



### Colleen Ebbitt (USA / Ireland)

**Host organization:** mothers2mothers (South Africa)

**ICats role:** Business Development/Corporate Strategy

**ICats duration:** Mar 2015 – Feb 2016 (full-time)

**Degree:** B.A. International Economics & Spanish (USA)

**Professional experience:** J.P. Morgan Private Bank (USA and Switzerland)

### Summary

Using her experience in finance, Colleen helped mothers2mothers (m2m) to strengthen their financing solutions and has helped to create an innovation and expansion fund to raise important growth and innovation funds for the organization. Colleen also led the participation in a potential Development Impact Bond.

#### The problem mothers2mothers aims to tackle

- Each day, more than 600 babies are born with HIV, 88% in sub-Saharan Africa, even though mother-to-child transmission is entirely preventable. Each year, an estimated 1.5 million pregnant women are infected with HIV, 90% of them in sub-Saharan Africa.



#### mothers2mothers solution

- m2m trains, employs and empowers HIV-positive mothers from local communities with frontline healthcare workers in both health centres and communities. They use their intimate understanding of the social and cultural challenges of living with HIV to form trusted relationships and common bonds with other pregnant women and new mothers that are unparalleled in maternal and child healthcare in Africa.

#### mothers2mothers' challenges

- In order to eliminate paediatric AIDS m2m needs to create programmes to address a generation of care. It is only when all children remain HIV negative and stay healthy through adolescence and into adulthood, going on to have healthy, HIV-negative children of their own, that paediatric AIDS will finally be a thing of the past.



#### Opportunity for an ICats Fellow

- Opportunity for a fellow with experience in finance to design, coordinate and implement creative financing solutions to address a structural problem, lack of unrestricted funding to finance broader growth and innovative initiatives.

#### “My experience as an ICats Fellow...

*was an incredibly educational and fulfilling experience; I grew professionally and personally. I gained valuable work experience in the healthcare sector in sub-Saharan Africa, and was able to successfully apply private sector techniques in the NGO context.”*

*“I have gained invaluable experience in the field of impact investing and development leaving me with a deeper understanding of the challenges facing local communities and disadvantaged populations.”*

*- Colleen*

### Colleen's achievements ...



- Set up of m2m's Innovation & Expansion Fund
  - £10 million donor fund raising critical funds for innovation and growth
  - Funding strategic initiatives including mobile health, technical experts, and leveraged donations
- Coordinated participation in potential 45mm ZAR Development Impact Bond for Early Childhood Development in Western Cape

### Colleen's next challenge

Colleen will return to Switzerland to continue her career as a Vice President Private Banker at J.P. Morgan. Colleen will continue to advocate for impact investing and passionately support various NGOs in their work to better the lives of others.

### ...contributing to mothers2mothers' growth



- Funding will support mobile health integration across all six countries at our highest volume clinics
- Hiring of technical experts to write further programmatic work to save and improve more lives of those exposed to HIV
- Increase visibility and engagement with social impact bond investors and intermediaries