

AJOONI AT THE AVPN CONFERENCE 2018 ON “MAXIMIZING IMPACT”

Singapore, 4th-7th June, 2018



Asian Venture Philanthropy Network (AVPN)

AVPN is a unique funders' network based in Singapore committed to building a vibrant and high impact philanthropy and social investment community across Asia. AVPN has over 400 members, and seeks to catalyse the movement toward a more strategic, collaborative and outcome focused approach to philanthropy and social investing, ensuring that resources are deployed as effectively as possible to address key social challenges facing Asia today and in the future.

AVPN Conference, 2018 on “Maximizing Impact”

AVPN hosted a conference on the theme “Maximizing Impact” from the 4th-7th June, 2018 in Singapore. The conference brought together a diverse group of funders and resource providers from around the globe to reflect on the importance of strategic, collaborative, and outcome-focused approaches to social investing. From philanthropy to impact investing, the conference covered a range of impact areas and investment approaches.

Mr. LM Singh, Co-Founder and CEO at Ajooni Impact Investment and Project Director, PAHAL at IPE Global, was invited to participate in a panel discussion on the theme “Healthcare and Impact Investment”. The panel discussed opportunities and challenges in investing for impact in the healthcare sector and showcased specific cases of innovations in Asia that have made healthcare affordable and accessible. The panel also elaborated on additional sources of capital including philanthropic and private capital that can be unlocked to scale impact.



Summary: Panel on “Healthcare and Impact Investment”

Mr. Chang Liu, Managing Director for Singapore, Mainland China, and Hong Kong ACCESS Health International, was the moderator for the panel. He elaborated on the growth of impact investments in healthcare, noting that one-third of private equity investments are in healthcare.

Mr. Abrar Mir, Managing Partner, Quadria Capital, said “In 10 years, total spending on healthcare in Asia will be \$4.3 trillion, more than the amount spent in US and Europe put together. Margins of

healthcare businesses are higher in Asia, but valuations have become unrealistically high. The key criteria for healthcare companies are access, affordability, awareness and quality.

Ms. Eugenia Koh, Head, Impact Investing and Strategic Engagements Standard Chartered, emphasised on the need to build transparent metrics for reporting impact, and the importance of investor education on impact investment.



Mr. Krishna Udayakumar, Director, Duke Global Health Innovation Center, Duke Health, noted that innovation & metrics for measuring and creating evidence of impact are key. He said, “It is important to see whether the infrastructure that is being created can be accessed by the excluded. It is important to find a way to move from hospital centric care to – solving 70% of issues through personalized solutions using a cell phone, 20% through a community center/facility and finally only for 10% of the healthcare needs go to a hospital.”

Mr. LM Singh, Co-Founder and CEO at Ajooni Impact Investment and Project Director, PAHAL at IPE Global, was the final speaker on the panel. He mentioned that despite being a middle income economy, there are more than 600 million underserved people in India, and therefore solutions that improve healthcare access and reduce out of pocket expenditure for these people should be supported. He said, “The amount of impact investments is low in comparison to mainstream capital. The real value is how bi-laterals, donors and impact investors, using \$100-200 billion in impact investments, can unlock trillions of dollars for solving problems of the majority.” He also emphasised on PAHAL’s role in leveraging the power of partnerships and creating an ecosystem to support social enterprises, providing them with technical assistance, market access, catalytic grants, debt enabled through USAID Development Credit Authority (DCA) and equity through the Pahal Health Fund.

Media Coverage



About PAHAL : PAHAL (Partnerships for Affordable Healthcare Access and Longevity), a joint initiative of USAID and IPE Global, aims to provide catalytic support to growth stage scalable social enterprises in developing affordable & quality healthcare solutions for the urban poor. PAHAL is a collaborative platform which seeks to connect, capacitate and catalyze innovative social enterprises focused on improving health outcomes.

About Ajooni Impact Investment: Ajooni seeks to deploy innovative financing and commercially viable market based solutions that can align private and public capital to catalyze Sustainable Development Goals. Ajooni is the Investment Manager of the Pahal Health Fund, and impact fund that takes an ecosystem approach to scale growth stage enterprises improving health outcomes.

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