

SCHOOL for
THINKTANKERS

On Think Tanks

Sustainability and Business Development

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Then



Now



The Impact of Covid-19

	Financial System Shock	Real Economy "Freeze"
Liquidity Problems	Liquidity problems hamper credit intermediation and investment	Healthy households and companies face severe cash flow problems, hampering investment
Capital Problems	Capital problems shut credit channels, damaging capital formation and ultimately growth	Damaged households and company balance sheets cripple investment and ultimately growth

Key Drivers of Change





- Globalisation
- Geopolitics
- Consumer empowerment
- Technology
- Demography

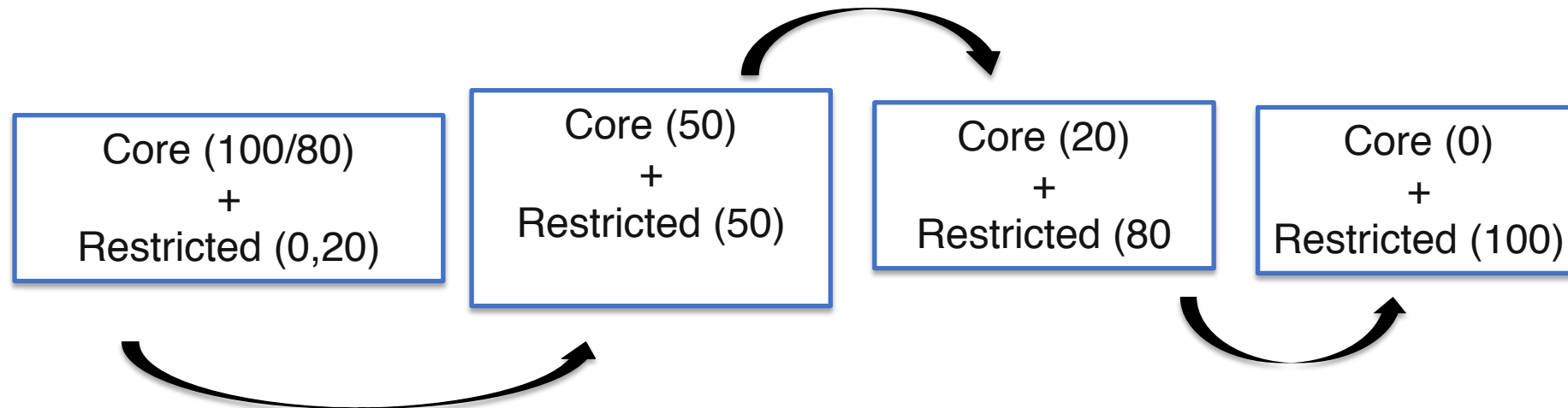
The List

- Quality of proposals could be improved by aligning ideas to objectives.
- Identifying experts in areas of interests for funding. Interested in having certain institutions in the landscape - provide funding for institutional strengthening – Identity!
- Most institutions do not assess the capacity of the fund to execute the project. They end up either diverting funds from other projects to complete the project or poorly executing the project– poses risk to the project and the institution– Survival!
- Institutions do not push back enough when funding amounts are determined by donors for a particular project.
- Main reason for funding is catalytic, i.e. Most funders want to start an idea, bring about solutions and attract additional funding in that area i.e. create a snowballing effect. However, most institutions usually focus on the short term goals.

The Whispers

- Clarity of the cost elements
- Avoid freeloaders riding off the back of their funds
- Inadequate capacity to execute projects.
- Funders are prepared to fund the true cost of projects.
- Objectives  Narrative  Budget
- Funders are always looking for more with less.

Evolution of the Funding Mix



Institution's Value
Proposition

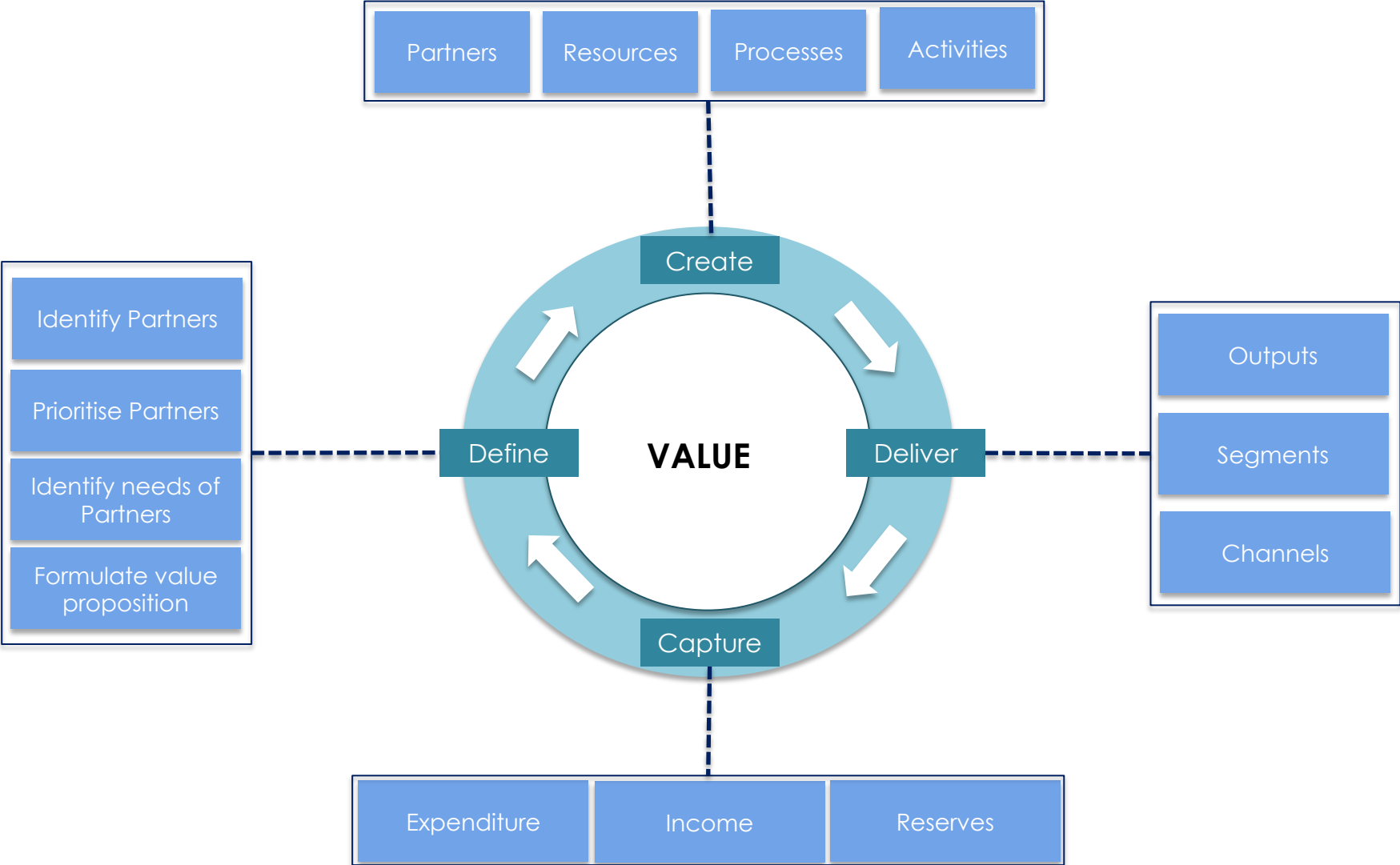


Project Objectives

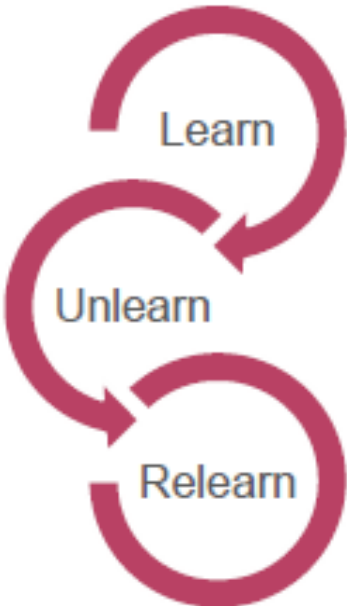


Impact

The Value Wheel



Agile Mindset



Thank You

