CONVERGENCE
BLENDING GLOBAL FINANCE

# INDO-PACIFIC NGO BLENDED FINANCE ACCELERATOR

INFORMATION SESSION

November 13, 2025 (Asia/Australia)

www.Convergence.finance

Australian Government

Department of Foreign Affairs and Trade

# Housekeeping

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- Please **use the Chat function to ask questions**

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# Agenda

| | | |
|---|---|---|
| **2:00 pm AEDT** | Welcome Remarks & Overview of Indo-Pacific NGO Blended Finance Accelerator (10 mins) | **Leah Pedersen,** *Senior Director, Convergence*<br>**Angus Kathage,** *Assistant Director, Australian Department of Foreign Affairs and Trade (DFAT)* |
| **2:10 pm AEDT** | NGO Accelerator: Need and Opportunity (10 mins) | **Krishna Malhotra,** *Associate Director, Convergence* |
| **2:20 pm AEDT** | Deep Dive: Call for Proposal (10 mins) | **Arusha Latif,** *Associate, Convergence* |
| **2:30 pm AEDT** | Grantee Showcase (15 mins) | **Janice-Renee Yoshioka** *, Vice President Nature Finance , Conservation International* |
| **2:45 pm AEDT** | Q & A (15 mins) | **DFAT Accelerator Team,** *Convergence* |

# Convergence: A Global Network for Blended Finance

## About Us:

We exist to increase private investment in emerging markets and developing economies to advance the UN Sustainable Development Goals (SDGs)

### We are building the field of blended finance through four key pathways:

**GUIDING**

- Thought leadership
- Donor advisory services
- Deal insights & intelligence

**EDUCATING**

- Member learning programs
- Customized capacity building
- Online learning modules

**CONNECTING**

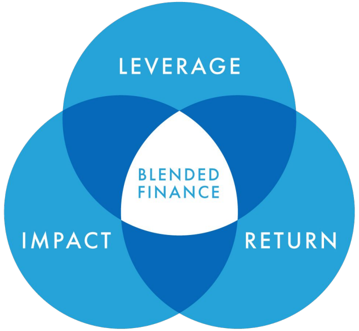
- Networking
- Peer learning
- Multi-stakeholder working groups

**MOBILIZING**

- Grants to design and develop early-stage financial structures
- Live deal flow

**Blended finance transactions should have three signature markings:**

1. **RETURN:** Intended to yield
   1. an overall financial return and
   2. risk-return for private investors in line with market
2. **IMPACT:** Underlying activities drive capital towards SDG-aligned sectors in EMDEs.
3. **LEVERAGE:** Public/philanthropic parties leverage catalytic capital to make a deal happen that would otherwise attract little or no private capital



# Overview of the New Accelerator

## INDO-PACIFIC NGO BLENDED FINANCE ACCELERATOR

Supporting NGOs to scope, develop, and implement high-impact blended finance solutions to advance climate action and gender equality in the Indo-Pacific region.

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# Components of NGO Accelerator

The Indo-Pacific NGO blended finance accelerator is designed to provide wrap around services with the support of 2 main components:

## 1 CATALYTIC GRANTS

Award grant funding up to USD 550,000 for the design, launch and scale-up of a blended finance solution

## 2 ACCELERATION SUPPORT

Access to tailored training, strategic market engagement and matchmaking, and expert capacity building resources to fast track the design and launch process

# Donor Perspective

**Angus Kathage**

Assistant Director, Blended Finance and Investor Engagement Unit

Australian Government

Department of Foreign Affairs and Trade

# NGO Accelerator: Need and Opportunity

# How NGOs can play a key role in scaling blended finance?

## Opportunity for NGOs to engage in blended finance

- **De-risks investment**: Combines public and concessional capital with private investment to finance solutions in emerging Indo-Pacific markets.
- **Unlocks scale:** Enables NGOs to move beyond grant dependence and design investable vehicles that mobilize institutional and commercial capital.
- **Catalytic opportunity:** Co-create market-based solutions that address development impact objectives while also unlocking private sector engagement.

## NGOs can play a significant role in blended finance

### Trusted Local Presence

Embedded locally, trusted by communities, understanding real needs

### Drivers of Innovative Partnerships

Co-create solutions with governments, investors, and private sector partners, often pioneering new models

### Developmental Impact Record

Strong track record in advancing climate action, gender equality, and inclusive development

### Bridging gaps

Provide technical assistance, de-risk projects, and bring a development lens to blended finance transactions

Sample of NGOs supported by Convergence

The Nature Conservancy

WCS

Rainforest Alliance

Conservation International

villgro possible.

# Accelerator supports NGOs to overcome barriers to engage in blended finance

## Key Challenges NGOs Face in Engaging with Blended Finance

- Limited understanding of blended finance concepts and structuring approaches
- Resource constraints that limit feasibility and design capacity
- Limited expertise and resources for financial structuring and navigating regulatory restrictions
- Limited access to investors and specialized technical advisors

## How the Accelerator Supports NGOs?

**Catalytic Design Grants:** Provides up to **USD 550,000** in early-stage funding to design, pilot, or scale blended finance vehicles focusing on climate action and gender equity in the Indo-Pacific region

**Tailored Acceleration Support:** Offers tailored training, strategic market engagement and matchmaking, and expert capacity building resources to fast track the design and launch process

Sample of NGOs supported by Convergence

BASE · ONE ACRE FUND · GLOBAL SCHOOLS FORUM · AQUA-FARMS ORGANIZATION AFO · OPPORTUNITY International

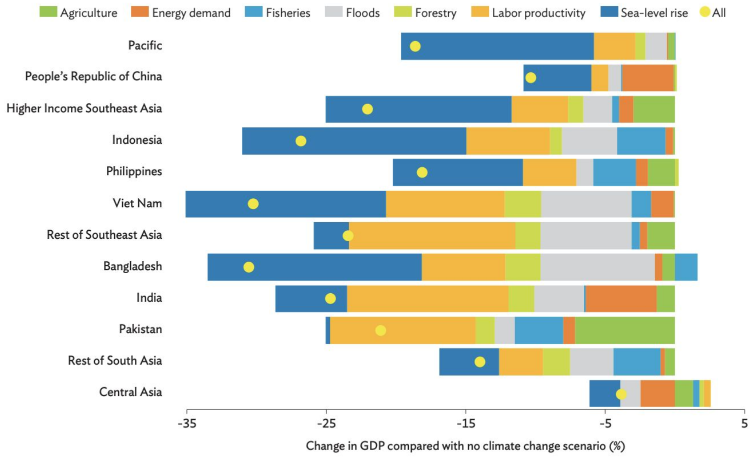
# Climate and Gender: Key Focus Areas for the Indo-Pacific

## Climate & Vulnerability

- The region is home to **6/10** most climate-vulnerable countries and houses 60% of the world's population
- Generates **~50% of global GHG emissions**.

*Climate regression is "alarming" driven by heavy fossil fuel use and frequent disasters.*[1]

**Composition of Losses in Gross Domestic Product in 2070 due to Climate Change Under a High End Emissions Scenario**

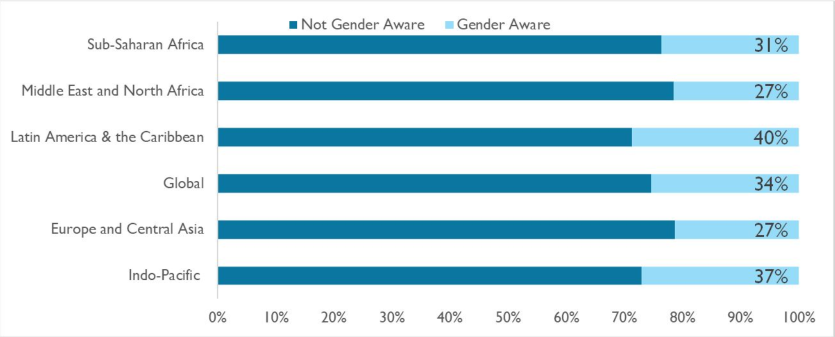



## Gender and Inclusion

- The region is home to **50%** of the world's women and girls.[2]
- Women represent **70%** of the climate-vulnerable poor and are often excluded from decision-making in climate finance.

*Gender progress in the region is "off track", with persistent inequality in access to work, finance, and decision-making.*[1]

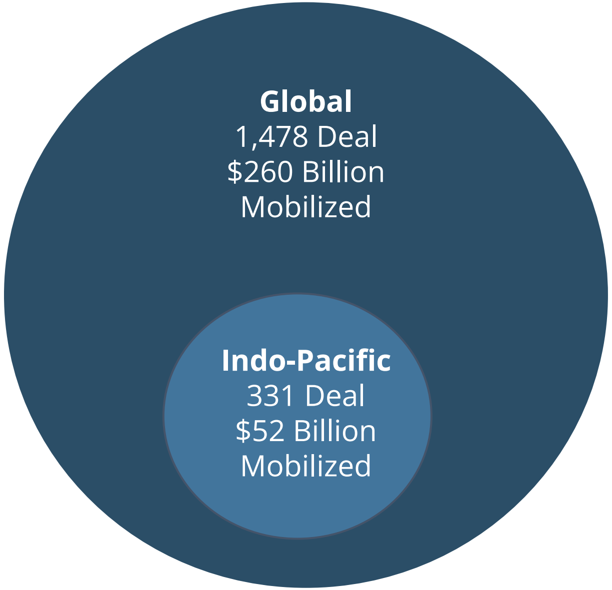
**Blended Finance transaction focused on Gender Equality: Investing in Gender is imperative for accelerating Progress and Economic Growth**




[1] Asia and The Pacific SDG Progress Report, ESCAP, 2025
[2] Accelerating Gender Equality, AVPN 2025

# Blended Finance in the Indo-Pacific Region

## 20% of the blended finance deal volumes target Indo-Pacific



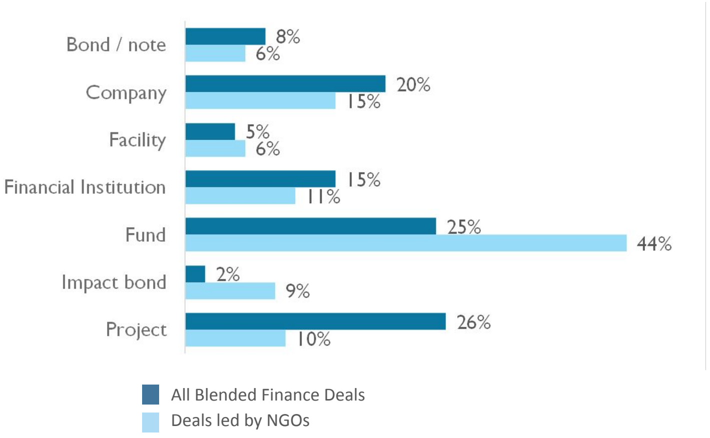

## Indonesia and Vietnam are leading the region, with Philippines and Cambodia as close second


[1] Convergence Historical Deals Database, 2025

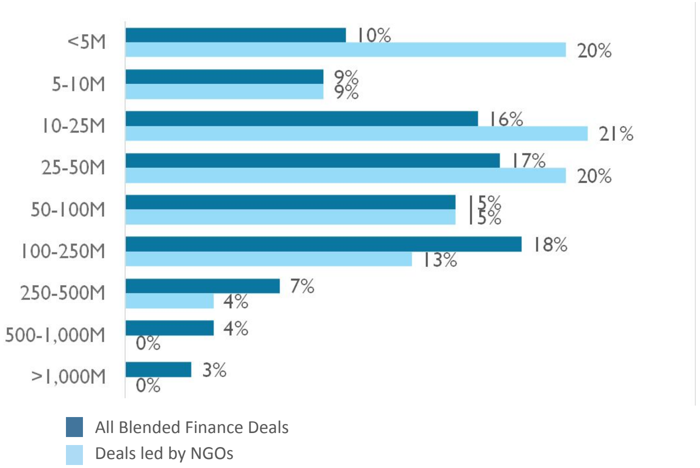
# NGOs Participation in Blended Finance

**NGOs led design of 82 ($4.6 B) blended finance deals[1]**
**Only 18% of those deals focused on Indo-Pacific ($0.5 M)**

**Vehicles: NGOs participate most frequently in blended funds (44%) followed by company-level transactions (15%)**




**Ticket Size: NGOs sponsor smaller deals, usually under $100 million.**




[1] Convergence Historical Deals Database, 2025

# Examples of NGOs from our grant portfolio

## 12 NGOs awarded grants from our portfolio[1]

GLOBAL EMERGING MARKETS WINDOW

The Nature Conservancy

**Blue Bond** to finance debt conversions for Small Island Developing States that face climate change challenges.

**Role of NGO in blended vehicle:**

- Designing and managing implementation of the debt-for-nature swaps
- Designed conservation commitments & monitoring frameworks
- Managed technical assistance and local implementation

ASIA NATURAL CAPITAL WINDOW

**Restoration Insurance Service Company** for mangrove restoration and conservation in Philippines.

**Role of NGO in blended vehicle:**

- Developed the initial concept linking insurance payouts to ecosystem restoration
- Designed the science-based impact logic and monitoring system
- Led partnerships with insurers, investors, and local actors
- Spin-off of to a separate for-profit entity to implement

ASIA NATURAL CAPITAL WINDOW

WCS

**Bukit Barisan Selatan Landscape Fund** to finance conservation-friendly enterprises around a critical biodiversity hotspot in Indonesia.

**Role of NGO in blended vehicle:**

- Designing the structure
- Originating pipeline of community enterprises and landscape projects
- Managing biodiversity monitoring, impact metrics, and TA delivery
- Potentially partner with FI/fund manager to manage the facility

CATALYTIC CLIMATE FINANCE FACILITY

ONE ACRE FUND

**Smallholder Resilience Ventures (SRV)** to fill the agricultural financing gap in Africa

**Role of NGO in blended vehicle:**

- Identified and prepared pipeline of smallholder-focused agribusinesses
- Providing TA to enterprises.
- Developed impact metrics and ensured alignment with farmer needs
- Partnering with fund manager to co-manage the facility

[1] Convergence Blended Finance Accelerator Portfolio

# Deep Dive into the Call For Proposals

# Who Can Apply for Indo-Pacific NGO Accelerator?

## Eligibility Criteria

1. **Applicant:** Applicants must be **NGOs** applying independently or with consortium partners*. Strong preference for NGO applicants as lead, however on an exception basis, we may consider the financial partners (e.g. fund/asset manager) as a lead applicant where NGOs play a material role in the design and implementation of the financial vehicle (e.g. fund manager, technical assistance provider, or any other substantive role)

2. **Purpose:** To support the design, pilot, launch, scale-up and/or expansion of **blended finance vehicles** (e.g. Fund, Facility, Bonds, Project Finance Vehicles, etc.). Vehicle must demonstrate potential to drive private investment at scale for development impact and SDGs in Indo-Pacific target countries

3. **Geography:** Target one or more countries in the Indo-Pacific region that are eligible to receive Official Development Assistance and are aligned with **DFAT's list of target countries****

4. **Impact Theme:** Target impact focus must be SDGs aligned with **Climate Action** and/or **Gender Equality**

*In case of stage 2 and Stage 3 applications, fund/asset managers can also apply as lead applicants with NGO as key partners.
****Eligible target countries:** Bangladesh, Cambodia, Indonesia, Laos, Mongolia, Myanmar, Nepal, Pacific Islands Nations (Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Nauru, Niue, Papua New Guinea, Republic of Palau, Republic of the Marshall Islands, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu and Vanuatu), Pakistan, Philippines, Timor-Leste, Vietnam and Sri Lanka.
**Note:** We may consider regional proposals with up-to 20% of the anticipated portfolio exposure to any other ODA eligible country in the Indo-Pacific region not listed above.

# How to Determine which Grant Type to apply for?

| | Stage 1: Scoping | Stage 2: Proof-of-Concept / Pilot | Stage 3: Expansion / Scale-up |
|---|---|---|---|
| Objectives and Prerequisites for Each Stage | **Funding to explore feasibility of a new solution and validate its potential**<br>• NGO is in the early phase of exploring a blended finance solution<br>• Has an initial theory of change developed<br>• Identified potential partners to support scoping of the solution | **Funding to support design and structuring for pilot and launch of vehicle**<br>• NGO has completed initial feasibility work.<br>• Developed an initial financial structure and model and secured internal and external buy-in<br>• Identified key partners.<br>• Received at least one hard or soft commitment from an investor. | **Funding support to scale solution**<br>• NGO's role within the vehicle is clearly defined.<br>• Vehicle is investment-ready or already launched.<br>• Secured anchor investment and commitment from key implementation partners. |
| Use of grant funding | Example activities:<br>1. Market scoping and refining design and structure of vehicle (financial and legal)<br>2. Building initial pipeline, initial investor engagement and stakeholder consultations<br>3. Draft impact assessment and governance frameworks | Example activities:<br>1. Fundraising and investor outreach<br>2. Refine blended finance vehicle design and legal structure<br>3. Refine governance and impact frameworks<br>4. Investment pipeline development<br>5. Warehousing or piloting investments / Contribution to GP Commitments | Example activities:<br>1. Refining legal structure for scale-up/expansion<br>2. Operational funding to identify investment pipeline for scale-up.<br>3. Support to secure additional investor commitments to reach target close.<br>4. Warehousing or piloting investments / Contribution to GP Commitments |
| Amount and Type of Funding | Non-repayable funding available up-to AUD 300,000 (~USD200,000) | Conditionally repayable funding available up-to AUD 840,000 (~USD 550,000) | Conditionally repayable funding available up-to AUD 840,000 (~USD 550,000) |

**Priority Stream:** For this cycle, we are prioritizing stage 2 and stage 3 solutions; however, applicants for stage 1 solutions are also eligible to apply.

# What does acceleration support include?

## The acceleration support is designed to help NGOs successfully design, structure, and launch blended finance vehicles:

**CURATED KNOWLEDGE & INSIGHTS**

- A specialized blended finance curriculum, updated on an ongoing basis, and training tailored for NGOs
- Access to general knowledge products and valuable market insights from Convergence

**ENHANCED MARKET ENGAGEMENT**

- Access to a curated and vetted list of technical service providers and/or TA partners.
- Access to investors and ecosystem players
- Visibility into networking opportunities at relevant events and working groups

**STRATEGIC CAPACITY BUILDING**

- Peer-to-peer learning sessions for sharing best practices and strategies among the awardees.
- Investor readiness and strategic positioning support, including expert feedback on critical design and related deliverables from seasoned blended finance professionals.
- Targeted bootcamp sessions addressing awardees' specific interests and need

# What We Look For in an Application?

## Evaluation Criteria (1/2)

### Development Impact

- Addresses key environmental and social challenges in the Indo-Pacific
- Delivers measurable benefits for underserved and vulnerable groups (e.g., women, Indigenous peoples, people with disabilities)
- Includes clear impact indicators and monitoring frameworks

### Scalability & Replicability

- Demonstrates potential to mobilize private capital and expand over time
- Can be replicated in other geographies or sectors, creating a broader pipeline of investable solutions.
- Provides valuable learnings and models for other NGOs and practitioners in the ecosystem

### Additionality & Demonstration Effect

- Targets underserved markets and unmet financing needs using innovative blended finance structures.
- Creates demonstration value by de-risking investments and attracting new private investors.
- Builds NGO capacity to enter or deepen participation in the blended finance ecosystem.

### Gender Considerations

- Integrates gender analysis and equality goals into the vehicle's design and governance.
- Sets specific gender outcomes and indicators, e.g., 2X Challenge alignment or gender-disaggregated data.
- Ensures women's participation and leadership within the vehicle's operations and decision-making.

# What We Look For in an Application?

## Evaluation Criteria (1/2)

### Likelihood of Financial Close & Sustainability

- Presents a clear, realistic capital-raising strategy with early investor engagement.
- Demonstrates pathway to financial close and long-term commercial viability with minimal concessionality.
- Establishes strong financial governance and risk management structures.

### Internal Buy-in & Setup

- Has board and senior management commitment to pursue blended finance.
- NGO has the legal and operational readiness to structure and implement the vehicle.
- A dedicated team with the required expertise and capacity is in place.

### Stakeholder Support

- Secures commitments or partnerships from key stakeholders, investors, and technical partners.
- Has a clear engagement strategy for maintaining collaboration throughout design and implementation.
- Builds local ownership and alignment with government, community, and market partners.

### Track Record of the Applicant

- NGO demonstrates relevant experience and credibility in its sector or region.
- Has local presence or partnerships within target Indo-Pacific countries.
- Possesses a skilled, committed team and clear plan for growth and scale-up

# Important Dates and Application Review Process

**First Call for Proposal**

1 **STEP 1: EXPRESSION OF INTEREST (EOI)***

2 **STEP 2: FULL PROPOSAL****

3 **STEP 3: SHORTLISTING AND DUE DILIGENCE**

4 **STEP 4: INVESTMENT COMMITTEE**

5 **STEP 5: COMPLIANCE AND APPROVAL**

6 **STEP 7: CONTRACT AND ANNOUNCE MENT**

**Second Call for Proposal**

1 **STEP 1: CONCEPT NOTE**

Oct – Nov – Dec – Jan – Feb – Mar – Apr – May

**October 27**
Launch of 1st Call for Proposal

**November 18*****
Deadline for Expression of Interest

**Mid December**
Deadline for Full Proposals

**December- January:**
Shortlisting, Pre-Due Diligence and Full Due Diligence

**Mid Feb**
Investment Committee Meeting and Compliance

**March**
Contracting and Announcements of awardees and runner-ups

**Q2 2026 (Tentative)**
Second Call for Proposal

*Applicants will be asked to upload capital and governance structure/ pitch deck and MOUs (specifically in case of financial partners applying with NGOs)
**Only a select high-quality concept notes will be invited to submit a full proposal
*** November 18, 11:59 PM ET (November 19, 3:59 PM AEDT)

# Which grant should you apply for?

## Catalytic Climate Finance Facility

**Objective:** Accelerate implementation and scaling of market-ready blended climate finance vehicles in emerging markets
**Sector:** Climate mitigation and adaptation sectors
**Stage of Application:** Scale-up stage vehicles that are market-ready or close to market-ready
**Support:**

- Up to 70 days of hands on, tailored in-kind technical advisory by CPI for each vehicle including:
  - Developing go-to-market strategy
  - Refining financial models and vehicle structures
  - Fundraising, investor matchmaking, and due diligence
  - Gender mainstreaming and impact measurement systems
  - Enhancing local capacity
  - Refining operational frameworks
- A learning hub that generates and shares evidence to close knowledge gaps and mobilize capital for climate action
- Expert feedback on the design and structuring of the blended finance vehicle
- Visibility and access to network including investors, ecosystem partners, etc.
- Access to knowledge products and trainings.
- Peer learning sessions

**Next CFP: To be announced**

## Blended Finance Accelerator for Fund Managers (A4FM)

**Objective:** Strengthen Canadian and global fund/asset managers' capacity in blended finance with support in scoping, piloting, and scaling vehicles targeting emerging markets

**Sector:** Any sustainability aligned sector

**Stage of Application:** Scoping, Proof-of-Concept/Pilot, Scale-up/Expansion

**Support:**

- Blended finance training tailored to fund and asset managers
- Bootcamp sessions targeting specific interests and needs
- Peer learning sessions
- Visibility and access to network including investors, ecosystem partners, etc.
- Expert feedback on the design and structuring of the blended finance vehicle
- Access to curated knowledge products and blended finance market insights

**Next CFP: December 2025**

## Asia Climate Solutions Design Grant

**Objective:** Support development of early-stage blended finance vehicles targeting climate transition and resilience in emerging markets in Asia

**Sector:** Climate mitigation and adaptation sectors in Asia

**Stage of Application:** Feasibility and Proof-of-Concept

**Support:**

- Expert feedback on the design and structuring of the blended finance vehicle
- Visibility and access to network including investors, ecosystem partners, etc.
- Peer learning sessions
- Access to knowledge products, trainings, and blended finance market insights

**Next CFP: April/May 2025**

## Indo-Pacific NGO Blended Finance Accelerator

**Objective**: Support **NGOs** to design and scale blended finance solutions that unlock private capital for climate action and gender equality in the Indo-Pacific region

**Sector:** Climate Action and Gender Equality

**Stage of Application:** Scoping, Proof-of-Concept/Pilot, Scale-up/Expansion

**Support:**

- Blended finance training and bootcamp sessions targeting specific interests and needs of NGOs
- Peer learning sessions
- Visibility and access to network including investors, ecosystem partners, etc.
- Expert feedback on the design and structuring of the blended finance vehicle
- Access to curated knowledge products and blended finance market insights

**Accepting Applications till November 18**

**Janice-Renee Yoshioka**

Vice President, Nature Finance, Asia Pacific

Conservation International

CONSERVATION INTERNATIONAL

# Grantee Showcase

# Q & A

# Tips to Fill Your Application

## Tips for your application

- You will start with the **eligibility form,** fill in that carefully. The expression of interest (EOI) form will **only appear to eligible applicants.**
- The concept note form has **5 sections:** Basic Details, Organization Profile, Grant Stage Identification, Core Application questions and Convergence Engagement.
- Answer all the question and fill in the information clearly:
    - **Core Application** questions has a **word limit.**
    - Specify **why you are applying** for the particular stage of grant funding.
    - **You must upload:**
        - A capital structure diagram of your vehicle.
        - An MOU with other members if applying as a consortium
    - **Optional:** Upload supporting documents (e.g., pitch deck, MOUs, agreements).
    - Make sure to **fill out the tables** in the concept note completely e.g. **team, stakeholder (current and potential)**

Applications accepted in **English** and **only one application** per organization will be accepted


**Deadline:** 18 November, 11:59 PM ET
(19 November, 3:59 PM AEDT)

# THANK YOU

Learn more about the NGO Accelerator:

https://www.convergence.finance/accelerator/dfatngo

For any questions please contact:

accelerator@convergence.finance

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Swiss Confederation

Federal Department of Economic Affairs, Education and Research EAER
**State Secretariat for Economic Affairs SECO**

MAS Monetary Authority of Singapore

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IDRC · CRDI
International Development Research Centre
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Canada

UBS Optimus Foundation | UBS

The Rockefeller Foundation

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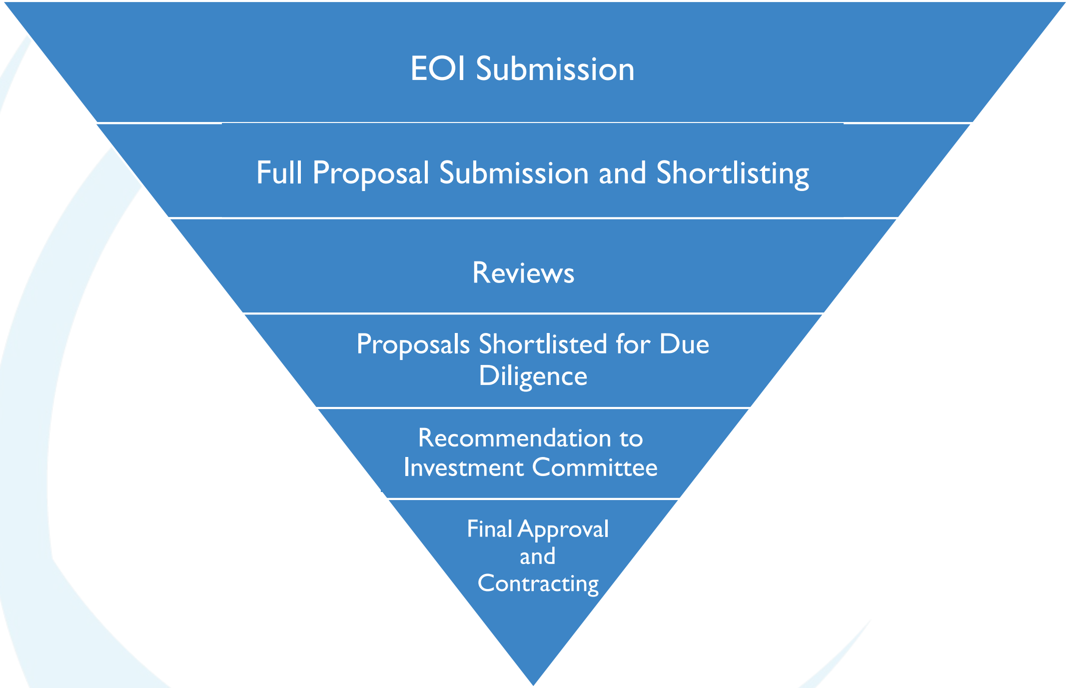
# Annexure

# What to expect from the 1st Call for Proposal?




- **Timeline of Support:** NGO Accelerator will provide support for over 12-24 months and provide milestone based grant disbursements.

- **2nd Call for Proposals:** Next cycle is expected to launch in Q2 2026 (Tentative)