

**Second Vatican Conference on Impact Investing –**  
*Making the Year of Mercy a Year of Impact for the Poor*

**Technology to Enable Impact Investors**

**Ms. Joan Larrea**, Convergence Blended Finance  
**Dr. Audrey Selian**, Artha Initiative, Rianta Capital Zurich



Audrey Selian

June 2016

Boston • Geneva • Shanghai • Washington DC



## Our mission

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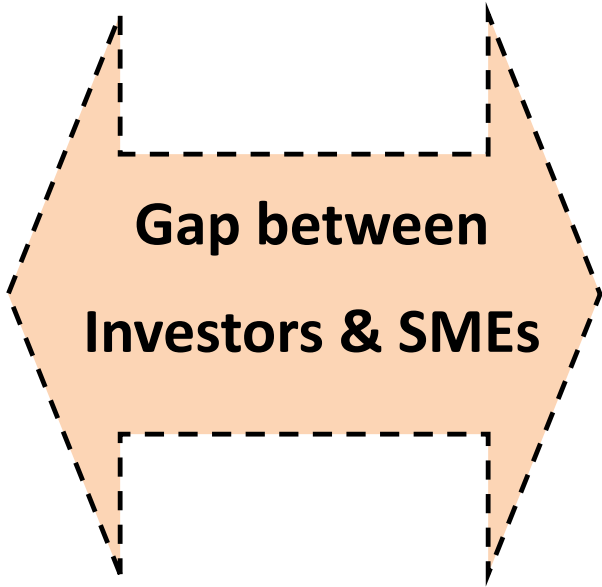
To help foster **economic growth and prosperity** in emerging markets by lowering the transaction costs of investors and SMEs.



# The challenge: Global SME Funding Gap \$700B+

## Structural

- **High transaction costs:** small deals don't make economic sense.
- **Limited information:** hard to assess and manage risk.
- **Limited tools:** to facilitate investor coordination



**Gap between  
Investors & SMEs**

## Behavioral

- **Institutional biases:** deal flow must be attributed easily to known sources.
- **Insular networks:** private wealth funds do not work with strangers.
- ***Not invented here syndrome:*** needless duplication of effort.



**There is both a social and technical element to bridging the gap**

# Artha Platform India

## Artha Venture Challenge

- Match funding basis for venture challenge
- Selection of up to 10 finalists per year
- USD \$60k to \$100k of equity funding in each round if matched by equivalent or more in co-investment
- Partnered with Villgro/Menterra



## • Artha Platform (India)

- Online platform for better information exchange and collaboration between Investors, Entrepreneurs, enterprise support organisations & third service providers in emerging market context
- Simplification and facilitation of the due diligence process
- 200+ opportunities in pipeline
- 85+ impact investors



## Licensing

- Same online platform now available for licensing and white label deployment
- Simplification and flexibility of the due diligence process; third party tender process in-built
- First deployment in Latin America called InvestAmericas.com



## Impact for Breakfast

- Monthly Informal gathering of investors, advisors and intermediary organizations with a common focus on greater efficiency in supporting and investing in social enterprise and entrepreneurship
- Discussion topics around impact investing ; 1,100+ members as of May 2016; 76th session set for July; 7th in Geneva, 3rd in Zurich



All Artha activities to date point to a long-term commitment to community and ecosystem building in the impact arena both in India and beyond.



# Artha Networks Inc.: Taking an Ecosystem Approach

**Our Mission is to be a catalyst in the networks we are part of as Artha Initiative.**

**InvestAmericas Platform:** Major customizations for v2 are underway at full steam. All changes on Invest America are also reflected on Artha, and we are further working on ensuring our next version of Artha's dashboard also gets reflected back on Invest America. (<http://www.investamericas.com>)



**Other initiatives: Social Data Commons** (<http://sodacap.net>)

## Client Pipeline:

- **Aga Khan Dev Network:** We are in the process of articulating a memorandum of understanding with this organization to support the emerging pipeline of social enterprises supported by their rural support programming and incubator in Central Asia, and possibly beyond.
- **Baraka Networks:** Niche health financing platform based in Boston and positioned to leverage our due diligence architecture. (<http://www.barakanetworks.com>)
- **First Nations / Indigenous communities in Canada:**
  - Focus on activating impact investors with a potential interest in community development in Atlantic Canada



b a r a k a  
n e t w o r k s

**GENERALIST**



WORLD STARTUP WIKI

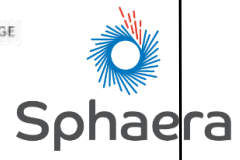


AlliedCrowds  
prosperity through crowdfunding



**KNOWLEDGE/COMMUNITY CENTRIC**

**PIPELINE CENTRIC**



**SPECIALTY**









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***Thank you!***



# Investor Dashboard



Dashboard

## Dashboard ?

Hello Nick, how are you today? [VIEW PROFILE](#) [EDIT PROFILE](#)

Dashboard Timeline

### My active portfolio

50x **Project name** [SHARE](#)  
Sector: Agricultural products

Investment required

98% ₹50000 20  
Funded Pledget Investors

Progress 60%

50x **Project name** [SHARE](#)  
Sector: Agricultural products

Investment required

98% ₹50000 20  
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Progress 60%

### FIND ENTERPRISES

Requests

106x106 **Enterprise name**  
Sector: Something else  
[Third Parties](#) [ACCEPT](#)

106x106 **Enterprise name**  
Sector: Health services  
[Investors](#) [ACCEPT](#)

[VIEW MORE](#)







### Live pitch activity

- [Just now](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name updated their live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch
- [20 min ago](#) Investor name posted a live pitch

### Recommended businesses

80x80 **Enterprise name**  
Sector of interest: Agricultural products  Show interest

# Enterprise Dashboard



Dashboard





## Dashboard ?

Hello Nick, how are you today? [VIEW PROFILE](#) [EDIT PROFILE](#)

**Dashboard** | Timeline

### Your deal table

Deal name 1 | Deal name 2

<b>Investors</b>  + 28 more	<b>EOS</b> 
<b>3rd parties</b>  + 2 more	<b>Showed interest</b>  + 345 more

**Investment required**  
98% ₹50000 20  
Funded Pledged Investors

**Progress**  
60%

### UPDATE YOUR LIVE PITCH

### Activity

Wednesday, March 9, 2016

- ☛ Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer condimentum tempor sem vel ultricies.
- ✓ Phasellus interdum felis dui, vitae dictum dui maximus in. Integer sed cursus est. Mauris viverra felis at massa congue, vel vehicula nunc facilisis
- ✓ Phasellus interdum felis dui, vitae dictum dui maximus in. Integer sed cursus est. Mauris viverra felis at massa congue, vel vehicula nunc facilisis
- ☛ Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer condimentum tempor sem vel ultricies.
- ✓ Phasellus interdum felis dui, vitae dictum dui maximus in. Integer sed cursus est. Mauris viverra felis at massa congue, vel vehicula nunc facilisis

Wednesday, March 9, 2016

### Tasks

- John Doe:** Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.
- Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.  
1 attachment  
High
- John Doe, Nick Skoberne:** Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.  
Medium
- Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.  
Due: 12/12/2017

**PROFILE** | **NETWORK** | **SETTINGS** | **CONTACTS** | **MESSAGES**

**Live pitch** | **Requests** | **Documents & Media Files**

Enterprise name | File name

# Project Flow: Activity



Dashboard

Project dashboard

Activity

80x80

## Project Name ?

Activity

Calendar

Messages

Questions

Files

People and permissions

Project settings

Third Party

### Activity ?

#### Wednesday, March 9, 2016

- Lorem ipsum dolor sit amet, consectetur adipiscing elit. Integer condimentum tempor sem vel ultricies.
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#### Progress



#### Due date

Not set

#### People

- Nick Skoberne
- Nick Skoberne
- Nick Skoberne

1 of 6



# Project Flow: Calendar



Dashboard

Project dashboard

Calendar

80x80

## Project Name ?

Activity

**Calendar**

Messages

Questions

Files

People and permissions

Project settings

Third Party

Calendar ?

### January 2016

today



**+ ADD EVENT**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
27	28	29	30	31	1 All Day Event	2
3	4	5	6	7 Long Event	8 4p Repeating Event	9
10	11 Conference	12 10:30a Meeting 12p Lunch 2:30p Meeting 5:30p Happy Hour 8p Dinner	13 7a Birthday Party	14	15 4p Repeating Event	16
17	18	19	20	21	22	23
24	25	26	27	28 Click for Google	29	30
31	1	2	3	4	5	6







Events

Nothing selected


Tasks

Nothing selected

# Project Flow: Messages



Dashboard > Project dashboard > Messages







Project Name 

Activity | **Calendar** | **Messages** | Questions | Files | People and permissions | Project settings | Third Party

### Messages

Sort by: Active messages | Message date | Show rows: 10 | 1 of 6

Type here to search ...

 <b>Conversation title</b> Nick Skoberne: Test message ... Date received 24 May 2016, 08:20AM	<a href="#">DELETE</a> <a href="#">VIEW</a>
 <b>Conversation title</b> John Doe: Test message ... Date received 24 May 2016, 08:20AM	<a href="#">DELETE</a> <a href="#">VIEW</a>
 <b>Conversation title</b> Nick Skoberne: Test message ... Date received 24 May 2016, 08:20AM	<a href="#">DELETE</a> <a href="#">VIEW</a>
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Show rows: 10 | 1 of 6

### Categories

EDIT

- All categories
- Some category
- Some category
- Some category
- Some category

# Project Flow: DD Questions



Dashboard > Contacts

00:00

## Project Name ?

Activity Calendar Messages **Questions** Files People and permissions Project settings Third Party

### All Questions ▾

Group by modules and sort manually Filters ▾

Type here to search ...



+ ADD A QUESTIONS

+ NEW MODULE

#### Module 1



**John Doe:** Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.



EDIT

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.

1 attachment

High



EDIT

**John Doe, Nick Skoberne:** Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.

Medium



EDIT

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.

Due: 12/12/2017



EDIT

+ Type here to add new task and then press Enter

#### Module 2



Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.



EDIT

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.

High



EDIT

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.

Medium



EDIT

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nam eleifend porta sollicitudin.



EDIT

+ Type here to add new task and then press Enter

DOWNLOAD AS CVS FILE

#### Modules

REORDER

Module 1

Module 2

Module 3

Module 4