

KOIS Organizational Capability

KOIS is a leading international impact investment and innovative finance advisory firm. KOIS deploys capital in social enterprises and investment funds to generate a financial return, as well as a meaningful and positive impact on society and the environment. Alongside its investment activities, KOIS offers advisory services to design, structure, and place a diverse range of innovative impact financing mechanisms, as well as to help organisations shape strategies enhancing their societal impact.

KOIS is a pioneer in providing end-to-end support in impact investing and innovative finance, from concept to launch. We bring considerable expertise across all phases of developing and launching innovative financial products, and help broker partnerships between public and private investors. Our work covers strategic design, high-level scoping and feasibility, detailed product structuring (including impact measurement frameworks), fundraising, and operational management. From an investment process perspective, we have experience conducting end-to-end diligence and advisory services, from initial investment landscaping, deal pipeline development, and commercial and financial due diligence through to deal closing and post-close portfolio management. In doing so, we take full advantage of our combined experience in both advisory services (combining top-tier consulting and development management know-how) and asset management (including developing pipelines and deploying capital).

KOIS brings relevant expertise in global health, with about half of KOIS's advisory work devoted to healthcare and public health projects in Sub-Saharan Africa and India. KOIS has expertise in applying blended finance and results-based financing models for global health, leading to an in-depth knowledge of health systems, healthcare operating models, and the measurement of health outcomes in emerging markets and fragile contexts. KOIS experience includes:

- Supporting USAID's Center for Innovation and Impact with the design of its [Blended Finance Roadmap for Global Health](#), by creating a framework and toolkit to identify blended finance opportunities and to define USAID's role;
- Co-structuring the first-ever Humanitarian Impact Bond with the International Committee of the Red Cross, focused on raising the cost-effectiveness and impact of rehabilitation clinics in West Africa;
- Designing a blended finance facility to scale up solar energy power access in primary healthcare centers in Liberia, Malawi, Namibia, Zambia and Zimbabwe, with the United Nations Development Programme;
- Assessing the feasibility, designing and structuring of a Development Impact Bond (DIB) to improve menstrual hygiene management practices among adolescent girls in Sub-Saharan Africa, with the French Development Aid Agency;
- Assessing the feasibility of, designing and structuring a result-based financing mechanism to scale up innovative service delivery models in mental health through community health workers in India;
- Supporting the scale-up of ophthalmic clinics in the DRC;
- Supporting the design and implementation of an impact investing fund for a leading pharmaceutical player, by conducting an in-depth analysis of the healthcare landscape in Kenya and performing due diligence on target investments;
- Supporting the Children's Investment Fund Foundation and the UK's Department for International Development with the design and launch of a DIB on sexual reproductive health services in Kenya;
- Delivering an in-depth analysis of the primary health landscape in India to support the innovative finance strategy of a global foundation, including identifying high-impact, mission-aligned

providers and assessing the feasibility of deploying innovative finance instruments to support them;

- Assessing the feasibility of a DIB to improve menstrual hygiene management practices among adolescent girls in India, with the Water Supply and Sanitation Collaborative Council;
- Assessing the feasibility of a DIB focusing on the elimination of Multi-Drug Resistant Tuberculosis in Ethiopia; and
- Assessing the feasibility, designing and structuring of a Revolving Fund and DIB, focused on breast cancer care among low-income population in India.

In addition to our advisory work, KOIS has demonstrable expertise and a solid track record in designing, launching and managing impact investment funds. The accumulated assets under management of our direct investments and impact investment funds, which we co-manage with our fund partners, is over US\$200m, while the amount of funding raised by KOIS and partners through impact finance instruments such as impact bonds has reached over US\$35m. Our impact funds include: Inclusio (affordable housing for marginalized communities), Tara IV (SMEs focused in social infrastructure), and HealthQuad (Disruptive healthcare & health tech). Our direct investments include Bee, Rethink Autism, Auticon, Gojob, and change.org, among many others.

KOIS and its projects have been profiled in leading news outlets such as The Financial Times, The Economist, DEVEX and Euromoney. Moreover, KOIS has received rewards for its work, such as the Sustainable Partnerships Award 2017 for the “Duo for a Job” Social Impact Bond in Belgium.