

### **Roger Frank, Founder, Innovare Advisors**

Mr. Roger Frank is a capital markets pioneer, and, building on his work in international and emerging markets and microfinance, he founded Innovare in 2009. Previously, he was a partner at Developing World Markets (DWM) where he was part of the team that structured and placed the world's first capital markets transaction for microfinance, Blue Orchard Microfinance Securitization (BOMSI). This landmark transaction was the first time the international capital markets were used as a funding tool for microfinance. The models Mr. Frank helped create subsequently brought billions of dollars into the field. In addition, as a partner at DWM, he helped grow the firm from \$0 to over \$500 million in assets under management. For his work, he and his team won a Fast Company award in 2008 for companies pioneering new models for financing social innovation.

Before joining DWM Mr. Frank spent twenty years on Wall Street and was one of the first US-based investment professionals to work in international and emerging markets. He was involved with many landmark capital markets transactions in four continents that opened up these markets to international investors. He began his work in Africa in the early 1990s when he traveled to the region with leading international investors for meetings with senior government officials and managements of leading public and private companies.

Mr. Frank has an MBA in International Finance from NYU Stern School of Business (1983) and a BFA, cum laude, from the University of Delaware (1978). He has been published in the Stanford Social Innovation Review and serves on Save the Children Livelihoods Council, the University of Delaware Advisory Board Graduate Program in Fashion & Sustainability and the Board of Trustees, University of West and Inspiring Capital. He speaks conversational German and Spanish and is a self-published, Baseball Haiku poet.

### **Heinrich Schultz, Managing Director, OrganiMark**

Over the past 20 years Heinrich qualified himself as supply chain engineering specialist within the global marketplace. Currently Heinrich is the managing director and owner of OrganiMark, a supply chain optimisation and trade management firm with offices in South Africa and Mauritius. He is the chairman of the European Textile Exchange and serves on the board of directors of the Global Textile Exchange. Heinrich is also one of the founders and the executive manager of the Southern African Sustainable Textiles and Apparel Cluster (SASTAC).

Heinrich's MBTI \*1 personality type is ENTJ. He is a visionary with an action orientated management style and has strong communication, interpersonal and relationship building skills. He is a team player that values efficiency and is driven by

achievement. He is a natural organisation and network builder with instinctive leadership.

Heinrich also gained considerable international business experience through conducting business in most of the Sub-Saharan Countries (Mauritius, Malawi, Zambia, Mozambique, etc.), as well as Australia, the European Union, the USA, India, Indonesia, Thailand and China.