

TO: All IIC Members & Partners
FROM: Neha Bhatnagar, Manager- IIC
DATE: 30 June 2015

IMPACT INVESTORS COUNCIL: MAY 2016 UPDATE

Dear All,

It gives me great pleasure in enclosing the May 2016 Updates for IIC members. As you may already know, starting May 2016 we have two new team members join the IIC team - Ranjna Khanna and Sugandhi Luthra. With this we look forward to further growth and better IIC performance. The month of May has essentially been about the upcoming LP/GP conference and getting our members and sponsors involved in the same.

The key takeaways for May 2016 are structured as follows:

- I. LP/GP Conference Communication and Logistic Operations
- II. Minutes of EC Meeting on 26 May
- III. IIC website- Two main pages are up and running
 - a. Sir Ronald Cohen Tour and
 - b. Upcoming LP/GP Conference
- IV. Two invites with agenda sent to All Members:
 - a. GSG Plenary Event (7&8 July'16), Lisbon
 - b. NDA Annual Event, NYC (12 July'16)
- V. IIC Team Meetings and Calls with all Members individually
- VI. SIB White Paper circulated to the EC for their comments
- VII. Upcoming Important Dates

The rest of the memo details these key takeaways:

Thanking You,

Sincerely,

Neha Bhatnagar

Neha Bhatnagar

Manager - IIC

Email: neha.bhatnagar@iic.in

Contact: (91) 9716 066 067

I. LP/GP Conference Communication and Logistics/Operations:

- The date for the LP/GP Conference was finalised for the 15th to 17th November. In the EC meeting it was further decided to not limit the convention to only LP-GP but make it a capital – only event thereby broad-basing the participation.
- A reminder mail to all Members requesting for their participation in the event was sent. We still strongly await the Members to share and confirm two LPs' participation
- A Flyer, an invite and a banner has been designed for this event. These will be used for marketing on Google, Twitter, Pinterest, Facebook etc.
- First drafts of the documents for LP/GP Conference were created and presented to the EC: IIC SIB White Paper, Content Guide for the Tour, Tour Program Guide and the list of probable Key Note Speakers at the event (the documents are being edited as per suggestions)
- Taj, Leela, Ashoka, Marriot- all hotels are being considered and negotiated for the Grand Finale in Delhi for the conference. We are also in talks with TERI, IIC, IHC for the same. This should be finalised in the next 2 weeks.
- Most members felt that the pricing was steep. While a few members sought differential pricing for NBFCs and Funds, almost all agreed on flexibility to have a “no-field trip” option. IIC Executive Council is hence revisiting the pricing and the final quote will be shared by the next week.
- To address the issue of high cost to members , we are approaching the issue in four ways i.e. increase the participants, change venue , move the date maybe by a week and have more sponsorship. We are attempting all four to make it as attractive for members as possible
- EC decided that their role should be defined as compared to the IIC Board. It was suggested that regular Board meetings should be conducted in sync with EC meets.

II. Minutes of EC Meeting on 26 May

Mckinsey Study:

- In the Mckinsey Meeting it has been discussed and finalised that data should be collected from members latest by 15th June, if we want Mckinsey to conclude the study before the LP-GP / Event.
- IFMR, Omidyar, responsAbility, DFID and CDC (non-IIC Member) end to end Data needed for a successful McKinsey Study.

LP-GP Conference :

- Sandeep and Amit (IIC team) met IDFC & SIDBI in regards with the LP/GP Conference. Both have agreed to join us as sponsors for the LP/GP event.
- We should have our IIC members committing at least 2 LPs and confirming one for the conference.
- It was decided that Amit and the IIC team will organise calls with every member to get a feedback on LP/GP conference and to introduce the new IIC employees- Ranjna and Sugandhi. (10 out of 27 member-calls have already been made in 2 days). Thank You All for your participation and encouragement.
- We are yet to finalise the hotel/venue for the Grand Finale of the LP/GP conference as cost/pricing has to be revisited
- The Core of this event will be our LPs
- An urgent call needs to be arranged with all EC Members to confirm LP/GP pricing and logistics etc.
- Running DFIs and Dutch need to be invited. If one DFI comes along we can approach more.
- We need to make sure if the 4 countries invited- Germany, Japan, UK and USA are genuinely interested in the cause. We must also tap on more countries who are involved in Social Impact to be a part of this event. If the Governments from all 5 nations are involved, we must involve more LPs.
- We must get more sponsorship on board
- Bharti Foundation should be approached for LP/GP event too.

Membership:

- We need to think of more ways to offer value to existing IIC Members
- Build a platform for more meaningful conversation like webinars on some of the concurrent issues which catches everybody's interest.
- It was suggested by Royston that for prospective members there should be a 2 step process. One a teaser with the value-proposition highlighting the "Why IIC" with videos, pics, past events etc. The second can be the existing form with fee details, etc. when they have reverted with interest.
- With 12A certification in place, IIC should approach more trusts and foundations.

Other :

- Mona and Vishal need to sign on the contract for Laura (Canadian Researcher who intends to work with IIC for few months). The cost of Laura's Secondment to be raised through sponsorship.
- It was strongly decided by the Executive Council that a clear definition of the role of EC and the board of IIC should actively participate in the decision making. While there are regular EC meeting taking place, it was suggested that Board Meetings should be regularly conducted too.
- NDA details needed by Ajit. It was also decided that 1-2 min curtain raiser for the LP/GP convent will be played at the NDA event on the 12 July.
- If India (IIC) wants to continue being a member of GSG committee, we need to pay \$10,000USD as membership fees. We need to decide if IIC should continue.
- June 30 was decided as the next Member's Convention in Delhi.
- Next EC Meeting/Call between mid June – first week July.
- Next Member's Convention 11 Feb 2017 to be clubbed with the IIC Election in Delhi

III. IIC website- Two main pages are up and running

- a. Sir Ronald Cohen Tour: <http://iiic.in/ron-cohen-india-tour/>
- b. Upcoming LP/GP Conference: www.iiic.in/LP-GP

IV. Two invites with agenda sent to All Members:

- a. GSG Plenary Event (7&8 July'16), Lisbon:
Talitha from Sir Ronald Cohen's office has approached All IIC Members. There will be another round of invites sent soon with the Final Agenda.
- b. NDA Annual Event, NYC (12 July'16):
Neha from IIC has sent 3 mails inviting All IIC Members. Another round of invites has been sent with the complete agenda.

V. IIC Team Meetings and Calls with all Members individually:

In the EC meeting it was decided to conduct a quick survey and take feedback from all members with respect to the pricing and format of the November conclave. We have already completed 10 meetings out of 26 members and brief summary is produced below. The full survey results will be circulated once all meetings/calls are done.

- **Broad Approval:** 100% of members interviewed thus far approve an event of an investor-only nature.
- **Pricing:** Most members felt that the pricing was steep. While a few members sought differential pricing for NBFCs and Funds, almost all agreed on flexibility to have a “no-field trip” option.
- **Dates:** As pricing became a pertinent issue, based on feedback from hotels, we added a new question in the survey on preponing the conclave by a week. All agreed to the same if it reduces costs which it does as by mid-November we get into the marriage season in Delhi which escalates the hotel costs.
- **Content:** Some members had suggestions of including legal angles (FPI/Mauritius Treaty, etc.) in programming while some requested for SIB/Philanthropic Capital for Impact Investing discussions. We can accommodate all such requests.
- **Positioning:** One member strongly urged us to reconsider Five-Star hotels as venues for Impact events, insinuating immoral positioning and dramatically reducing costs by using spiritual/academic settings.
- **Delegates:** We will have 15 delegates from the 10 members interviewed.
- **Investors:** We can expect 10 investors based on soft commitments from the members

Speakers: We can get 13 speakers and this was one area where everyone was pleased to be invited to participate.

VI. SIB White Paper circulated to the EC for their comments. :

A white paper on SIB white paper has been circulated to the EC members for their views and inputs.

VII. Upcoming Important Dates

We request all our IIC Members to urgently RSVP with us for as many of these events in which you can participate:

- a. **End-June:** Members' Convention 30 June 2016
- b. **7-8 July:** GSG Plenary Meeting in **Lisbon, Portugal**
- c. **12 July:** IIC LP-GP Conference Curtain-Raiser at NDA event in **New York City** (The Pierre)
- d. **15-17 November:** IIC's inaugural signature event, an **LP-GP Multilateral Conclave**, with finale in New Delhi. Early Bird pricing upto end-June 2016 only
- e. **Early January, 2017:** Members' Convention & Elections (2017-19) 11 Feb 2016

Thank You!!