



LGT Impact Fellowship 2021/2022

Impact Report

By Daniel Grossman

August 2022





Daniel Grossman (USA)

Host organization: mothers2mothers (m2m)

Fellow position: Business Manager, Impact Investment

Fellowship duration: Aug 2021 – Aug 2022

Degree: Bachelor of Science in Math & Economics

Professional experience: 7+ years



Summary

With a background in financial services, Dan joined mothers2mothers in Cape Town, South Africa to support the development of the organization's impact investment strategy, and to identify, evaluate, and execute business opportunities. Dan also supported strategic corporate finance projects.

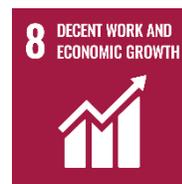
The problem m2m aims to tackle

- Over half of Africans – some 615 million people – do not have access to the healthcare they need
- 2 of 3 mothers who die during pregnancy or birth are located in sub-Saharan Africa

The solution m2m provides...

- m2m employs women living with HIV as Community Health Workers
- “Mentor Mothers” deliver health services at clinics and in communities across 10 African nations
- m2m has reached nearly 15MM people, created ~12,000 jobs and helped to prevent over 4.3MM HIV infections

... contributing to the SDGs:



Opportunity for a Fellow

- Support with the development of an impact investment strategy that reduces risk and enhances long term performance
- Support with the identification of business opportunities and evaluate them from a quantitative and qualitative perspective
- Build and cultivate relationships with potential investors, outcome funders and other partners

“My experience as a Fellow...

... has been incredibly meaningful, educational and impactful. mothers2mothers is a tremendous organization doing critical, life-saving work in sub-Saharan Africa. The team is filled with highly talented, compassionate and dedicated people, whom I have had the pleasure of working with over the past 12 months. I have been honored to support m2m while immersing myself in a completely new issue area and culture, not to mention beautiful part of the world!”

- Daniel Grossman



Dan's achievements...

- Developed high-level project plan and budget for design phase of potential Social Impact Bond in South Africa
- Built relationships with 10 potential partners including institutional investors, corporate investment arms, impact finance advisory firms, government entities and other non-profits to identify possible impact investment opportunities
- Analyzed m2m's investment holdings and made recommendations to enhance internal performance monitoring
- Created financial model leveraging forward market data to support foreign exchange rate forecasts for 11 currencies against the U.S. dollar
- Enhanced quarterly reporting to senior management and boards of directors with new financial data and re-designed presentation
- Project manager for implementation of procurement module into m2m's new financial management system



... contributing to mothers2mothers

- 10** relationships built with potential impact investment partners
- 3** project budgets developed
- 2** business processes optimized

Dan's next challenge

Dan will stay on with mothers2mothers, continuing to lead opportunities tied to impact investment and supporting corporate finance projects. He will also collaborate on the rollout of m2m's next strategic plan.