



GSG IMPACT SUMMIT 2018

OCTOBER 8-9 | NEW DELHI
JW MARRIOTT, AEROCITY

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N.B. Summit Formats & Session Vocabulary

- ▲ **Plenary:** A plenary is a general assembly gathering at the GSG Impact Summit of all attendees with topics of overall field-building interest. At GSG Impact Summit 2018, this will mean all 900 delegates in the ballroom to experience main-stage discussions.
- ▲ **Focus plenary:** The focus plenary has a large audience gathering to discuss a more topical and focused subject. At the GSG Impact Summit 2018, this will mean 200-300 delegates in the ballroom, which will be divided into two parts for these sessions.
- ▲ **Regional showcase:** The regional showcase will involve a discussion on opportunities in a geographic region, led by experts on the geography and may either be a focus plenary session or a deep-dive expert roundtable.
- ▲ **Sector spotlight:** Sector spotlight will be a thematic discussion on a global, sectoral opportunity, led by experts on the sector and may either be a focus plenary session or a deep-dive expert round-table.
- ▲ **Working group insights:** GSG's official working groups are made up of experts from GSG NABs and NAB networks. These are knowledge development priorities for the GSG and the reports will be presented, discussed and debated in deep-dive expert round-table formats.
- ▲ **Expert roundtables:** Expert roundtables are opportunities to interact with experts in a roundtable format where all participants are speakers, and designated speakers play a discussant leader role. These sessions will have no more than 30-50 people in each discussion and are opportunities for immersive dialogues.

A. Summit Agenda

Monday, 8 October, 2018

Time	Title
07.00-09.00	Breakfast & Registration
I. OPENING PLENARY (Venue : Grand Crystal Ballroom)	
09.00-09.05	Video: The Power of Impact
09.05-09.10	Kickoff
09.10-09.20	Welcome Address
09.20-09.25	Forbes Video introducing Sir Ronald Cohen
09.25-09.45	Theme Address: The Power of Impact
09.45-10.00	New NABs Admission Ceremony: Flag Planting
10.00-10.15	State of the Movement Address
II. SUPPLY OF IMPACT CAPITAL PLENARY (Venue : Grand Crystal Ballroom)	
10.15-10.25	Keynote: Impact and Public Money
10.25-10.35	Keynote: Impact and Private Money
10.35-11:15	Panel Discussion: The New Investment Allocation Paradigm
11.15-11.45	Refreshment Break / Transition to Breakouts
III. SUPPLY OF IMPACT CAPITAL BREAKOUT	
11.45-12.45	Integrating Impact in Institutional Portfolios (Venue : Ballroom 1)
	Pension Funds & Insurance Companies: The Next Frontier (Venue : Ballroom 3)
	Priority Initiative: Education in India, Africa & the Middle East (Venue : Studio 7)
	Regional Showcase: Impact Investment Opportunities in Latin America (Venue : Studio 2)
	Donor Capital and Outcome-based Approaches (Venue : Studio 3)
	GSG Working Group Updates & Insights: Building Impact Wholesalers (Venue : Studio 1)
	DFIs: Embedding Impact in Development (Venue : Studios 5 & 6)
12.45-13.00	Transition to Lunch
13.00-14.00	Lunch

Time	Title
IV. DEMAND FOR IMPACT CAPITAL PLENARY (Venue : Grand Crystal Ballroom)	
14.00-14.05	Video: Message for Hon. Gordon Brown
14.05-14.15	Keynote: Impact Entrepreneurs to the Fore
14.15-14.25	Keynote: Big Business & Impact
14.25-15.05	Panel: Identifying the "Impact Unicorns"
15.05-15.30	Refreshment Break / Transition to Breakouts
V. DEMAND FOR IMPACT CAPITAL BREAKOUT	
15.30-16.30	Regional Showcase: Impact Investment Opportunities in Africa (Venue : Ballroom 1)
	South Asian Impact Entrepreneurs: The Secrets of Success (Venue : Ballroom 3)
	Priority Initiative: Investing in Refugees (Venue : Studio 7)
	Unlocking Capital for Early-Stage Impact Entrepreneurs (Venue : Studio 2)
	How Can Blockchain Change Access to Impact Capital? (Venue : Studio 3)
	GSG Working Group Updates & Insights: Widening and Deepening the Impact Market (Venue : Studio 5 & 6)
	GSG Working Group Updates & Insights: Developing R&D-based Impact Enterprises (Venue : Studio 1)
16.30-17.00	Refreshment Break / Transition to Plenary and Evening Events
VI. EVENING PLENARY (Venue : Grand Crystal Ballroom)	
17.00-17.05	Welcome to the evening plenary and to Hon. Al Gore
17.05-17.10	Video: GSG Funds
17.10-17.25	Launch of GSG Impact Funds
17.25-17.30	Video: GSG Working Groups
17.30-17.45	Showcase: Working Groups
17.45-18.00	GSG Honors
18.00-18.30	Fireside Chat: Personal Journeys to Impact
18.30-19.30	Cocktails
19.30-21.30	Dinner + Evening Events

Tuesday, 9 October, 2018

Time	Title
07.00-09.00	Breakfast & Registration
VII. POLICY & FIELD DEVELOPMENT PLENARY (Venue : Grand Crystal Ballroom)	
09.00-09.10	Video Messages
09.10-09.15	Welcome, Recap & Intro to GSG Millennial Honors
09.15-09.30	GSG Millennial Honors
09.30-10.10	Panel: SDGs as a Bridge to Impact Economies
10.10-10.50	Panel: Meeting the Challenge of Impact Measurement
11.00-11.30	Refreshment Break
VIII. HEADLINE KEYNOTE (Venue : Grand Crystal Ballroom)	
11.25-11.30	Video: The Inconvenient Sequel
11.25-11.30	Headline Keynote: Our Impact, Our Future
IX. INTERMEDIATION OF IMPACT CAPITAL PLENARY (Venue : Grand Crystal Ballroom)	
11.55-12.05	Keynote: Impact Investment as a Driver for Systemic Change
12.05-12.20	Keynote: Impact Investment in Emerging Markets
12.20-13.00	Panel: Optimizing Risk, Return, and Impact
13.00-14.00	Lunch
14.00-14.15	Transition to Breakouts
X. INTERMEDIATION OF IMPACT CAPITAL BREAKOUT	
14.15-15.15	Regional Showcase: Impact Investment Opportunities in India Venue : Ballroom 1
	Priority Initiative: Why Gender-Lens Investing Matters Venue : Ballroom 3
	GSG Working Group Updates & Insights: Policy Venue : Studio 1
	Innovation in Retail & Wholesale Impact Products Venue : Studio 2
	Impact Investment Intermediaries: Boosting Numbers and Capacities Venue : Studio 3
	GSG Working Group Updates & Insights: Creating Innovative Impact Products Venue : Studio 5 & 6
	Standardizing Impact Measurement: The Way Forward Venue : Studio 7
15.15-16.00	Refreshment Break / Transition to Closing Plenary

AGENDA

Time	Title
XI. CLOSING PLENARY (Venue : Grand Crystal Ballroom)	
16.00-16.05	Video: NABs
16.05-17.00	Town Hall: Catalyzing our Global Community
17.00-17.20	The Impact Revolution
17.20-17.30	Thank You Address
17.30-17.45	Wrap Up Videos + 2019 Summit Video
17.45-20.00	Cocktail Reception

B. Content Outline: Main Program

① Opening plenary: “The power of impact”

THE POWER OF IMPACT IS EVIDENT EVERYWHERE.

From the portfolios of leading investors, to the decisions of entrepreneurs and businesses, to the choices of individual consumers, and the policies of government leaders, social and environmental impact are becoming integral parts of our decision making. We are on the cusp of an impact revolution.

How do we accelerate this revolution? How do we leverage the opportunities it is creating for our markets, our economies, and our shared future? How is it already reshaping our world?

This October 8-9, 2018, in New Delhi, India, the Global Steering Group for Impact Investment (GSG) will host its 4th annual Impact Summit, bringing together impact leaders from more than 50 countries to mobilize the power of impact across the world.

Together, we will unleash the power of impact.

The opening plenary of the summit will have the following parts:

- ▲ Welcome address from one of our hosts
- ▲ State of the movement address from the GSG CEO
- ▲ Showcases to highlight the work of GSG
 - » 2 minutes each on four catalytic funds being designed
 - » 2 minutes each on four working group reports being launched

- ▲ Theme address on the power of impact by the GSG Founder and Chair

② Supply of impact capital plenary: The new investment allocation paradigm

The current global impact capital base of \$230 billion is growing rapidly. This supply is led by Pension Funds & Insurance Companies (32% collectively) and Development Finance Institutions or DFIs (19%). However, Banks & Diversified Financial Institutions (15%), HNWIs/ Family Offices (10%), Retail (8%) and Philanthropies (7%) account for another 40%. Sovereign Wealth Funds and Universities have yet to deeply engage in this work.

However, it is estimated that the world needs \$2.5 trillion annually just to attain the SDGs (Sustainable Development Goals). Clearly, we still need to unlock new and significant pools of capital.

PLENARY SESSION: THE NEW INVESTMENT ALLOCATION PARADIGM

Asset allocation and modern portfolio theory drives most investment decision-making. Wealth advisors, institutional consultants, and indeed the financial markets themselves are driven by asset allocation. As we move closer to Tipping Point 2020, how does impact reshape traditional thinking on portfolio construction? And in turn, how will the incorporation of impact ultimately affect investment decision-making among a range of stakeholders? Our plenary



session will discuss and deliberate on the new investment allocation paradigm.

3 Supply of impact capital breakouts

FOCUS PLENARY: INTEGRATING IMPACT IN INSTITUTIONAL PORTFOLIOS

Institutional LPs – Corporate Institutional Investors (Banks, Insurers and Pensions), Impact Wholesalers and DFIs – will be important leaders in the push for Tipping Point because of their size and sophistication. The institutional adoption will directly depend on their ability to integrate impact into their portfolios. What impact measurement and management techniques can they adopt? Who is best positioned to lead this shift inside these institutions: the Chief Executive Officer, Chief Investment Officer, or the Chief Impact Officer?

FOCUS PLENARY: PENSION FUNDS & INSURANCE COMPANIES: THE NEXT FRONTIER

Pensions, Mutual Funds, and Insurance Companies account for two-thirds of all global assets under management, estimated at \$79 trillion. They have deep market defining power through their allocation mechanisms. Should they take on market development and unlock wholesale capital? Does their charter and fiduciary role allow that? How can they embrace a higher-risk catalytic role while honoring their fiduciary responsibility?

EXPERT ROUNDTABLE: DONOR CAPITAL AND OUTCOME FUNDS

Philanthropic investments in social and development impact bonds offer an

intriguing way to influence impact at scale using scarce, grant capital. What have we learned from the first efforts to design these tools, and how can we structure the most innovative and impactful outcomes-based funding opportunities in the future? What are we expecting from the world's first few outcome funds at scale?

EXPERT ROUNDTABLE: DFIS: EMBEDDING IMPACT IN AID & INVESTING

Development finance institutions (DFIs) provide nearly one-quarter of the global impact capital base; that \$43 billion represents one-third of the \$146 billion spent by DFIs annually. What models have emerged for embedding impact in DFI funding? How can DFIs ensure their capital is catalytic for the Impact space? Is DFI capital taking adequate risk? What new mechanisms (e.g., DIB Funds, First Loss Capital, Blended Finance) can they embrace? Will they lead the impact movement just like they led global economic development?

4 Demand of Impact Capital Plenary: Impact Entrepreneurs to the Fore

As the impact investment ecosystem matures, it becomes imperative to examine business models that have absorbed the most impact capital and the manner in which this capital has been put to use to create real impact. This session will examine how demand for impact capital has influenced the overall growth of the impact ecosystem, and what is needed now to continue the momentum.

PLENARY PANEL: IDENTIFYING THE “IMPACT UNICORNS”

Many enterprises today have “impact” interwoven in the very fabric of their operating model. But they need support, nurturing, and acceleration from the impact investing ecosystem – the investment community, the corporate, government, and the impact enterprise community – if they are to drive the impact economies of the future. What does this support look like, and how can impact entrepreneurs at all stages connect with these resources?

5 Demand of Impact Capital Breakouts

FOCUS PLENARY: SOUTH ASIAN IMPACT ENTREPRENEURS: THE SECRETS OF SUCCESS

The growth of impact entrepreneurship in India and Southeast Asia has been phenomenal. What has driven its growth, and what challenges remain? What are the impact investment sector’s local and regional goals?

EXPERT ROUNDTABLE: UNLOCKING CAPITAL FOR EARLY-STAGE ENTREPRENEURS

Early-stage impact entrepreneurs are on the road from ‘validation’ to ‘scale-ups.’ What sources of capital are most attractive and most abundant for early-stage entrepreneurs, and what are the strategies for unlocking them? How do those strategies change based on a company’s vision or goals? And what technical assistance is required to move these enterprises along the growth spectrum?

EXPERT ROUNDTABLE: HOW CAN BLOCKCHAIN CHANGE ACCESS TO CAPITAL?

What are the opportunities and challenges for leveraging blockchain to increase access to impact capital? What is the current status? Where are the gaps? Have replicable models being identified? What do we need to do to make it mainstream? How will blockchain drive impact entrepreneurship?

6 Evening Plenary: The Power of Impact

GSG HONORS

GSG Honors is the annual awards presentation from GSG to reward and recognize the outstanding individuals and organizations who help develop our field. GSG will honor the recipients in four categories:

- ▲ **Impact asset owner of the year:** Honor for asset owners directing their capital to impact, including institutional investors, philanthropies, high net-worth individuals, family offices, corporations, banks, governments, and development-finance institutions.
- ▲ **Impact entrepreneur of the year:** Honor for leaders with catalytic impact on lives and/or planet through profit-with-purpose companies (social enterprises), non-government organizations, or non-profit social service providers with earned-income models.
- ▲ **Impact asset manager of the year:** Honor for impact fund managers and other banks, dealmakers, or intermediaries placing and/or allocating impact capital.



▲ **Impact market builder of the year:**

Honor for infrastructure, knowledge, or field development for policy advocates, professional services providers (such as research, advising, consulting, or impact measurement), government agencies, media outlets, or an individual.

FIRESIDE CHAT: THE POWER OF IMPACT

Join some of the most recognizable global leaders in the impact space as they discuss their personal journeys, their definition and vision of impact, and how they view the power of the movement. The fireside chat will be a conversation on how we can further shape the impact movement and how each of us can contribute to – and benefit from – its momentum.

7 Policy & Field Development Plenary

MILLENNIALS AND IMPACT

Millennials are often hailed as the torch-bearers of the impact movement. An E&Y survey recently showed that 84% of millennials wish to engage in sustainable investments – and they are inheriting \$30 trillion in wealth. What will their ascent mean for the movement?

CSC Millennial Honors celebrates the values and actions of the next generation – and the hope they carry for the impact economies of the future.

POLICY & REGULATION PLENARY: PAVING THE ROAD TO IMPACT ECONOMIES AND SDGS

What do the impact economies of the future look like and how can we shape them? Should these nascent markets

seek regulation? Will standardization and legislative classification of impact actors smooth international impact capital flows or could it hinder innovation? How can the private and public sector partner so that governments are also market participants and market facilitators, and not just market regulators?

MARKET BUILDERS' PLENARY: MEETING THE CHALLENGE OF IMPACT MEASUREMENT

What are the emerging impact measurement standards, and how do we separate the wheat from the chaff? How can the Impact Management Project and other such conventions be practically used to quantify and compare impact between different opportunities, products and funds. What role does technology play in this? Can we reach a point where we can compare like with like? How do we integrate new technologies and new measurement standards? How should we approach data collection for measurement and how should this be balanced with privacy concerns?

8 Headline Keynote: Hon. Al Gore

Nobel Laureate Hon. Al Gore, former Vice President of the United States of America and one of the greatest statesmen of our time will make the case for impact investments for climate and social justice. He will present his report card on progress addressing global warming, the role private and public capital can play in the climate crisis, and why the social and environmental impact movements must join as one impact movement.

9 Intermediation in Impact Investment Plenary: Optimizing Risk, Return, and Impact

The integration of impact into investment decisions has begun. As the field develops, we will be able to empirically challenge traditional capital market theories. Can impact perpetually drive profit and never impede it? Can we consistently optimize risk, return, and impact to maximize stakeholder value? Will intermediaries, who have been important champions of the impact movement, showcase how these tradeoffs behave in the markets? Can our evidence base shape a new impact capital market theory?

10 Intermediation in Impact Investment Breakouts

EXPERT ROUNDTABLE: STANDARDIZING IMPACT MEASUREMENT: THE WAY FORWARD

As impact enterprises scale their operations, it is essential to continuously measure and track how lives are impacted. One way to do this is to embrace technology in order to help with continuous monitoring and evaluation. Can the intermediaries drive the measurement wave, demanding standard metrics from entrepreneurs? How should intermediaries respond to cost-benefit discussions around impact measurement?

EXPERT ROUNDTABLE: RISE OF RETAIL: CROWDSOURCING IMPACT INVESTMENT

Most impact investing products so far

have been geared towards high net worth individuals and institutional investors. Community or cooperative banks have existed for decades; however, the costs in time and money have limited the set of impact investing products available for retail investors. How can we democratize impact investment and make it accessible to retail customers? What are the products in the market? What are the lessons learnt so far? How can impact investing be made easy – or simply easier – for retail investors?

EXPERT ROUNDTABLE: IMPACT INVESTMENT INTERMEDIARIES: BOOSTING NUMBERS AND CAPACITIES

Do intermediaries have a theory of change that responds to the market realities of deal flow, size, duration, returns, and exits? Are Funds able to keep a mission-lock on their strategy and execute it relentlessly? What have we learnt from Funds raising their 3rd, 4th, or 5th Fund successfully? Where are impact markets the deepest in terms of recurring success: geographically, thematically, or stage of play?

11 Closing Plenary: The Impact Revolution

The closing plenary will have the following parts:

- ▲ Catalysing the Community: an on-stage town hall discussion with the Chairs of all of the GSG National Advisory Boards (NABs)
- ▲ Call to action address by GSG Founder and Chair
- ▲ Valedictory and thank you address from one of our hosts

C. Content Outline: Special Tracks

1 Regional Showcases

EXPERT ROUNDTABLE: REGIONAL SHOWCASE: LATIN AMERICA INVESTMENT OPPORTUNITIES

The impact investment space in Latin America has gained momentum in the past decade. There are increasingly longer-term commitments by individual investors, DFIs, foundations, governments, and institutional investors to catalyze greater flows of capital by improving access, affordability, and availability. But more needs to be done for impact investments to have a positive impact in the region. What are the emerging opportunities in Latin America that can be leveraged by investors?

FOCUS PLENARY: REGIONAL SHOWCASE: AFRICA INVESTMENT OPPORTUNITIES

With an increase in demand for impact capital, and a growing impact enterprise ecosystem, the impact investment market in Africa is expected to be worth around USD 307 Billion by 2020. However, the continent needs billions annually to deliver on the SDGs and the African Union's Agenda 2063, and the demand for investments often outstrips the supply of investible enterprises. What are the impact investment sector's local and regional goals? Where is the greatest need for developmental and impact capital? How can African institutional capital be attracted into impact enterprises alongside external sources like DFIs?

FOCUS PLENARY: REGIONAL SHOWCASE: INDIA INVESTMENT OPPORTUNITIES

Impact investing in India has grown to

be a billion-dollar-a-year industry with a potential to grow 20 to 25 percent a year. The sector is now focused on scaling new models of impact which will call for unlocking additional sources of capital. Can intermediaries play a role in bringing mainstream banks and brokers to move capital to scale and foster innovation? What steps have been taken so far to advance a common language around social metrics and standards? Who is driving the metrics in the Indian markets?

2 Priority Initiatives

EXPERT ROUNDTABLE: EDUCATION IN INDIA, AFRICA, & THE MIDDLE EAST

Education has been universally recognized as an effective means to break the cycle of poverty and improve lives. However, while \$2.5trillion is spent on education worldwide, impact capital accounts for just \$3 million. Moreover, only 3 percent of AUM account for the education sector as compared to 21 percent in microfinance and 11 percent in energy. What's keeping impact investors away? How can we incentivize innovation or entrepreneurial activity to close education attainment gaps through impact investing?

EXPERT ROUNDTABLE: REFUGEES

The global refugee crisis presents enormous challenges to national governments and multilateral institutions, but can impact investing play a role in meeting their needs? Nations must act

quickly to provide a wide range of services – integration, healthcare, housing and education – all of which could be suited to impact investments. Refugees are seeking security and economic opportunity, while host nations prize social stability. Can we bridge those demands through impact investing?

EXPERT ROUNDTABLE: GENDER-LENS INVESTING

Investment strategies that seek to intentionally and measurably address gender disparities and/or examine gender dynamics to better inform investment decisions are gaining ground. Are there proven thematic strategies and demonstrable measurable outcomes in emerging markets? How can we integrate the gender lens into diligence, enterprise support, portfolio construction, and portfolio management?

3 GSG Working Group Insights & Updates

EXPERT ROUNDTABLE

WORKING GROUP INSIGHTS: BUILDING IMPACT INVESTMENT WHOLESALERS

Many countries are looking at how they can speed up and scale up the development of their impact investment ecosystem. One route is the creation of an impact investment wholesaler. Pioneer wholesalers have boosted impact investment in their countries, building a market which goes far beyond their direct activity, developing strong intermediary structures and connecting capital to the social enterprises - all to achieve greater impact. This GSG report will

help more countries design and launch wholesalers which are appropriate to their starting point and goals, as well as helping existing wholesalers to improve their work. The roundtable is aimed at stakeholders who are at any stage of considering or already supporting a wholesaler, based on models and data available to date.

EXPERT ROUNDTABLE WORKING GROUP INSIGHTS: WIDENING AND DEEPENING THE IMPACT MARKET

What is needed to open the field of impact investment? This paper will help explain what needs to happen to mobilise capital and activity that will take impact investment from billions to trillions and scale impact on the ground. It focuses on the breakthrough actions and interventions that can take the whole system to a tipping point. This session will be useful to those already active who want to see impact investing reach its potential for scale and include practical guidance for different actors from banks to corporates to those driving new solutions.

EXPERT ROUNDTABLE WORKING GROUP INSIGHTS: DEVELOPING RESEARCH & DEVELOPMENT-BASED IMPACT ENTERPRISES

In what ways are tech and Impact moving closer together and how can this be facilitated? This report will explore the ways in which tech generates impact, and outline the different stages of development for impactful ventures, from R&D to maturity. It will map the key elements of support needed at different maturity stages and showcase some of the best support offered at each of these



stages. It will provide recommendation to support ventures on how to leverage tech for impact. This is for anyone involved in or interested in the journey faced by those enterprises leading the impact revolution.

EXPERT ROUNDTABLE WORKING GROUP INSIGHTS: CREATING INNOVATIVE IMPACT PRODUCTS

Where has financial innovation revealed ingrained breakdowns or areas of friction in today's efforts to mainstream SDG investment? This report looks at the failures of product and impact along the value chain for individuals and organisations in the mainstream "investment value chain" figuring out whether and how to shift their portfolios towards sustainability. It is also for enabling entities - including standard-setters, regulators, and funders - that

are critical to unlocking capital for such products and ensuring market integrity along the way.

EXPERT ROUNDTABLE: POLICY

What are the most powerful tools policy makers can use to ignite the impact investment ecosystem? This report focuses on the role of government in the impact investment ecosystem and highlights how policy making across the countries analysed has been catalytical. The report's aim is to facilitate effective knowledge exchange and provide informed and strategic recommendations on potential next steps. This session is predominantly for policy makers, government officials and those that influence and support them, as they seek to build a thriving impact investment ecosystem in their respective countries.