UNLOCKING BLENDED FINANCE  
FOR SOCIAL ENTREPRENEURS

How to bridge the gap between philanthropy and social impact investors and investees

Swiss Agency for Development and Cooperation SDC

21 Sept.  
Bern - Savings & Credit Forum  
Kirchgemeindehaus Steigerhubelstrasse 65

09:00 Welcome coffee
09:30 Welcome keynote by Peter Beez (SDC)
09:45 Presentation of Ashoka fellow Andrea Coleman’s blended finance case and how it helped scale the impact of with Riders for Health
10:30 Coffee break
11:00 Introduction to blended finance & presentation of existing solutions with Markus Freiburg (FASE) & Bjoern Struwer (Roots of Impact)
12:45 Lunch
14:00 Group workshops to collectively identify how we can fill the gap of blended financing
16:30 Closure

22 Sept.  
Geneva  
BNP Paribas Auditorium, Place de Hollande 2

18:15 Welcome
18:30 Welcome keynote by Ashoka
18:35 Panel discussion on blended finance solutions, opportunities and barriers with Josephine Korijn (Ashoka), Brigitte Baumann (GoBeyond), Bertrand Gacon (Lombard Odier), moderated by Audrey Sélian (Rianta Capital)
19:15 Pitching session by 3 Ashoka Fellows: Dr. Frank Hoffmann (Discovering Hands), Ron Layton (Light Years IP), and Joost van Engen (Healthy Entrepreneurs) with a blended financing model, to inspire & offer new investment opportunities
19:45 Cocktail networking

On invitation only
To REGISTER: Click HERE for Bern, click HERE for Geneva

Special thank you to BNP Paribas for providing the Auditorium.

OBJECTIVES

- Raise awareness
- Discuss & brainstorm
- Offer investment opportunities
- Create a movement

WHO WILL BE THERE?

PHILANTHROPISTS & PUBLIC FUNDERS

Individuals, foundations, development agencies

SOCIAL INNOVATION ACTORS

Social entrepreneurs and ecosystem facilitators

INVESTORS

Impact investors, fund managers, business angels
BACKGROUND AND CONTEXT

To bring real change to society, we need social and business entrepreneurs, policy makers and policy thinkers, philanthropic and profit-driven capital to come together. It has become increasingly more apparent that there is a massive financing gap to scale innovative social ventures.

PHILANTHROPY & PUBLIC FUNDING
- No need to return capital
- Restricted in use
- Unreliable as long term income source
- Often overly dependent on few sources

TRADITIONAL INVESTMENT
- Unrestricted
- Longer term/strategic
- Need repayment
- Legally binding

FINANCIAL GAP
→ Blended finance opportunities

0%
Expected return of capital

This initiative is about bridging the financial gap between strategic philanthropy and investment in order to create a financing market that is both attractive to investors and vital to the development of social entrepreneurs.

WHAT IS BLENDED FINANCE?

Blended finance is the strategy of combining grants and investments to fund a project. Various blended finance solutions already exist, including de-risking and pay-for-success instruments, technical assistance facilities, concessionary investments, etc. While blended finance structures are by no means appropriate for all social ventures, it can enable many of them to work both more strategically and more sustainably.

EXAMPLE
Fair Finance is a social business created by the Ashoka Fellow Faisal Rahman to provide financial services to the most disadvantaged. When he launched it, Faisal first raised funding from grants and contracts to prove that his model worked (with a default rate of only 7%). However, this model did not enable him to scale. By transitioning to a hybrid business model combining a soft loan from social investors to cover operation costs, commercial bank loans to grow the business, and grants to continue providing debt advice, he was finally enabled to grow. Fair Finance now operates sustainably.