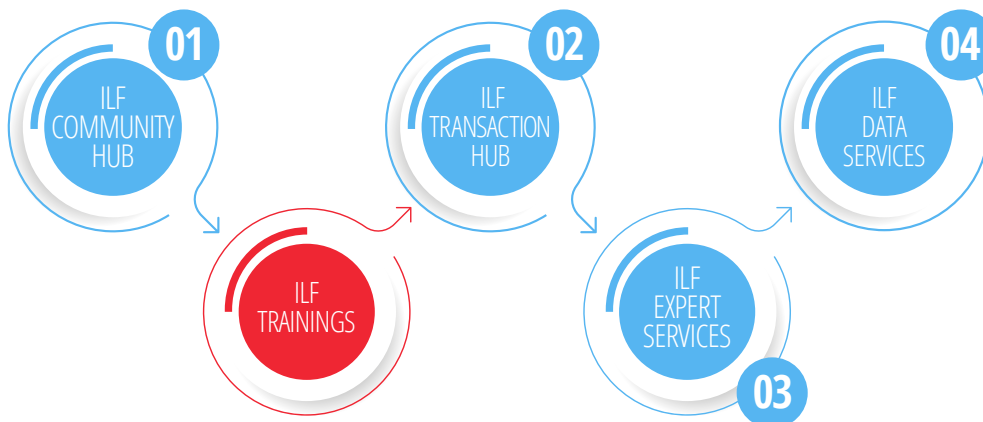


MASTERING
IMPACT-LINKED
FINANCE (ILF)

COHORT-BASED TRAINING
ON THE ILF COMMUNITY HUB

The cohort-based “Real-World Impact-Linked Finance” training program is designed to give you a hands-on understanding of Impact-Linked Finance (ILF).



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE

1st cohort
starts on
**March 10
2025**

> Who should participate:

- Implementers who want to start using ILF
- Innovative finance transaction teams looking to elevate their ILF expertise, e.g. advisory firms, foundations, development organizations
- Impact investors striving to use ILF, e.g. impact fund managers or DFIs

> What you should bring:

- The aim to start using ILF in practice
- A successful participation in our self-study course or similar knowledge level
- The commitment to spend 4 – 5 hours per week over a period of 6 weeks and engage in live training modules, group and individual assignments, as well as moderated discussions and AMAs.

> When, how and where:

- Application-based cohort of 10 to 20 participants.
- Participants need to be members of the ILF Community Hub



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE



The **Real-World Impact-Linked Finance training program**, starting 10th March 2025, is designed to give you a hands-on understanding of Impact-Linked Finance (ILF). This online, cohort-based course hosted on the ILF Community Hub blends concepts with practical application, ensuring you're ready to implement ILF strategies in real-world scenarios.

Through a mix of modules, real-world case studies, and interactive learning, the program will **provide you with the knowledge and tools needed to design, implement, and manage ILF transactions.**

You'll walk away with practical insights you can apply directly to your work.

MODULE 1

Learning from Practice:
What Works and What Doesn't
in Impact-Linked Finance

MODULE 2

Measuring Impact:
Why Data is Essential for
Impact-Linked Finance

MODULE 3-4

Inside the Deal:
A Step-by-Step Introduction
to the Transaction Process

MODULE 5

**Ask me Anything
(AMA):** Deepening
Knowledge and Application

**Keen to join this unique
ILF training experience?**

Be quick to register,
limited seats!

REGISTER NOW



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE

The curriculum is structured in **modular format**, with each module building on the previous one. This approach ensures participants develop a strong understanding of Impact-Linked Finance principles and gain the practical skills required to apply ILF in real-world scenarios.

1st cohort
starts on
**March 10
2025**

> Module 1: Learning from Practice: What Works and What Doesn't in Impact-Linked Finance

- Understanding ILF and its core principles for ILF transactions
- Understanding the mechanics and stakeholders of key ILF instruments: Impact-Linked Loans (ILL), Social Impact Incentives (SIINC) and other ILF instruments
- Knowing when to use each ILF instrument
- Identifying the types of enterprises and use cases best suited for ILF

> Module 2: Measuring Impact: Why Data is Essential for Impact-Linked Finance

- Defining impact as a measure of performance: How is impact measured?
- The role of additionality in Impact-Linked Finance
- Unlocking impact potential and moving beyond the status quo

> Modules 3 - 4: Inside the Deal: A Step-by-Step Introduction to the Transaction Process

A practical, step-by-step guide to the ILF transaction process using real-world case studies to illustrate each phase of the transaction, such as:

- Pipeline Identification
- Screening
- Selection
- Structuring
- Impact Management and Monitoring

> Closing Session: Ask Me Anything (AMA): Deepening Knowledge and Application

- Open discussion on key experiences and insights from ILF implementation with guest speakers.



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE

What you'll take away from the course

By the end of this course, you'll have the practical skills and confidence to manage and execute Impact-Linked Finance transactions. Here's what you'll be able to do:

- Design and manage ILF transactions that balance commercial objectives with social impact goals and execute them confidently from start to finish.
- Leverage Impact Measurement and Management (IMM) to drive data-driven decisions that ensure your ILF programs are both impactful and effective.
- Gain practical knowledge of when and how to apply key ILF instruments—such as Impact-Linked Loans (ILL), Social Impact Incentives (SIINC) and others, and tailor them to your project needs.
- Understand the core principles of ILF and why they are essential to designing effective transactions.
- Recognize the unique value of ILF and how it differs from other innovative finance models, enabling you to make informed decisions in your projects.

How to register and pay

- The training program fee of EUR 2,500 per participant (excluding VAT) includes full access to all live sessions, course materials, interactive modules, and exclusive resources. A discount of 50% (or EUR 1,250) is available for professional package users of the ILF Community Hub as a launch special (professional package price: EUR 1,500 per user p.a.).
- A 50% deposit (EUR 1,250) is required to secure your registration for the training.
- Should you wish to take advantage of the discounted package and register as a professional member of the [ILF Community Hub](#), the balance of EUR 1,500 will become due when the Community Hub launches in early 2025. If you prefer not to subscribe to the Community Hub, the balance of EUR 1,250 will be due by 10 February 2025. Failure to settle will result in forfeit of registration and you will not be able to participate in the program.

**Keen to join this unique
ILF training experience?**

Be quick to register,
limited seats!

REGISTER NOW



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE

Meet our experts:

Anieke de Villiers

Manager Advisory
& Advocacy at
Roots of Impact



Her work includes designing, structuring and implementing the Impact-Linked Fund for Gender Inclusive Fintech and supporting on advisory mandates for donors, impact investors and impact enterprises. Prior to Roots of Impact, she was involved in growth capital and venture debt to high-growth potential SMEs in the UK. She also has experience in investment banking and corporate finance in South Africa and is a qualified Chartered Accountant.

Steve McCallum

Senior Manager
Transaction
Management
& Consulting at
Roots of Impact



He largely focuses on managing Impact-Linked Finance programs covering sectors such as education, as well as water, hygiene and sanitation (WASH). He is also closely involved in creating Roots of Impact's ILF Transaction Hub. Previously, Steve was Innovative Finance Project Manager at the UCT GSB Bertha Centre for Social Innovation and an independent consultant to various stakeholders in the impact investing ecosystem.

Maxime Cheng

Lead Impact
Intelligence
& Education at
Roots of Impact



Her work includes generating market data to improve the visibility of Impact-Linked Finance (ILF) and develops tools like the ILF Effectiveness Assessment. With over 8 years of experience in the ILF sector, she translates market insights into strategy and product development recommendations. Previously, Maxime managed the B-Bridhhi program in Bangladesh and the Social Finance Academy, created scalable training programs on IMM and ILF Readiness by incorporating her academic training and experience supporting startups on business model design and leadership development.



COHORT-BASED COURSE • REAL-WORLD IMPACT-LINKED FINANCE

Natasha Dinham
Co-CEO at
Roots of Impact



Her work focuses on **providing inspiration, advocacy, and critical support to build the Impact-Linked Finance market through high-end programs, facilities, and partnerships.** Previously, she led the Innovative Finance Initiative at the Bertha Centre for Social Innovation, driving capital towards improved social outcomes using creative and disruptive tools. Natasha also co-convened the University of Cape Town's Graduate School of Business's 'Impact Investing in Africa' course. Earlier in her career, she managed technical assistance portfolios in Africa, Eastern Europe, and Central Asia at FMO, the Dutch Development Bank. Natasha has served on several investment committees and TA advisory boards for SME funds and is currently the Chair of the Green Outcomes Fund.

Mercy Zulu-Hume
Lead Advisory
& Advocacy at
Roots of Impact



Her work includes **providing strategic Impact-Linked Finance advisory as well as advocacy and critical support to building the Impact-Linked Finance market** through high-end programs, facilities, and partnerships such as the Impact-Linked Fund for Gender Inclusive Fintech. Prior, Mercy worked in sustainable finance for a development organization, as well as in impact investing and venture capital. Mercy is an Africa Venture Philanthropy Alliance (AVPA) Fellow.

Bjoern Struwer
Founder and
Co-CEO at
Roots of Impact



He has more than 20 years of experience in the finance sector, including 12 years at Credit Suisse, most recently as a Managing Director. After leaving the banking industry, he started **working closely with public funders and impact investors across the globe to scale high-performing enterprises and innovations with strong potential for impact.** With his team at Roots of Impact, Bjoern developed pioneering solutions such as Social Impact Incentives (SIINC) and Impact-Linked Finance. He also leads the Initiative for Blended Finance and is Senior Collaborator at the Center for Sustainable Finance and Private Wealth. In addition, Bjoern is Co-Chair of the Board of Directors of the recently established Impact-Linked Finance Fund and Co-Founder of FASE.

Supported by SDC

The initial investment for the development of the ILF trainings, the ILF Community Hub, and the ILF Transaction Hub is co-financed by the Swiss Agency for Development and Cooperation (SDC) and Roots of Impact to scale up the ILF practice with quality and further strengthen its positive impact.



COHORT-BASED COURSE
REAL-WORLD IMPACT-LINKED FINANCE



Eager to learn more about this course?
Please reach out to: Mercy Zulu-Hume, Lead Advisory & Advocacy, at
mzulu@roots-of-impact.org

Learn more about “Mastering Impact-Linked Finance” and our next trainings at
www.roots-of-impact.org/impact-linked-finance-community/