



Understand how financial investment works in order to realise sustainable investment. GRM International will be hosting a 2 day training workshop in **Bangkok, Thailand** from **25-26 June 2015** exploring the subject of impact investing at an introductory level for both development and private sector professionals. Facilitators will emphasise how Impact Investing can be harnessed to deliver both financial and social returns, commonly required by investors across developed and emerging markets alike.

The workshop will provide participants with a comprehensive understanding of the broad definition of Impact Investing illustrated with the use of various industry related case studies and also provide practical considerations for making impact investments. A must for leaders in both the for-profit and not-for-profit sectors, wanting to understand how to access the capital available for compelling investment opportunities that have the potential to deliver important social benefits, and to enhance the value proposition of a financial return to investors.

Registration details are available at www.grminternational.com/training or email training@grmfuturesgroup.com

Course Overview

The seminar aims to clarify jargon and fundamental financial concepts, commonly encountered by both development practitioners and the private sector working in partnership.

The interest in and commitment to "impact investing" is fast growing, as alluded to in the recent publication of the G8's Report of the Social Impact Investment Task force, Governments, Entrepreneurs, Investors, Philanthropists, alike generally all actively seek to invest capital across the spectrum of players, targeting sustainable investment. Capital available to this sector of investing continues to grow globally annually.

Active players in the investment space encompasses a wide range of investors/actors including Foundations, High Net Worth Individuals (HNWIs), Corporations, Banks, Multilateral and bilateral institutions (i.e. Development Finance Institutions (DFIs)), Philanthropy and CSR initiatives, Private domestic funds, Crowd funding and Institutional investors.

To access this source of finance and capitalise on these investment/social opportunities requires an understanding of the Impact Investing landscape, the financial terms, the products, various assets classes and mechanisms used to unlock this funding for development.

Expected Outcomes

Each participant will leave with the skills and knowledge needed to work closely with various investors/actors to secure funding and will also aid in.

- Demystification of some financial terminology.
- Understanding of the various sources of related finance available.
- Understanding the roles of different Impact Investors & their divergent views.

Workshop Outline

The training workshop will cover the following areas:

- What is envisaged by the broad definition of Impact Investing?
- Discussions on the common core characteristics of Impact Investing.
- What the "Impact Investing" hype is allabout?
- What is meant by delivering Impact?
- Where Impact Investing fits in comparison to conventional investing and philanthropy?
- The linkages to conventional finance?
- The types of asset classes or products impact investors typically use?
- Key sectors/themes in impact investing?
- Track record to-date of impact investing?
- Impact Investing networks/ associations/platforms facilitating Impact Investing
- Metrics and measurement of Impact, developing a best practice but understanding the current taxonomies/methodologies in use i.e. IRIS, GIIRS etc.
- Payment by Results; expanded for RBA; RBP; SIBs/DIBs; SYNs discussing the merits and challenges of each.

Notes:

- Course fee is **US\$ 900**; includes course materials, lunch and refreshments
- 10% discount - early bird registration for payments received 4 weeks before.
- 15% discount to past participants of GRM Futures Group courses.
- 20% discount for full-time students, self-funding/freelance participants and Local/ Small NGOs.
- Group discounts are available, please contact us directly via email.

Course Facilitators

Gavin Ryan

Gavin Ryan has 25 years' experience in equity investments, of which the last 15 years were as a private equity fund manager dedicated to emerging markets. He has experience of private equity investments in Central & Eastern Europe, the Middle East and Africa. Gavin's professional experience includes; Clean Economic Energy AG, Soros Fund Management and the US Overseas Private Investment Corporation, Advent International, HSBC Investment Bank, the British Foreign Office, Nomura International and Price Waterhouse. Gavin has MA in Engineering from Cambridge University and an MBA from McGill University.



Tracey Austin

Tracey Austin has 15 years of investment banking and emerging markets experience ranging across energy, infrastructure and natural resources sectors. Her experience includes working at CDC Group plc leading the DFID Impact Fund. She spent time on the developing strategies mapping and focusing on incubation models for profitable, scalable investment ideas in post-conflict and transition economies across Sub-Saharan Africa and South Asia. Tracey holds a bachelor of commerce degree in accounting, tax, and corporate finance, and is a member of the Chartered Institute of Management Accountants UK.



Prem Durairaj

Prem Durairaj is a development finance specialist, with experience in a broad range of related areas. His experience includes evaluating public sector organizations as an auditor and managing funds and accounting systems as finance manager. He has also worked on a GRM Development Impact Bonds (DIBs) initiative, creating the financial model and determining the viability of implementing and managing DIB investments within various development sectors. Prem is a licensed Certified Public Accountant in the USA and holds an MBA from Boston University.



For Enquiries & Registration Contact:

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