

## PRESS RELEASE

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### **AVPN and the Inclusive Business Action Network (iBAN) announce new partnership to support inclusive businesses in becoming impact investment-ready**

- iBAN to support AVPN in addressing the access to finance challenge that inclusive businesses face by facilitating impact investments
- Partnership also aims to increase investors' awareness of inclusive business models as an attractive investment opportunity in ASEAN.

**Singapore / Germany, 22 January 2019** – AVPN, a funders' network building a high-impact social investment community across Asia-Pacific, is launching a new collaboration to build an ASEAN-wide capacity development programme for inclusive businesses. Defined as companies providing goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the pyramid making them part of the value chain, inclusive businesses often face barriers in accessing capital and support to scale. "There is often a strong dependence on bank loans across most inclusive businesses but traditional finance institutions tend to find them risky and costly", says Kevin Teo, Chief Operating Officer, AVPN. "This means there is a need to look at alternative finance, such as impact investments and explore how capital providers can fit inclusive businesses in their portfolios."

The three-step programme is funded by AVPN partner, The Inclusive Business Action Network (iBAN), a global initiative which supports the scaling and replication of inclusive business models to improve the lives of the poor and is implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). "We are excited to carry out this partnership as it is a necessary first step to develop the nascent impact investment space in Asia in order to improve the capabilities of inclusive businesses," says Dr Christian Jahn, Executive Director, iBAN. "With an extensive network of both social investors and inclusive businesses, AVPN is in a good position to build and influence the development of the ecosystem resource pipeline."

To this end, AVPN aims to start training inclusive businesses into becoming impact-investment ready. Spanning across Southeast Asian markets including Indonesia, Thailand, Philippines, and Vietnam, AVPN's awareness and training workshops will support inclusive businesses in tapping into funding streams most relevant to their growth stage. Simultaneously, AVPN will identify a range of capital providers and highlight investment opportunities that they can include into their portfolios. Finally, AVPN will hold a matchmaking session at their Annual Conference in June 2019, the largest gathering of social investors in Asia, to directly bridge communications between the best-in-class participants in the program and investors that can provide critical resources for these enterprises to achieve scale.

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To stay updated on the outcomes of this collaborative programme, visit our [Facebook page](#) or [events listing](#). We will also be sharing a report of our learnings and takeaways, to be released at the end of 2019.

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## **About AVPN**

As the only comprehensive funders' network in Asia, AVPN is a leading ecosystem builder for the social investment sector with 500+ members across 32 countries. AVPN's mission is to catalyse the movement toward a more strategic, collaborative and outcome focused approach to social investing, ensuring that resources are deployed as effectively as possible to address key social challenges facing Asia today and in the future.

[www.AVPN.asia](http://www.AVPN.asia)

## **About GIZ**

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a federal enterprise with worldwide operations. It supports the German Government in achieving its objectives in the field of international cooperation for sustainable development and international education. Through its work, GIZ helps people and societies shape their own future and improve their living conditions.

## **About iBAN**

The Inclusive Business Action Network (iBAN) is a global initiative supporting the scaling and replication of inclusive business models. Through its strategic pillars iBAN blue and iBAN weave, iBAN manages an innovative online knowledge platform on inclusive business ([www.inclusivebusiness.net](http://www.inclusivebusiness.net)) and offers a focused Capacity Development Programme for selected companies and policymakers in developing and emerging countries. iBAN creates a space where evidence-based knowledge transforms into learning and new partnerships. With its focus on promoting the upscale of inclusive business models and consequently improving the lives of the poor, iBAN is actively

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contributing to the achievement of the United Nations Sustainable Development Goals. iBAN is funded by the Federal Ministry for Economic Cooperation and Development and the European Union. It is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH.

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