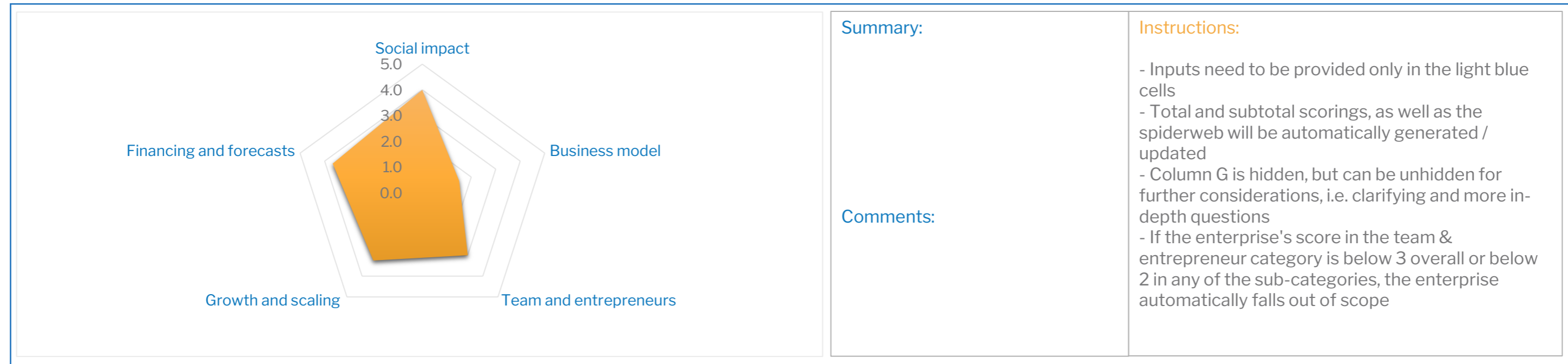


## Impact-Linked Finance General Assessment Scorecard



Name of the impact enterprise:

EXAMPLE LTD.

Completion date:

DD/MM/YYYY

Total scoring:

61%

### Knock-out criteria

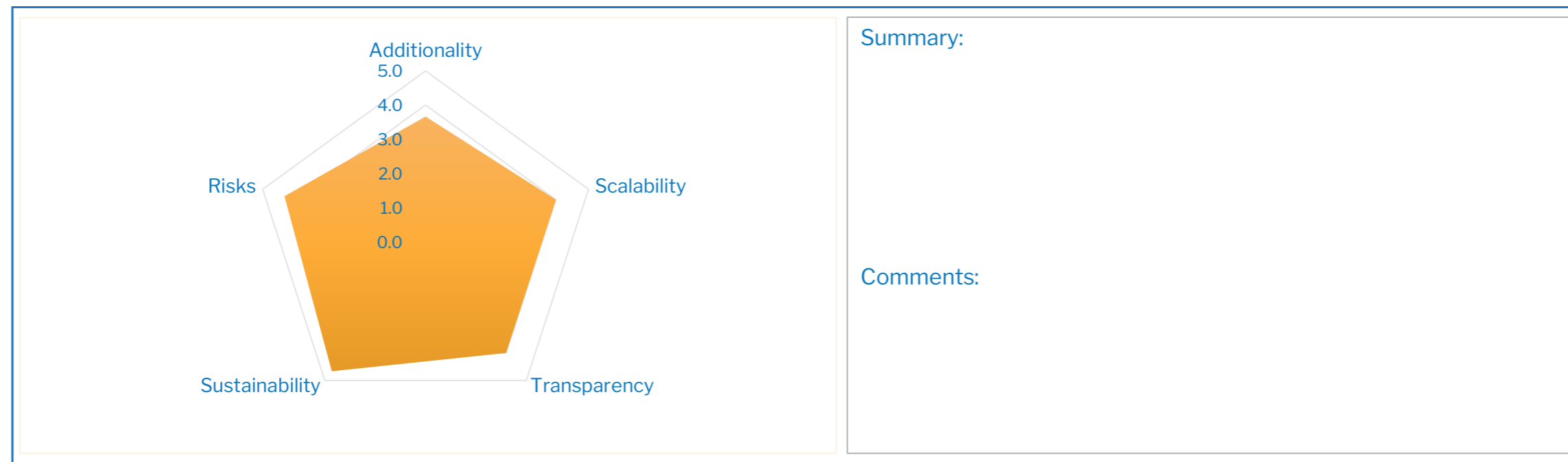
| Criteria                           | Yes | Question   |
|------------------------------------|-----|--|
| Impact mission                     | Yes | Is social impact the primary goal of the enterprise, or at least equal to the financial goals?                   |
| Impact measurement                 | Yes | Does the enterprise clearly understand their social impact? Is it being measured?                                |
| Relevant sector/area               | Yes | Does the enterprise generate impact in the relevant sector/area?   |
| Relevant geography                 |     | Does the enterprise generate impact in the relevant geography?   |
| Proof of concept                   |     | Does the enterprise have a proven concept and track record?  |
| Business model                     |     | Does the enterprise generate both social impact and business growth?   |
| Scaling plans                      |     | Is there a clear ambition and plan for scaling the impact?   |
| Investment round                   |     | Is the enterprise looking to raise investment in the next 12-18 months?  |
| Investment needs                   |     | Is the enterprise looking to raise the required (if specified) investment amount?                                |
| Financial sustainability           |     | Is there a clear and feasible plan on how to achieve financial sustainability in the medium term?                |
| SIINC suitability (only for SIINC) |     | Is it likely that the incentive payments will attract investment while broadening and / or deepening the impact? |

## General Assessment Scorecard

| Scoring criteria                 | Score     | Weighting and scoring | Question  | Comments |
|----------------------------------|-----------|-----------------------|---|----------|
| <b>1. Social impact</b>          |           |                       |   |          |
| Theory of change                 | 5         |                       | Does the enterprise offer a clear and realistic Theory of Change (ToC)?   |          |
| Social problem                   | 4         |                       | How critical is the problem the enterprise is tackling and trying to solve?                                     |          |
| Social solution                  | 4         |                       | How does the enterprise score on the breadth and depth of the impact it creates?                                |          |
| Innovation                       | 4         |                       | How disruptive and additional is the enterprise's solution?   |          |
| Impact assessment and monitoring | 3         |                       | How strong is the enterprise's impact assessment and monitoring system?   |          |
| <i>Social impact</i>             |           |                       |   |          |
| <b>Sub-total scoring</b>         | <b>20</b> | <b>4.0</b>            |   |          |
| <i>Max. sub-total</i>            | <i>25</i> |                       |   |          |
| <b>2. Business model</b>         |           |                       |   |          |
| Commercial model                 | 1         |                       | How strong is the enterprise's business model from a commercial point of view?                                  |          |
| Operations                       | 2         |                       | How stable and well-developed is the operating model the enterprise has in place?                               |          |
| Implementation                   | 2         |                       | How well-positioned is the enterprise to put its solution into practice (in the short-, medium- and long-term)? |          |
| Proof of concept                 | 1         |                       | Is the key solution/offer of the enterprise proven (product/market fit)?  |          |
| <i>Business model</i>            |           |                       |   |          |
| <b>Sub-total scoring</b>         | <b>6</b>  | <b>1.5</b>            |   |          |
| <i>Max. sub-total</i>            | <i>20</i> |                       |   |          |
| <b>3. Team and entrepreneurs</b> |           |                       |   |          |
| Leadership                       | 5         |                       | How well-experienced and prepared is the leadership team?   |          |
| Team                             | 3         |                       | How strong, solid and stable is the broader team?   |          |
| Governance                       | 1         | Out of scope          | How is the enterprise's governance set up?  |          |
| <i>Team and entrepreneurs</i>    |           |                       |   |          |
| <b>Sub-total scoring</b>         | <b>9</b>  | <b>3.0</b>            |   |          |
| <i>Max. sub-total</i>            | <i>15</i> |                       |   |          |

| 4. Growth and scaling      |     |     |   |  |
|----------------------------|-----|-----|---|--|
| Scalability                | 4   |     | How scalable is the solution?   |  |
| Growth plans               | 4   |     | How structured and sustainable are the enterprise's plans for growth and scaling? |  |
| System change              | 2   |     | How likely is it that the enterprise's solution could spur a systemic change?     |  |
| Replicability              | 3   |     | How easily can the model be replicated in other contexts?                         |  |
| Growth and scaling         |     |     |   |  |
| Sub-total scoring          | 13  | 3.3 |   |  |
| Max. sub-total             | 20  |     |   |  |
| 5. Financing and forecasts |     |     |   |  |
| Financial plans            | 4   |     | How detailed and well-defined are the enterprise's financial plans?               |  |
| Business performance       | 4   |     | How has the company been performing commercially so far (trends/patterns)?        |  |
| Funding                    | 3   |     | How well-placed is the enterprise to raise investments?                           |  |
| Financing and forecasts    |     |     |   |  |
| Sub-total scoring          | 11  | 3.7 |   |  |
| Max. sub-total             | 15  |     |   |  |
| <b>Total</b>               | 61% |     |   |  |

## Impact-Linked Finance Suitability Scorecard



Name of the impact enterprise: EXAMPLE LTD.

Completion date: DD/MM/YYYY

Total scoring: **82%**

## ILF Suitability Scorecard

| Scoring criteria  | Score     | Weighting and scoring | Question   | Comments |
|---|-----------|-----------------------|--|----------|
| <b>1. Additionality</b>   |           |                       |  |          |
| Impact additionality  | 4         |                       | How critical is SIINC for the enterprise to achieve bigger/deeper impact?                                |          |
| Financial additionality   | 4         |                       | How decisive is SIINC's intervention to help the enterprise to successfully raise a new financing round? |          |
| Cost Benefit Analysis (CBA), Cost Effectiveness Analysis (CEA)* | 3         |                       | <i>How does the enterprise score in a simplified CBA or CEA?</i>   |          |
| <i>Additionality</i>  |           |                       |  |          |
| <b>Sub-total scoring</b>  | <b>11</b> | <b>3.7</b>            |  |          |
| <i>Max. sub-total</i>   | <b>15</b> |                       |  |          |

| 2. Scalability                   |            |            |  |  |
|----------------------------------|------------|------------|--|--|
| Scaling potential                | 5          |            | How much would a new funding mix (SIINC/impact investment) enhance the enterprise's capacity to generate impact? |  |
| Scaling efficiencies             | 3          |            | How much more efficient could the enterprise become if it were to scale?   |  |
| <i>Scalability</i>               |            |            |  |  |
| <b>Sub-total scoring</b>         | <b>8</b>   | <b>4.0</b> |  |  |
| <i>Max. sub-total</i>            | <i>10</i>  |            |  |  |
| 3. Transparency                  |            |            |  |  |
| Impact assessment and monitoring | 4          |            | How comprehensive and structured is the enterprise's impact assessment and monitoring mechanism?                 |  |
| Impact attribution               | 5          |            | How well can the impact be traced back to the enterprise's intervention?   |  |
| Outcomes timeline                | 3          |            | How aligned is the SIINC timeline with the outcome envisioned?   |  |
| <i>Transparency</i>              |            |            |  |  |
| <b>Sub-total scoring</b>         | <b>12</b>  | <b>4.0</b> |  |  |
| <i>Max. sub-total</i>            | <i>15</i>  |            |  |  |
| 4. Sustainability                |            |            |  |  |
| Financial sustainability         | 4          |            | How realistic and sustainable are the enterprise's financial plans?  |  |
| Impact sustainability            | 5          |            | How realistic and sustainable are the enterprise's impact plans?   |  |
| Exit strategy                    | 5          |            | How adequate and promising is the enterprise's SIINC exit strategy?  |  |
| <i>Sustainability</i>            |            |            |  |  |
| <b>Sub-total scoring</b>         | <b>14</b>  | <b>4.7</b> |  |  |
| <i>Max. sub-total</i>            | <i>15</i>  |            |  |  |
| 5. Risks                         |            |            |  |  |
| External risks                   | 4          |            | How well is the enterprise prepared to meet potential external risks?  |  |
| Internal risks                   | 5          |            | How well is the enterprise prepared to meet potential internal risks?  |  |
| Externalities                    | 4          |            | How well does the enterprise control potential negative externalities?   |  |
| <i>Risks</i>                     |            |            |  |  |
| <b>Sub-total scoring</b>         | <b>13</b>  | <b>4.3</b> |  |  |
| <i>Max. sub-total</i>            | <i>15</i>  |            |  |  |
| <b>Total</b>                     | <b>82%</b> |            |  |  |

\*CEA is mostly used in cases where the data available prevents to use a CBA or when benefits cannot (or do not want to) be monetized. In some cases no CBA or CEA can be done prior to the structuring case. Please remove the entire row and adjust calculations accordingly.



# Definitions and inputs

|     |
|-----|
| Yes |
| No  |

| Score | Definition           | Explanation  |
|-------|----------------------|--|
| 1     | Poorly/not at all    | The enterprise ranks badly because most or all aspects to consider are either non-existent or very poorly defined / developed.   |
| 2     | Farily/barely        | Some aspects to be considered are in place, but still overall elusive. Negative aspects largely outweigh positive ones. There still is much room for improvement for the enterprise.                     |
| 3     | Well/somehow         | The enterprise ranks medium/average, with some things to consider being positive/well- developed and others still requiring improvement.   |
| 4     | Very well/very       | The enterprise showcases very good and promising results, with most of the aspects to consider being above average. Some aspect still may not be perfectly developed, leaving some room for improvement. |
| 5     | Excellently/decisive | All aspects to be considered are extremely positive. Standards exceed expectations.  |

| Logic to decide upon support: | Values |
|-------------------------------|--------|
| Not suitable                  | <70%   |
| Requires deeper analysis      | 70-85% |
| Candidate for pipeline        | >85%   |