

**IIX / Shujog/ IIX Growth Fund  
2017 Summer Analysts and Associates Program**

**Impact Investment Exchange Asia (IIX), Impact Investment Shujog (Shujog) and IIX Growth Fund (IGF)** are pleased to announce the opening of the application process for the 2017 Summer Associates and Summer Analysts program for all three organizations.

IIX, Shujog and IGF's summer program is an opportunity for students and recent graduates to experience impact investing and innovative financial solutions for development in the field. From its head office in Singapore to its collaborations with partners in Asia, IIX, Shujog and IGF offer an unmatched opportunity to participate in and contribute to positive social and environmental change throughout the region.

IIX's summer program focuses on developing and stimulating products and platforms that will create a more transparent and engaged marketplace for impact investments to take place across the region. Shujog's summer program focuses on strengthening the knowledge and investment capacity of IEs across the region, through Impact Assessment, Research and Advocacy work. IGF's summer program focuses on pipeline building and exploring investment opportunities in Bangladesh, Indonesia and the Philippines.

The summer program is an intensive program where all summer apprentices will be participating in internal and external workshop sessions as well as be a core member of each team. There will also be visits to impact enterprises and selected apprentices may also get field experience to support our work in South and Southeast Asia.

**Application Process:**

Interested candidates can submit their application and resume to [apprentice@asiaiix.com](mailto:apprentice@asiaiix.com). In the email, please submit your most updated CV, motivation letter and the different areas of IIX/Shujog/IGF's work you would be most interested in (please see below for more details). Please note all accepted Summer Associates/Analysts will be working across teams as needed. As the summer program is structured with learning workshops and field visits, we would require all apprentices to **commit a minimum of 12 weeks** for the summer program to maximize your learning from the program.

The 2017 program will **commence on 15 May 2017** and **end on 4 August 2017**. Due to limited openings on the summer program and an overwhelming number of applications, all applications will be reviewed on a **first come first serve** basis and you are highly encouraged to submit your applications as early as possible.

Application deadline for interested candidates will be **12 February 2017** and IIX/Shujog will notify its final list of candidates for interview by **24 March 2017**. All offers will be made by **3 April 2017**.

All IIX, Shujog and IGF Summer Programs are unpaid and are based in the Singapore headquarters.

## 1. Impact Investment Exchange Asia (IIX):

IIX is a Singapore-based organization with a mission to provide Impact Enterprises (IEs) in Asia greater access to capital, allowing them to more rapidly expand the impact of their activities. IIX offers three investment platforms -- Impact Accelerator, Impact Partners and Impact Exchange. Impact Accelerator provides seed-stage IEs with mentorship and private capital through a structured and customized process over a period of about 8 months. Impact Partners is Asia's largest private placement platform for Impact enterprises, connecting carefully screened IEs seeking investment capital with impact investors. IIX also manages Impact Exchange, which is the world's first public trading platform dedicated to connecting IEs with mission-aligned investment.

Through its investment platforms, Impact Accelerator, Impact Partners and Impact Exchange, IIX connects IEs with Impact Investors that value the social impact these IEs create. IIX benefits Impact Investors by giving them access to a group of investment-ready IEs with strong corporate governance practices and a commitment to transparent reporting of both financial and social results, and by providing a source of liquidity.

For more information about IIX, please visit [www.asiaiix.com](http://www.asiaiix.com).

### **Areas of Work:**

**Corporate Finance Team:** The successful candidate will assist the Impact Partners team to conduct Impact enterprise and investor outreach. This will include direct engagement with investors, high-net worth individuals and banks, so fluency in finance is needed. This individual will also work with and assess Impact enterprises to prepare them for Impact Partners listing (examining financial reports, business plans, understanding capital needs), guiding them to be investor-ready and managing their capital raising process. This work will include financial modelling and analysis, process management and building trusted relationships.

**Business Development Team:** The business development team initiates and cultivates important relationships and initiatives that will result in strategic partnerships. The business development team supports the development of new products, services and projects that IIX is researching and/or test-launching. Outreach to build a local and regional network of ecosystem partners who will contribute and support the long-term sustainability of IEs will also be a critical role. Demonstrated project and process management skills are required in this role. The business development team straddles the work of IIX and Shujog.

**Capital Markets Team:** The Capital Markets team will support the structuring of pooled credit vehicles such as the Women's Livelihood Bond, while also contributing to IIX's other areas of work. The team performs credit analysis on IEs and MFIs shortlisted as potential borrowers under the WLB program and provides financial analysis and full credit reports on selected IEs and MFIs. The team member will also assist in raising and structuring credit facilities and/or investment capital for IEs and MFIs through participation in the transaction process.

## 2. Impact Investment Shujog (Shujog):

Shujog fosters growth, maturity, innovation, and market readiness in the impact enterprise (IE) and impact investment space in Asia Pacific. By building capacity of IEs, Shujog prepares these entities to access investment capital from impact investors, thereby enabling them to scale and multiply their social and environmental impact in a sustainable way. Shujog defines IE as an organization that uses business methods to achieve a social or environmental mission that benefits a poor, under-served or otherwise disadvantaged group or population.

Shujog is the Bengali word for opportunity. And facilitating opportunity is at the heart of all the programs Shujog leads. Shujog's mission is to strengthen, deepen, and expand the impact IEs deliver in poor and vulnerable communities. The strategic sectors Shujog focuses on are education, health, energy, water and agriculture. Shujog achieves its mission by focusing on three objectives:

- Magnifying the positive impact IEs and inclusive businesses contribute in their communities
- Scaling the quantity of successful Asian IEs moving into the expansion stage
- Broadening awareness of and interest in IEs through the sharing of best practices across continents

Shujog also manages interesting capacity building programs, creates new tools to help strengthen the impact IEs contribute, and writes cutting edge analytical papers that shape government policies and influence corporate and development work.

For more information, please visit [www.shujog.org](http://www.shujog.org).

### **Areas of Work:**

**Impact Assessment and Research Team:** Conduct research and analysis of the Impact enterprise sector in Asia. This includes country-wide, sector-specific or ecosystem-targeted research as well as broader policy perspectives. These research efforts culminate in published reports that are widely disseminated across the region. In addition, work closely to measure and communicate the social and environmental impact that IEs are having. Impact assessment team provides detailed projection and data collection tools as well as recommendations, to help magnify the social and environmental performance of an IE as well as enhance transparency and accountability to stakeholders and funders.

**Advocacy Team:** Work with the IIX and Shujog team to continue building strategic messaging and initiatives that promote the impact investing and IE space in Asia. Work closely across all functions of both IIX and Shujog to continue building a cohesive and compelling story of how social capital markets will influence sustainable development in Asia.

**Business Development Team:** The Shujog business development team initiates and cultivates important relationships and initiatives that will result in strategic partnerships with Shujog. The business development team focuses on marketing and developing Shujog products and services that fulfill a need in the IE and impact investment community in Asia. The Business Development team also straddles the work of both IIX and Shujog and will work closely with the Advocacy team.

*Please note: Previous marketing, development or research work highly preferred. Only candidates who are excellent writers, critical thinkers and energetic team players will be successful at Shujog.*

## 3. IIX Growth Fund (IGF)

The IIX Growth Fund (IGF) is a US\$50M, for-profit, growth capital fund that invests in Impact Enterprises bringing inclusive growth to South and Southeast Asia, particularly in Bangladesh, Indonesia and the Philippines. Investing across multiple sectors and countries in the region, the Fund delivers market level financial returns together with high positive social impact. IGF focuses on education, agriculture, energy, water, sanitation and the healthcare sectors.

**Investment team:** IGF's summer program focuses on pipeline building and exploring investment opportunities in the selected countries and sectors. The apprentice will support IGF's activities in

target markets, assist to conduct investment research and due diligence activities as well as support the team's fund raising efforts for IGF. The investment apprentice may also assist the team on the active management of portfolio companies – including on-going monitoring of portfolio companies, preparing monthly operational and financial performance reports and/or information memos for quarterly board meetings.

*Please note: due to the nature of IGF's work, IGF will show a strong preference to candidates who have a strong background in the private equity/investment sectors. Working history in development as well as demonstrable interest in Asia is also a plus.*

**For apprenticeship opportunities, send a motivation letter, CV and a writing sample to [apprentice@asiaiix.com](mailto:apprentice@asiaiix.com)**