

# FINANCIAL SCHEMES



## CASE STUDY



Swisscontact

### Regional Investment Support for Entrepreneurs (RISE)

RISE provides pre- and post-investment business development services to social impact enterprises through a technical assistance (TA) facility. RISE partners with investors to find and support eligible companies. The RISE TA facility is a standalone platform that can support many investors and serves as a one-stop shop where businesses can access various forms of support through a pool of vetted consultants. The TA is a discounted repayable grant; TA repayment goes into a revolving fund that can then help other companies.

[More details on Rise Website](#)

Organization type	Non-profit / International Nongovernmental Organization (INGO)
Country focus	Cambodia, Laos PDR, Indonesia, Myanmar, the Philippines, and Vietnam
Type of finance	 Technical assistance
Stage of enterprise	Early stage, growth stage
Sector focus	 Agriculture  Clean energy  Health  Water  Sanitation

### Financial tools used

Technical assistance through a discounted repayable grant

### Launch date and maturity

2017-2021

### Average size of investment

Pre-investment TA package average:

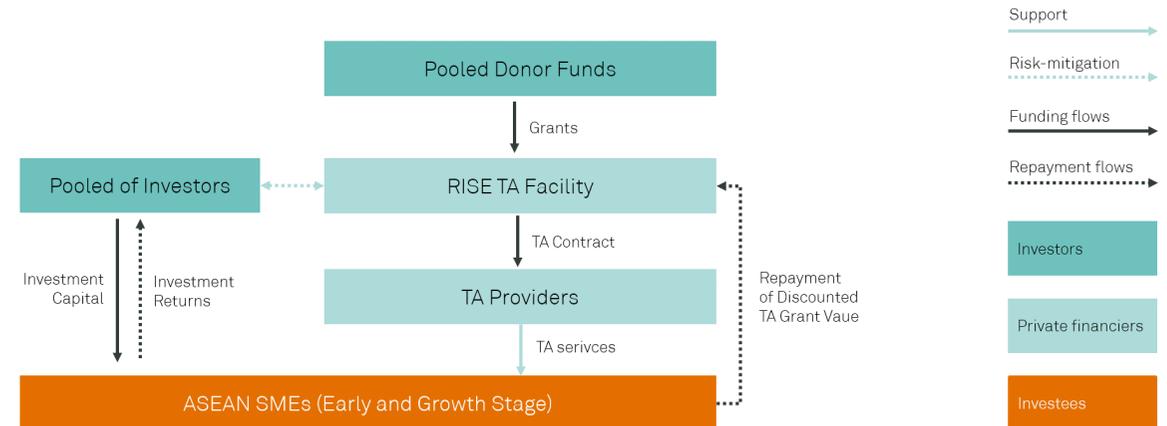
USD 10,000-20,000

Post-investment TA package average:

USD 25,000-50,000

The Regional Investment Support for Entrepreneurs (RISE) is a USAID-funded pilot project implemented by Swisscontact in six ASEAN countries. Currently RISE provides pre- and post-investment business development services to social impact enterprises through technical assistance (TA). RISE partners with investors – currently includes Nexus for Development, Phitrust Asia, and UBERIS Capital – to find and support eligible companies. The RISE TA facility is designed to be a multi-investor standalone facility that can serve as a one-stop shop where businesses can access various forms of support through a pool of vetted consultants. This TA is meant to help mitigate risks for investors and support more resilient growth for social impact enterprises. The TA is a discounted repayable grant and TA repayment goes into a revolving fund that can then help other companies. This allows entrepreneurs to access TA when they need it but pay for it as their business grows and/or receives investments.

### Structure of the financial scheme





Investment readiness of the pipeline has widespread interest among potential investor partners.

## Forthcoming investment 2019

---

The first recipient of RISE TA in 2019 will be NatureWild, a social enterprise in Cambodia. NatureWild is seeking pre-investment TA in the area of branding and marketing strategy with associated training and coaching.

NatureWild works with community suppliers to ensure responsible harvesting of non-timber forest products (or NTFPs) such as wild honey, essential oils, and other health and beauty products and engages consumers interested in high quality, sustainable products that match an eco-friendly lifestyle. NatureWild provides forest-based community producers a sustainable link to the market through market research, product, branding, and marketing strategy development; production incubation; and sales. The company links community producers, companies (B2B sales), and consumers (B2C sales) for more sustainable rural livelihoods, businesses and lifestyles.





### Learnings

RISE start-up has confirmed that there is great regional interest – among investors, entrepreneurs, and other intermediaries and stakeholders – to provide non-financial support services to social impact companies who seek to grow and scale. Although the project focused initially on post-investment support, it quickly added pre-investment support as investment readiness of pipeline had widespread interest among potential investor partners.

Although the project was designed to focus initial resources on companies linked to RISE through investor partners, there has been clear interest from companies who have not yet found an investor and seek non-financial support to move closer to investment readiness. As RISE secures additional financial and human resources, it will be important to consider additional models of support for such companies.



### Impact Measurement

RISE partners with multiple investors who work with different sizes of companies in different sectors, and each investor measures impact slightly differently. We believe it is important not to create an additional layer of data collection and reporting for the companies and investors, so we have not created a separate set of KPIs. Instead, we agree to collect the same KPIs used by our investor partners.

In addition to these financial and social indicators, we collect qualitative feedback from companies and investors to understand the range of impact catalyzed by RISE business support. This feedback will also help us refine our service offering over time.

RISE aims to support social impact businesses' successful growth, help mitigate risks for investors, increase the investable pipeline



### Risk

For pre-investment, RISE helps entrepreneurs mitigate risk by only requiring companies to pay 5% of the TA value up front. If the company does not successfully fundraise within 18 months, the obligation to repay the remaining 95% is forgiven.

For post-investment, RISE supports risk mitigation by allowing the company to repay the grant (75% of total TA value) over a two-year period as the business grows and cash flow improves.

