



#BeyondFundraising: Working Together, Better, with Companies

Speakers

Jaime de Bourbon de Parme, Senior Advisor on Private Sector Partnerships @ UNHCR

Elisabeth McLeod, Policy Advisor @ Mercy Corps

Hetal Patel, Head of Venture Growth @ Mercy Corps

Anders Bech Tharsgaard, Head of Business Engagement @ Danish Refugee Council

Moderator: Jakob Oster, Livelihoods Officer @ UNHCR

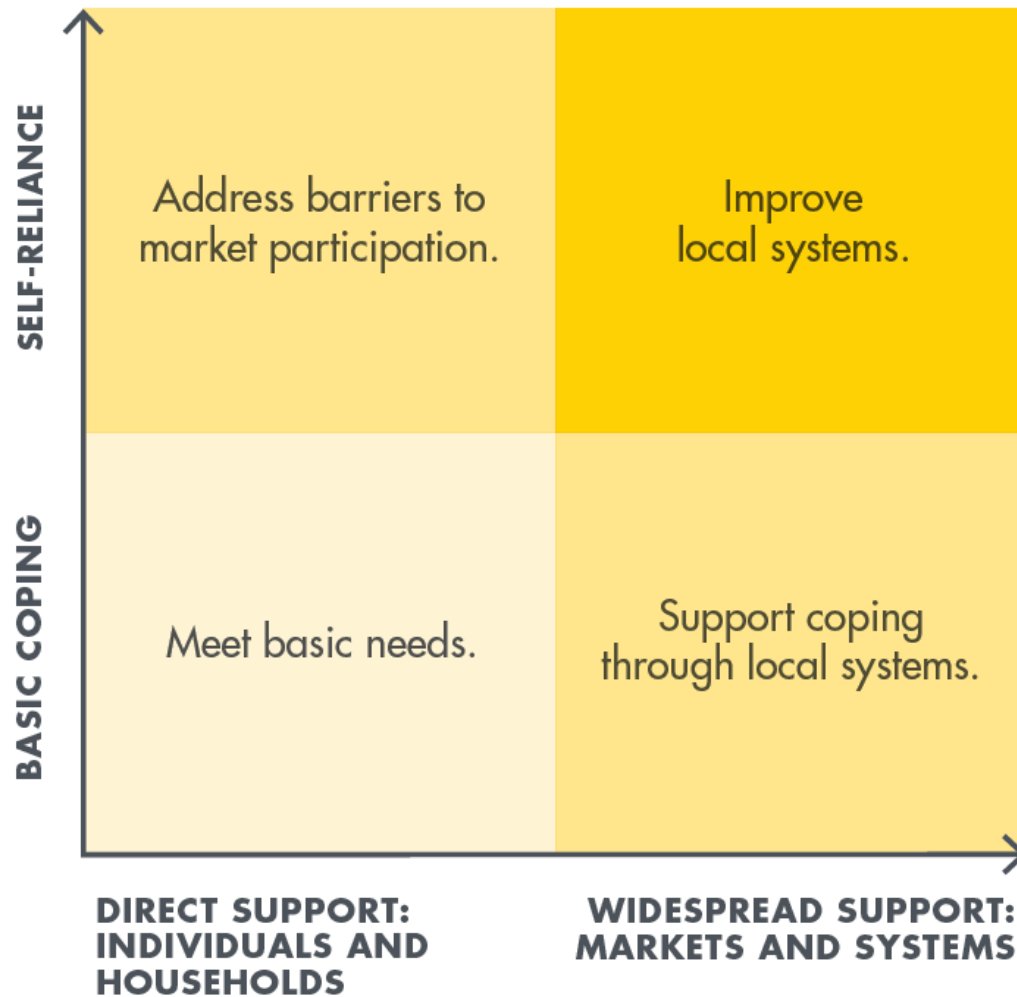
Welcome

**Meeting
urgent needs
and building
a stronger
tomorrow.**





Improving crisis response through market systems







Thank You!



LIZZIE MCLEOD

Policy Advisor
emcleod@mercy Corps.org



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Social Impact Investing



Mercy Corps works across a spectrum of program activity from immediate response to increased income and sustained access to markets and opportunity



Entrepreneurs
developing bold
solutions to the
world's toughest
challenges can
accelerate the
path to END
POVERTY &
PROTECT THE
PLANET



Mercy Corps Ventures uses philanthropic capital to make equity investments and fill the early-stage gap for these entrepreneurs

This **allows us to take on risk** that investors looking for clear returns cannot



and support ventures **to raise additional capital** and accelerate impact

Philanthropic risk capital

be catalytic capital to **bridge the gap** between entrepreneurs and growth capital

Increased impact



Invest



Leverage



Deliver



Forge

Case Study



Democratizing Learning and Opportunity

CONSUMER AND MARKET NEED

Over 4.5 billion individuals lack access to education and employment, but **90%** of them have access to mobile phones.

THE ARIFU SOLUTION

Mobile learning tool using technology to allow scale, already over **720,000** learners subscribed



Private sector collaboration, and specifically social enterprise or early-stage investments, also has its own challenges



Challenges



Unproven Business Models



Tough, Disrupted Markets



Serving the Underserved as
valued Consumers in
Markets

Creating systems that allow efficient and sustained support require leveraging different stakeholders strengths in future facing ways

NGO

UN

Private
Sector

 Scale

 Sustained Self-Reliance

 Needs and Support



Hetal S. Patel,
Head of Venture Growth
Mercy Corps Ventures
hpatel@mercy Corps.org

Thank you!





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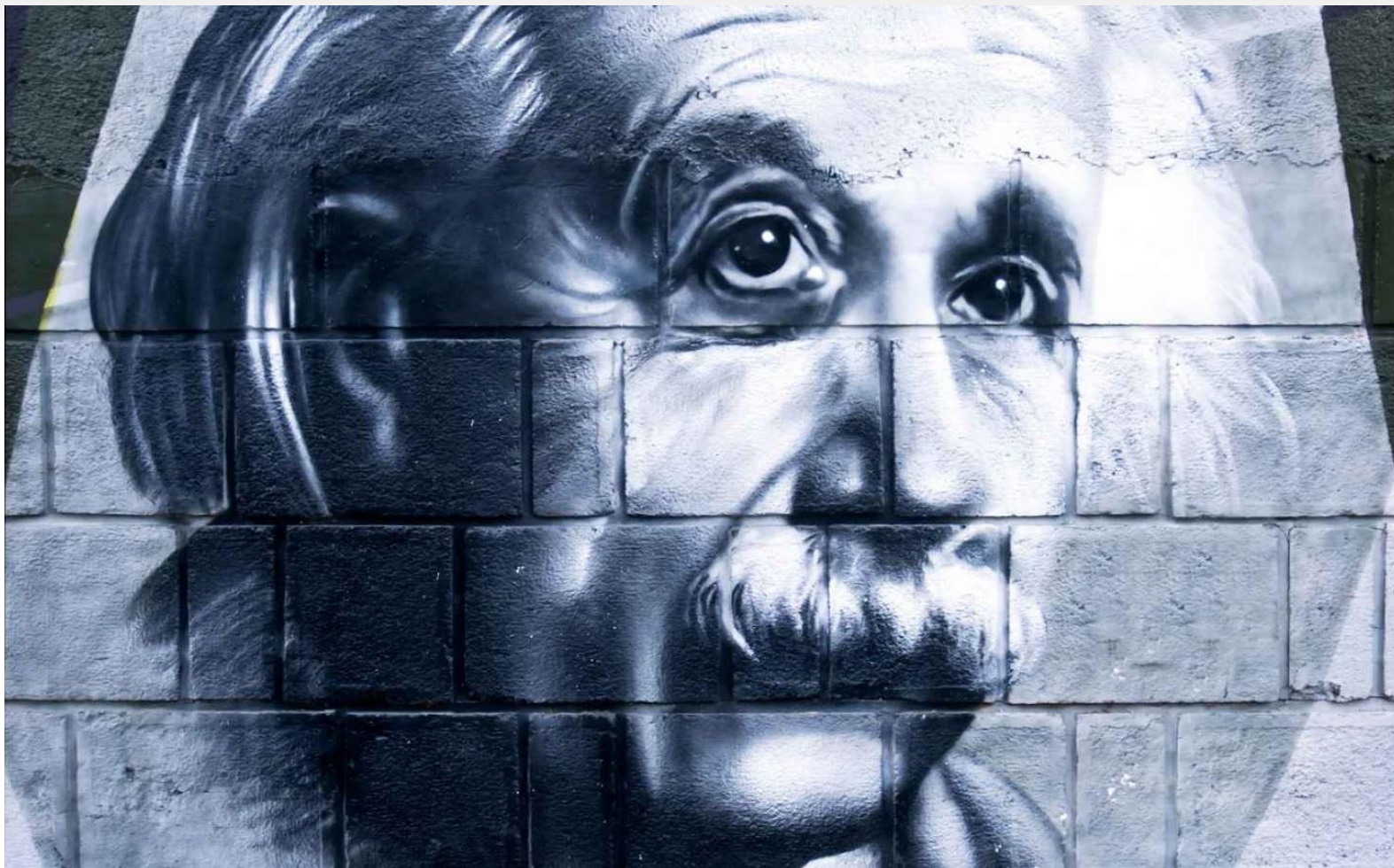
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Working with the private sector for sustainable outcomes

*Anders Bech Tharsgaard,
Head of Business Engagement, DRC*

Business-humanitarian partnership lab



Partnership process

PHASE 1

2016

Exploring &
Scoping

PHASE 2

2017-2018

Building the case
& Testing

PHASE 3

2019

Scaling



A solution informed by life-cycle costs



End users	Daily consumption (litres)	Yearly consumption (litres)	Trucking price per litre (USD)
20,000	15	109,500,000	0,005

Life-Cycle Costs (USD)	Water trucking (100%)	DRC-Grundfos Solution
Year 1	617,500	580,000
Year 1+2	1,235,000	610,000
Year 1+2+3	1,852,500	640,000

Value proposition



Cost-efficiency



Transparency



Sustainability



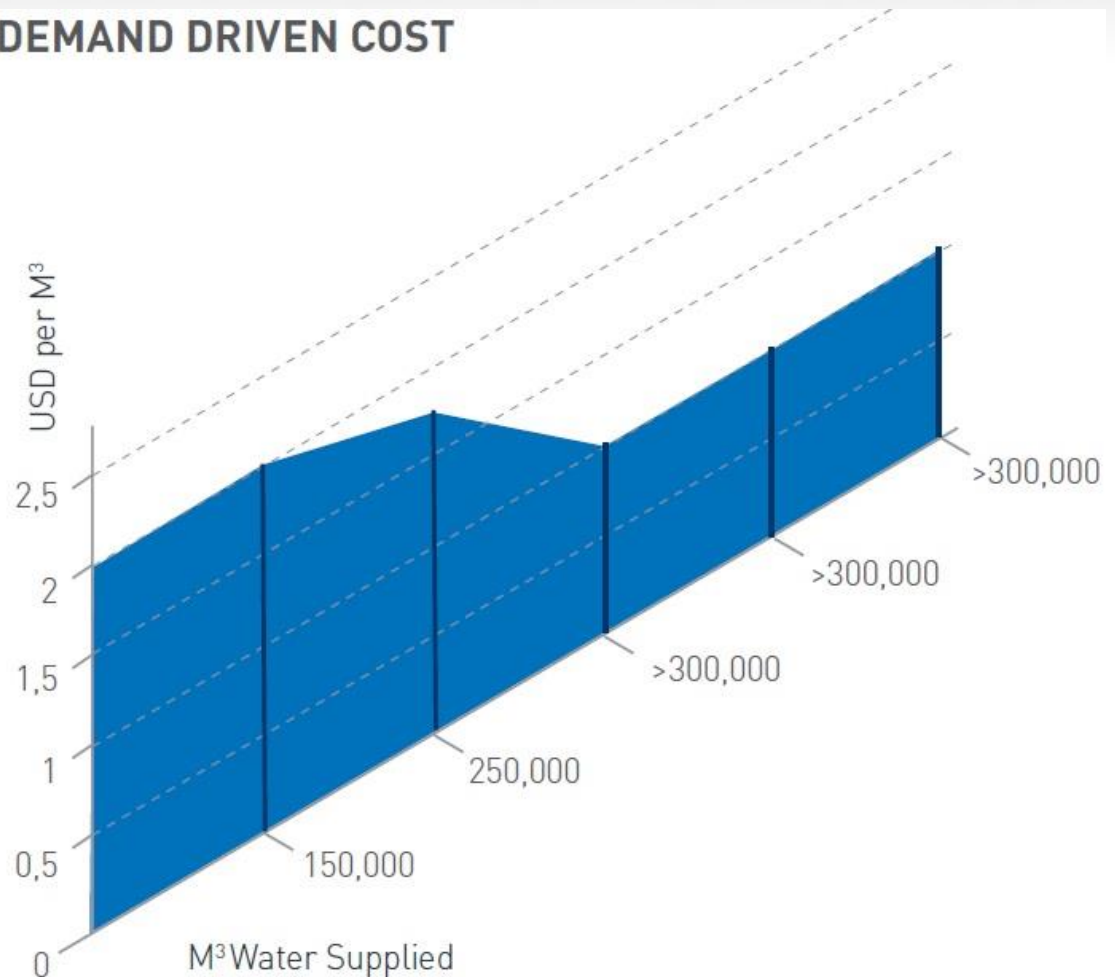
Accessibility

The path to scale

Share risk and
unlock impact
investment
potential



DEMAND DRIVEN COST



Thank you!

*The **New Way of Working** is about recognizing common goals and optimizing existing resources and capabilities to help all people in situations of risk, vulnerability and crisis.*

- UN Secretary General, António Guterres



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