

TO: All IIC Members & Partners
FROM: Neha Bhatnagar, Manager- IIC
DATE: 21 July 2016

IMPACT INVESTORS COUNCIL: JUNE 2016 UPDATE

Dear All,

It gives me great pleasure in enclosing the June 2016 Updates for IIC members.

The month of June has essentially been about the planning and executing ideas for the upcoming IIC Inaugural Annual Investor's Conclave in November 2016 and getting our members and sponsors involved in the same.

The key takeaways for June 2016 are structured as follows:

- I. November Conclave Communication and Logistic Operations- Update!
- II. Minutes of EC Meeting on 8 June
- III. McKinsey Study Update
- IV. IIC website-
- V. Planning and Executing two events:
 - a. GSG Plenary Event (7&8 July'16), Lisbon
 - b. NDA Annual Event, NYC (12 July'16)
- VI. IIC Team Meetings and Calls with all Members individually (continued from last month..)
- VII. IIC Member's Convention 28 June 2016 with Shri Jayant Sinha
- VIII. Upcoming Important Dates

The rest of the memo gives the details of these key takeaways:

Thanking You,

Sincerely,

Neha Bhatnagar

Neha Bhatnagar

Manager - IIC

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I. November Conclave Communication and Logistic Operations- Update!

- a. TERI Retreat was finalised as the venue for the Conclave
- b. Multiple marketing design options were created- Banner, Invite, Flyer and Calendar
- c. Sourabh Anand from IDFC (One of the 3 Platinum Sponsors for the Conclave) has joined the IIC team till the November'16 Conclave
- d. Commenced confirming Key Note Speakers for Plenary and Breakout sessions at Conclave
- e. Steering Committee for the Multilateral Dialogue at the Conclave was created by inviting US, UK, Germany and Japan representatives
- f. A Curtain Raiser Video for the November Conclave was created to be shown at the GSG Plenary and NDA Annual Event
- g. Registrations for the November Conclave opened

II. Minutes of EC Meeting on 8 June (Attended by Royston, Mona, Anu and Amit)

LP-GP Conference:

- Not enough LPs, need to invite more investors, donors and funders.
- This event should be marketed by the members in their circles.
- It was decided that the Lisbon and NYC Theme was good to go.
- TERI was decided as the best venue location for the Conclave. Members showed their unhappiness towards Taj/5 star hotels during the calls with the IIC team.
- Member fees was revised and it was decided it should be less than the other delegate's fees.
- Two options for registrations were introduced: Express Registration (deadline- 15 Aug) and Early Bird Registration (deadline- 15 September).
- International Pricing was agreed upon.
- 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.

III. IIC website Update:

- a. Event Updates in form of banner for IIC Conclave and NDA, further linking them to event websites
- b. Development of Internal Links of Event Website.

IV. Mckinsey Study:

- In the Mckinsey Meeting it has been discussed and finalised that data should be collected from members latest by 15 th 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.
- Reinitiated the talks with IFMR on participation in the Mckinsey study.
- Omidyar also requested to submit the data at the earliest.
- Follow up for data with members who had not yet submitted the data.
- ResponsAbility shared the first draft of data directly with Mckinsey.

V. Planning and Executing two events:

- a. GSG Plenary Event (7&8 July'16), Lisbon:
Amit Bhatia, CEO- IIC was invited to moderate "Profit with Purpose Businesses" Panel at the event.
- b. NDA Annual Event, NYC (12 July'16):
IIC hosted two Panels at the NDA Event. (1) From Philanthropy to Impact Investment and (2) Impact investment: Investor experience in India

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

In the EC meeting on the 26 May 2016 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. During end of May and beginning of June, we conducted a survey with 16* out of our 26 Members asking for their specific feedback on the below mentioned aspects:

- **Broad Approval:** 100% of members interviewed approved 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 had a commitment of 28 delegates from the 16 members interviewed.
- **Investors:** We can expect 10-15 investors based on soft commitments from the members
- **Speakers:** We can get 20 speakers and this was one area where everyone was pleased to be invited to participate.

* Mails requesting for time for a quick call for survey was sent to all members but with some members, calls / meetings could not get organised on account of their unavailability/ no revert from their side .

VII. IIC Member's Convention with Shri Jayant Sinha and November Conclave Convenors- 28 June 2016

- a. SIB representations were submitted to the Minister.
- b. Please find attached with the mail the presentation that includes the minutes from the Member's Convention for your convenience.

VIII. Upcoming Important Dates

We request all our IIC Members to urgently Register for the November Conclave and Avail the Discounts at the earliest:

- a. **7-8 July:** GSG Plenary Meeting in **Lisbon, Portugal**
- b. **12 July:** IIC LP-GP Conference Curtain-Raiser at NDA event in **New York City** (The Pierre)
- c. **End of September 2016:** Member's Convention
- 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!!