Keeping investment in mind: Strategies for financing mental health

A guidebook for funders, implementers, innovators, policymakers, and advocates

September 2025

MENTAL HEALTH
INVESTMENT



## Purpose of this guidebook: Objectives and intended audience

#### **Purpose**

**Showcase the primary challenges** of the mental health financing landscape<sup>1,2</sup>



Provide an overview of the mental health value chain and of the likely market failures across each stage, helping funders with differing levels of sophistication and latitude



Identify evidence-informed financing mechanisms



**Highlight key "enablers"** of scaling mental health products and services through private and public sector contexts



#### **Intended audience**

**Investors and funders** actively investing in mental health, or those who are interested in investing in mental health across public, private-commercial, and private-philanthropic capital



Implementers, innovators, policymakers, and advocates in mental health



- Mental health is a state of mental well-being that enables people to cope with the stresses of life, realize
  their abilities, learn well and work well, and contribute to their community (<u>WHO</u>). When mental health
  conditions are referenced in this guidebook, they are inclusive of both mental and substance use disorders
- Challenges detailed throughout this document focus on funding mental health systems or programs, not individual clinical services

#### This guidebook is not



Clinical advice: These materials are not a substitute for and do not constitute medical advice or recommendations



**Exhaustive:** The mental health financing landscape is nuanced and complex; this document serves as an introduction to the space



**Static:** We seek to keep this document updated with the latest insights and examples and would love to hear from you as this field evolves



A policy recommendation: Examples referenced throughout this document do not constitute endorsements



**Investment, financial, tax, or other advice:** This document is intended for informational purposes only

#### Disclaimer

This guide is for informational purposes only and does not constitute financial, legal, or medical advice. Readers should consult qualified professionals for personalized guidance, as the authors, collaborators, contributors, and publishers disclaim any liability for actions taken based on the information provided

## How was this guidebook developed?

The content of this guidebook was developed and validated through a number of means

### **Expert interviews**

conducted September 2024-July 2025, including public and philanthropic funders, return-seeking investors, implementers, innovators, policymakers, and advocates

#### **Contributors**

providing direct feedback and input on materials presented in this guidebook

## **Detailed literature**

review of existing research on mental health financing and innovative financing mechanisms (see <a href="mailto:appendix">appendix</a> for sources of insight – non-exhaustive)

# Extensive desktop research including

identifying relevant key success factors for financing mechanisms









View <u>acknowledgements</u> for more details on individual contributors to this guidebook

## Acknowledgments



This guidebook was developed by the Coalition for Mental Health Investment, informed by the ideas and expertise of CMHI's Global Advisor Organizations, in alignment with CMHI's theory of change. Specifically, these materials were created to support the de-risking of mental health investment by championing innovative financing approaches, including combining philanthropic and venture investment.

#### The co-founders of the Coalition for Mental Health Investment:



CLINTON GLOBAL INITIATIVE



McKinsey Health Institute



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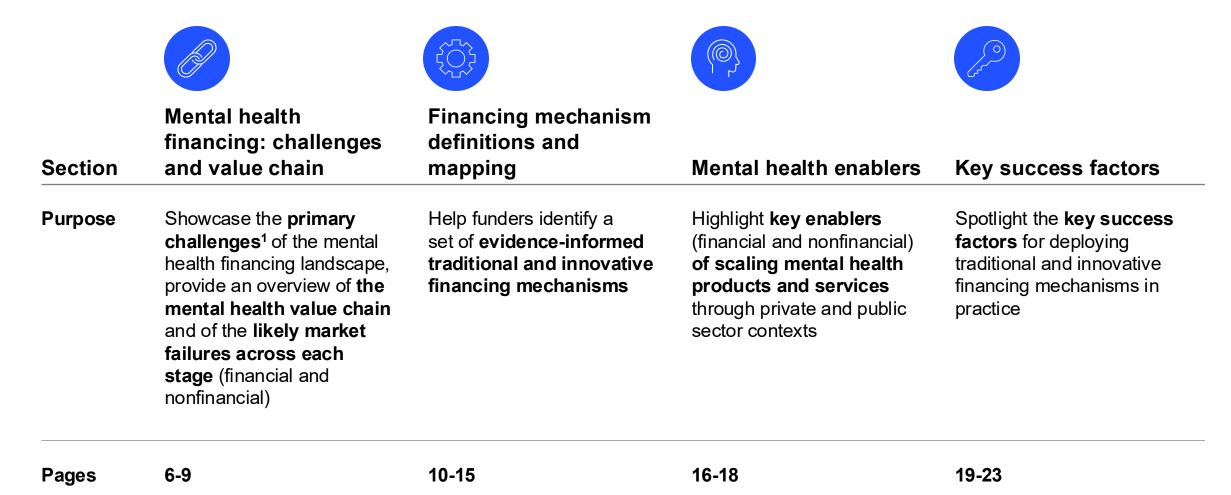




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### Contents of the document



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# Mental health financing faces four key challenges; this guidebook focuses on sufficiency and sustainability

Focus of this document

Des	scription	Sufficiency  Availability of necessary resources to meet the mental health needs of a population	Efficiency  Ability to allocate resources in a way that maximizes mental health outcomes with resources spent	Equity  Allocation of resources according to need, across geographic and demographic contexts	Sustainability  Potential for mental health interventions to attract and retain consistent long-term funding or develop a sustainable commercial model
Accompanying example		\$200-\$350 billion is the estimated annual gap between the level of need and global funding for mental health	Cost-effectiveness and cost-benefit of several widely used programs and interventions in mental health is poor (eg, long-term institutional care, use of specialists for care of common mental health conditions)	Individuals living in low- and middle- resource settings <sup>1</sup> are less likely than individuals living in high-resource settings to access professional help for psychological distress due to financial constraints and insufficient infrastructure limiting access to care	Mental health interventions, whether service- or product-based, often fail during commercialization stages; they may demonstrate evidence-based impact during the translation stage but fail to achieve widespread adoption
Role of main actors	Public sector funders	Allocating budget; integrating mental health into government-sponsored healthcare; building out infrastructure	Identifying and prioritizing implementation of cost-effective interventions (eg, de-institutionalization)	Developing policy to increase equitable access	Establishing long-term mental health financing infrastructure (e.g., commitments to create predictability for providers and private investors)
	Commercial investors	Investing in mental health solutions with commercial potential (eg, digital tools, private insurance schemes)	Driving innovation to develop interventions that are cost-effective	Equity-centered investing	Providing patient capital until organizations reach a self-sustaining stage/scale
	Philanthropic funders	Filling in targeted gaps where the public and private sectors are limited	Funding innovation into cost-effective solutions	Targeting underserved communities and underinvested areas	Catalyzing long-term sustainable financing by absorbing early-stage risk (eg, through first-loss capital)
	Advocacy and research institutions	Sharing know-how on economic cost of mental health burden and the remaining investment gap	Developing frameworks for cost- effectiveness and conducting data analysis	Generating data on disparities in mental health access	International advocacy for the inclusion of mental health funding in global funding mechanisms and agendas

<sup>1.</sup> Low- and middle-resource settings refer to environments in which financial constraints and insufficient infrastructure limit access to care. This expands on low- and middle-income countries (LMICs) to include areas within high-income countries that may also lack a baseline environment needed for effective care. High-resource settings may still struggle to provide effective care, but they have certain economic advantages increasing likelihood of success

Source: D. Chisholm – Mental health system financing in developing countries: Journal of Clinical and Translational Sciences: McKinsev Health Institute; UGMH; Desk research with expert input

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## Mental health interventions typically move along a 5-step value chain

## Mental health value chain

**Innovation** 







#### **Implementation**





Technological valley of death¹



Commercialization valley of death<sup>2</sup>



#### Overview

Developing new mental health interventions through research and co-design; conducting early-stage testing to establish feasibility, relevance, and preliminary effectiveness Adapting interventions for realworld settings to make sure they are contextually relevant and scalable Developing the infrastructure, workforce, and knowledge needed to implement mental health interventions - ensuring that the right people, tools, policies, and frameworks are in place

Integrating delivery of mental health interventions into service delivery and ensuring fidelity Scaling up mental health interventions to reach broader populations

# Key activities of the value chain segment

- Landscape analysis and gap identification
- Feasibility analysis
- Proof of concept
- Stakeholder engagement and co-design
- Comparative effectiveness trials

- Implementation research
- Evidence generation (eg, randomized controlled trials) and demonstration programs
- Stakeholder mapping and engagement
- Adaptation to local contexts
- Policy translation and alignment with evidence
- Regulatory approval
- Financing models and strategies

- Developing infrastructure, including digital, physical, and organizational systems
- Institutional capacity strengthening
- Community engagement and awareness raising
- Knowledge translation and dissemination
- Workforce development (including training, curriculum and skills development)

- Integrating interventions into existing healthcare systems and service delivery models
- Training frontline providers and service managers
- Post-market surveillance
- Establishing feedback loops to inform continuous improvement
- Developing sustainable financing and commercialization strategies
- Public and healthcare professional awareness and demand generation campaigns
- Unlocking capital
- Equity and access strategies
- Policy alignment/change

Note: For simplicity, the mental health value chain is depicted as a linear process on this page to show a typical cycle. However, there can be instances where activities occur across different stages, as depicted here, and there is also an expectation that some interventions will go through several "loops" before reaching widescale adoption.

- 1. The gap between innovation and translation where promising interventions struggle to transition to real-world adaptation
- 2. The gap between implementation and widescale adoption where promising interventions struggle to commercialize and achieve a sustainable business model Source: Desk research with expert input

# Mental health interventions need to overcome a set of specific market failures to reach widescale adoption

Priority for derisking with financial instruments<sup>1</sup> Mental health Capacity Widescale Innovation **Translation Implementation** value chain building adoption Technological Commercialization valley of death vallev of death Likely market Shortage of mental health professionals and support staff, especially in low- and middle-resource Limited diversity in research, High up-front investment costs settings failures leading to products and services and limited availability of risk that might not address the needs of Fragmented public care delivery Lack of sustainable financing capital underserved groups Lack of (access to) training for systems that are not designed to models, including limited evidence practitioners to implement the integrate mental health services on ROI, infrastructure to support latest evidence-based and lack of consolidation in private intervention deployment, and cost-Long payback periods and interventions effectiveness of interventions markets Fragmented research efforts unclear return on investment and siloed innovations due to discourage private sector Slow or insufficient policy reforms needed to support mental health limited coordination between engagement Limited integration of scientific infrastructure and workforce development evidence in mental health into academia, public, and private sector existing sectors such as tech, Misalignment between clinical Fragmented or limited demand for services and products, resulting education, and physical health efficacy and commercial viability in high cost Misaligned financial incentives among healthcare providers, insurers, patients, governments, and investors, to adopt and sustain mental health services Uncertainty of regulatory pathways, compounded by lack of standardized outcome measures for mental health that demonstrate Lack of physical, regulatory and technological infrastructure to impact deliver services efficiently at scale Lack of incentives for private Emphasis and overreliance on institutional solutions at the expense of a balanced approach across the full continuum of care (including sector R&D compared to other health areas prevention and promotion, which are especially under-resourced) Persistent stigma and cultural barriers, which discourage systematic development, funding, and support of mental health interventions Failure to embed lived experience expertise means that interventions are misaligned with the needs of their target users

Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view acknowledgements for sources of insight

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<sup>1.</sup> Refers to the market failures that can be directly derisked through financing (ie, does not include others where financing can be helpful in addressing the market failures indirectly but should not be the first or primary strategy)

### Contents of the document



<sup>1.</sup> Challenges detailed throughout this document focus on funding mental health systems or programs, not individual clinical services

# This document highlights both traditional and innovative financing mechanisms

#### Traditional financing mechanisms



Well-established methods of raising funds through financial markets and conventional capital instruments

Key success factors are available on p20-21

1 Grants

7 Growth funding

2 Government incentives and subsidies

8 Government budget allocation

3 Funds of funds

9 Debt financing

4 Angel investing

Retained earnings

5 Seed funding

11 Long-term funding

- 6 Overseas development assistance
- 12 Public markets

### Innovative financing mechanisms



Alternative ways of raising funds for projects with an aim to fill in gaps where conventional capital is less applicable

Key success factors are available on p22-23

A Crowdfunding

Development loans

B Tax credits

- G Debt swaps
- © End or milestone-based prizes
- Solidarity levies

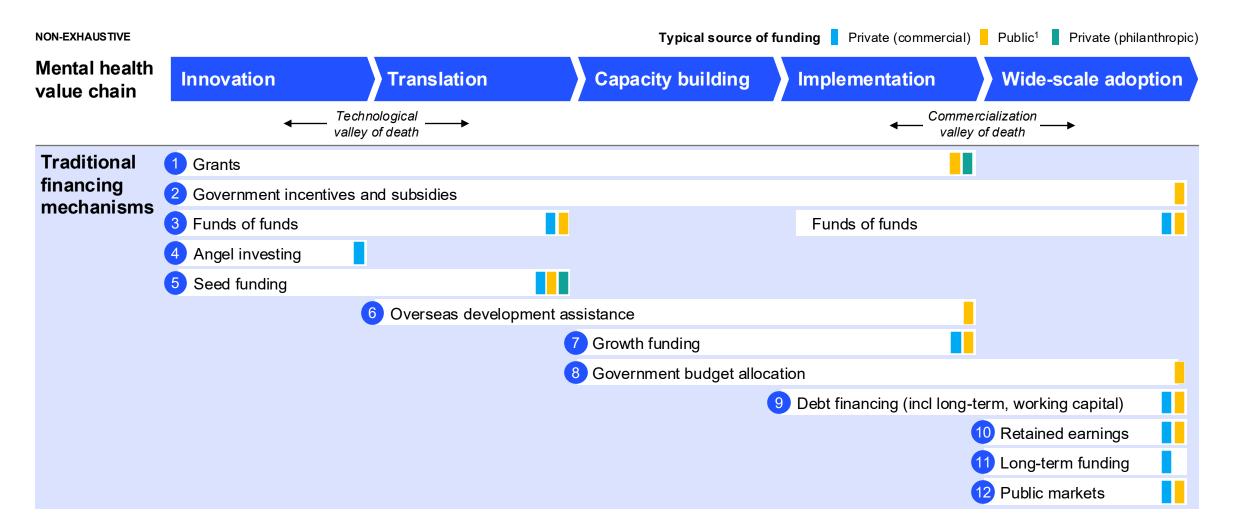
Forgivable loans

Impact bonds

Guarantees

Innovative insurance models

# Traditional financing mechanisms can be applied across the value chain to help address specific market failures



<sup>1.</sup> Includes governments as well as multilateral agencies (eg, UNAIDS) and international financial institutions (eg, The World Bank).

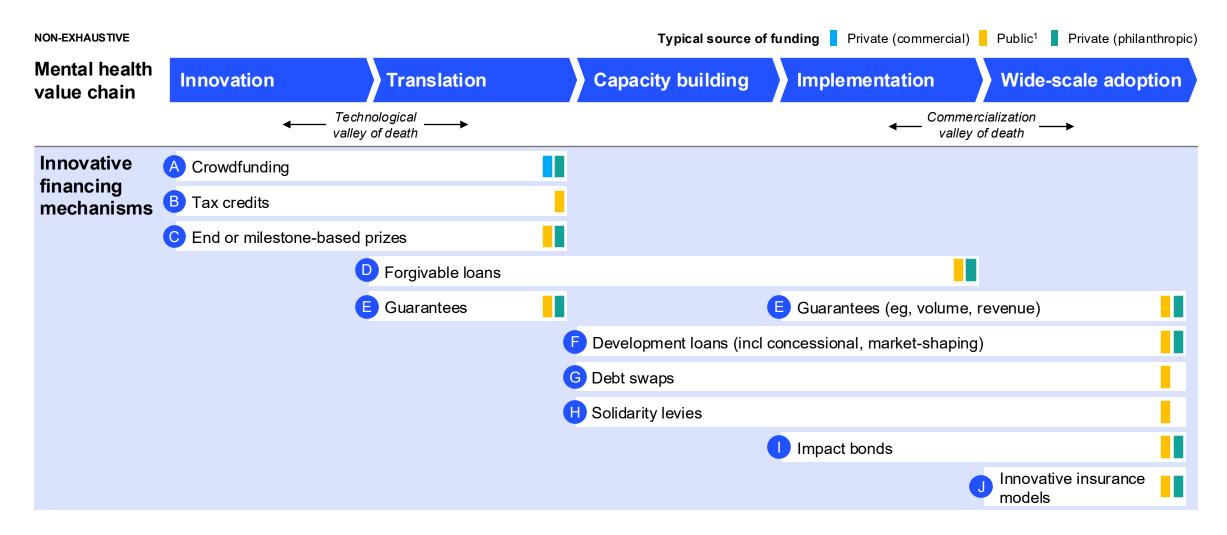
Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view acknowledgements for sources of insight

## Definitions of traditional financing mechanisms

Traditional financing mechanisms	Definitions
1 Grants	Non-repayable funds given to individuals or organizations, often earmarked for specific purposes or outcomes
2 Government incentives and subsidies	Public payments or concessions that lower costs or reward desired behaviors (eg, subsidized medicines and equipment)
3 Funds of funds	An investment vehicle that allocates capital to other funds rather than directly to companies or securities
4 Angel investing	<ul> <li>Very early (pre-seed) stage investment by individuals in exchange for equity or a convertible instrument, often accompanied by advice and mentorship</li> </ul>
5 Seed funding	<ul> <li>Early external financing for start-ups to develop and test a product, typically provided by seed-stage venture funds and other early-stage investors in exchange for equity</li> </ul>
6 Overseas development assistance	• Financial aid given by governments to developing countries to promote development and welfare; also known as development aid or foreign aid
7 Growth funding	<ul> <li>Later-stage equity financing used to scale proven businesses, typically provided by institutional investors and involving larger rounds than seed or angel</li> </ul>
8 Government budget allocation	Distributions from a public budget to specific agencies, programs, or activities
9 Debt financing	Capital raised by borrowing, typically via loans or bonds, with agreed interest and repayment schedules
10 Retained earnings	Portion of an organization's net income kept rather than distributed and used to fund operations or investment, typically generated from reimbursements and out-of-pocket revenue in a mental health context
Long-term funding (eg, PE, institutional)	<ul> <li>Multi-year capital from institutional investors used for large investments or long-horizon projects; a common form of long-term funding is private equity, which invests in companies that are not publicly traded to increase their value and sell their stake for a profit</li> </ul>
12 Public markets	<ul> <li>Regulated exchanges where organizations (typically large, mature companies) raise capital by issuing shares or bonds and where those securities are traded by a broad investor base</li> </ul>

Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view <u>acknowledgements</u> for sources of insight

## Innovative financing mechanisms can be applied across the value chain to help address specific market failures



- 1. Includes governments as well as multilateral agencies (eg, UNAIDS) and international financial institutions (eg, The World Bank).
- 2. Learn more about public-private-philanthropic partnerships, or 4P models, here.

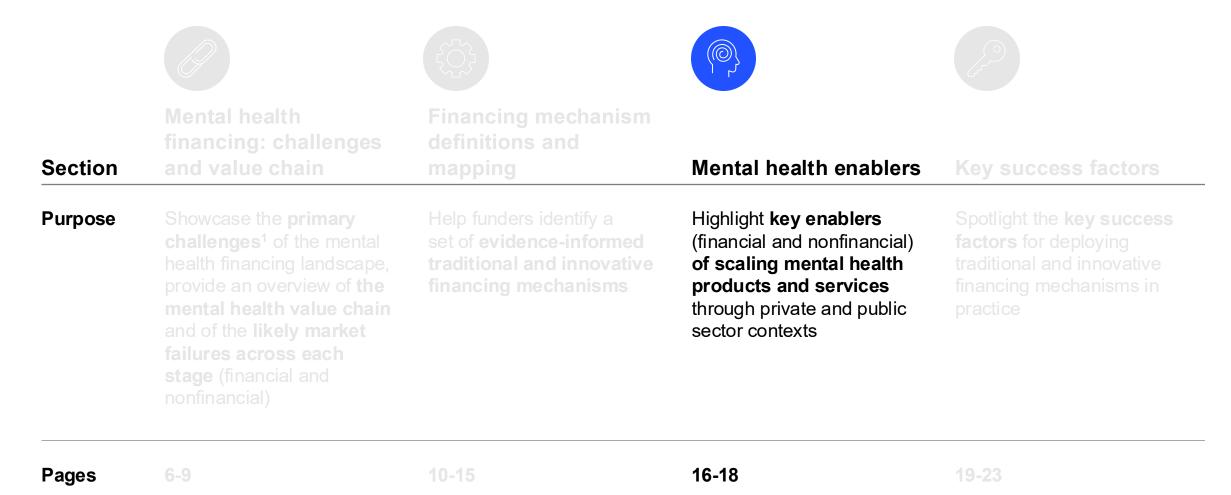
Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view acknowledgements for sources of insight

## Definitions of innovative financing mechanisms

Innovative financing mechanisms	Definitions
A Crowdfunding	<ul> <li>Raising money from a large pool of contributors, often via online platforms, through donation, reward, equity, or debt models, sometimes conditional on meeting targets</li> </ul>
B Tax credits	<ul> <li>Government incentives that directly reduce tax owed (rather than taxable income); may be targeted to specific behaviors, sectors, or locations</li> </ul>
End or milestone-based prizes	• Incentive payments awarded upon achieving predefined milestones or outcomes, typically to spur innovation or deliver specific results
D Forgivable loans	<ul> <li>Loans whose repayment is cancelled, or sometimes deferred, if specified eligibility or performance conditions are met; otherwise, standard repayment terms apply</li> </ul>
E Guarantees	<ul> <li>Risk-sharing commitments in which a guarantor covers specified losses or shortfalls if metrics such as revenue or volume do not meet a predetermined estimate</li> </ul>
F Development loans	<ul> <li>Concessional loans from public or development finance institutions offered on below-market terms (eg, low rates, long maturities) for development purposes</li> </ul>
G Debt swaps	<ul> <li>Agreements that reduce a country's external debt in exchange for committing local-currency payments to agreed social or development programs</li> </ul>
H Solidarity levies	Earmarked taxes or surcharges on specified activities or products whose proceeds fund social objectives; solidarity levies are often implemented in crisis or emergency contexts to help raise funding in the short term
1 Impact bonds	Outcomes-based financing in which investors provide upfront capital to a service provider and receive repayments from an outcomes payer based on the achievement of pre-agreed results
Innovative insurance models	Pre-payment and risk-pooling schemes such as social health insurance and community-based health insurance that spread health costs across members and improve financial protection

Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view acknowledgements for sources of insight

### Contents of the document



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# There are several enablers to scale services and products in a private sector, high-resource setting

NON-EXHAUSTIVE

Key methods	Overview	Stakeholders	Example enabling activities
Business model innovation	Developing and innovating company business models to increase the odds of sustainable growth for mental health products and services	Innovators, start-ups, accelerators, technology companies, healthcare ventures	<ul> <li>Pilot programs with different business models</li> <li>Conduct market research and analysis to understand target customer needs and market gaps</li> </ul>
Data democratization	Democratizing data access to enable companies to develop solutions tailored to target populations and target challenges	Healthcare providers, governments, healthcare institutions and governing bodies (eg, U.S. NIH), advocacy groups	<ul> <li>Develop repository of anonymized health data to understand prevalence of conditions across different communities</li> <li>Use repository of anonymized health data to support key research and development decisions (eg, where to conduct clinical trials, where to pilot service-based interventions)</li> </ul>
Health insurance and reimbursement models	Expanding financial coverage and reimbursement mechanisms to make mental health services and products more accessible and affordable (through public- and private-health insurance schemes)	Insurance companies, governments and policymakers, healthcare providers, advocacy groups	<ul> <li>Expand coverage of mental health services within national or public and private health insurance schemes</li> <li>Conduct public awareness campaigns to ensure target populations are aware of their coverage and ability to access mental health care</li> <li>Increase mental health insurance coverage to communities with less access (eg, rural, socioeconomically disadvantaged, etc)</li> </ul>
Effective diagnosis and treatment	Diagnosing and treating mental health conditions at an early stage within the population so that appropriate interventions can be implemented	Healthcare providers, community-based organizations, social infrastructure (eg, schools), advocacy groups	<ul> <li>Conduct trainings to recognize early signs of common mental health conditions (eg, depression, anxiety), particularly beyond the traditional healthcare workforce (eg, task sharing)</li> <li>Explore using precision medicine and personal biomarkers to improve mental health treatment</li> </ul>

Source: Based on expert interviews conducted September 2024-July 2025 regarding enablers to scaling products and services in mental health, view <u>acknowledgements</u> for sources of insight



Relevant for products Relevant for services

# There are several enablers to scale services and products in a public sector, low- and middle-resource setting

NON-EXHAUS	TIVE
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NON-EXTIAGS TIVE			
Key methods	Overview	Stakeholders	Example enabling activities
Workforce expansion	Increasing the number of qualified mental health professionals and support staff to enhance access (in both formal and informal care settings)	Governments, educators, community-based organizations, providers of mental health care	<ul> <li>Expand task sharing and similar models of peer-to-peer and community-based care</li> <li>Subsidize advanced education for mental health professionals (eg, via tuition reimbursement in exchange for serving in select communities)</li> </ul>
Destigmatization and cultural adaptation	Addressing stigma and adapting interventions to align with local cultural norms to improve acceptability and uptake	Governments, educators, healthcare providers, advocacy groups	<ul> <li>Implement public awareness campaigns to increase mental health literacy and reduce stigma/discrimination around mental disorders</li> <li>Facilitate delivery of linguistically/culturally appropriate care</li> <li>Fund research that includes culture-specific/adapted models, such as traditional healing practices with evidence-based care</li> </ul>
Health insurance and reimbursement models <sup>1</sup>	Expanding financial coverage and reimbursement mechanisms to make mental health services and products more accessible and affordable (through public and private insurance schemes)	Public and private insurers, governments, policymakers, advocacy groups, healthcare providers	<ul> <li>Expand coverage of mental health services within national or private health insurance schemes</li> <li>Deploy innovative insurance models in contexts where traditional insurance schemes might not exist or might not cover all vulnerable populations</li> </ul>
Supply chain and access to medication	Strengthening supply chain infrastructure and policies to ensure the availability and affordability of essential mental health medications	Governments, pharmaceutical companies, distribution networks	<ul> <li>Pool demand and procurement (eg, via pooled contracts or offtake agreements) to lower the unit price of medications</li> <li>Invest in development of cold-chain technologies that keep medications cold with limited access to electricity</li> </ul>

<sup>1.</sup> In parallel with higher reimbursement rates, the broader payment model will also affect the ability to deliver mental health products and services (eg, mental health products and services could benefit from a value-based-care payment model versus fee for service).

Source: Based on expert interviews conducted September 2024-July 2025 regarding enablers to scaling products and services in mental health, view <u>acknowledgements</u> for sources of insight



Relevant for products Relevant for services

### Contents of the document



<sup>1.</sup> Challenges detailed throughout this document focus on funding mental health systems or programs, not individual clinical services

## Key success factors for traditional financing mechanisms [1/2]

Traditional financing mechanisms	Key success factors
1 Grants	<ul> <li>Most useful in the early stages of a mental health intervention's lifecycle, when risk is high and revenue models are unproven</li> <li>Typically most successful when grant recipients commit to timely reporting, outcome tracking, and accountability of use of funds</li> </ul>
2 Government incentives and subsidies	• Typically most successful when there is strong public trust of the issuing government; to influence behavior, stakeholders must trust the government to uphold the monetary reward/discount over time
	<ul> <li>More effective if paired with other behavioral interventions and nudges (eg, public awareness, enrollment set-up)</li> </ul>
3 Funds of funds	<ul> <li>Enables investors to diversify their assets across multiple funds/fund managers, helping protect investments from potential downside risk</li> </ul>
	<ul> <li>Success in fund of funds models relies heavily on the manager's ability to identify, vet, and monitor high-performing underlying fund managers with relevant expertise and mission alignment</li> </ul>
4 Angel investing	Especially applicable in early, high-risk stages, as "angels" can act faster and with fewer constraints than institutional investors
	<ul> <li>Typically works best when the "angels" funding an effort provide value beyond capital for the founding team (including expertise and mentorship, connections to other investors, and proactive advice helping the founders navigate key challenges)</li> </ul>
5 Seed funding	Given the early-stage nature of the funding, success hinges on a clearly articulated problem and a promising, differentiated solution—even if the business model is still evolving
	<ul> <li>Typically works best when there is a clear use case for the capital invested, and a defined role for the seed funders to support the continued growth of the business/program</li> </ul>
6 Overseas development assistance	<ul> <li>Typically most successful when committed over a multi-year time horizon (enabling recipient countries to better plan sustained scaling of their respective programs); geopolitical factors play an important role in the viability of overseas development assistance</li> </ul>

Source: Based on expert interviews conducted September 2024-July 2025 regarding observed use cases of select traditional and innovative financing mechanisms in mental health, view <u>acknowledgements</u> for sources of insight

## Key success factors for traditional financing mechanisms [2/2]

Traditional financing mechanisms	Key success factors
7 Growth funding	<ul> <li>Most effective when the organization has already demonstrated strong market demand and can scale delivery without reinventing core elements</li> </ul>
	<ul> <li>Typically most successful when investors and company leadership are aligned on the long-term strategic objective of the business and time-horizon for a potential exit</li> </ul>
8 Government budget allocation	<ul> <li>Embedding allocations into ongoing public programs or statutory budgets (vs. short-term initiatives) increases sustainability and planning confidence for implementers</li> </ul>
	<ul> <li>Programs that possess broad backing across political circles, civil society, experts, and beneficiaries, are less vulnerable to being cut during leadership changes or budget cycles</li> </ul>
9 Debt financing	<ul> <li>Successful only when organizations avoid becoming overleveraged; having too much debt in relation to an organization's assets or income increases the risk of financial distress</li> </ul>
	<ul> <li>Most viable when an organization has steady, recurring income (eg, service contracts, reimbursements, or reliable earned revenue) to meet repayment obligations</li> </ul>
10 Retained earnings	Only available for companies/organizations achieving profitability
	<ul> <li>Typically most successful when strong internal governance is in place to ensure funds are directed to the highest-priority investment areas for continued growth</li> </ul>
11 Long-term funding	Typically requires demonstrated ability to grow revenue and profits sustainably, with limited risk vs earlier stages
(eg, PE, institutional)	<ul> <li>Typically requires mutual (investor and investee) understanding of the investment duration and clear exit/long-term financially- viable pathways</li> </ul>
12 Public markets	<ul> <li>Success hinges on compliance with regulatory requirements and transparent disclosure obligations to public investors (eg, 10-K and 10-Q reports for the U.S. Securities and Exchange Commission)</li> </ul>
	<ul> <li>More successful if able to meet or exceed market expectations regularly to maintain stock price stability</li> </ul>

## Key success factors for innovative financing mechanisms [1/2]

Innovative financing mechanisms	Key success factors
A Crowdfunding	<ul> <li>A well-chosen platform and targeted marketing are crucial for reaching a broad and relevant investor pool</li> <li>Success hinges on a strong story that resonates with a large audience, driving both financial contributions and community awareness</li> </ul>
B Tax credits	<ul> <li>Tax credits must be significant enough to meaningfully alter investment decisions and drive desired behaviors in the mental health sector</li> </ul>
	<ul> <li>The design of tax credits should be specific to the desired outcome, whether it's encouraging R&amp;D or investment in underserved areas</li> </ul>
© End or milestone- based prizes	<ul> <li>Prizes are most effective when they target specific innovation gaps in the mental health value chain, such as new product development or research breakthroughs</li> </ul>
	• Success depends on specific, verifiable, and binding milestones to ensure a smooth and transparent process for awarding prizes
D Forgivable loans	The loan's forgiveness, whether partial or full, must have specific, verifiable, and binding terms for all parties
	<ul> <li>Forgivable loans are most effective when accompanied by transparent and timebound milestones</li> </ul>
<b>E</b> Guarantees	<ul> <li>Guarantees are advantageous in fragmented markets where they can enable smaller entities to realize economies of scale and secure more competitive pricing</li> </ul>
	<ul> <li>Success requires a beneficiary or beneficiaries with positive credit history and viable project or product, where the guarantee serves to de-risk the investment and attract capital</li> </ul>
F Development loans	<ul> <li>Development loans are suitable for projects with a clear path to generating sufficient revenue for repayment, making them less appropriate for early-stage, high-risk, or speculative ventures</li> </ul>
	To maximize their potential, development loans should be tied to specific, measurable project objectives and impact metrics

## Key success factors for innovative financing mechanisms [2/2]

Innovative financing mechanisms	Key success factors
G Debt swaps	<ul> <li>Successful debt swaps require careful negotiation to align the incentives of creditor nations, debtor nations, and implementing NGOs</li> </ul>
	<ul> <li>This mechanism is most applicable to low- and middle-income countries with high debt burdens</li> </ul>
	<ul> <li>An NGO-led model can streamline the process, minimizing bureaucracy and ensuring that the benefits of the debt swap are directed to the intended social programs</li> </ul>
H Solidarity levies	<ul> <li>Solidarity levies are most successful when implemented in response to a public crisis or emergency, as this can unite stakeholders and generate greater acceptance for a new tax</li> </ul>
	<ul> <li>Strong coordination between national and subnational actors, along with robust reporting mechanisms, is essential for ensuring transparency and accountability</li> </ul>
1 Impact bonds	<ul> <li>Impact bonds are best suited for financially viable projects that require upfront capital to scale and achieve their full impact potential</li> </ul>
	The target initiative must have clear, quantifiable, and measurable outcomes that can be independently verified
J Innovative insurance models	<ul> <li>Innovative insurance models tend to be more effective in settings with a large number of uninsured or underinsured individuals</li> <li>Successful innovative insurance models will pool risk among a larger registered pool of community members</li> </ul>

# What's to come: Funders could look at six core drivers to identify funding mechanisms around their objectives

#### **Foundational**

The underlying drivers that define the core structure and context of the intervention



#### Type of intervention

Is the intervention a product, service, or a system enabler?



## Source of funding and expected return

What is the source of funding? What are the anticipated financial returns (if any) from the intervention for investors?



#### Target strategic objective

What market opportunity or public health need does the intervention seek to address? Where along the value chain does this sit?

#### Contextual

The broader external considerations an intervention faces during development



#### Target development context

Is the intervention being deployed in a highresource or a low- and middle-resource setting?



## Target time to capital deployment

How long should it take for the initial capital to be deployed (from the initial go-ahead decision on the project)?



#### Level of capital required

How much capital is required to fund the intervention?<sup>1</sup>

The Coalition for Mental Health Investment is building additional resources to help mental health funders and investors identify the financing approaches that best match their core objectives when funding a specific intervention

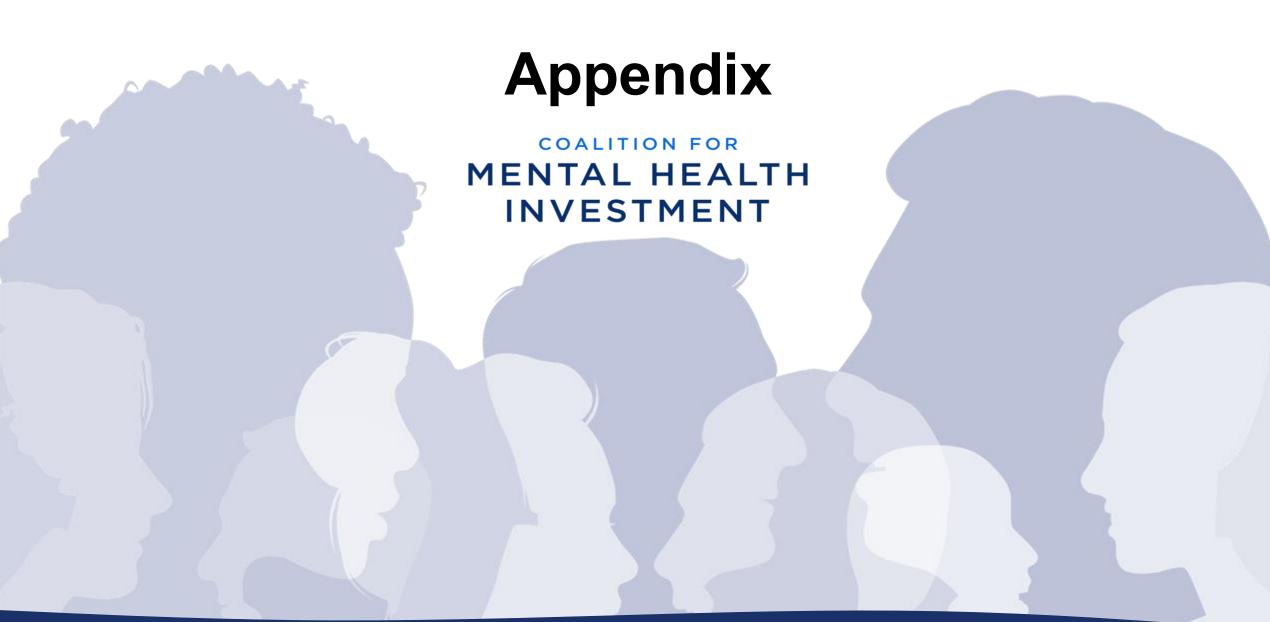
1. "Funding the intervention" is defined as the capital required to grow an intervention from innovation through the implementation stage of the mental health value chain. Source: Desk research with expert input



#### Considerations

- Only some drivers might be known from the onset (eg, a nongovernmental organization may know its development context and capital budgeted, but it may seek guidance on where to maximize impact along the mental health value chain)
- Initial drivers may influence the selection or be correlated to further drivers (eg, product innovation through R&D may require more capital when compared with implementing a services-based community intervention)
  - Expected return and development context often exhibit a correlation (eg, lowand middle-resource settings yield lower returns compared to high-resource settings)

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### This document aims to complement and add to existing research on the topic of mental health financing and innovative financing mechanisms [1/2]

Additional reports consulted in drafting of this document

NON-EXHAUSTIVE



Sustainable financing for mental health and noncommunicable diseases: what's at stake?

Authors: Dan Chisholm, David Watkins, and Jumana Qamruddin (2025)

Explores key financing issues being addressed at the UN General Assembly high-level meeting on noncommunicable diseases and mental health



Investing in the future: How better mental health benefits everyone

Authors: McKinsey Health Institute (2025)

Showcases how investing in mental health interventions could help individuals reclaim years of healthy life and boost the global economy by up to \$4.4 trillion in 2050



Financing for NCDs and mental health: Where will the money come from?

Authors: World Health Organization and World Bank Group (2025)

Reviews the options for increasing funding for NCDs and mental health from the perspective of health ministries, finance ministries, and development agencies



Financing for NCDs and mental health: Making the money work better

Authors: World Health Organization and World Bank Group (2025)

Reviews the options for governments to improve and get better value for money in their spending on noncommunicable diseases and mental health



Scaling Mental Health Access: Case Studies and **Practices for Public** Sector Integration

Authors: Daisy Rosales and Su Balasubramanian (2025) Highlights how the public

sector can integrate mental health initiatives to expand access



Increase, improve and integrate: the way forward for financing NCDs and Mental Health.

Author: United for Global Mental Health (2024)

Provides a deep dive into the current situation of global NCD and mental health financing and opportunities to increase and improve both domestic and global mental health finance



International Dialogue on Sustainable Financing for **Noncommunicable** Disease and Mental Health

Authors: WHO and World Bank Group (2024) Meeting report from Washington, DC, dialogue in June 2024



The role of public-privatephilanthropic partnerships in driving climate and nature transitions

Authors: World Economic Forum and McKinsey (2023) Highlights how "4P models" are critical to address climate

and nature challenges

# This document aims to complement and add to existing research on the topic of mental health financing and innovative financing mechanisms [2/2]

Additional reports consulted in drafting of this document

NON-EXHAUSTIVE



#### <u>Financing Mental Health</u> <u>in Latin America and the</u> Caribbean

**Authors:** Amparo Gordillo-Tobar, André C. Medici, and Catarina Dahl (2023)

Analysis of outcomes from a survey conducted in 2022 to 2023 across Latin America and the Caribbean, aiming to identify how COVID-19 challenged the capacity of the health system to attend to the increased demand for mental health services



Financing Mental Health
Innovation: scaling
societal benefits through
cross-sectoral
collaboration

**Authors:** Kokoro, McKinsey Health Institute (2023)

Provides examples of how the global mental health sector is expanding through innovation in integration, metrics, and financing



Mental health financing challenges, opportunities and strategies in low- and middle-income countries: findings from the Emerald project

**Authors:** Dan Chisholm et al. (2019)

Identifies the challenges, opportunities and strategies for more equitable and sustainable mental health financing in six South Asian and sub-Saharan African countries



Innovative Funding
Models for Treatment of
Cancer and other HighCost Chronic
Noncommunicable
Diseases

Author: IQVIA (2019)
Identifies and assesses
innovative funding models for
cancer treatment and other
high-cost chronic
noncommunicable diseases



## Innovative Finance to Expand Access to Healthcare

**Author: BSR (2017)** 

Aims to catalyze innovative finance partnerships that unlock new and greater sources of funding to advance access to quality healthcare around the world.



Mental health system financing in developing countries: Policy questions and research responses

Author: Dan Chisholm (2007)
Investigates to what extent
health economics research
directly address key health
system financing issues facing
mental health services in
developing countries