BILL & MELINDA GATES foundation

ESCAP
Economic and Social Commission for Asia and the Pacific

IMPACT HARVEST FORUM

INVESTING IN INCLUSIVE BUSINESSES

23-24 MAY | **UNITED NATIONS CONFERENCE CENTRE**
BANGKOK, THAILAND

ANGIN endeva GIIN IMPACT HUB IIC IMPACT INVESTORS COUNCIL raiSE SINGAPORE Centre for Social Enterprise VALUE FOR WOMEN

IMPACT HARVEST FORUM

INVESTING IN INCLUSIVE BUSINESSES

BILL & MELINDA GATES foundation

ESCAP
Economic and Social Commission for Asia and the Pacific

Nurturing the Environment Track



Fireside Chat

Measuring Impact: Valuing Impact in Investment Decisions



SESSION 2
13.30 - 15.00, 23 MAY

UNITED NATIONS CONFERENCE CENTRE
BANGKOK, THAILAND

Facilitated by GIIN

Programme

time	
13.30 -13.35	Welcome and introduction by Maud Savary-Mornet, the GIIN
13.35- 13.45	Using IMM in practice : challenges and future trends? By Maud Savary-Mornet, the GIIN
13.45-14.00	Gender ROI™: Empowering Impact Investing through Data-Driven Strategies and Intentional Impact Management by Rowena Reyes, Sweef Capital
14.00- 14.15	IMM in climate and sustainable agriculture by Brandon Cheah, responsAbility
14.15- 14.50	Panel discussion
14.50-15.00	Q&A

Using IMM in practice : challenges and future trends?

Maud Savary-Mornet– Senior Advisor Asia, the GIIN

About the GIIN

- The GIIN is a non-profit organization dedicated to increasing the scale and effectiveness of impact investing.

- Founded in 2009, the GIIN builds critical infrastructure and develops activities, education, and research that can increase the scale and effectiveness of impact investing around the world.

Our Strategy

1. Mobilize more capital for impact investing globally.
2. Safeguard the integrity of impact investing.
3. Fuel the global impact investing movement to change mindsets about the role of capital in society.

GIIN Activities

Global impact investment industry needs **leadership, organization, and sharing of best practices**	**Membership and the Investors' Council**
Investors and investees need a **consistent way of measuring** social and environmental performance	**IRIS+ and Impact Measurement & Management**
Many investors need to **better understand** impact investing	**Research and Communications**
Institutional asset owners need resources to integrate impact investing as part of their investment strategy	**Capital Mobilization**

The full impact investing market size is estimated at…

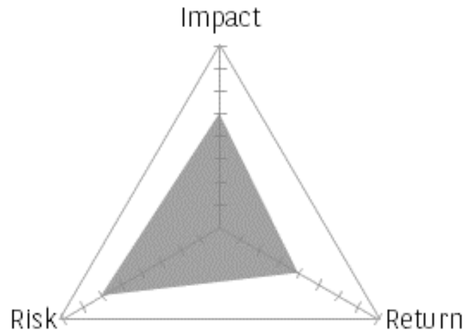


Source: 2022 GIIN Sizing the Impact Investing Market; n= 3,349

Intention to generate positive, measurable social and environmental impact

Core Characteristics of Impact Investing

1. Intentionality
2. Use Evidence and Impact Data in Investment Design
3. Manage Impact Performance
4. Contribute to the Growth of the Industry



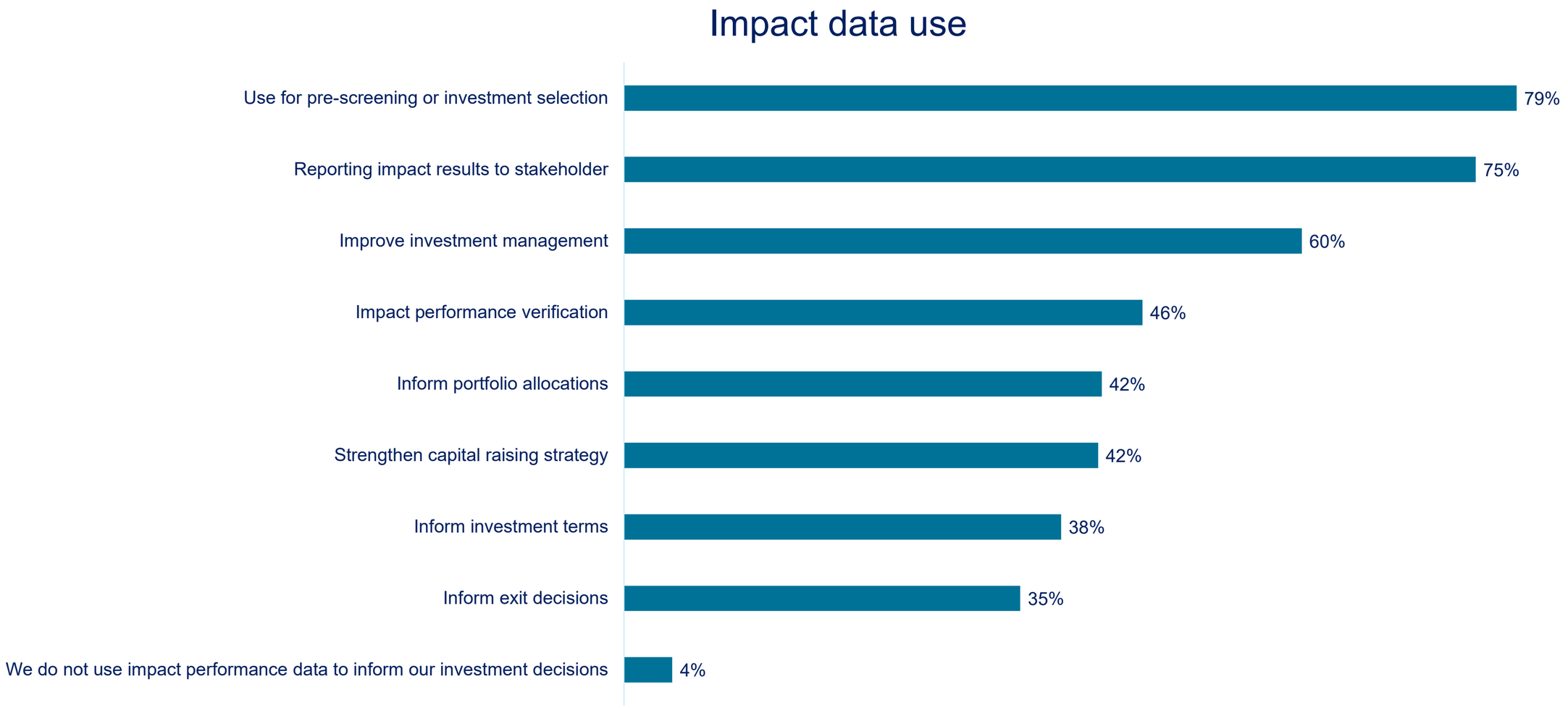
"The challenges the world is facing are too urgent for impact capital to underperform."

Attempt at a concise definition of IMM

Impact measurement and management is:

- Two of the Four Core Characteristics of Impact Investing.
- The process, embedded into impact investors' operations, of:
  1. Understanding an investment's positive & negative **impacts** (**measurement**) over time.
  2. Taking action to increase an investment's positive **impacts** and ameliorate any potential negative **impacts** (**management**).

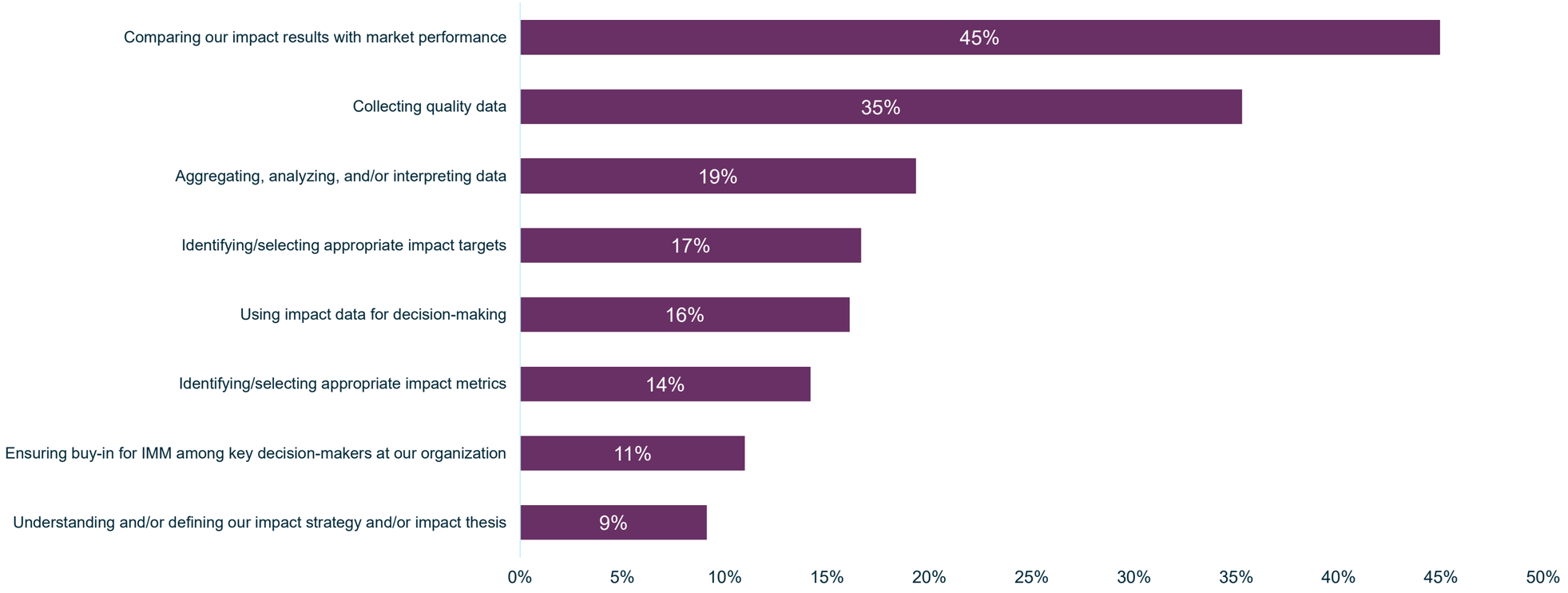
Investors use impact data to inform decisions in a variety of ways



Note: Investors could select multiple comparison points; n = 307

Source: Global Impact Investing Network (GIIN), 2023 GIINsights: Impact Measurement & Management practice

Impact investors have identified organizational challenges in IMM practice



n = 255-275; those respondents who chose 'not sure/not applicable' have not been included.
Source: GIIN, The State of Impact Measurement and Management Practice, Second Edition

Key pain points in IMM practice

1

Lack of implementation guidance

*Broad agreement on values and principles, but **no instructions on how to implement them***

2

Lack of core metrics & ability to compare performance

*Investors require **core, standardized metrics** to track, compare, & drive results*

3

Lack of evidence for performance

***Data** is needed to validate and compare impact performance*

Continued fragmentation

***150+ tools, resources, and methods** claiming to support impact analysis and management*

How the market is addressing these pain points

1

Operating Principles for Impact Management

2

IRIS+

3

IMPACT PERFORMANCE BENCHMARKS

IRIS+


IRIS+

The Generally Accepted Platform to Measure, Manage and Optimize Impact

IRIS+ helps investors to translate impact goals into real results.



Core Metrics Sets

to measure progress towards impact goals



Catalog of Metrics

to identify additional metrics to track impact goals



Evidence Base

to inform theory of change, anticipate expected impact



Practical Guidance

to improve IMM practice and impact outcomes



Standards Alignment

to standardize impact reporting across the industry



A Public Good

to provide access to all impact investors

In Alignment with 50+ Standards and Frameworks

IRIS+ is framework-agnostic, and can be used with any standard or proprietary IMM framework



IRIS+ REACH AND SCALE

- Visitors to IRIS+: 487,000 globally
- Unique IRIS+ user accounts: 39,000+
    - Coming to us from ~19,250 organizations
- Users who have created IRIS+ frameworks: 23,600+

Market Influence



Of top investors by AUM use IRIS+*



Of HIPSO DFIs use IRIS+**

*83% of top AM, Pension funds & Inst. Investors by AUM (45 of 54)

**24 of 27 HIPSO DFIs



29,000+
Subscribers

Pipeline for Content Development & Launch

Ongoing development of IRIS+ Themes and Impact Performance Benchmarks

In Pipeline

- Resilient Infrastructure
- Waste Management
- Energy Efficiency
- Nutrition
- Food Security
- Clean Air
- Pollution Prevention
- Natural Resource Mgmt.
- Green Buildings
- Sustainable Land Mgmt.

In Development (2024)

- Climate Adaptation & Resilience
- Oceans & Coastal Zones

Published in IRIS+

- Energy Access, Clean Energy
- Affordable Housing
- Smallholder Agriculture, Sustainable Agriculture
- Quality Jobs
- Climate Change Mitigation
- Quality Healthcare
- Quality Education
- Sustainable Forestry
- Gender Lens, Racial Equity
- WASH, Sustainable Water Mgmt.
- Biodiversity & Ecosystems

Benchmarks Available

- Financial Inclusion
- Agriculture
- Energy

Next for development:

- *Healthcare*
- *Forestry*

Impact Performance Benchmarks

Current challenges facing investors

Today

INVESTOR CHALLENGES

Impact washing

As impact investing grows, the **risk of impact washing** – claiming impact without support data – increases across the market.

Inability to differentiate

Asset owners are looking to allocate capital **based on impact**, and managers are looking to **differentiate themselves based on impact**.

Lack of data & benchmarks

Investors need to know what good looks like. Comparing performance over time, relative to peers and relative to the change that's needed to solve global challenges indicates whether performance is sufficient.

To solve these investor challenges, the market needs **transparency**, impact performance **benchmarks**, and a way to **showcase** impact performance.

For impact investors, **contextualized impact results** offer the “missing link” to untapped opportunities

Mitigating impact washing

Differentiation in a competitive landscape

Comparing impact performance to peers/SDGs

A benchmark allows investors to compare their own impact results to…



Aggregate performance



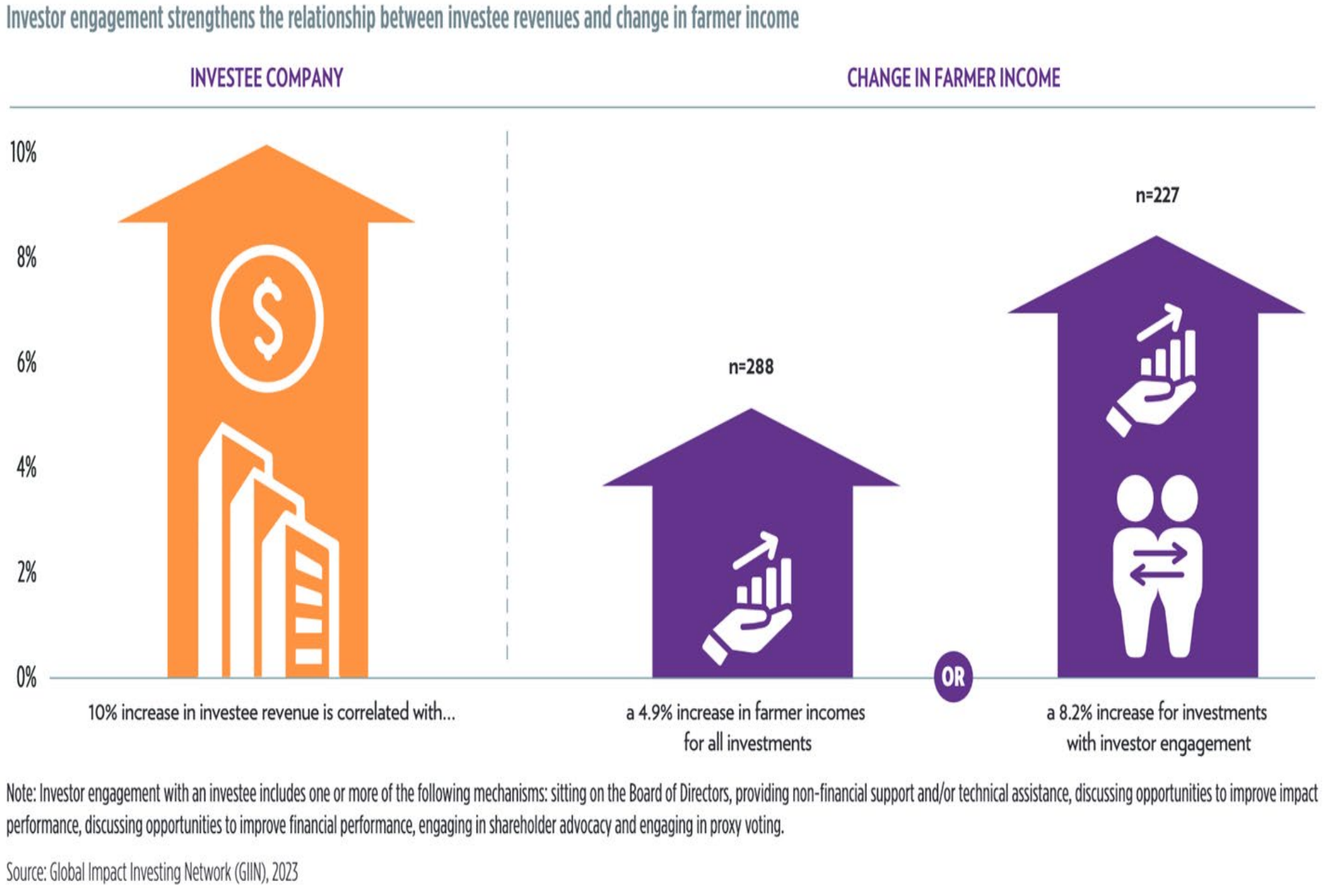
Peer groups



SDG targets

Impact performance benchmarks can provide this critical context for comparison





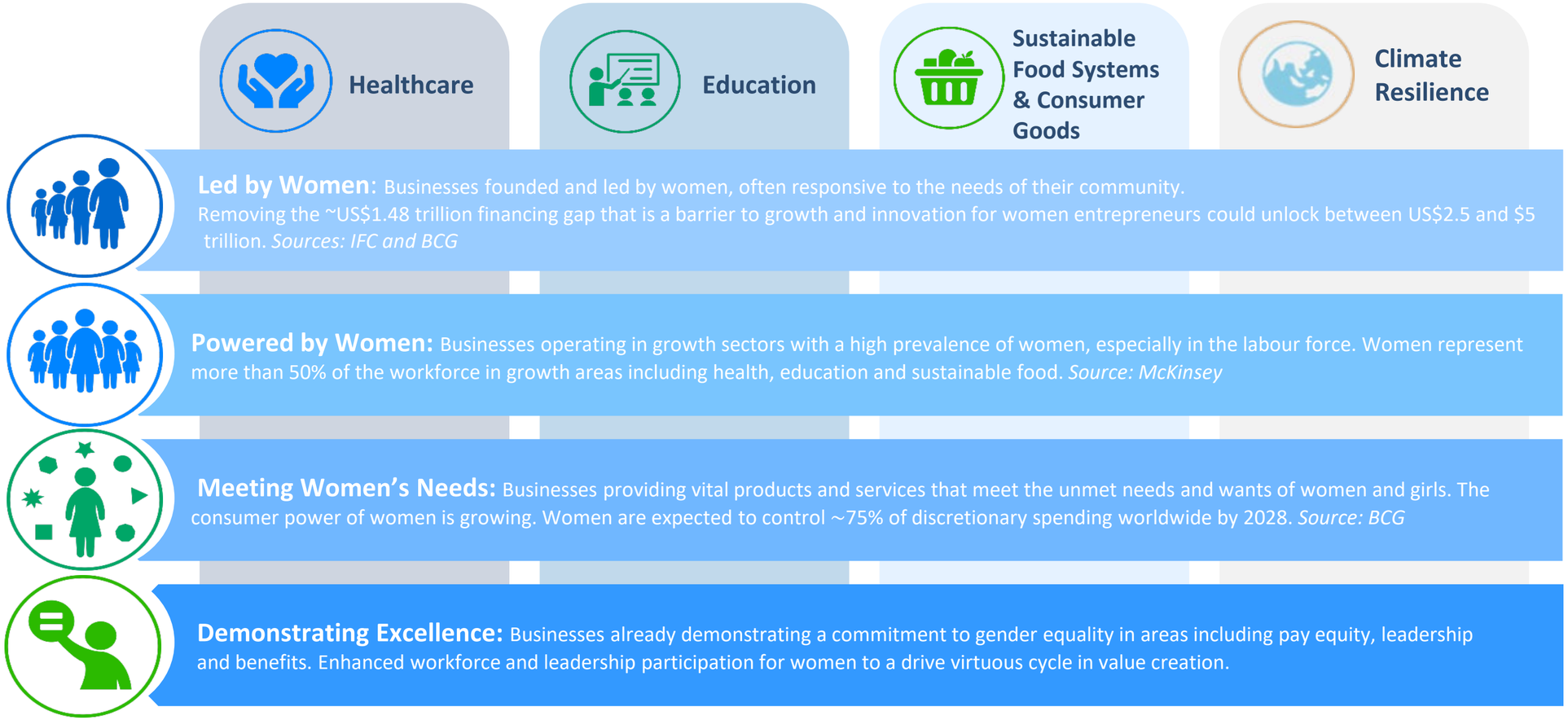


Gender ROI™:

Empowering Impact Investing through Data-Driven Strategies and Intentional Impact Management

Building investment ecosystem for GLI

Sweef's strategies fill a significant market gap by focusing on diversity and gender equality as drivers of value that deliver strong returns to our investors and improve lives and livelihoods of women and communities in Southeast Asia.



Identifying latent value & all-around support for management teams

Sweef Capital Impact Framework



Assessing ESG
All investments are screened & monitored using ESG practices



Contributing to Sustainability
We map our investments to IMP impact classes & SDGs



Responsible Investing
There are companies we exclude from our investable universe



Monitoring & Performance
Our impact measurement systems and data are designed to capture and track performance



Focusing on Diversity
We employ data driven strategies to unlock the empowerment of women



Impact Governance
We value compliance with local & international laws & strong ethics as fundamental

Focus on measurable improvements in the lives and livelihoods of people and communities, particularly women

Embedding gender equality and diversity across the 4 Enterprise Dimensions



Leadership – Women in leadership positions promote diversity and gender equality within their own spheres of influence



Workforce – Leadership championing women through its values systems, policies, and practices and is one of the key foundations of business resiliency



Value Chains - Enterprise leadership enables women's economic empowerment through its customers and suppliers



Society – Benefits from the active contributions of the other dimensions resulting in improvement to women's well-being, their family and community, contributing to peace, and security

Resulting outcomes of s as measured through the 3 Gender ROI™ Outcome Pillars



Resilience

Women's economic empowerment enables them to access resources and participate in decision making processes that affect their lives and family



Opportunity

Women's economic empowerment will not be absolute if women are not provided equal access to opportunities



Inclusion

Addressing barriers that constrain women's continued employment and advancement

At a glance, the Gender ROI™ Matrix

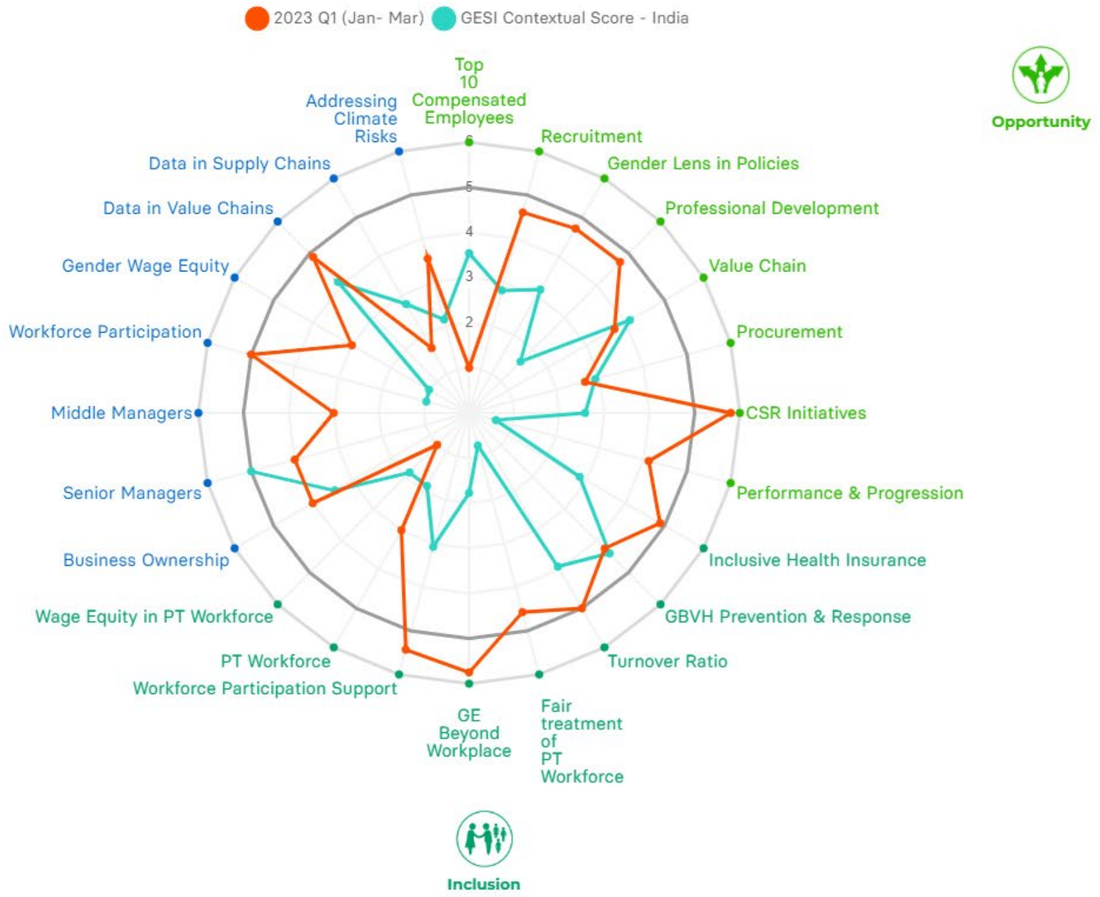
sweef CAPITAL

Gender ROI™

	Resilience	Opportunity	Inclusion
	Women's economic empowerment builds individual and business resiliency	Equal access to opportunities to ensure absolute empowerment	Addressing barriers that constrain women's employment and advancement
Leadership Women in leadership champions diversity and gender equality within their spheres of influence	▪ Women business ownership ▪ Senior management representation	▪ Top 10% employees by compensation ▪ Performance, evaluation, and progression	▪ Inclusive health insurance policies ▪ Survivor-centered prevention and response to gender-based violence and harassment
Workforce Benefits from leadership championing women through policies, practices	▪ Women's middle management representation ▪ Gender wage equity ▪ Women workforce participation	▪ Gender diversity in recruitment ▪ Gender lens in policies and strategies ▪ Professional development, networking, and mentoring	▪ Women workforce support policies ▪ Women turnover rate ▪ Women in part-time and temporary employment
Value chains Leadership promoting women's economic empowerment through its supply chains and customers	▪ Gender disaggregated data in supply chains ▪ Gender disaggregated data in value chains	▪ Gender responsive procurement ▪ Gendered approach to value chains	▪ Compensation ratio for women hourly workers ▪ Fair treatment of part-time and temporary workers
Society Trickle down effect from other dimensions resulting in improvements in women's wellbeing, their families and communities	▪ Addressing climate risks	▪ Community engagement through CSR initiatives	▪ Gender equality beyond workplace

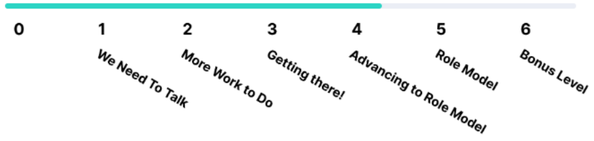
Sweef Capital Gender ROI™ via Equilo platform

Gender ROI™ Pillar Assessment Results



Gender ROI™ Score

3.93



Financial Processes, Products, & Services

2.09

Women's Role in Climate Solutions



Women's Role in Climate Solutions

Evidence suggests that women are not just disproportionately affected by climate change; they also play a pivotal role in climate solutions

Sustainable resource management

Women are responsible for managing natural resources in many regions. Their sustainable practices contribute to mitigating environmental degradation and conserving biodiversity

Innovative solutions

Women entrepreneurs are increasingly driving innovation in clean energy, sustainable agriculture, and circular economy initiatives. Their businesses are at the forefront of creating climate-friendly technologies and practices

Integrating the Climate Indicator of the Gender ROI™ & Due Diligence Questionnaires

Sweef Capital Gender ROI™ indicator matrix

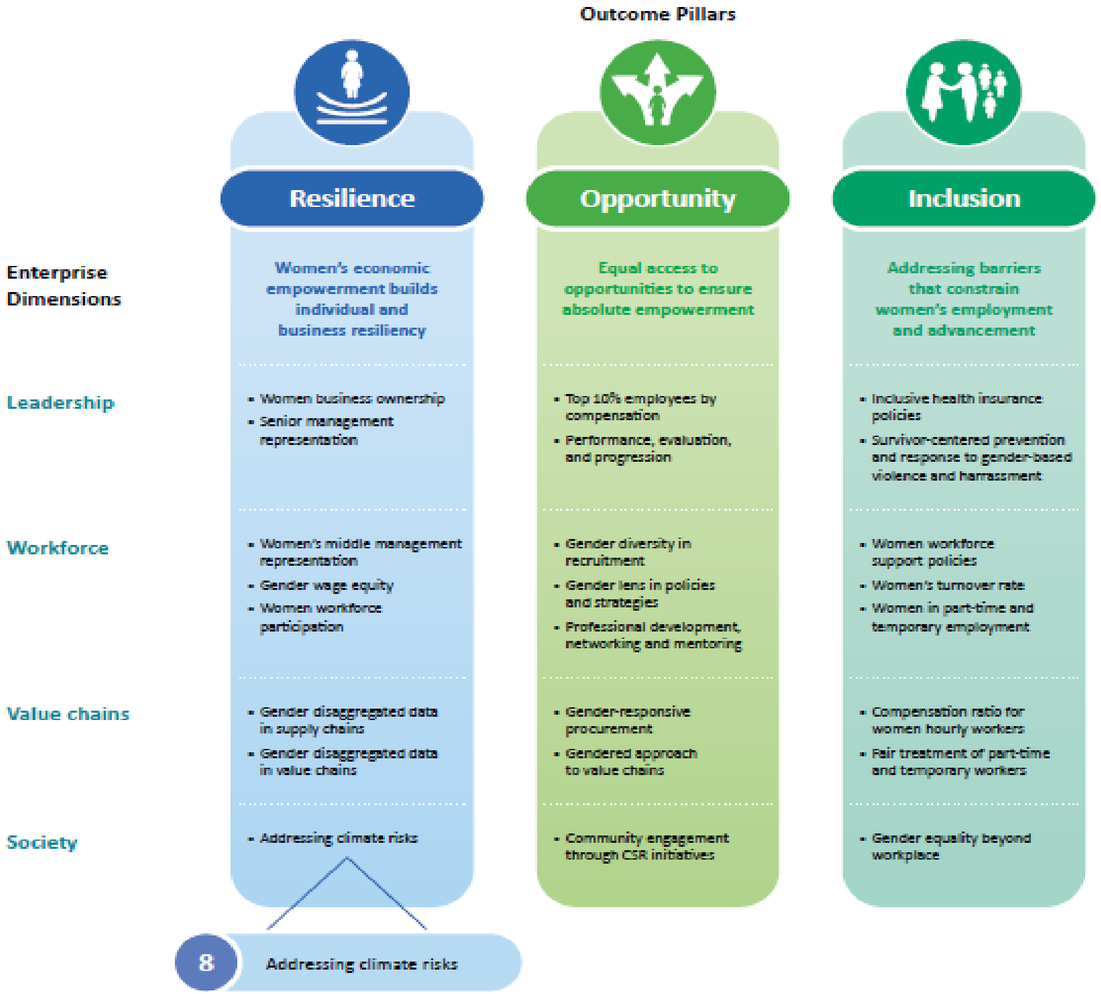


Table 1. Climate risk indicator (Sweef Capital Gender ROI™)

Commitment	Micro	Small & Med	Large
1. Does the enterprise evaluate the effects of its operations on the environment, including the sustainable use and sourcing of materials, energy and water?	✓	✓	✓
2. Has the enterprise not been cited for any environmental violations?	✓	✓	✓
3. Does the enterprise comply with existing environmental policy and undertake initiatives beyond what is required by laws and regulations? Environmental policy refers to the policy framework adopted by an organisation to ensure environmental laws, regulations and additional policy mechanisms such as the Taskforce on Climate-Related Disclosures (TFCD) recommendations are fully integrated into its operations. These issues generally include climate mitigation and adaptation, air and water pollution, solid waste management, biodiversity, ecosystem management, maintenance of biodiversity, and the protection of natural resources, wildlife and endangered species.		✓	✓
Communication			
4. Does the enterprise communicate its climate policy and outcomes to all employees, suppliers and other stakeholders? For example, reporting within annual financial reports and reflecting in reporting and disclosure standards such as GRI Sustainability Reporting Standards.	✓	✓	✓
Implementation			
5. Does the enterprise practise waste management and recycling in its operations?	✓	✓	✓
6. Does the enterprise pursue energy efficiency projects such as using LED, smart meter, electric vehicle fleet and other energy saving devices?	✓	✓	✓

Sweef Capital employs robust investment processes, portfolio management & governance

Sweef Capital employs strong processes and governance through the lifecycle of its investments and relies on evidence-based decision-making, alignment of incentives and refinement of decision-useful data over time to support decision-making processes.

Origination

Identifying positive EBITDA, high growth companies in key sectors with high potentials for measurable impact using Gender ROI™

Evaluation

Conducting due diligence including Gender ROI™ assessment and climate assessment for deep gender analysis for baseline assessment, informing gender action plans

Closing

Standardized closing documentation & process, including 100-day plan and gender action plans

Portfolio Management

Active partners of entrepreneurs providing strategic and operation support as well as improve gender equality within the portfolio to drive positive outcomes

Exit

Aligned interest with entrepreneurs building value through value creation aiding the development of a compelling exit narrative

Our Impact Report



"As we look to the future, our vision remains clear: to be a catalyst for positive change, pioneering innovative solutions, and driving impact at scale. With our experienced team, youthful energy, and intentional agility, we are well-equipped to navigate the challenges ahead and seize the opportunities that lie on the horizon. We are committed to keeping our aspirations high for performance, ensuring that our endeavours not only meet but exceed expectations, in terms of impact and financial performance, as we continue to prioritise women's economic empowerment and sustainability."

- Jennifer Buckley, Managing Director and Founder

"Sweef Capital is recognised for its commitment to advancing gender equality and catalysing change across the investment landscape. Sweef's focus on impact shows what is possible when you bring smart and committed people together to deliver social and financial returns through great businesses. It underlines the exciting potential of women's entrepreneurship in Southeast Asia."

- Rasmus Juhl Pedersen, Head of ESG, Pædagogernes Pension

Case Study: TEKY

This is our impact:

Children in public schools receive foundational skills in and awareness of STEAM education

Children receive foundational skills in and awareness of STEAM educations through offline centre courses

High quality jobs in the education technology sector are created

By 2027, Teky will have:

150,000 students enrolled

16,000 girls enrolled

483 teachers employed

43,000 hours of teacher training

485 full-time jobs for women



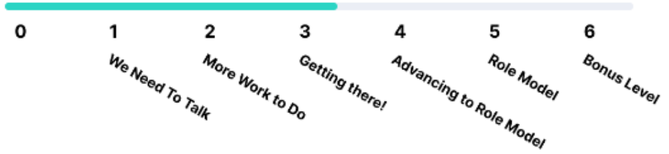
Case Study: TEKY

Gender ROI™ Pillar Assessment Results



Gender ROI™ Score

3.18



- Collaboration drives the integration of gender equality and diversity across various policies and practices, including recruitment, performance evaluation, and professional advancement.
- Establish policies to address gender-based violence (GBV) and providing support for survivors.
- Promotes the use of gender-disaggregated data in supply chains to inform gender-responsive procurement policies.
- TEKY's STEAM programs for girls aim to shift the concentration of women professionals towards non-STEAM positions.

Case Study: Teky’s Action Plan



Empowering Future Generations

Sweef Capital's partnership with TEKY seeks to create a positive impact on climate resilience, mitigation, and overall sustainability while empowering future generations with the knowledge and skills needed to address the challenges of climate change

Climate Governance

Establishing a climate-specific governance structure reflects TEKY's focus on managing climate risks and opportunities effectively

Emissions Reduction Targets

Setting specific emissions reduction targets demonstrates TEKY's commitment to mitigating its environmental impact

responsAbility

IMPACT INVESTMENTS

FOR A SUSTAINABLE WORLD





OUR THREE INVESTMENT THEMES

These themes encompass both our financial expertise and our focus on maximum impact.

CLIMATE FINANCE

We take action against the climate crisis, with renewable energy investments and energy efficiency solutions, using in-house tools to measure CO2 reduction. This can boost the environment and the economy while empowering people.

FINANCIAL INCLUSION

Access to finance drives economic growth and increases resilience in emerging economies. The market potential remains vast as fintech is creating new business models that go well beyond traditional microfinance.

SUSTAINABLE FOOD

With the ever increasing demand, investing in sustainable agriculture improves food quality, ensures the stability of the supply chain and reduces waste and loss. This can create better livelihoods for farmers, protects biodiversity and reduces emissions.



RESPONSABILITY IN NUMBERS

2003
founded

USD 4.7 billion
Assets under Management (AuM)*

65%
AuM private debt*

35%
AuM private equity*

>USD 14.2 billion
invested since inception

8
offices worldwide

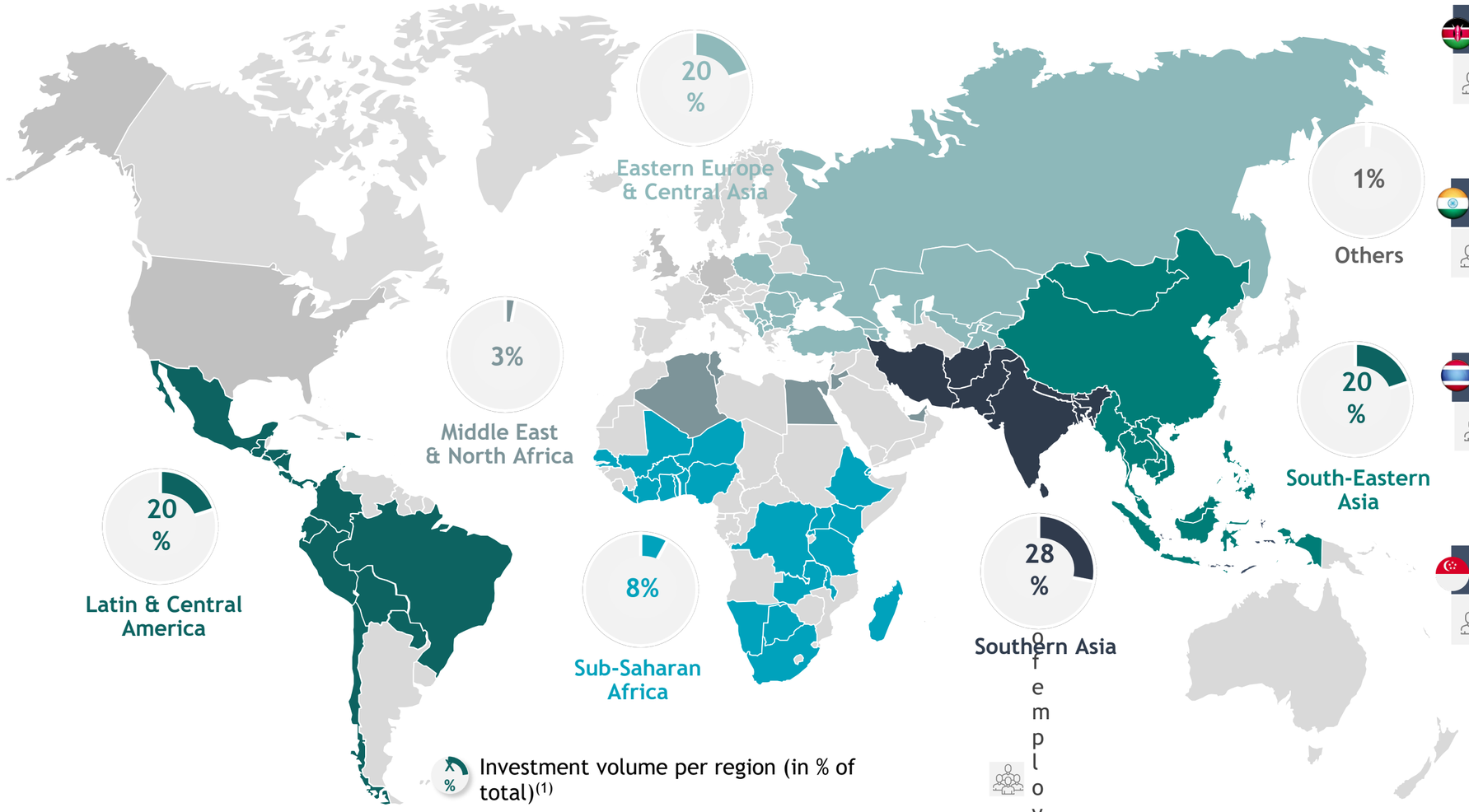
268
high impact portfolio companies

265
employees worldwide

72
investment countries

WE INVEST IN GROWTH MARKETS AROUND THE GLOBE

More than USD 1 billion p.a. with local sourcing capabilities



Zurich 136

Lima 21

Paris 4

Tbilisi 27

Nairobi 12

Mumbai 55

Bangkok 8

Singapore 2

Source: Company information as of 30.06.2023

ASSETS UNDER MANAGEMENT – DIRECT INVESTMENTS*

Climate Finance

940 m

Financial Inclusion

2.1 bn

Sustainable Food

700 m







Source: responsAbility Investments AG, as of 30.06.2023

*The assets from SIFEM - Swiss Investment Fund for Emerging Markets for which responsAbility assumed the role of the portfolio manager as of 1st of March 2023 - are not displayed on this slide.



FINANCIAL INCLUSION

97.3 million

customers of financial inclusion portfolio companies

CLIMATE FINANCE

43 million

tons CO2 expected lifetime emissions savings [1]

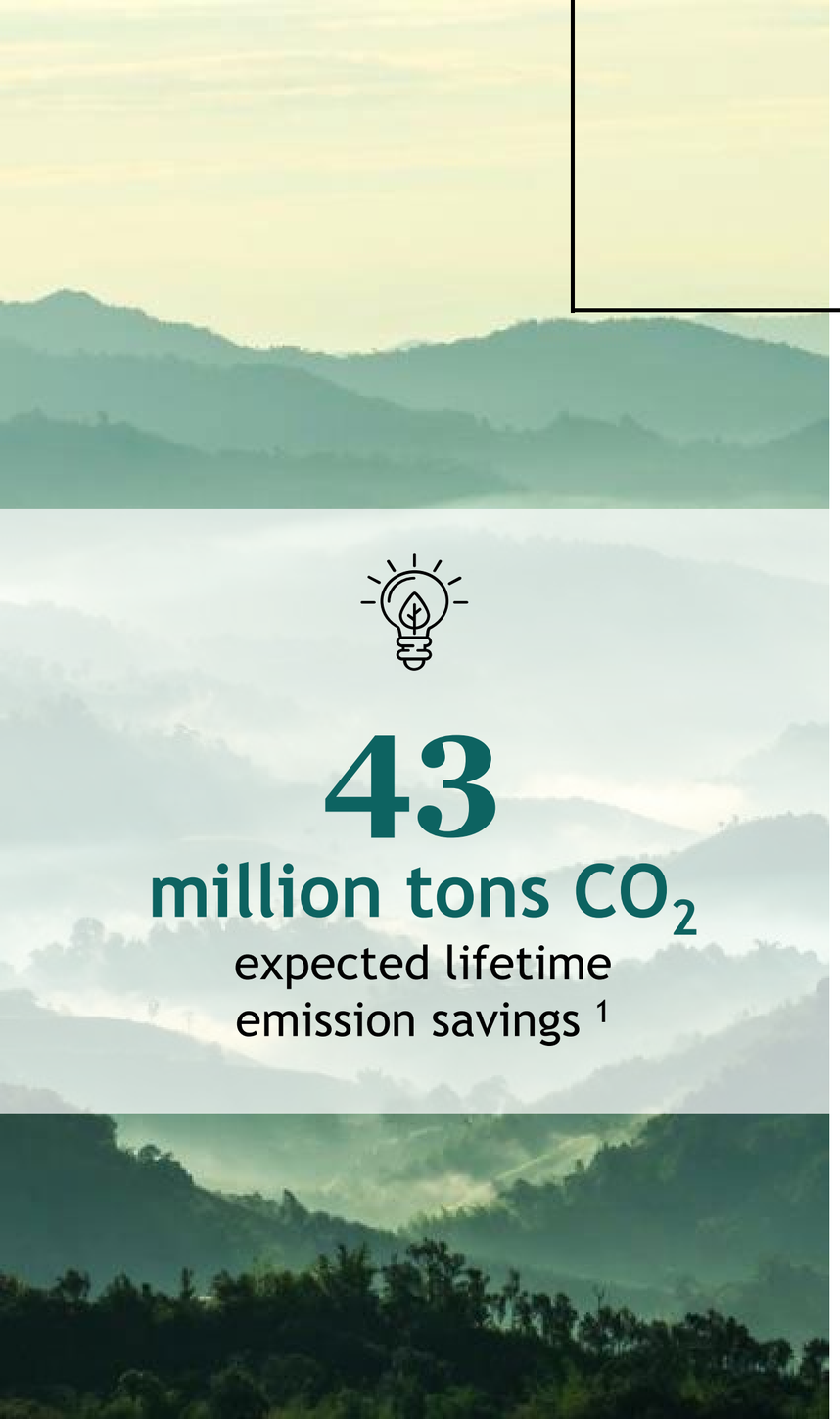
SUSTAINABLE FOOD

878,703

smallholders financed by portfolio companies

Providing Impact Investing at Scale

Impact of our portfolio [2]



CLIMATE IMPACT AT RESPONSABILITY

43

million tons CO_2

expected lifetime emission savings [1]

- Number of green loans disbursed via Financial Institutions: >84,500
- Renewable Energy installed capacity: >1.5 GW
- Amount of loans disbursed >USD 1bn
- Number of persons and companies with improved access to energy: 106 million people and 1185 companies

Source: GCPF Q4 Impact Report- data as of 31.12.2022, ACPF 2021 Annual Impact Report - data as of 31.12.2021

[1]Expected lifetime emission savings for all projects within the Funds regardless of the proportion of our investment. Based on an internal calculation, it is purely indicative and not a guarantee of future results.



FINANCIAL IMPACT AT RESPONSABILITY

97·3
million
customers of financial inclusion portfolio companies

- USD 1,578 average loan size given by portfolio companies to microfinance borrowers
- 47% female borrowers, 44% rural borrowers
- Customers enrolled in financial literacy programs with portfolio companies: 2.8 million

Source: “Dark Green Impact – Impact Report 2022”, responsAbility Investments AG. Data as of 31.12.2021.



SOCIAL IMPACT AT RESPONSABILITY

878,703

smallholders

financed by portfolio companies

- Hectares under sustainable management: 1 m hectares
- Payments made to smallholder farmers: USD 1 bn
- Gross loan portfolio in healthcare: USD 1.11 bn

Source: “Dark Green Impact – Impact Report 2022”, responsAbility Investments AG. Data as of 31.12.2021.

responsAbility

CLIMATE SMART AGRICULTURE AND FOOD SYSTEMS FUND

Transforming the global food system

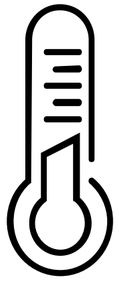


THE CLIMATE SMART AGRICULTURE AND FOOD SYSTEMS FUNDS (CSA)

CSA Fund within responsAbility's investment solutions

Sustainable Food	YES	
Climate Finance	YES	
Financial Inclusion		

The Food System can deliver 38% of emission reductions needed by 2050

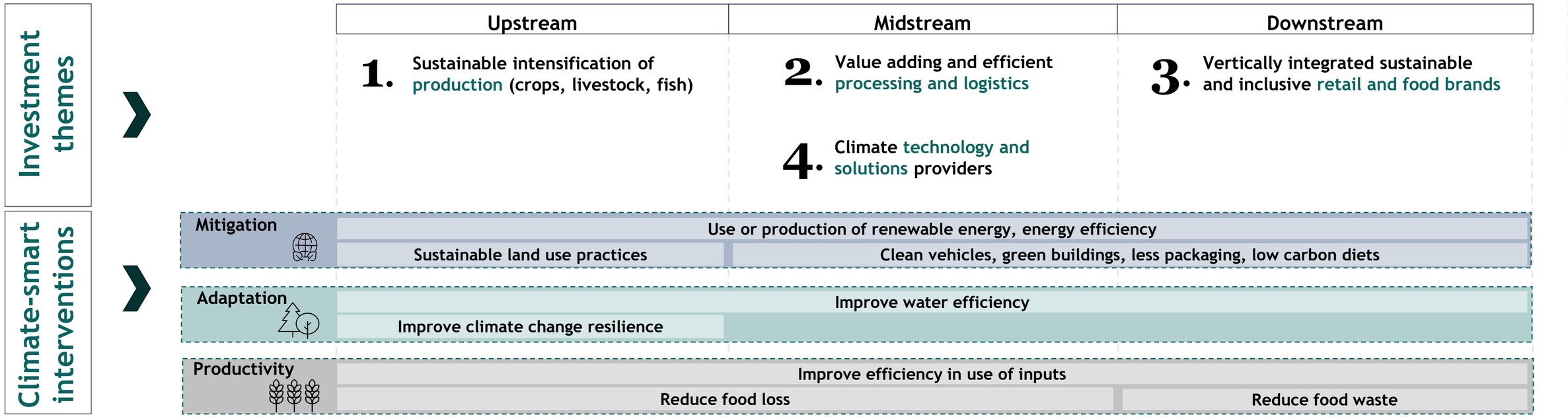


12% by improving sustainable land-use

10% by reducing food loss and waste, improving energy efficiency and increasing use of renewable energy

16% by shifting to more sustainable, healthier diets

CSA: OUR IMPACT STRATEGIES



CSA: HOW DO WE MANAGE IMPACT?

Final score				
Impact strategies	Impact score	Additionality elements	Additionality score	Overall score
Adaptation	1.9	Financial additionality	4.0	HIGH
Mitigation	2.4	Resource additionality	4.0	
Productivity	3.0	Value additionality	4.0	

Impact score	Additionality score
MEDIUM HIGH	HIGH

High	Medium high	Medium low	Low
>3.25	>=2.5<3.25	>=1.75<2.5	<1.75

Impact potential	Additionality elements: High	Medium-High	Medium-Low	Low
High	High	High	Medium	Low
Medium-High	High	High	Medium	No Go
Medium-Low	Medium	Medium	Low	No Go
Low	No Go	No Go	No Go	No Go

- Scoring matrix in deal assessment stage to determine eligibility

KPI	Impact*	Potential contribution to the Fund targets	Observation
Primary			
Net greenhouse gas emissions reductions (tCO2e)	57,000		
Secondary and cross-cutting			
Additional area under sustainable agriculture (hectares)	7,160		
Number of new smallholders	2,145		
Additional jobs for women	790		

- Translating identified climate-smart interventions into well-defined and measurable goals
- Investees are obliged to report progress in the annual impact reporting
- Technical assistance through the CSA to help Investees in meeting these targets

IMPACT HARVEST FORUM
INVESTING IN INCLUSIVE BUSINESSES

Fireside Chat | Measuring Impact: Valuing Impact in Investment Decisions



Rowena Reyes

Investment Director
Sweef Capital



Brandon Cheah

Senior Investment Officer
responsAbility Investments AG



Bradley Kopsick

Myanmar/Cambodia Country Director
Insitor

Moderator:



Maud Savary-Mornet

Senior Advisor, Asia
The Global Impact Investing Network

IMPACT HARVEST FORUM
INVESTING IN INCLUSIVE BUSINESSES

Measuring Impact: Valuing Impact in Investment Decisions

Q&A

with Maud Savary-Monet



Senior Advisor, Asia

The Global Impact Investing Network

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GIIN