

## 2019 IIX Summer Apprentice Program

### About IIX:

**Impact Investment Exchange Asia Pte Ltd and its group of companies (collectively “IIX”)** brings +9 years of experience in building the impact investment ecosystem with a mission to impact 400 million lives by connecting Wall Street to the backstreets of our communities. IIX has a thematic focus on women empowerment, climate action and community resilience. To date, IIX has mobilized US\$75 million in impact investment capital for +35 Impact Enterprises (IEs) across the social capital markets value chain. IIX has a network of +1000 impact investors with US\$1 billion assets under management and +30,000 ecosystem partners from private, public and nonprofit sectors. In recognition of its work to build inclusive markets and drive the global sustainable development agenda, IIX has won multiple awards: Oslo Business for Peace Award 2017, G20 Summit Market Builder of the Year Award 2017, Asia Game Changer Award 2016, among others.

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

### About a career with IIX:

You will join a highly effective team that provides you with an un-paralleled hands-on exposure to the Impact Investing and Social Finance space. You will thrive in applying finance skills to tackle development issues and excel in creating solutions using structured strategies and innovative programs that address and solve the world’s most pressing problems, from food security to inclusive finance to clean energy. You will become a global development leader who has a passion for international development and to get involved in work that makes a difference.

When you join IIX, you embark on a rewarding career where we are heavily invested in your professional development, as we will build on your strengths and help you gain new skills with training, coaching, encouragement and guiding you in the right direction. It is a value addition to advance your career, providing you invaluable exposure to the rapidly growing impact investing space.

You will WANT to instigate change.

Thus, as a successful team member, you should be:

- **Mission driven:** Commitment to social finance and impact investing as a path to unlock society’s potential to effect social change is essential for a happy and successful tenure at IIX.
- **Results oriented:** At IIX, we manage toward impact maximization and produce measurable returns. These results strengthen the ecosystem and transform existing realities by helping impact enterprises magnify their impact and scale.
- **Resourceful:** While IIX is a seasoned stakeholder in the impact enterprise and impact investing space in Asia, we pride ourselves on creating new opportunities. Being resourceful and skilled at mobilizing human, financial and political resources to achieve IIX’s mission is a key part of the role.

Some of our clients include foundations such as the Rockefeller Foundation and Bank of America-Merrill Lynch Foundation, corporations such as Standard Chartered Bank and KKR, international non-profits such as Oxfam and World Vision, multilateral institutions such as the Asian Development Bank, UN Agencies such as UNDP, and government agencies such as USAID and Sida.

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IIX is pleased to announce the opening of the application for the 2019 Summer Apprentice Program.

### About the IIX Summer Program:

#### 1. Overview

As a new team member, you will learn about our businesses, develop important relationships, and build career-enhancing skills. This program is open to third and fourth year undergraduate and graduate level students from any field of study. While your discipline or major is not important, we're looking for students with an outstanding record of academic achievement and an interest in changing the world by changing the financial markets.

A financial background is not necessary. Your area or major of concentration is less important to us than your potential. Whether you've distinguished yourself in economics or history, the next phase of your career will be shaped by your passion, energy and vision. We encourage you to apply, provided you share an interest in connecting the back streets with wall streets, and have demonstrated strong academic performance and professional drive.

## 2. The Experience

We provide our new apprentices with the tools necessary for professional growth and career advancement. As a new apprentice, you will learn a great deal about the firm and how we do business and about the whole sector. You will gain the skills and knowledge necessary to support our businesses.

As part of the Summer Program, you will receive formal training followed by department-specific training. You will also receive ongoing training, based on your specific skill needs and interests, to bolster your professional development through learning in the workplace. As a start, you will be attending workshops on "Financial Modelling", "Innovative Financial Structures", "Professionalism", "Problem Solving and Presentation Skills". There will also be field visits to Singapore-based social enterprises.

The IIX Summer Program is based in the Singapore headquarters. We will provide a small stipend for food & transport. The apprenticeship program is an intensive program where all apprentices will be participating as a core member of each team. Selected apprentices may also get field experience to support our work in South and Southeast Asia. An apprenticeship at IIX can open the doors for you to join the IIX team full time if you perform exceptionally well. Some of our full time staff have gone on to study at top Business Schools for their post graduate studies, for example at Yale, Georgetown, INSEAD, Columbia SIPA among others.

The IIX Apprentice Program will run from 13 May 2019 to 2 August 2019 for a total of 12 weeks.

### Our Core Teams:

**Corporate Finance Team & Impact Assessment:** 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. The apprentice team member will also 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.

**Business Development and Advisory 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 focuses on marketing and developing IIX products and services that fulfill a need in the IE and impact investment community in Asia.

Also conduct research and analysis of the Impact enterprise sector in Asia. This includes countrywide, 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. The business development team straddles the work of IIX and IIX Foundation.

**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 various sustainability bond structures 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.

**Advocacy and Knowledge Management:** Work with the IIX team to continue building strategic messaging and initiatives that promote the impact investing and IE space in Asia-Pacific. Work closely across all functions of IIX and IIX Foundation to continue building a cohesive and compelling story of how social capital markets will influence sustainable development in Asia. Also support Knowledge Management team to promote the courses of IIX Impact Institute, which empowers stakeholders to participate in the Impact Investing Space.

*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 IIX.*

**IIX Growth Fund (IGF):** 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.*

**Application Process:**

Interested candidates can submit their application at [apprentice@iixglobal.com](mailto:apprentice@iixglobal.com). Please note all accepted Summer Associates/Analysts will be working across teams as needed.

- Dates of Summer Program: 13 May 2019 to 2 August 2019 (12 weeks)
- Last date to submit applications will be **4 January 2019** and IIX will inform its final list of candidates for Interview by **15 January 2019**.
- Short listed candidates will be required to complete a test and interview with at least one IIX team member. All offers will be made by **8 February 2019**.

- Eligibility: Students who have completed their 3<sup>rd</sup> year of Bachelor's degree (rising seniors) and MBA/Master's/ Ph.D students are welcome to apply
- Submit your latest resume, cover letter highlighting clear motivation to work in Impact Investing space in the long term, your university/college transcripts indicating your current GPA score, along with a writing sample.
- Due to limited openings on the summer program and an overwhelming number of applications, all applications will be reviewed on a **rolling** basis and you are highly encouraged to submit your applications as early as possible.

You may highlight in your application which core team you prefer to work with. However the final decision to assign the team will be based on our assessment of your application.

