

## Case-study 3: Impact Investment

17 PARTNERSHIPS  
FOR THE GOALS



# PARTNER UP AND FUND THE “PIONEER GAP” WITH THE PIONEER FACILITY



Unmet demand for energy and sanitation leaves a gap and significant market opportunity for the private sector. Local social enterprises are looking to ensure that solutions are appropriate for different socio-cultural contexts and sustainable over the long-term. However, these organizations face serious challenges that limit their ability to grow. When they want to expand, local entrepreneurs often need affordable debt.

Climate funds like the Pioneer Facility want to bridge this gap. The Pioneer Facility offers a financing alternative to enterprises too big for microfinance, but too risky for traditional finance. Filling this financing gap not only increases environmental friendly investments, but also supports regional economic and social development. It focuses on the growth phase of social enterprises who are producing and distributing sustainable energy, clean water and sanitation technologies that benefit low-income populations.

Partnering up with a social enterprise by investing in an impact fund will help your business align with the SDGs. Pioneer Facility supporters will have the opportunity to shape the Facility’s strategy and gain access to the ecosystem of regional impact development projects. Your business will be at the forefront of these projects’ evaluation as they become profitable, gaining privileged access to future investment opportunities.

**The SDGs give your business a useful framework to understand how your investment can help drive social and environmental change alongside the expected financial returns. SDG outcomes for example include job creation, increasing sustainable livelihoods and increasing the conservation of local forests.**