





SIINC Tank: Bundling resources for impact

- Funds can be bundled and given sectoral / regional focus
- Example: Pilot project in Latin America & Caribbean
- Open questions: Which sectors would be most appropriate?
- Where would a SIINC Tank be best utilized?

Integration in an Impact Investing Fund

- Impact investing firms have own pipelines and perform comprehensive due diligence
- Possibility to leverage investor's expertise and investment process
- Possibly creates huge synergies
- How would SIINC best be integrated?

SIINC Implementation Steps (Example)



- Identifying potential candidates
- Preliminary suitability assessment / feasibility check
- Pre-define SIINC approach (incl. impact metrics)
- Scorecard-based assessment
- Identifying relevant investors
- Pre-Investment-Committee where appropriate

- Due diligence
- Financial modeling
- Baseline assessment, impact modeling & SIINC simulations
- Final negotiations (term sheet)
- Structuring of SIINC
- Signing and closing SIINC & investment contracts

- Set-up or reinforce impact monitoring system & processes
- Regular and ongoing monitoring & reporting of outcomes
- Documentation of measured outcomes / calculation of outcome-based payments / payment instructions

SIINCing with other forms of funding?

- Currently SIINCing with grant funding (cash premium payments)
- Possibility to use convertible grants or even equity
- Would funders be interested in taking on equity?
- What would be the pros and cons of such an approach?