

# IIBF

Impact Investment & Blended Finance  
for Development Agencies and Foundations

3-Day Executive Program

September 6th to 8th - Zurich

2023

Blended  
Finance  
Program

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



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 6th to 8th, 2023  
(Wednesday morning to Friday afternoon)

**Contribution:**

Regular fee CHF 3,950.- per participant

Early bird discount (registration until April 30, 2023): 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: [www.ibf-uzh.ch/education/](http://www.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 cutting-edge impact management



Mis-conceptions and mis-directions in blended-finance



Case studies: inspiring solutions from the field and from IIBF alumni

**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 6 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

Interested in scheduling your individual onboarding session?

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

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

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.

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**

Associate Fellow Said Business School / Founder GV Partners

Karen E. Wilson has been working at the OECD from 2009 to 2022 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.



**Tom Adams**

Co-Founder & Chief Strategy Officer, 60 Decibels

Tom Adams is Co-Founder and Chief Strategy Officer at 60 Decibels. Tom leads the 'next' of the business, with a focus on product design and market development. He has held various senior roles across the public, private and charitable sectors. Immediately before 60 Decibels, Tom was the Chief Impact Officer at Acumen, and prior to that worked in Ethiopia and Nigeria for the Department for International Development. Tom has also worked for the Foreign Office, the Office of the Deputy Prime Minister, and Credit Suisse.



**Bjoern Struwer**

Founder and CEO, Roots of Impact

Bjoern Struwer is Founder and CEO at Roots of Impact, a manager of catalytic capital and pioneer in Impact-Linked Finance. 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.



### Matthieu Pegon

Head of Blended Finance,  
IDB Invest

Matthieu Pegon joined IDB Invest in 2017 as Head of Blended Finance. He leads the deployment of IDB Invest's concessional finance resources in high impact projects where risks are too high for commercial finance alone. His team has channeled over US\$ 500 million of concessional capital, unlocking over US\$ 5.5 billion of investments that contribute to the SDGs and the objectives of the Paris Agreement. Matthieu co-developed the DFIs' Enhanced Principle on Blended Concessional Finance. Prior to IDB Invest, Matthieu worked in various origination and structuring roles at the Green Climate Fund, and BNP Paribas, a global investment bank, with a focus on debt capital markets and Latin America and the Caribbean.



### Maxime Cheng

Lead Impact Intelligence &  
Education, Roots of Impact

Maxime Cheng is the Lead Impact Intelligence & Education at Roots of Impact, which includes managing the B-Briddhi program in Bangladesh and the Social Finance Academy as an education platform that curates both online and onsite education in the field of impact measurement & management, impact investment readiness, and Impact-Linked Finance. Before joining the team, Maxime built an impact measurement and evaluation database at Impact Hub (Global) and advised mission-driven organisations and policymakers on the subject. She also worked with start-ups creating digital content on business model design and leadership training, and established data analysis processes to drive UX and product development.