

IIBF

Impact Investment & Blended Finance  
for Development Agencies and Foundations

3-Day Executive Program

September 7th to 9th - Zurich

2022

Blended  
Finance  
Program

How to use public funds to attract private investment  
for **high-impact enterprises** addressing the SDGs

Cover picture by Neil Palmer (CIAT)



Initiative for  
Blended Finance  
at the University of Zurich



University of  
Zurich<sup>UZH</sup>

**Impact Investment:**

Investments into organizations, projects and funds that intentionally generate a positive social and/or environmental impact alongside a financial return.

**Blended Finance:**

The strategic use of development finance and philanthropic funds to mobilize private capital flows to emerging and frontier markets.

**Ready to use your resources for maximum impact?**

To use public funds more effectively and mobilize private investment to achieve the [Sustainable Development Goals \(SDGs\)](#) has become a key concern of many development agencies and donor organizations. While the idea to create blended finance models is compelling, one specific approach holds particular promise: empowering high-impact enterprises with market-based solutions to scale and deliver positive impact in a sustainable way – a bottom-up approach.

This actionable, practice-driven program is specifically designed for providers of public or philanthropic funding, who strive to maximize the impact of their grants or investments and want to be on top of the most innovative solutions and trends. It includes outstanding lecturers, features inspiring live cases and received exceptional feedbacks in several program runs since inception in 2018.

The three-day program will provide valuable insights on strategies and instruments to “leverage” own resources by blending it with private investment for small and growing businesses in developing and emerging countries. It will also shed light on the whole spectrum of finance for impact and international development. A specific focus will be on [catalytic financing tools](#) that are able to attract additional capital for high-impact enterprises.

The program is organized by the [Initiative for Blended Finance at the University of Zurich](#), with program partners [Roots of Impact](#), [Center for Sustainable Finance and Private Wealth at the University of Zurich](#), and [Convergence](#).



### Participants:

Project and program managers in development agencies, public or multilateral organizations and foundations with a focus on international development

### Format:

3-day in-person program

### Dates:

September 7th to 9th, 2022  
(Wednesday morning to Friday afternoon)

### Contribution:

Regular fee CHF 3,950.- per participant

Early bird discount (registration until April 30, 2022): CHF 3,350.- per participant

### Information and Registration:

The program has limited space to ensure an intensive, interactive, practice-driven and healthy learning experience. For more information please contact: [cmoehrle@roots-of-impact.org](mailto:cmoehrle@roots-of-impact.org) or apply directly at: <https://ibf-uzh.ch/education/>

### Planned Training Address

University of Zurich Zentrum für Weiterbildung (Center for Continuing Education), Schaffhauserstrasse 228, 8057 Zurich, Switzerland

## Content Outline

This hands-on learning experience will deliver **practical, actionable and relevant knowledge** on how to mobilize private investment for sustainable development and use catalytic financing solutions for creating impact at scale:



The role of the private sector for achieving the SDGs



Introduction to impact investing and blended finance



Different approaches to attracting private capital



Choosing the right instruments to catalyze private investment



Results-Based and Impact-Linked Finance instruments



The vital role of impact management



Mis-conceptions and mis-directions



Case studies: inspiring solutions from the field

## Participants will:

- Understand the **huge potential of the private sector** – both companies and investors– to contribute to international development, as well as recognize the **key contribution of small and growing businesses**
- See impact investment and private sector resources as a promising source of capital to be integrated into public and philanthropic strategies
- Identify new ways of **capacity building, catalytic capital and funding mechanisms** to scale high-impact enterprises.
- **Overcome market failures and structural challenges** by blending different types of capital more effectively
- Gain a deeper understanding of impact, alignment of interest and additionality to **design the right incentives and the optimal mix of capital sources**
- **Inspire colleagues and peers** with state-of-the art tools and best practices



100% of the participants in our 5 IIBF programs to date rate it "very good" or "excellent".

"I like that the speakers have *different perspectives on the same problem*, with examples and challenging views about blended finance."

"I enjoyed the *engaging sessions* that generated good discussions and reflexions."

"This sessions were *very practical*, the speakers were energetic and engaging, also *sharing data and concrete real life examples to back-up the theory*. I enjoyed it very much and learned a lot!"

"I really appreciated the *newness and cutting edge* of these sessions. They empower to drive strategic development that can be put forward to the management for long-term decision making."

"Great program, I'm fully convinced that this is exactly what I need more of and *I will recommend it to my colleagues*."

## Tailored Onboarding

You are invited to have a structured discussion with our program team in an **individual onboarding call** before the training takes place. We will also design **individual pre-course** learnings that will be an integral part of the executive program.

The onboarding will include exploring your personal objectives, circumstances and background, discussing your pre-course learnings and investigating any specific issues that you would like us to cover during the 3-day learning experience in Zurich.

This will also allow us to elaborate on the concrete program objectives and tailor the program to the needs of the participants.

Interested in scheduling your individual onboarding session?

Please contact **Christina Moehrle**, Education Lead, Initiative for Blended Finance / Advisor, Roots of Impact, at:

[cmoehrle@roots-of-impact.org](mailto:cmoehrle@roots-of-impact.org)

I still have some questions  
**Write to Christina Moehrle**

I want to enroll in the program  
**Go to application form**

## Selection of Planned Lecturers



**Karen E. Wilson**

Finance for Sustainable  
Development, DCD, OECD

Karen E. Wilson has been working at the OECD since 2009 with a focus on impact investment and private finance for sustainable development. She is also an Associate Fellow at Said Business School at Oxford University and a Visiting Lecturer at the Stockholm School of Economics in Riga. Karen is the Founder of GV Partners, a research and consulting firm focused on entrepreneurship and finance.



**Jeremy Nicholls**

Professor, Staffordshire University, &  
Lead Conceptual Frameworks, IMP

Jeremy Nicholls is Professor of Social Value and Impact at Staffordshire University & Lead on Conceptual Frameworks at the Impact Management Project (IMP). Until mid 2018, he was the CEO of Social Value UK and Social Value International, both membership organisations supporting principles and standards in accounting for social and environmental impact. He also chairs the British Standards Institute's social value subcommittee and is a member of the IRIS advisory committee and the Social Value Taskforce.



**Bjoern Struewer**

Founder and CEO, Roots of  
Impact

Bjoern Struewer is Founder and CEO at Roots of Impact, a specialized advisory firm dedicated to pioneering effective financing solutions for scaling high-impact enterprises. After leaving the banking industry, he started to work closely with public funders and impact investors to scale enterprises and innovations with strong potential for positive impact. He leads the Initiative for Blended Finance at the University of Zurich and is Senior Fellow at the Center for Sustainable Finance and Private Wealth as well as mentor at the Harvard Kennedy School's Impact Investment for the Next Generation program.



**Aakif Merchant**

Manager Training & Engagement,  
Convergence

Aakif Merchant manages Convergence's capacity building programs, supporting clients from public, private to philanthropic organizations to develop the capacity to participate effectively in blended finance transactions. He brings over 6 years of experience as a management consultant, most recently as Principal of the NeXus Consulting Group, where he spearheaded business development across a variety of sectors. Aakif has also worked at Dasra, India's leading strategic philanthropy foundation.