

## **Stimulating Entrepreneurship & Business Growth in Southeast Asia**

### ***Frequently Asked Questions***

#### **General**

##### **What is the programme about?**

The goal of the nine-month programme is to stimulate entrepreneurship and business growth by identifying challenges to growth and increasing the distribution of resources to high-impact social entrepreneurs and SMEs, particularly those owned/led by women in Singapore, Malaysia and Vietnam.

##### **Why should I participate?**

Organisations who have successfully registered will be invited to join four capacity building webinars on topics related to Unlocking Different Financing Capital, Human Capital, Creating a Digital Blueprint and Advancing Gender Causes. Each session will invite unique perspectives from AVPN's diverse member community ranging from intergovernmental organisations, corporates and private funders.

Participating organisations will also be invited to take part in an Investment Readiness workshop and join a Community of Practice facilitated by local partners and corporate employee volunteers from Moody's. Each of these sessions will be designed to support you in your impact entrepreneurship journey.

##### **How do I register my interest to join?**

Up to two representatives per organisation will be able to join. Please register your interest to join here by 17 August 2021 23:59 (GMT+8 Singapore). Due to limited places, please note that your submission of this form does not confirm your participation. Your participation is confirmed only upon receiving a confirmation email from AVPN.

##### **Will there be a conflict if we are participating in another program or raise investment via other channels while in this program?**

No, the aim of this programme is to build the capacity of organisations through non-financial support that can help them in securing financial capital for their growth. So participating in other programmes or investment channels while in this programme would tie in with that very well.

**If we are not able to attend the session due to emergency or unavoidable circumstances how do we go about this?**

If you are unable to attend a session due to unavoidable circumstances, you can nominate someone else from your organisation to attend instead. If not possible, there is still some flexibility in attendance in case of emergencies. To be decided on a case-by-case basis.

**Regarding eligibility – in addition to women, is there a particular focus on impact businesses led/staffed by other groups who are disadvantaged (i.e. LGBTQ community members)?**

This program only has a focus on women in leadership (note that this is not a mandatory criteria). We may have capacity building programs in the future with a focus on other disadvantaged groups, but that is not the case with this current iteration of the Stimulating Entrepreneurship and Business Growth Programme.

**Eligibility**

**Am I eligible to join?**

You are eligible to register your interest if your organisation meets the following criteria:

- Open to both for-profit and not-for-profit organisations
- Active in Singapore, Malaysia or Vietnam (*Applicants may be registered outside these markets, but will be eligible to apply as long as they are operating in these countries*)
- Revenue-generating (*For not-for-profits, your grants received can be included as your revenue*)
- Preferably led by women in leadership positions
- Have a committed team, including advisors

We are also looking for applicants who are committed to attending all scheduled sessions from August 2021 to May 2022.

**Does the requirement of revenue-generation mean that not-for-profit organisations are not eligible to apply?**

No, not-for-profit organisations are also eligible to apply. For a not-for-profit organisation, you can include your grants received under the revenue section. Additionally, it could also mean that the organisation does not conduct revenue-generating activities as a separate business, but rather has them integrated into the organisation's other activities. Examples of such activities could be membership dues, sales of publications and products, and consulting services.

**My organisation operates in a country outside of the three markets. Can I apply?**

Unfortunately, this programme is restricted to organisations operating in at least one of the three target markets - Singapore, Malaysia, and Vietnam. You can be registered outside of these markets, but you need to demonstrate that you operate and are active in at least one of these three markets.

**To be eligible, does my organisation need to have been founded/co-founded by women?**

No, that is not mandatory, but if you have women in leadership roles please let us know in the application form.

**What stage of maturity do you expect impact organisations to be in? Would organisations that are not yet at the stage of roll-out or in an early-maturing phase be eligible?**

There is no required stage of maturity for impact organisations to participate in this program. Being in the ideation phase and not having started roll-out is completely fine, as is being in an early-maturing phase.

**Participation**

**What is the time commitment? How long would an average session be?**

- Four webinars of 60 to 90 minutes (including an opening and closing session)
- One Investment Readiness Workshop (about 120 minutes)
- Gatherings with your Community of Practice

All successfully registered organisations should aim to join all sessions. A full calendar of all session dates and times will be available upon confirmation.

**Is participation in this series free of charge?**

Yes, there is no fee for participating organisations to join.

**Can only female members from my organisation participate in the programme?**

No, male members from your organisation can also participate in the programme.

**Can multiple members from my organisation join the programme?**

A maximum of two members from your organisation can join the programme.

**Programme Offerings**

**Who will be conducting the different learning sessions?**

The sessions will be conducted by experts from the AVPN network who bring knowledge and practical expertise in the areas of the topics of discussion. They will be able to share relevant information and experiences with the participants.

**Who are the partners and impact investors who will be involved with the programme?**

Partners and impact investors involved in the programme will primarily include members of the AVPN network as well as different country partners for the programme. The exact list has not been confirmed yet and can be shared at a later date.

**What is the live showcase at the end of the event going to be like?**

The live showcase at the AVPN Global Conference 2022 is an opportunity for select organisations that have gone through this programme to showcase their solutions and their experience to a group of relevant stakeholders. This will include impact investors, funders, policymakers, and other impact organisations who are all part of the AVPN network and attending the conference.

**Would you be able to share more information about the investment-readiness workshop?**

The investment-readiness workshop will be conducted with our local partners in each of the three countries, and will tap on the expertise and knowledge of AVPN members who will be invited as speakers. The duration of the workshop will be around 2.5h. The programme of the workshop will likely include segments on evaluating your own organisation, preparing for due diligence, perspectives of impact investors, and a Q and A. There will likely also be a component of engagement and mentorship from Moody's employees.

**What is the Community of Practice learning track about?**

This track will be codesigned with our partner and it will be centered around creating peer-to-peer learning experiences for impact organisations with other participants from the cohort. The track will introduce opportunities to impact organisations to get to know each other, share advice and insights from their experiences, and bond as impact creators in their respective markets..

**Does this programme offer any financial support such as grant funding?**

No, there is no grant funding that is provided from this programme. The aim of this programme is to leverage on human and intellectual capital to help impact organisations become ready to engage with financial capital providers. However, it is interesting to note that we will have employees from Moody's Corporation who will be joining the programme to share their learnings and experiences. They will come in as knowledge experts, mentors, and bring a thought leadership angle to the learning journey.

**Will there be any networking opportunities available as part of this programme, to be connected with potential funders?**

Each session, you will be engaging with resource providers. That could be funders and investors. The live showcase itself is also a great opportunity to network and engage with relevant stakeholders.