



Presentation at CFC

London, May 30th, 2018

Alison Fort

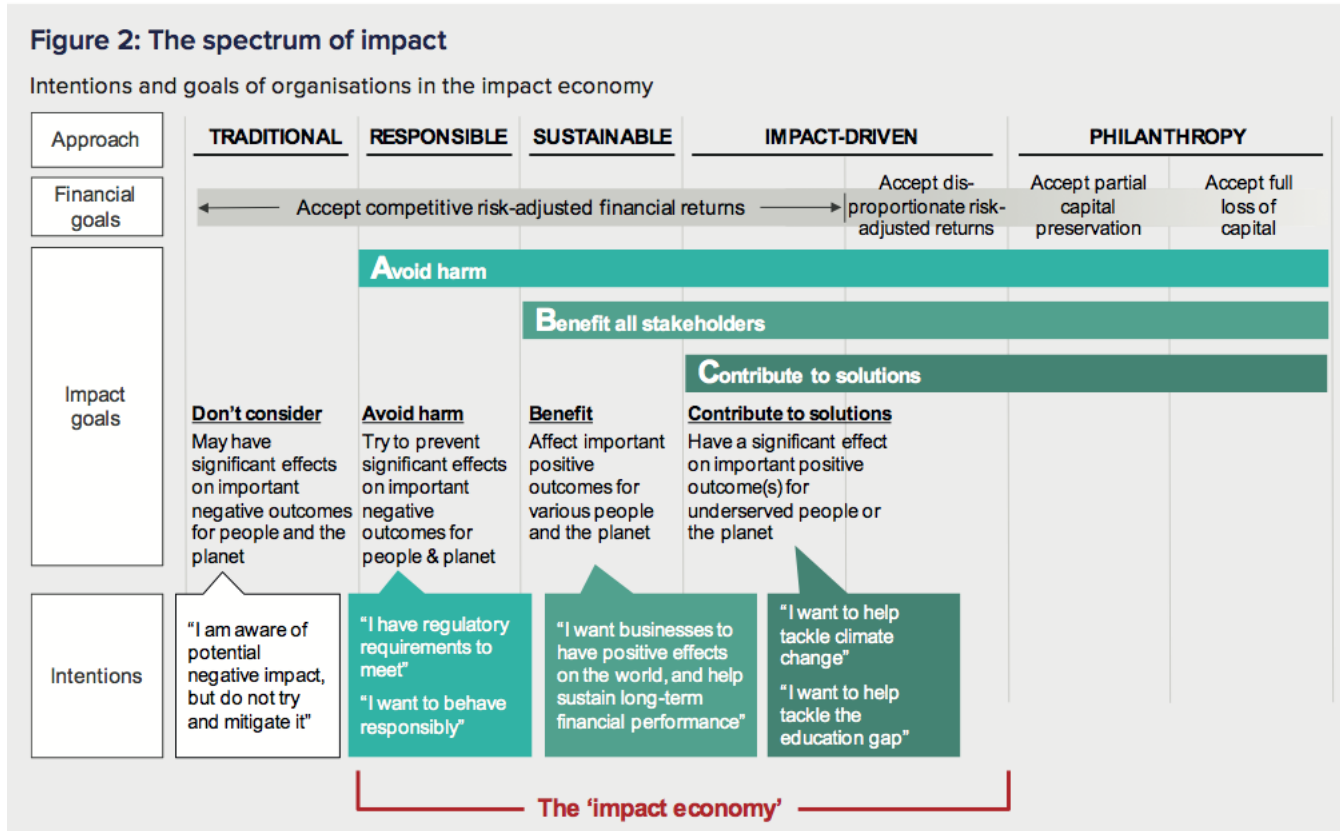
Agenda

- ▶ Introduction to impact investing
- ▶ Tonic & 100% network overview
- ▶ T100 research: latest insights from 100% impact investors

**“INVESTMENTS MADE INTO COMPANIES,
ORGANIZATIONS, AND FUNDS WITH THE
INTENTION TO GENERATE SOCIAL AND
ENVIRONMENTAL IMPACT ALONGSIDE A
FINANCIAL RETURN.”**

-GIIN

Spectrum of capital



Source: *The Rise Of Impact: Five Steps Towards An Inclusive And Sustainable Economy*, UK National Advisory Board On Impact Investing, 2017 & Impact Management Project, 2017.

The Tonic community

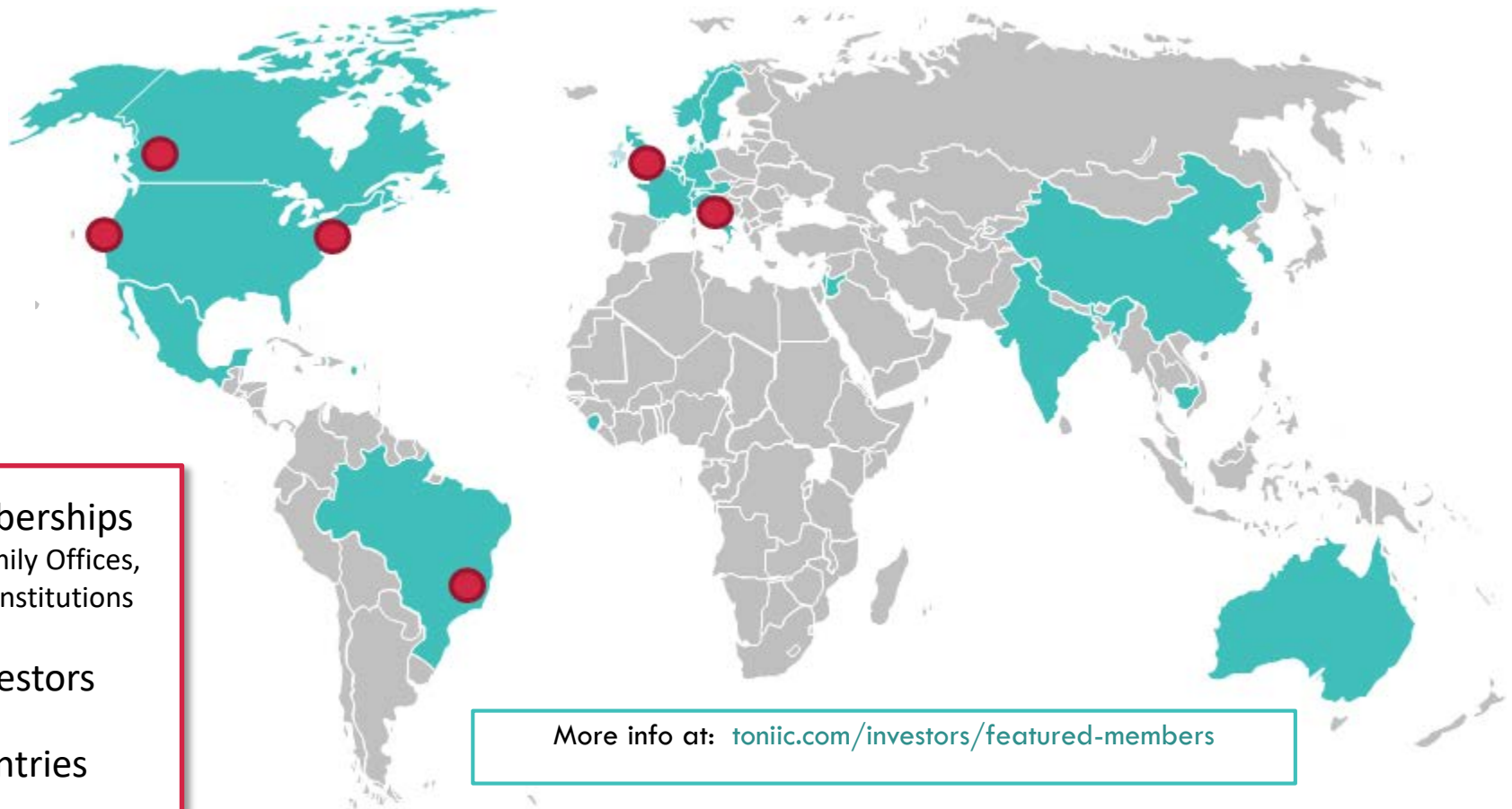
Tonic
Members

● Current
staff

135+ memberships
HNI, UHNI, Family Offices,
Foundations, Institutions

300+ investors

20+ countries



More info at: tonic.com/investors/featured-members

**member
services**



**field
building**

- Help investors go farther
- Attract new capital towards impact
- Systemic change towards an ecosystem creating impact

▶ **The Tonic 100% network**

- ▶ **A global action network for Impact Investors**

- ▶ Principal-level investors

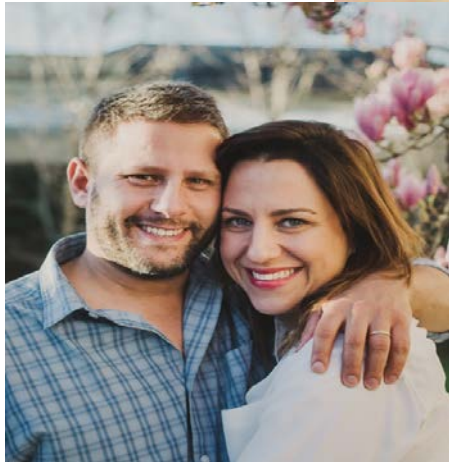
- ▶ Committed to 100% impact in an investment portfolio

▶ **T100 2nd report launched 24th May**

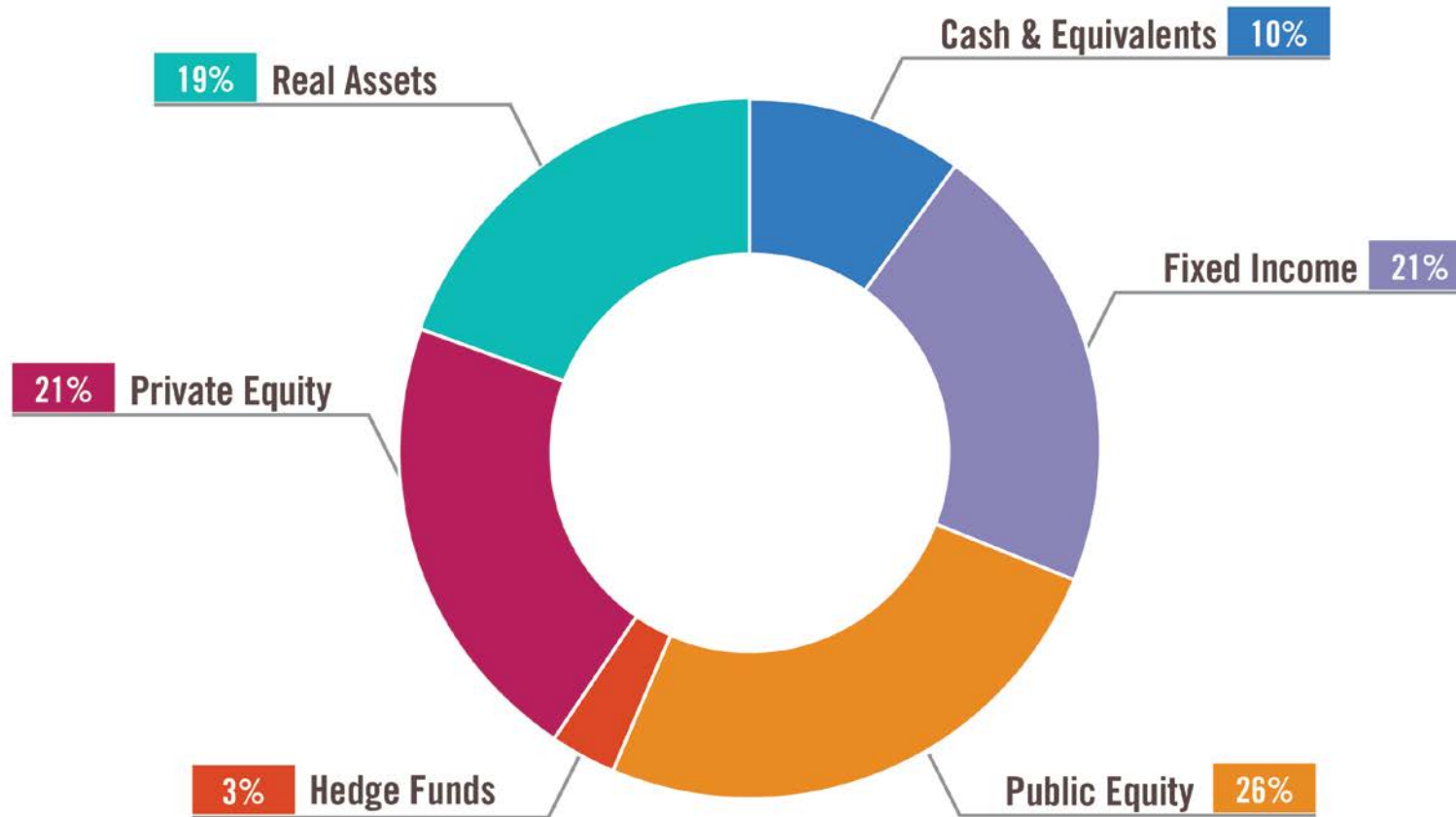
- ▶ 76 portfolios

- ▶ **\$2.8 billion committed, \$2.3 billion deployed**

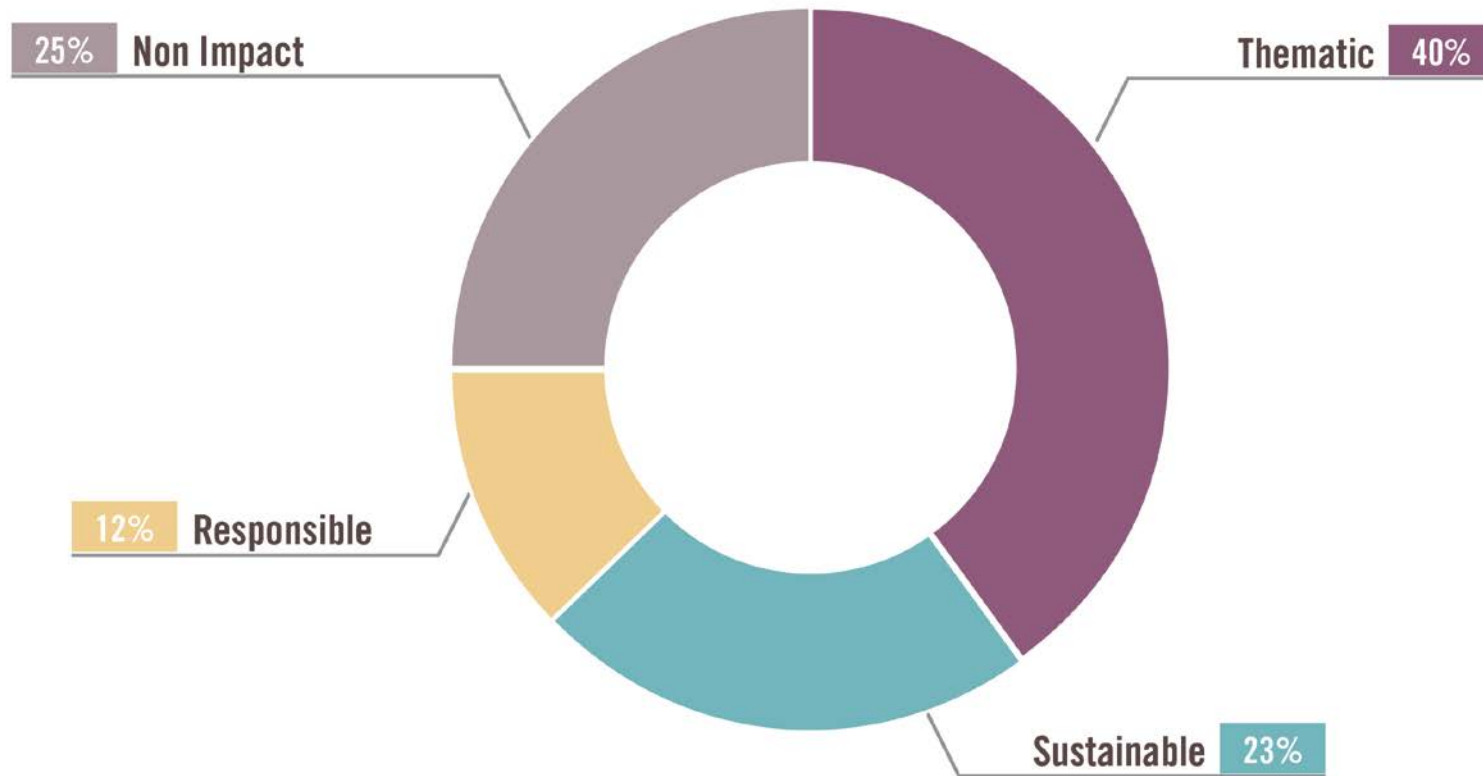
Who's going all in?



100%ers are investing across Asset Classes



Going all in & going deeper



In 2015, under the guidance of the United Nations, countries adopted a set of goals to end poverty, protect the planet, and ensure prosperity for all as part of a new sustainable development agenda. Toniic mapped the impact themes of interest to its members to the UN Sustainable Development Goals (SDGs).

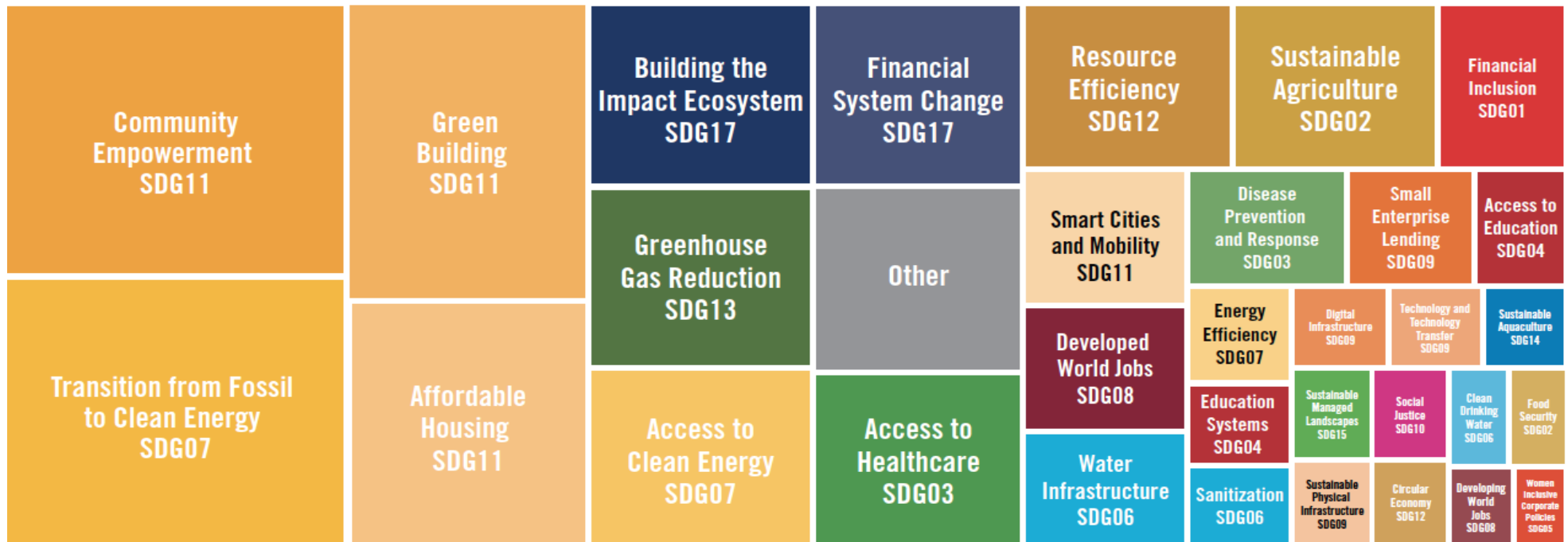
Toniic SDG
Impact Theme Framework
 available at toniic.com/sdg

1 NO POVERTY 	<input type="checkbox"/> Access to basic goods and services <input type="checkbox"/> Financial inclusion	9 INNOVATION AND INFRASTRUCTURE 	<input type="checkbox"/> Digital infrastructure <input type="checkbox"/> Sustainable physical infrastructure <input type="checkbox"/> Technology and technology transfer <input type="checkbox"/> Small enterprise lending
2 NO HUNGER 	<input type="checkbox"/> Food security <input type="checkbox"/> Food waste <input type="checkbox"/> Healthy food <input type="checkbox"/> Small holder farmers <input type="checkbox"/> Sustainable agriculture	10 REDUCED INEQUALITIES 	<input type="checkbox"/> Equality <input type="checkbox"/> Refugees <input type="checkbox"/> Social justice
3 GOOD HEALTH 	<input type="checkbox"/> Access to healthcare <input type="checkbox"/> Ageing <input type="checkbox"/> Maternal and reproductive health <input type="checkbox"/> Mental health <input type="checkbox"/> Disease prevention and response <input type="checkbox"/> Fitness and wellbeing <input type="checkbox"/> Biotechnology	11 SUSTAINABLE CITIES AND COMMUNITIES 	<input type="checkbox"/> Affordable housing <input type="checkbox"/> Community empowerment <input type="checkbox"/> Green building <input type="checkbox"/> Homelessness <input type="checkbox"/> Smart cities and mobility
4 QUALITY EDUCATION 	<input type="checkbox"/> Access to education <input type="checkbox"/> Education systems <input type="checkbox"/> Upskilling	12 RESPONSIBLE CONSUMPTION 	<input type="checkbox"/> Circular economy <input type="checkbox"/> Environmental health <input type="checkbox"/> Resource efficiency
5 GENDER EQUALITY 	<input type="checkbox"/> Products and services for women <input type="checkbox"/> Women inclusive corporate policies <input type="checkbox"/> Women leadership and capital	13 CLIMATE ACTION 	<input type="checkbox"/> Climate adaptation strategies <input type="checkbox"/> CO2 harvesting and storage <input type="checkbox"/> Greenhouse gas reduction
6 CLEAN WATER AND SANITATION 	<input type="checkbox"/> Clean drinking water <input type="checkbox"/> Sanitation <input type="checkbox"/> Water infrastructure <input type="checkbox"/> Water conservation	14 LIFE BELOW WATER 	<input type="checkbox"/> Aquatic sustainability <input type="checkbox"/> Sustainable fisheries <input type="checkbox"/> Sustainable aquaculture
7 RENEWABLE ENERGY 	<input type="checkbox"/> Access to (clean) energy <input type="checkbox"/> Transition from fossil to clean energy <input type="checkbox"/> Energy efficiency	15 LIFE ON LAND 	<input type="checkbox"/> Animal welfare <input type="checkbox"/> Sustainable managed landscapes <input type="checkbox"/> Biodiversity and conservation
8 GOOD JOBS AND ECONOMIC GROWTH 	<input type="checkbox"/> Developed world jobs <input type="checkbox"/> Developing world jobs <input type="checkbox"/> Fair trade and ethical supply	16 PEACE AND JUSTICE 	<input type="checkbox"/> Policies and governments <input type="checkbox"/> Culture and the arts <input type="checkbox"/> Media <input type="checkbox"/> Conflict resolution
		17 PARTNERSHIPS FOR THE GOALS 	<input type="checkbox"/> Financial system change <input type="checkbox"/> Blended capital <input type="checkbox"/> Building the impact ecosystem

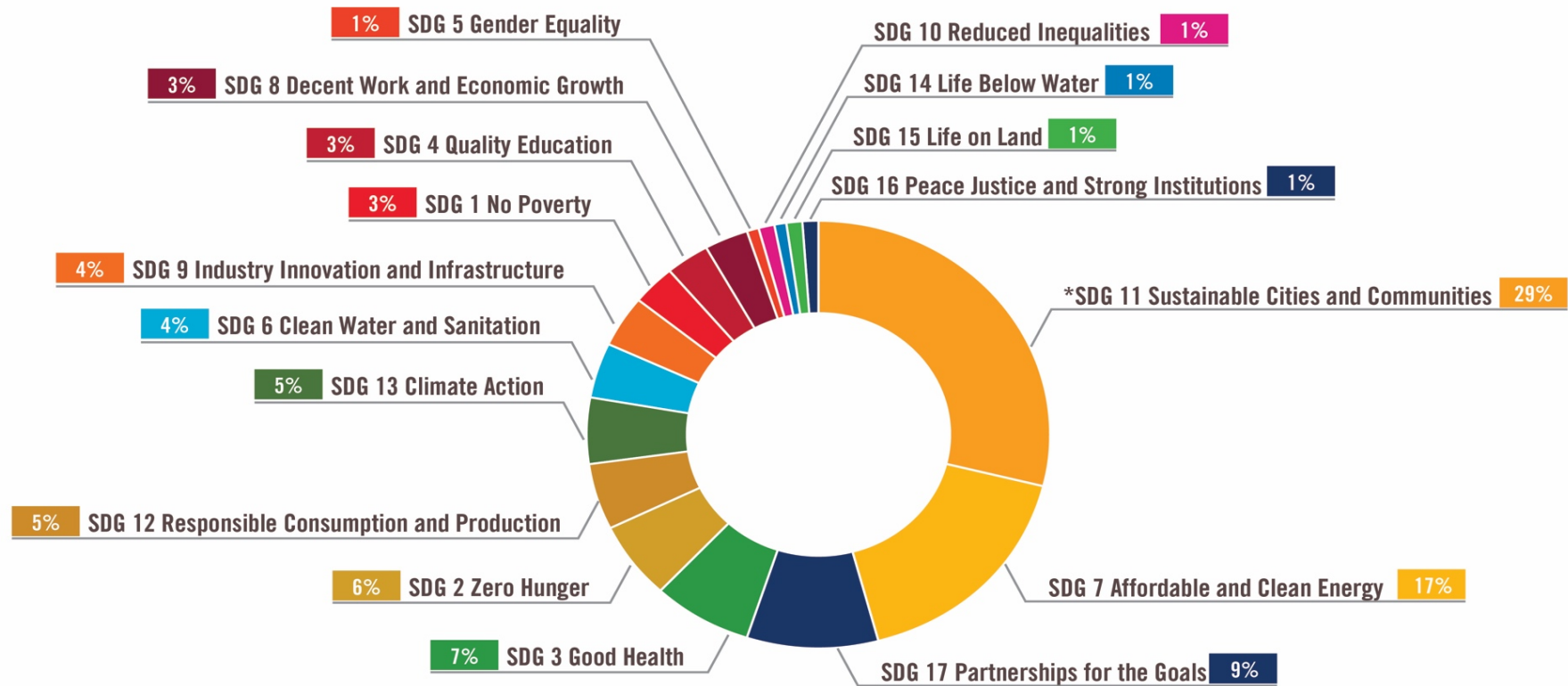
- 60 impact themes tied to 17 SDGs
- First year T100 mapped investments to the impact themes, and thus the SDGs
- Here is what we see ...



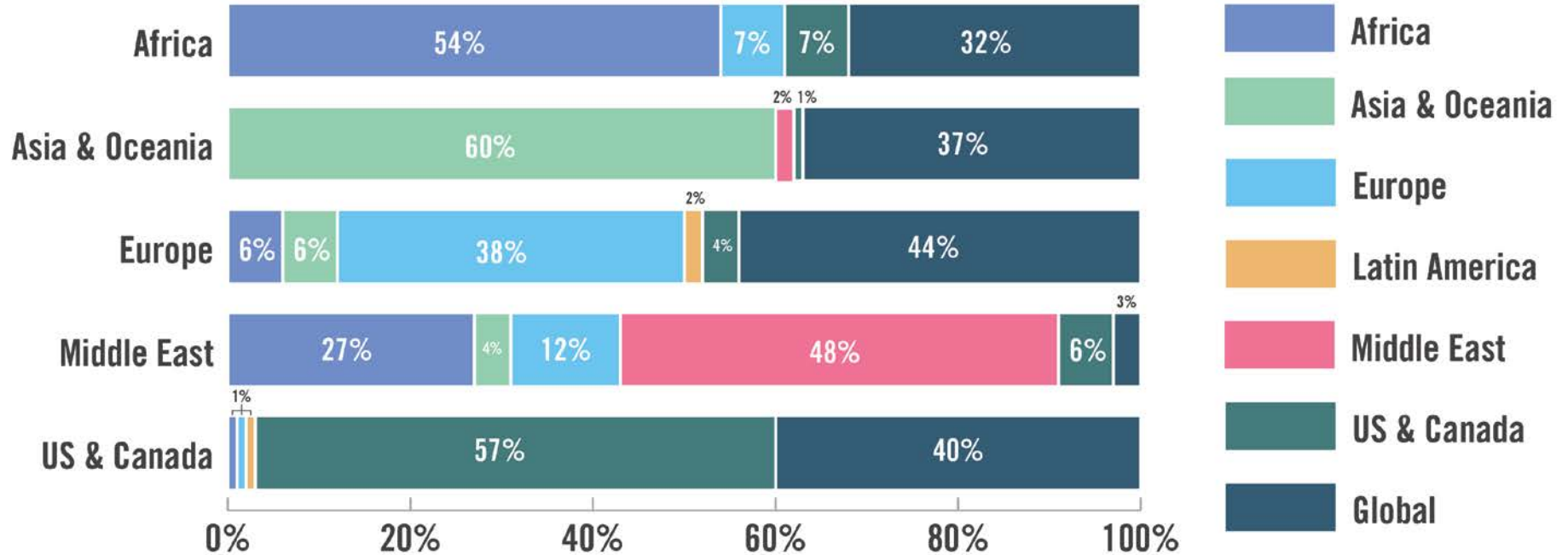
Community Empowerment SDG11



By primary SDG

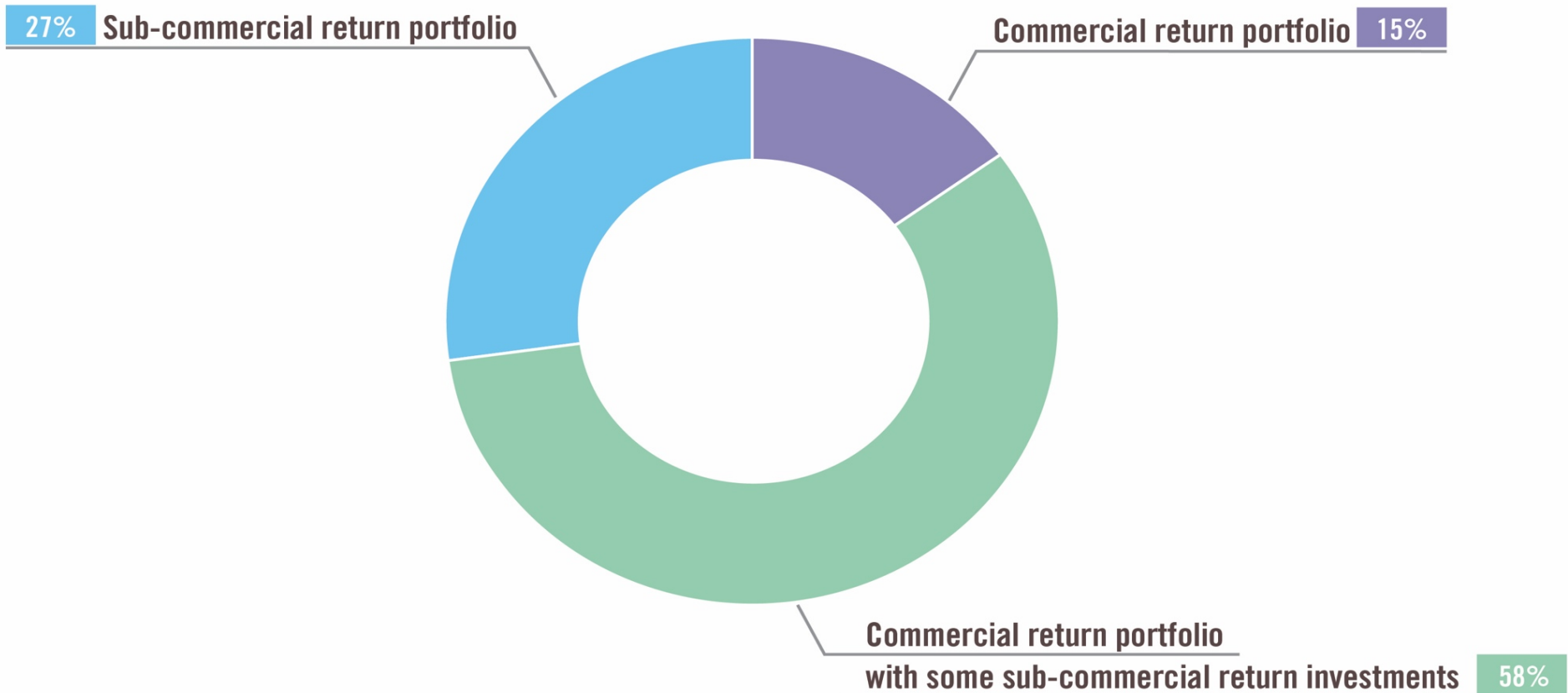


Diverse geographies

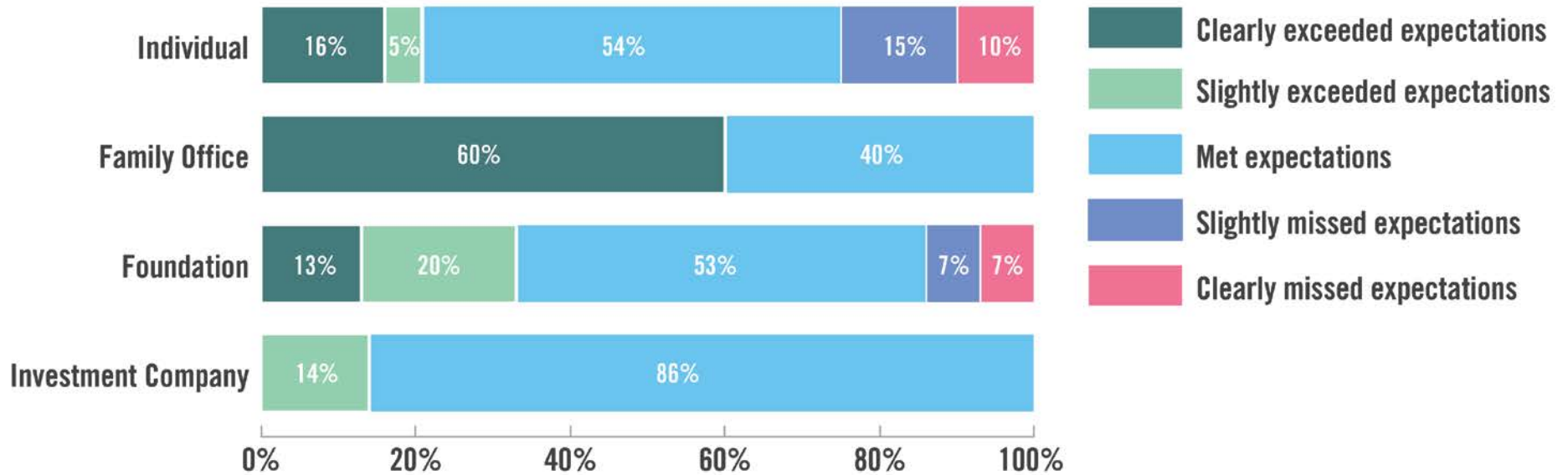


Regional Investments of 100%ers by Investor Domicile

Appropriate returns for deeper impact across a portfolio



82% met or exceeded financial return expectations

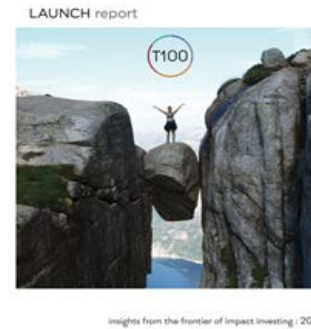


Impact measurement & management – seeing progress

- ▶ **Over sixty percent engage in some form of measurement compared to 38%.**
- ▶ 86% met or exceeded impact goals
- ▶ Family offices and triple-digit asset owners are measuring more consistently
- ▶ **The collection of quality impact data remains the number one challenge**

Key takeaways

- **Impact investors active in multiple geographies, across asset classes, and with a wide range of asset size**
- **Impact investors are going farther faster**
- **Investors are meeting financial goals whilst deepening impact performance**
- **Impact measurement remains a work in progress, and an industry priority**





Thank you!

alison.fort@toniic.com

▶ Tonic resources

- ▶ **T100: Launch & T100 Powered Ascent**
- ▶ **T100: Insights from Impact Advisors and Consultants 2017**
- ▶ **Tonic Directory**
- ▶ **Tonic Impact Portfolio Tool**
- ▶ **SDG Framework**

Available for download at www.toniic.com/t100



insights from the frontier of impact investing : 2016



T100: Insights from Impact Advisors and Consultants 2017