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INTERNATIONAL IMPACT INVESTING SUMMIT



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Vaatsalya Healthcare

December 2-3, 2010 | Flatotel, New York, NY

Capitalize on the Rising Interest in Social Finance.

Attend this Executive-level Summit to:

- Explore the emergence of impact investing and its accomplishments to date
- Gain a comprehensive understanding of what constitutes impact investing
- Uncover the opportunities and challenges within impact investing
- Leverage lessons learned in microfinance to accelerate the advancement of impact investing
- Understand the mindset of high net worth and institutional investors as it relates to impact investing
- Examine industry initiatives designed to establish a market infrastructure and investment eco-system
- Learn ways in which to effectively source impact investment opportunities
- Examine metrics for measuring social impact
- Explore the global outlook for impact investing, and which impact themes will garner the most traction



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Who You Will Meet

Investors and intermediaries interested in or engaged in impact investing, including senior-level executives from:

- Family Offices
- Investment Banks
- Institutional Investors
- Foundations
- Pension Funds
- Private Equity
- Venture Capital
- Social Entrepreneurs
- Industry Advisors and Consultants

Questions?

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Dear Investor,

We're excited to invite you to attend the inaugural International Impact Investing Summit. The goal of the conference is to raise the profile of impact investing outside of the microfinance industry by bringing together investors, practitioners and other stakeholders to explore the industry's activity to date, as well as to address the impediments infringing on the acceleration of impact investing. The format of the agenda is to have each session be an exciting discussion rather than a series of lectures. We want participants to learn from each other by confronting views. The session moderators are engaged to drive the content and direction of each discussion, to ensure attendees gain maximum value from their participation.

If you have yet to explore the myriad opportunities within impact investing, now is the time to familiarize yourself with the investment landscape, the key players, and the hurdles to be overcome to accelerate the evolution of this emerging asset class.

Join impact investing thought-leaders from around the world to stake your claim within impact investing.

Spaces are limited – register now to secure your place. Visit www.impactinvestingsummit.com for registration information, or call 888-224-2480 now.

We look forward to greeting you in New York in December.

Warm regards,

Jean Philippe de Schrevel
Founder and CEO
Bamboo Finance
Conference Co-Chair

Asad Mahmood
Managing Director,
Global Social Investment Funds
Deutsche Bank
Conference Co-Chair

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Day One – Thursday, December 2, 2010

7:30 Registration and Continental Breakfast

ANALYZING THE EVOLUTION OF IMPACT INVESTING

8:30 Exploring the Emergence of Impact Investing and Its Accomplishments to Date

Impact investing is a nascent yet burgeoning asset class. Not to be confused with Socially Responsible Investing (SRI), impact investing refers to investments which generate financial return while taking into consideration social and environmental factors. And while many mainstream investments incurred significant losses during the financial crisis, impact investments such as microfinance maintained steady returns. This opening session will lay the foundation for the rest of the conference, as two industry thought-leaders explore the emergence of and positive momentum behind impact investing and emphasize its value proposition. Discussion points will include:

- Evaluating the generational shift that has resulted in a new class of socially and environmentally conscious investors
- Benchmarking impact investing against mainstream asset classes and more cutting edge opportunities including microfinance
- Evaluating the strength of the sector in terms of:
 - Performance evaluations
 - Risks and returns
- Demonstrating how impact investing can create diversification in your portfolio while ensuring positive financial performance as well as environmental and social returns

Jean-Philippe de Schrevel
Founder & CEO, Bamboo Finance

Asad Mahmood
Managing Director, Global Social Investment Funds
Deutsche Bank

The following sessions offer case studies of real-world impact investments to not only demonstrate the broad spectrum of what constitutes impact investing, but to show in practical terms ways in which to achieve a social/environmental and financial impact.

9:15 Impact Theme: Environment - Water and Agriculture

- Experiences to date with environmental impact ventures – insights into specific transactions and opportunities
 - International; Domestic
- Identifying the goal and objectives of current ventures – in terms of financial and social return
- Identifying the challenges investors face in terms of growth and capital availability
- Lessons learned thus far

Abyd Kamali
Managing Director and Global Head of Carbon Markets
Bank of America

Michael Jenkins
President & CEO, Forest Trends

10:00 Networking and Refreshment Break

10:30 Impact Theme: Energy

- Evaluating the value proposition of energy-related impact investments
- Examining different models of success thus far:
 - Decentralized production
 - Home systems
 - Microfinance
 - Rental
 - Purchase
- Identifying the real challenges:
 - Distribution
 - Reach
 - Infrastructure
 - Communication
 - Financing
- Exploring ways of participating to make an impact – different ways of investing/assisting firms
- Discussion of past deals and lessons learned thus far

Moderator:

Mark Campanale
Halloran Philanthropies

Panelists:

Nicola Armacost
Co-Founder and Managing Director, ARC Finance, Ltd.

Herta Von Stiegel
Partner, Executive Chairman, Ariya Capital LLP

Jeremy Smith
Partner, Berkeley Energy

Mark Fulton
Global Head of Climate Change Investment Research
Deutsche Bank

Christine Eibs Singer
Co-Founder and Chief Executive Officer, E+Co

Mayank Sekhsaria
Co-Founder, Greenlight Planet

Tor G. Gull
CEO, Okiocredit

11:45 Impact Theme: Housing

- Experiences to date with housing-related impact ventures – insights into specific transactions and opportunities
 - International; Domestic
- Identifying the goal and objectives of current ventures – in terms of financial and social return
- Identifying the challenges investors face in terms of growth and capital availability
- Lessons learned thus far

Moderator:

Terri Ludwig
COO, Enterprise Foundation

Panelists:

Deidre Schmidt
Executive Director, Affordable Housing Institute

Jawad Aslam
CEO, Ansaar Management Company

James Magowan
General Manager, Housing MicroFinance, LLC

12:45 Networking Lunch for Speakers and Attendees

1:45 Impact Theme: Healthcare

- Evaluating how big the need is for healthcare related impact investments
- Determining the opportunities related to healthcare impact investments – are there investable ventures or is the market too dominated by the public sector?
- Experiences to date and insights from specific transactions and opportunities
 - Examining the different types of investment capital used
- Pinpointing the particular barriers associated with healthcare investments
 - Concerns over malpractice liability
- Lessons learned thus far

Moderator:

David Green
Fellow, Ashoka

Panelists:

Dr. Allen Hammond
CEO, HealthpointServices Global

Ashwin Naik, MBBS, MS
Co-founder and CEO, Vaatsalya Healthcare

2:45 Impact Theme: Education

Education is an amazingly powerful area of human impact. At its core, it is all about unlocking an individual's potential and providing them with options for their future. There are a growing number of investable approaches aiming to improve educational quality and expand access. This panel session will address:

- Exploring education-related impact investment opportunities
 - Higher education, low cost private primary and secondary (school chains, school finance), education tools (technology, curricula, etc.)
- Experiences to date and lessons learned – insights into specific transactions and opportunities
 - International; Domestic
- Identifying the goal and objectives of current ventures – in terms of financial and social return
- Investor and entrepreneur perspectives on the challenges around education impact investments

Moderator:

Steve Hardgrave
Senior Managing Director, Gray Ghost Ventures

Panelists:

Francisco Vizcaya
CEO, FINAE

James Tooley, Ph.D.
Professor of Education Policy, Newcastle University

3:45 Networking and Refreshment Break

4:15 Summarizing and Discussing the Key Challenges Impeding Impact Investing Today

During this panel discussion the moderators of the preceding case studies will explore and address the common challenges identified across impact themes. The goal is to clearly articulate the impediments to be overcome to advance the commercialization of impact investing.

4:45 Taking Advantage of Lessons Learned in Microfinance to Accelerate the Development of Impact Investing

Microfinance is the most active and developed market within impact investing. With that, should impact investors seek to capitalize on the existing distribution channels of microfinance institutions (MFIs) to advance impact investment products? Can MFIs handle the longer term payback and large upfront investments associated with impact investment areas? During this panel discussion, microfinance thought-leaders will share their perspectives on the above questions, and their lessons learned which impact investors could take advantage of to help accelerate their investment opportunities.

Gil Crawford
CEO, MicroVest

5:30 Summit Adjourns to Day Two

Day Two – Friday, December 3, 2010

8:00 Continental Breakfast

8:30 Recap of Day One

SOLUTIONS TO ACCELERATE IMPACT INVESTING

8:45 Leveraging Development Financial Institutions (DFIs) as Intermediaries to Accelerate the Establishment of an Eco-System for Impact Investing

- Examining the interplay between DFIs and private investors
- Understanding the importance of DFIs to the growth of impact investing
- Applying specific DFI strategies to impact investing to ensure sustainable growth

Moderator:

Jan Piercy
Executive Vice President, ShoreBank Corporation

Panelists:

Monika Beck
Division Chief, Competence Center for Private and Financial Sector Development, KfW Development Bank

Richard Greenberg
Director, Micro and SME Finance, Overseas Private Investment Corporation (OPIC)

John Wasielewski
Director of Development Credit, U.S. Agency for International Development (USAID)

9:45 Exploring the Relationship between Philanthropy, Socially Responsible Investing (SRI) and Impact Investing to Identify Parallels and Ways in which to Manage Multiple Interests

Philanthropy, Impact Investment and Social Responsible Investing all have the same overarching goal of creating positive social and environmental impacts. Yet the tools and tactics which donors, investors and the capital markets have in their toolkits are quite distinct and can sometimes even work at cross purposes.

This panel pulls together private bankers, philanthropic advisors, and impact and socially responsible investors to explore these differences and similarities. Looking beyond the specific products and services which these institutions provide, we will highlight some of the theories of change embedded in their distinct approaches. How can holders of philanthropic and investment capital find the best products and opportunities to deploy all of their assets as new vehicles and players are entering the field?

Moderator:

Steven Godeke
Principal, Godeke Consulting

Panelists:

Elliot M. Berger
Vice President, Private Banking and Investment Group,
Merrill Lynch

Mark A. Reiger
Director of Stewardship Investing, MMA

Dr. Mathias Terheggen
Global Head Philanthropy Services, Philanthropy
& Values-Based Investing, UBS AG

10:45 **Networking and Refreshment Break**

11:00 **Insights into the Mindset of the High Net Worth and Institutional Investor**

High net worth individuals and institutional investors are attracted to impact investment opportunities, as the combination of doing social good while receiving high returns is resonating. With this, it is important for others within the capital markets supply chain to understand their mindset as it relates to impact investing. In this panel session, a combination of high net worth investors, private bankers and other institutional investors will provide insight into their wants and needs to help social entrepreneurs and fund managers affectively market themselves and their investment products.

Raúl Pomares
Managing Director, Springcreek Advisors

Rodolfo Fracassi, CFA
Co-Founder and Director, MainStreet Partners

12:00 **Networking Lunch for Speakers and Attendees**

1:00 **Examining Industry Initiatives to Establish Coherence and Collaboration amongst Impact Investors to Increase Awareness and Enhance Efficiency**

- Assessing the viability of industry initiatives designed to establish a market infrastructure and investment eco-system
- Achieving clarity around the definition of impact investing from a financial and social perspective
 - The rate of market return versus social return
 - Increasing understanding of the full value of impact investments
- Establishing tracking and reporting mechanisms to monitor and measure investments and to extent to which they are accomplishing their goals

Camilla Seth
Director of Programs and Operations
Global Impact Investing Network (GIIN)

Charly Kleissner
Co-Founder, KL Felicitas Foundation

Martin Rich
Director, Social Finance Ltd

2:00 **Sourcing Opportunities: Tools and Tactics for Identifying Viable Impact Investment Ventures**

- Identifying the concepts, frameworks and models to source, analyze and fund impact investments across asset classes and themes
- Analyzing the ability of impact investment vehicles to deliver sustainable growth, returns and respond to investors' demand for transparency and liquidity
 - Direct and fund investments
 - Guarantees and credit enhancements
 - Below-market subsidized investments
 - Screening and shareholder engagement
- Evaluating impact investment structures
 - Minimum investment
 - Length of investment
 - Rate of return
 - Exit strategies

Keely Stevenson
CEO, Bamboo Finance USA

2:45 **Networking and Refreshment Break**

3:15 **Measuring Social Impact: Identifying Metrics by which to Define and Quantify the Social and Environmental Reach of Impact Investments**

- Examining some approaches for overcoming the lack of consistent reporting on the social and environmental performance of impact investments
 - The Smart Campaign's 6 Principles of Client Protection
 - CGAP's ESG Microfinance Investment Vehicle Reporting Standards
 - Global Impact Investing Network's (GIIN) Impact Reporting and Investment Standards (IRIS) taxonomy
- Determining their ability to accurately assess the non-financial value of investment opportunities
- Evaluating the common language identified for reporting the social and environmental performance of impact investments

Brian Trelstad
Chief Investment Officer, Acumen Fund

4:00 **Analysis of and Outlook for the Impact Investing Market Globally**

- Quantifying investor/investee demand for impact investments
- Assessing the amount of commercial capital which could potentially be available for impact investments
 - What needs to happen for that to be realized?
- Evaluating which asset classes and investment themes are seeing the greatest traction thus far
 - Identifying the latest trends and products

John Simon
Managing Partner, Total Impact Advisors

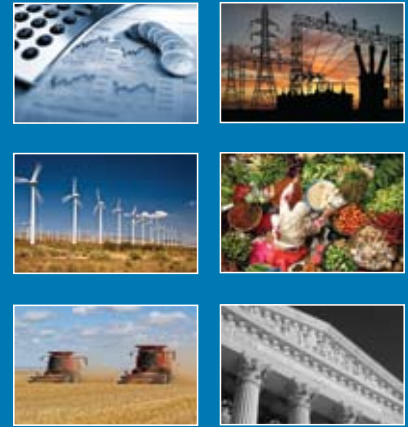
Nikolaus Schultze
Director Project Finance, First Climate Switzerland

4:45 **Summit Concludes**

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