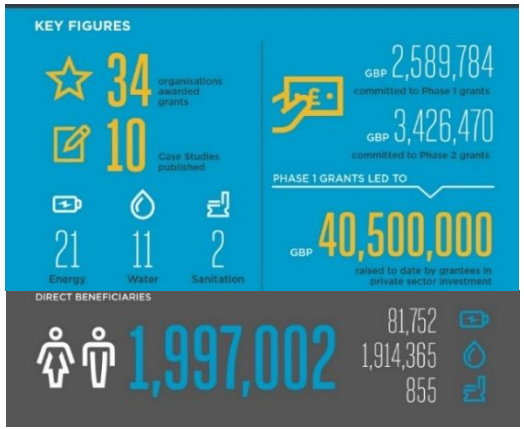
Establishing and Deploying an Innovation Fund

5th June 2017

Mobile for Development Utilities

GSMA Mobile for Development Utilities Innovation Fund



M4D Utilities programme is supported by the UK Government

Our mission is to unlock commercially sustainable business models that leverage mobile to deliver affordable and improved energy, water and sanitation services in emerging markets.

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Capital Deployment

	Phase 1	Phase 2
Categories	Seed & Market Validation	Seed, Market Validation & Utility Partnership
Sectors	Energy & Water	Energy, Water & Sanitaiton
Concept Notes	167	218
Organisations Funded	13	21
Grant Amount	£200-350K	£150-300K
Funds Committed	£2.4 Million	£3.4 Million

Phase 3 presently underway, we will be accepting applications in July 2017

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Innovation Fund Grantees

34 grants in

21 countries

2/3 include

MNO as a

partner or lead

applicant

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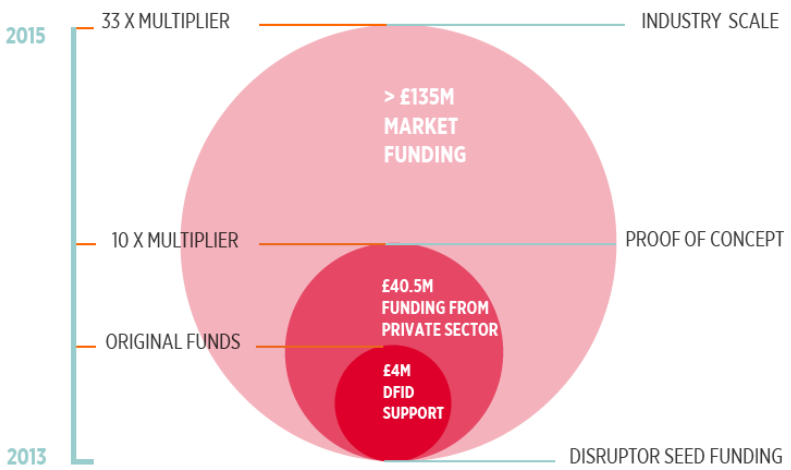
Measuring fund performance

Investments from 2013 to 2015



- 31 of the 34 companies funded are still active after two years
- ~50% of the organisations have active partnership with MNOs
- They have cumulatively reached ~2m people

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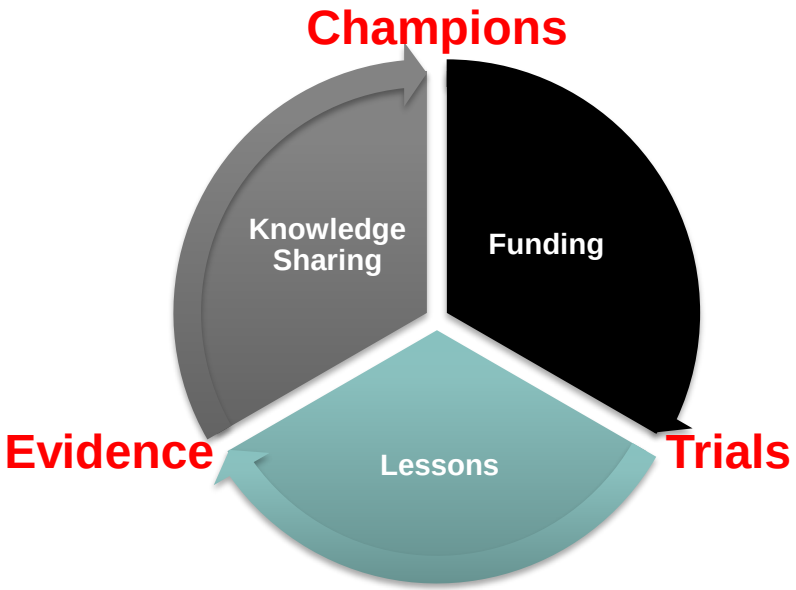
How are we leveraging grant capital



- Supporting early stage trials
- Developing the ecosystem through knowledge sharing
- Creating a pipeline for investors

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Using grants for investment readiness

- **Accountability:** Hands-on management; Thorough reporting; Match funding
- **Flexibility:** Typical grant will pivot at least once; Processes and operational capacity to accommodate change
- **Risk taking:** funded early stage start-ups; Customised technical support

Contributing to the ecosystem

- **Collecting & presenting evidence:** Systematic data collection; Insights and in-depth case studies
- **Creating opportunity for interaction:** Actively connecting with investors; connecting investors and grantees
- **Facilitating partnerships:** Providing proof points and connnections to support partnerships with telecom operators

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Thank you

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