

TO: All IIC Members & Partners
FROM: Amit Bhatia, CEO- IIC
DATE: 30 June 2015

IMPACT INVESTORS COUNCIL: MAY & JUNE 2015 UPDATE

Dear All,

It gives me great pleasure in enclosing for you the May & June 2015 Updates for IIC members. These were slower months with EC and Sub Committee meetings as the mainstay agenda. The key takeaways for May & June 2015 are structured as follows:

- I. Minutes of EC Meeting on 18 June
- II. Minutes of Research Sub Committee Meeting on 26 May
- III. Minutes of Membership Sub Committee Meeting on 17 June
- IV. Minutes of Advocacy Sub Committee Meeting on 30 June
- V. IIC website- Direct Access for Social Entrepreneurs to Impact Funds
- VI. New Partnerships (GIIN, G8)
- VII. Speaking Engagements
- VIII. Financials

The rest of the memo details these key takeaways.

I. MINUTES OF EC MEETING ON 18 JUNE

The EC met for the second time this quarter on 18 June to discuss IIC affairs and progress on various sub-committees. Sandeep F, Anuradha R, Mona K and Royston B were present in addition to Amit B. The key takeaways of the EC meeting were:

- ¶ The Research Sub Committee must add GIIRS, IRIS and PRISM to Solution / Vendor Mix for IIC's research agenda
- ¶ The Membership Sub Committee to review and consider Annual Fees for ensuring higher membership, possible sectoral events, collaboration with sectoral associations (healthcare, solar energy, MFIN, etc.), and, potentially an alliance with NASE
- ¶ For the Annual Event, it was agreed that
 - All EC members must send LP list to Amit
 - All EC members must send a formal email to their LPs with cc to Amit
- ¶ On Secretariat, it was proposed that IIC should currently prioritize one resource over an office location. For now, the Membership Sub Committee will "own" this resource. The other Sub Committees will budget for their resources over time. Anu, Sandeep and Royston will check with friends to check for 2 seats in Gurgaon area
- ¶ EC proposed that IIC will regret to NDA on its participation at the 7 July event in New York, due to lack of preparedness. Sandeep will additionally call Nishith Desai.

- ¶ EC proposed that it will continue with the plans to host its 23 July Members' Convention at NDA offices
- ¶ About our partnership with GIIN, Amit Bhatia to set up a three-way call with Anu (Omidyar) and Amit Bouri (CEO-GIIN) to continue discussions

The EC agreed to meet next on 23 July after the Members' Convention and the respective Sub Committee meetings.

II. MINUTES OF THE RESEARCH SUB COMMITTEE MEETING ON 26 MAY

The Research Sub Committee met in Mumbai on 26 May. Mona K, Geeta Goel and Jinesh Shah were present along with Amit B. The sub committee agreed on the following agenda to be completed in two years:

- ¶ Internal Data Collection
 - NDA with Members
 - Excel Model
- ¶ Mapping of Impact Sector or Impact of Impact Investments (Annual Updates)
 - Annual State of the Impact Sector Report
 - Commissioned Research Vendor & Partnerships?
- ¶ Social Performance Metrics- Best Practices (Sectoral Best Practices) including Prioritization
 - 3-4 sectors / annually
 - Skills Development, Agri Businesses, Financial Inclusion & Primary Education in 2015-16
 - Commissioned Research Vendor & Partnerships to be explored
- ¶ Social Performance Metrics- Create Balanced Score Cards for Sector / Initiatives including Prioritization
 - 3-4 sectors annually
 - Skills Development, Agri Businesses, Financial Inclusion & Primary Education in 2015-16
 - Commissioned Research Vendor & Partnerships to be explored
 - Ongoing Balance Score Card generation by IIC as a service line to be explored

This agenda was reviewed and approved by the EC in its 18 June meeting with the caveat that GIIRS, IRIS and PRISM be necessarily considered as vendors / partners. The Research Committee will next meet on 23 July in Mumbai.

III. MINUTES OF THE MEMBERSHIP SUB COMMITTEE ON 17 JUNE

The Membership Sub Committee (Royston B, Srikrishna Ramamoorthy and Sanjib Jha) along with Amit B met on 17 June to adopts its two-year agenda, which was finalized as follows:

- ¶ Enhance Membership Base
 - Need outreach to new members- require warm introductions for IIC to follow-up; list of 50+ prospects finalized
 - Revise Categories of Membership

- ¶ Enhance Membership Services
 - Monthly Updates
 - PR Support
 - Added direct interface for GPs with SEs and LPs on iic.in
- ¶ Enhance Membership Engagement
 - One Quarterly Convention
 - One Annual Convention
- ¶ Enhance Fund Mobilization through Members
 - Rehash Membership Subscription Fees
 - Rejig Membership Year from Jan-Dec to Apr-Mar

The Membership Committee will meet next on 23 July.

IV. MINUTES OF THE ADVOCACY SUB COMMITTEE MEETING ON 30 JUNE

The Advocacy Sub-Committee (Anuradha R, Ritu Verma and Kartik Desai) met on 30 June and agreed on the following 2-year charter for the sub-committee:

- ¶ Seek & Pursue Government Recognition for Impact Investors & Impact Investees
 - Work towards getting IIC definition of Impact Investing accepted by both GoI and the expanded G8 Steering Committee for global/national alignment (Get a Committee notified)
 - Get Impact Investment sectors identified as the primary part of Government's Priority Sectors
 - Reconcile IIC definition with G8/GIIN possibly in a tiered approach (e.g., \$2 bn core impact investment for basic services like education, healthcare, etc., \$1 bn in energy infrastructure and \$4.5 bn in non-core physical infrastructure) which maps our \$2 bn to global \$7.5 bn in India
- ¶ Proactively build bridges with identified Government Agencies
 - MoF, RBI and SEBI as first three, followed by MoCA and MMSME
 - Identify critical people in each Ministry and actively engage with them (one quarterly meeting must)
 - Invite them to IIC (and Global Impact Investing) events for greater awareness about our events (Invite RBI / SEBI to 23 July event)
- ¶ Create an Annual Government Engagement Event
 - Create an annual event for Impact Investing
 - Consider a special FM session with other Associations (As in Jan '15)
 - Use 3rd party research to influence Policy review
- ¶ Initiate Self Governance for seeking easier recognition
 - Activate some "Self Regulatory" agenda (e.g., Consumer Protection) to enable Government Recognition
 - Initiate "Self Declarations" on part of Impact Investors for compliance to the definition of Impact Investing
- ¶ Rename IIC as IIIC after securing Government Recognition
 - Rename Impact Investors Council as India Impact Investors Council (India denied by RoC as it requires Government Recognition)

V. IIC WEBSITE: DIRECT ACCESS FOR SOCIAL ENTREPRENEURS TO IMPACT FUNDS

We have initiated a new membership service this last month by providing direct access to all Impact Funds for social entrepreneurs (SEs). As expected, with IIC coming into being, the Secretariat started receiving requests for connects with Impact Funds. In spirit of enhancing the eco-system and staying neutral, we have provided SEs an option to write to one, few or all of the Impact Funds with one click. Two key executives in each Fund, whose names are in the IIC database, receive the mails. I know that a few SEs have already availed of this service. Please check out the pop-up box on the homepage at www.iiic.in

Likewise, we have created an option for potential investors, LPs and HNIs to directly write to Funds as well.

VI. NEW PARTNERSHIPS (GIIN/G8)

IIC initiated discussions with GIIN and the expanded G8 task force on Impact Investment for potential partnership and deeper engagement. IIC will represent India at the expanded G8 + 5 nations forum on impact investing. The discussions are with the following leaders at these institutions:

- ¶ Amit Bouri, CEO-GIIN (abouri@thegiin.org)
- ¶ Sir Ronald Cohen, Chairman- Social Impact Investment Taskforce, G8 (ronald.cohen@portlandcap.com). EC to decide who will represent India at the first Committee Meeting on 7 July in London.

VII. SPEAKING ENGAGEMENTS

On behalf of IIC, I have completed the following Speaking Engagements this month and IIC needs many more of these to build visibility for the organization:

- ¶ **IVCA: Private Equity & Venture Capital Fund Raising & Investing in SMEs** with focus on E-Commerce on 16 June @ The Grand, Vasant Kunj
- ¶ **Yes Institute, Yes Bank: Social Innovation Series: “Social Impact Bond - Bringing Social Innovation in Financing”** along with Geeta G (MSDF) and Aparajita (Intellicap) on 24 June @ University of Chicago Center, New Delhi
- ¶ **IVCA: McKinsey Report Release event** on 1 July @ Delhi
- ¶ **India Health & Wellness Summit and Awards:** This is an opportunity to showcase HealthCare entrepreneurs and investors on 10 September @ Taj Palace, New Delhi. I have recommended that IIC partners the Summit and creates / moderates two panels.

We invite volunteers from IIC with experience in HealthCare investing and their Entrepreneur CEOs for the Panel. Please contact me as soon as possible if you are available to be a Panelist on 10 September.

VIII. FINANCIALS

IIC has to date received ~INR 71.5 Lacs in cumulative Membership Fees and our cumulative expenses as on 30 June stood at ~INR 48.5 Lacs, leaving a Bank Balance & Surplus of ~INR 23.0 Lacs.

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In summary, IIC will next meet as a larger group on 23 July 2015 in Mumbai as we all agreed. Please note that the venue for Members' Convention will be **Nishith Desai Associates office in BKC, Mumbai from 1000-1300**; the Sub Committee Meetings will be held from 1400-1530 and the EC meeting from 1530-1700 hours. Please let EC / myself have your feedback if any. Also, we continue to post all materials on our website www.iic.in

Please visit our website and if your investee companies are missing, please urgently send me the details so we can update our website.

Thanks for all your support.

Regards,

Amit Bhatia
Chief Executive Officer