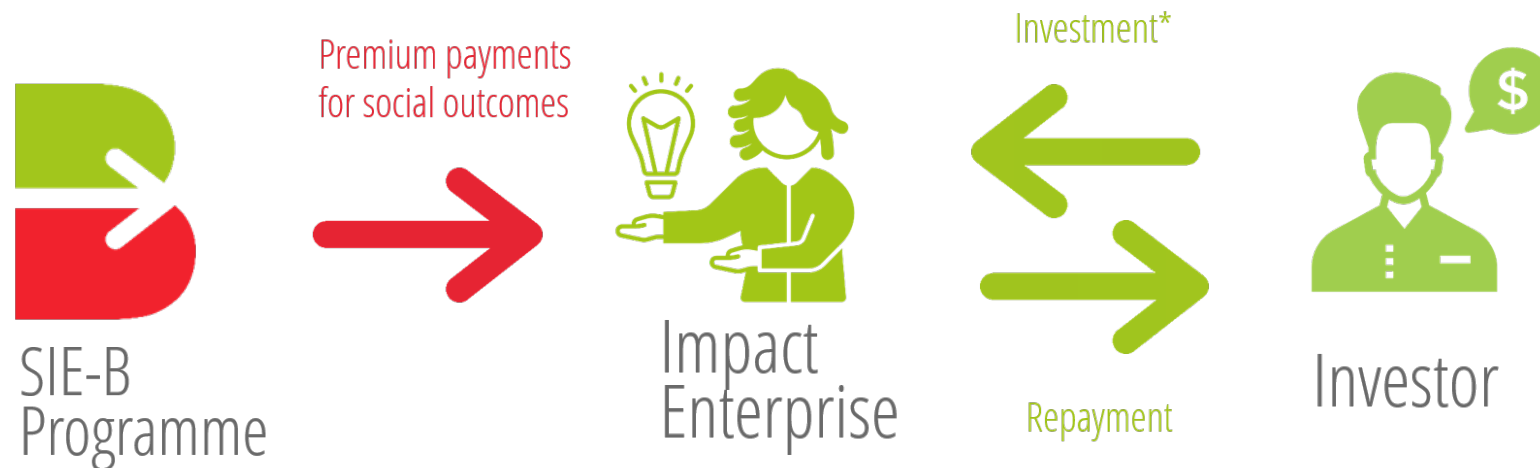
Business case with SIINC



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.

First SIINC in Bangladesh



APON Wellbeing Ltd.

Impact Metrics

1. Increase in savings of customer
2. Access to health insurance
3. % of female customers

"Biniyog Briddhi is a great initiative from Roots of Impact, LightCastle Partners and Embassy of Switzerland in Bangladesh which would help us to accelerate our impact initiatives more and also to grow faster. This is a timely initiative for all the social enterprises like Apon which obviously help developing our business while the social performance would be optimized."

Saif Rashid, Founder and Managing Director, Apon Wellbeing Ltd.

SIINC: Eligibility Criteria

- › You are legally registered in Bangladesh
- › In operations for more than 2 years
- › You have a business model and paying customers
- › Your business model explicitly seeks to address social or environmental problems
- › You have already achieved financial sustainability (breakeven) or have a clear plan for doing so in the short to medium term.
- › You have a system in place that:
 - › Generates baseline data on impact –relevant indicators
 - › Allow for timely collection of meaningful data on an ongoing basis related to these indicators
 - › Report on these indicators



SIINC: Timeline

- › Call for Applications: 7th April 2021
- › Applications closed: 12th May 2021

Selection process

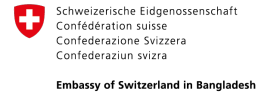
- › Shortlisted candidates will be invited for interview
- › Additional information will be requested as deemed necessary
e.g. Financial and impact data





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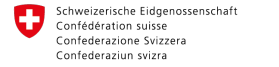
How to Apply?





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Embassy of Switzerland in Bangladesh

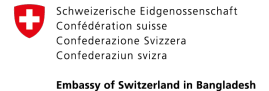
Q&A





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