

THE COMPLETE COURSE IN BLENDED AND SUSTAINABLE FINANCE

DESIGNED FOR PROFESSIONALS

COURSE OUTLINE

1

INTRODUCTION: STRUCTURE, STRATEGY AND POSITIONING

- FUNDERS ARE MOTIVATED | YOUR STRATEGY IS KEY
- Investors, managers, advisors, experts
- Keys to structuring, strategizing and positioning your initiative and growing the market
- How to collaborate

2

WHAT EXACTLY IS BLENDED AND SUSTAINABLE FINANCE

- DEFINING BLENDED & SUSTAINABLE FINANCE | GRAPHICAL OVERVIEW
- Integrating ESG principles
- Mobilization rates
- Concessional, ODA and catalytic capital
- **Exercise | Mobilization and leverage: Mirova/LDN Fund**
- Blended finance market size and growth
- Compelling questions

3

THE GLOBAL IMPERATIVE AND PRIVATE CAPITAL

- THE SDGS AND HOW WE ARE DOING ON TARGETS
- The \$4 trillion funding gap, current and future sources of funds
- Why is the private sector sitting on the sidelines? Perceptions of risk
- Selective Risk Mitigation
- **Exercise | First Loss Layer/Selective Risk Mitigation: CAFEF**

4

RETHINKING BLENDED & SUSTAINABLE FINANCE

- FOUR GENERATIONS OF BLENDED FINANCE
- International calls to action
- Overcoming key obstacles
- Practitioners of blended finance

5

SIX FUNDAMENTAL FINANCIAL BUILDING BLOCKS

- KEYS TO UNDERSTANDING ALL FINANCIAL STRUCTURES
- Financial building blocks market examples
- Grants fundamentals
- Loans fundamentals
- Equity fundamentals
- Insurance fundamentals
- Guarantees fundamentals
- Understanding "Other" categories (derivatives, hedging, swaps)
- **Exercise | Advance Market Commitment: GAVI**

6

KEY PLAYERS, MOTIVATIONS AND FUNDING TYPES

- THE COMPLETE DEVELOPMENT FINANCE SPECTRUM
- Development Agencies
- Development Finance Institutions and Multilateral Development Banks
- Export Credit Agencies
- Not-for-Profits: NGOs and Foundations
- Impact Investors
- Corporates, Institutional Investors, Commercial Banks
- **Exercise | Institutional Capital: Climate Finance Platform: BlackRock**

7

BRIDGES TO BANKABILITY/SCALING PRE-MARKET INITIATIVES

- CATALYTIC CAPITAL | THE SPECTRUM IS DYNAMIC
- SUSTAINABLE FINANCE SPACE
- Crucial development sectors get relatively less
- A dynamic view of development finance: an active ecosystem
- Scaling and graduating pre-market initiatives: Bridges to bankability
- **Three Market examples: Driving Generational Impacts**

8

DEMYSTIFYING BLENDED & SUSTAINABLE FINANCE STRUCTURES AND VEHICLES

- BUZZWORDS AND COMPLEX STRUCTURES | ALL SHARE COMMON PRINCIPLES
- What exactly is the structure or wiring diagram
- **Exercise | CTF Concessional Loan Fund – Detailed Structure**
- Elements of Good Wiring Diagrams
- Three Main Blended Finance Vehicle Types – Trust Fund, Limited Partnership, SPV
- **Exercise | Debt-for-Nature Swap: Barbados**
- **Exercise | Financial Waterfall: Hurdle rates, senior and junior returns**
- The importance of fiduciary risk

9

GETTING TO TRILLIONS: UNLEASHING THE NEXT GENERATION OF BLENDED & SUSTAINABLE FINANCE

- RECAP: BUILDING OFF FOUNDATIONAL PIECES
- Key levers to unleashing the next generation of sustainable finance
- Development Agencies
- MDBs and DFIs
- Impact Investors, Fund Managers, Advisors
- Private Sector
- GETTING TO YES: CONVERSION IS KING
- CONVERSION READINESS DIAGNOSTIC TOOL
- Readiness Profiles – are you ready to engage effectively?
- Reflections and Wrap Up

Available Formats:

On-Demand plus live interactive sessions



Downloadable Resources

- Pre-and Post Course Quiz
- Excel model – Interactive Concessional Loan
- Excel model – Generic Waterfall Calculations
- Conversion Readiness Diagnostic Tool
- Key Placemats & Glossary