



William Davidson Institute  
AT THE UNIVERSITY OF MICHIGAN

## GLOBAL IMPACT SPEAKER SERIES

### The Changing Development Finance Landscape: Lessons and Strategies from an NGO that's Shaping the Process



#### Aron Betru

Co-Founder and Chief Executive Officer  
Financing for Development (F4D)

Monday, February 2 | 5–6 pm

R 1220 | Ross School of Business | 701 Tappan St

Reception immediately following

Over the past 15 years, development financing has undergone a dramatic landscape shift. OECD's Development Assistance Committee Official Development Assistance (DAC ODA) as a share of total external development financing has decreased from ~20% to ~10% and, of that aid, up to 28 cents of every dollar is lost due to disbursement volatility and cash flow inefficiency – particularly with respect to global health programs. Fortunately, there is a growing trend that is causing a convergence of both the need for innovative financing approaches and the appetite to deploy them. In line with this trend, Financing for Development's (F4D) mission and vision as a nonprofit organization is to facilitate innovative financing approaches as a means of increasing efficiency of international and domestic development financing. By advocating for, executing, and evaluating innovative financing solutions, F4D aims to bolster local economic development with long-term private sector co-investment.

**Aron Betru**, Co-Founder and Chief Executive Officer of Financing for Development, specializes in innovative financing solutions for international development. Aron is a pioneer in guarantee-backed financing of public health commodities, facilitating millions of dollars in both commercial lending for malaria and trade financing for reproductive health. He has also facilitated stakeholder price negotiations between procurers and suppliers that have yielded millions of dollars worth of increased access for commodity users. Aron served as a member of the 2012 Bellagio Consensus that advocated for multiple method based promotion of Long-Acting Reversible Contraceptives, and was a strategic advisor on matters of Market Dynamics and Country Engagement for FP2020.

Prior to joining F4D's flagship program, Pledge Guarantee for Health, during its proof-of-concept at the United Nations Foundation and facilitating its transfer to F4D, Aron was a Project Manager in the Washington D.C. office of Dalberg Global Development Advisors and a member of its Health, Access to Finance, and Strategy practices. Earlier in his career, he was a Senior Associate at McKinsey and a Summer Associate at Goldman Sachs' Investment Banking Division where he supported a range of strategic analysis and financial transactional work for clients in the financial services, private equity, pharmaceutical and government sectors. Aron is a member of the Council on Foreign Relations and a regular contributor to the Global Health and Diplomacy magazine writing on innovative finance in public health. He holds an M.B.A. from Columbia University's Graduate School of Business, an M.A. in International Relations from Johns Hopkins University's School of Advanced International Studies, and a B.A. in Economics and International Studies from Northwestern University.

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