



**AVPN Korea Roundtable**

**February 21<sup>st</sup> 2018**



**1. AVPN Intro**

2. Impact Investment Landscape in Asia

3. Q&A



**Building a  
high impact  
philanthropy  
& a vibrant  
social investment  
community  
across Asia**



**Platform  
Advocate  
Capacity Builder**

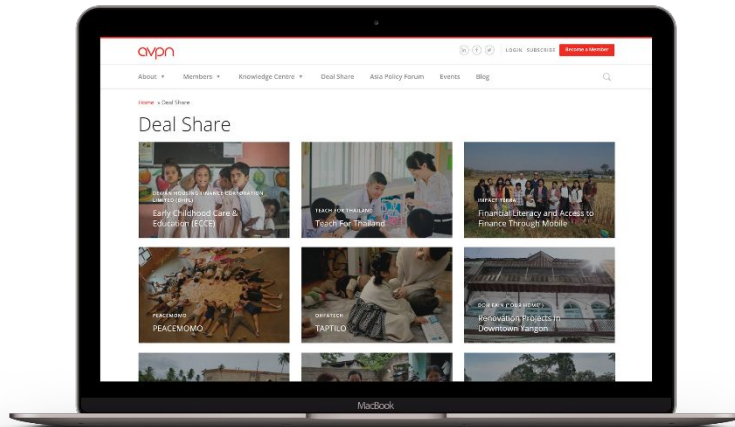
**The Knowledge Centre is a hub for research, knowledge and thought leadership in the social investment sector**



## **Professionalising the sector**

- NEW! Social Investment Landscape in Asia Report
- 24+ Case Studies
- Action-oriented Guides
- Expert and peer-network lead Workshops
- Webinars

# Deal Share – bridges social investment online and through curated events



## Deal Share Platform

- Create visibility for your work
- Co-invest with trusted members
- Facilitate funding & resource pipeline



## Deal Share Live

- SPO Investment Showcase
- 30 Deals endorsed by AVPN Members
- Vote for STAR DEAL [bit.ly/avpnDSL](http://bit.ly/avpnDSL)

**The AVPN Annual Conference is the Largest Gathering  
of Philanthropists and Social Investors in Asia**



**AVPN Conference 2018  
SAVE THE DATE**



**Returning to Singapore!  
4 - 6 June 2018**

**Connect. Learn.  
Be a Thought Leader.**

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# Impact Investment Trends in Asia



Corporates



Foundations



Institutional Organizations



Family Office and Next Gen



Government



Academia





# Institutional Investors



## Fund Details

- US\$ 55 Million Fund
- 200 UHNW individuals
- 10-12 Investment of US\$2-8 million

- Women Livelihood Bond
- Coupon Rate of 5.65% per year
- DFAT and USAID guaranteeing 50% of principal

- US\$ 471 million Oncology Impact Fund
- MPM Capital Fund Managers
- Largely subscribed by Asian investors
- 10%+ Returns

## Focus Areas

- Focus markets: China and ASEAN countries. Portfolio Examples: Nutrition Supplement company in China focusing on targeting children in rural areas; Environmental friendly fertilizer company in Vietnam.

- Empower over 385,000 women in Cambodia, the Philippines and Vietnam

- Early stage cancer treatments
- Portion of performance fees and royalties on successful drug sales will be managed by UBS Optimus Foundation.

# Foundations



BEFORE AFTER

- Establishment of Asia Women's Impact Fund to catalyze and promote gender lens investment in Asia.
- \$100 million Fund with strong social mission as well as financial returns
- Particular focus in S.E. Asia

- SK Happiness Foundation has been investing in Social Enterprises since 2013.
- Their support include Business Acceleration, Financial & Social Value Analysis, Capacity Building & Access to Networks.
- Current Impact Investment portfolio of US\$5 million.

- Allocated 1.5-2.5% endowment to Impact Investing.
- Investment in Social Impact Fund together with other foundations to tackle homelessness.
- A\$3 million into fund

## Google.org

- Impact Challenge
- Support organizations that use technology to expand opportunity for people with disabilities
- Focus in Asia: Japan, Korea, Australia

## Johnson & Johnson

- GenH Challenge-Social Innovation Prize competition to find organizations with strong health innovation and strong Social impact.
- US\$ 1 million grand prize plus US\$250K in other support



## MARS catalyst

- Inclusive Business to reach '**the last mile**'- through creating large networks of **micro distributors**.
- Business in Kenya, the Philippines, Indonesia and China.



- Membership network of millennials and next gens who are social entrepreneurs, philanthropists and impact investors
- Impact investment working group
- Asia Chapter Summit in Asia in April next year tackling Sea Life and Aquaculture.



- Impact Ecosystem for changemakers and social entrepreneurs.
- Co-working space called Heyground
- D-well House, a living Space for change makers



- Investment Firm started by children of three S.E Asian business empires.

## Democratization of Impact- Smaller Funds



- First Impact Investment fund in Taiwan. Set up in 2014
- Angel and pre-series A investments.
- 50+ like minded individual investors. Average investment size of US\$100-150K.
- New fund of US\$3.5 million in collaboration with government and other institutional investors.

- Community of Investors and entrepreneurs building women-led businesses

- Giving Circle model started in the US.
- Expanded into a number of Asian countries including India, Japan, Korea and China



- Raise Impact Finance- scaling stage
- Expected Annual Returns of at least 3-5%
- Investment Horizon of 3-5 years
- Organizations set up in Singapore



Australian Government  
Department of Foreign Affairs and Trade

- Strong Gender Focus- Investing in Women Initiative 2016
- Frontier Innovators- A\$15 million fund to support social enterprises



Department  
for International  
Development

- DFID Impact Fund
- US\$10 million commitment to Insitor for S.E. Asia expansion
- £75 million, (US\$110 Million) fund of funds.
- Other investments include Novastar Ventures, Injaro Investments Ltd and Energy Access Ventures Fund



- Social Entrepreneurship program
- Impact Investment coursework in MBA



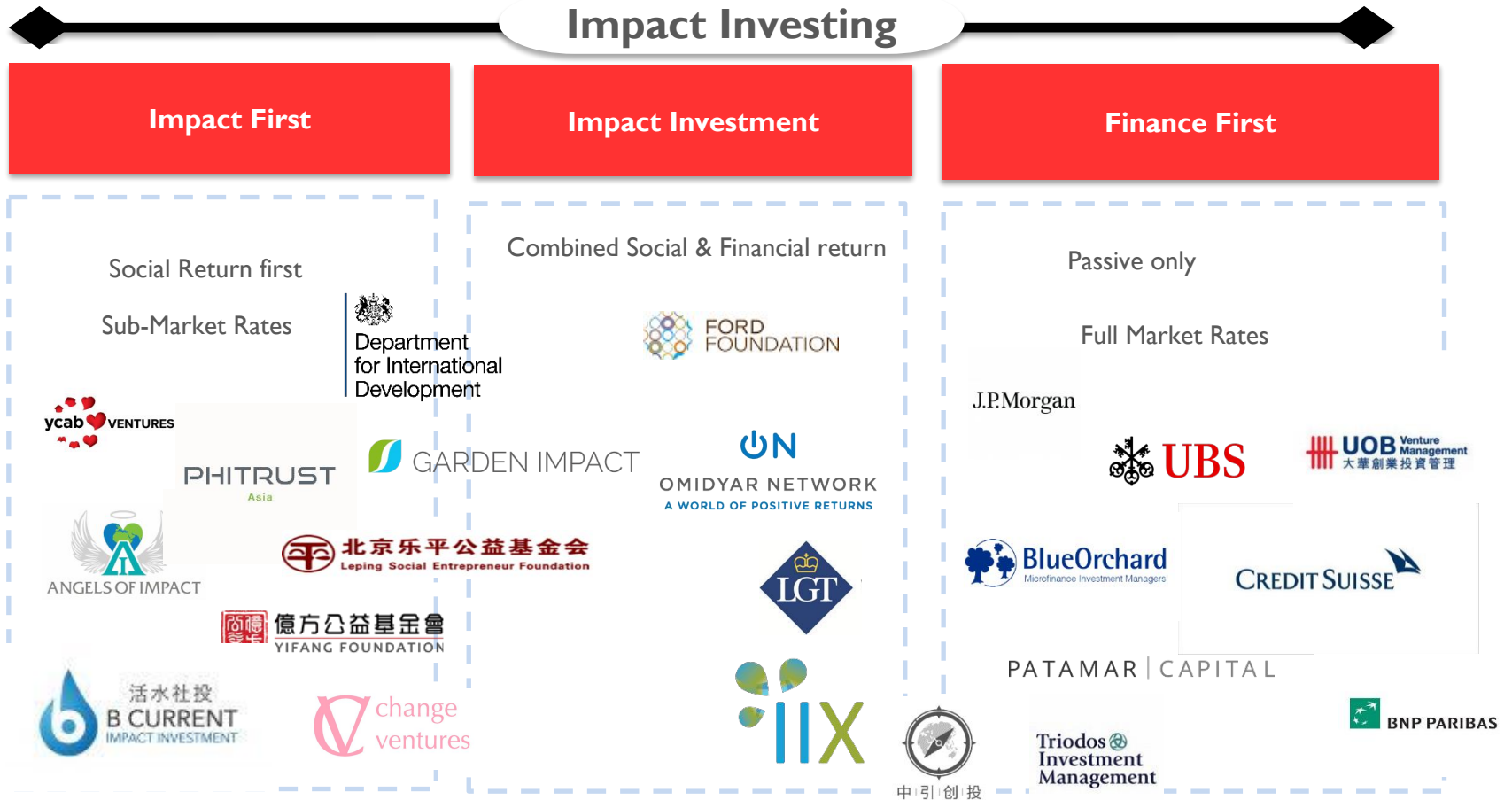
- Asia's first "Changemaker Campus" accredited by Ashoka
- Commitment to social innovation in the higher education landscape



- Global Social Benefit Institute- Miller Center for Social Entrepreneurship at Santa Clara University- GSBI Greater China Chapter



# Impact Investing Landscape in Asia



## Wider Support Ecosystem





### STRENGTHS

- More interest in the concept of impact investment
- More institutional investors and larger players investing in impact investment

### WEAKNESSES

- Missing Middle- pioneering gap organizations still have limited access to capital

### THREATS

- Unreasonable return expectations for impact Investments
- Social Focus is not given priority or compromised

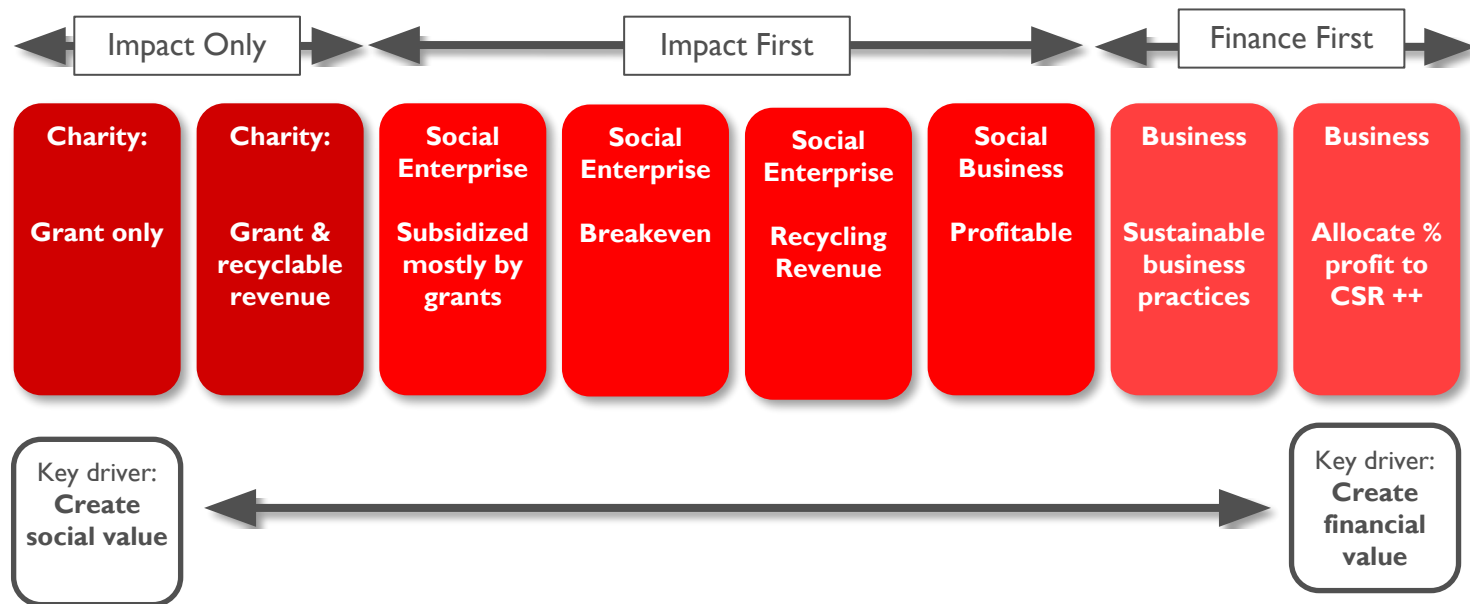
### OPPORTUNITIES

- Need for more patient capital
- More organizations committed to longer term investments
- More opportunities for collaborations among government, philanthropists and private funding

# AVPN Members span the full range of social investors from impact only to a blend of finance and impact



## Philanthropy and Social Investing Spectrum:



**Organisations can create “blended” social and financial value**

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For more information  
visit us at [www.avpn.asia](http://www.avpn.asia)

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