

“SCALING IMPACT IN ASIA: ACHIEVING PURPOSE AND PROFIT” - EXTRACT

01

Impact is about the simultaneous pursuit of two objectives: profit and social and/or environmental good. The defining feature of impact practice, be it in investing or in running a company, is an articulated motive and intent to generate positive social and/or environmental impact alongside a targeted financial return.

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Both investors and companies are needed to drive impact – investors as active stewards to provide guidance and expertise as well as much needed financial capital; companies as active agents to develop and implement business strategies that deliver measurable impact to the communities they serve.

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Delivering impact at scale requires systematic measurement of outcomes and effective integration of impact considerations into management and governance systems. This is vital for ensuring accountability and sustained commitment to impact through various phases of investor engagement or a company's life-cycle, and is especially important for navigating through periods of rapid organisational growth and strategic change.

04

The impact landscape spans a spectrum of approaches and strategies, pursued by a variety of players operating at different stages of their respective impact journeys. Impact-oriented practitioners range from mainstream investors and companies pursuing opportunities in Environmental, Social, and Governance (ESG) areas, to specialist impact investors and companies dedicated to contributing to the world's Sustainable Development Goals (SDGs).

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The market for impact is large and growing. In Asia, there is both immense opportunity and need for impact action, from empowering the hundreds of millions of micro-, small-, and medium-sized enterprises (MSMEs) and smallholder farmers in the region, to developing a roadmap for a just climate transition and providing goods and services to a growing population of first-time consumers.

06

Asia offers a unique opportunity to deliver impact at scale. New technology and digitally enabled business models are capable of expanding the reach of previously unaffordable products and services to a large population with rising purchasing power and heightening social and environmental awareness. The relatively young population also represents a fast-growing pool of socially and environmentally conscious entrepreneurial talent. These positive dynamics, together with the region's underlying cultural values, create conditions highly conducive for driving impact in Asia.



“We aspire to make every dollar invested in Asia deliver measurable positive impact.”

CIIP, SMU, AND ACCENTURE

ANNEX A

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07

To unlock Asia’s impact potential it is critical to collect Asia-specific data on both social and environmental issues to improve our baseline understanding of impact needs, expected outcomes, and potential opportunities across the region. Further, the sharing and dissemination of more Asian success stories in impact will inspire broader action.

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A consolidated ecosystem that brings together different stakeholders, and is enabled by a supportive regulatory environment, will be the cornerstone of a successful impact market. This will require fostering more impact-aligned organisations; improving impact proficiencies through standards, tools, and services; building capabilities and upskilling talent, both new and existing; establishing a strong data infrastructure to facilitate information sharing; and improving access to capital through innovative financial vehicles and products.

09

The time to act is now, and everyone has a role to play. All organisations, no matter what type, size, or sector, and irrespective of where they are in their impact journey, can and should do more. There is merit to thinking purposefully and strategically about impact, embedding impact considerations into governance and business decision-making processes, and to start measuring impact, both positive and negative.



ANNEX B

WEBINAR SESSION

Panel Session 1: Asia's impact landscape and opportunities

Asia's impact landscape is poised to flourish. The region enjoys a unique combination of a large, growing first-time consumer base; new technology- and digitally-enabled business models capable of expanding the reach of previously unaffordable products and services; an emerging entrepreneurial talent pool; and a longstanding emphasis on community and multi-stakeholder engagement. The United Nations Development Programme (UNDP)'s Investor Maps have highlighted a number of investible opportunity areas across the region, which address important Sustainable Development Goals (SDGs) while offering attractive investment returns. While impact opportunities are abundant, much more is needed. In fact, Asia is not on track to achieve any of its SDGs by 2030. To achieve our vision of a sustainable future, a shift in mindset and a step-change in approach is required. This panel seeks to map out the state of play of the impact landscape across key Asian markets, highlight opportunities for private sector actors to achieve impact while driving financial returns, and offer ideas on how cross-sector collaboration could be the key to unlock a sustainable and inclusive future for all in Asia.

Panellists

- Ms Angela Bai, Former Founding Secretary-General, China Alliance of Social Value Investment and CEO, SusallWave
- Mr Ramraj Pai, CEO, Impact Investors Council, India
- Dr Vivi Yulaswati, Senior Advisor to the Minister of National Development Planning for Social Affairs and Poverty Reduction, and Head of National Secretariat for SDGs, Ministry of National Development Planning Indonesia/Bappenas

Moderator

- Dr Rajiv B. Lall, Professorial Research Fellow, Sim Kee Boon Institute for Financial Economics, SMU and Advisor, CIIP

Panel Session 2: Bringing impact to life – perspectives from investors and businesses

Impact does not necessarily equate to a sacrifice in profits or returns. There is an increasing number of commercial actors – both investors and businesses – who are generating positive and measurable social and environmental impact alongside a financial return. Technology and digital innovations have been key enablers – expanding our reach to the historically underserved, solving last mile delivery issues, and enabling better monitoring of supply chains from afar, amongst others. However, the journey towards impact is not straightforward. It starts with an articulated intention to create positive impact, and is backed up by measurable goals and strong systems of accountability. All this must be done while also achieving commercial sustainability. This panel will hear from industry practitioners – from the investment, corporate, and venture worlds – on how they approach impact. Discussions will centre on how decisions are made, the actions that maximise impact, and challenges faced in implementation, as these leaders strive to achieve returns with purpose.

Panellists

- Mr Tan Shao Ming, Chief Investment Officer, ABC Impact
- Mr Pranav Kumar, Director, LeapFrog Investments
- Mr Suresh Sundararajan, CEO, Olam Ventures
- Mr Farouk Meralli, CEO, SwipeRx

Moderator

- Ms Alison Kennedy, Strategy & Consulting Lead and Sustainability Services Lead at Accenture Southeast Asia, Southeast Asia



ANNEX C

QUOTE SHEET

Marcos Athias Neto, Director, UNDP Sustainable Finance Hub

“Investing for impact is at a critical inflection point today, where there is a growing need for stakeholders to establish and adopt independent international standards, practical tools, and consistent practices. With Asia’s diverse communities and deep impact potential, having common management practice standards in areas such as data collection and impact measurement is crucial. To strengthen impact integrity, market trust and confidence, managing for impact must be underpinned by assurance. All of these elements combined will drive the momentum further for impact investing here. As the anchor partner for UNDP in Asia, Temasek Trust and its CIIP is well-positioned to engender the development of investing for the SDGs and support the UNDP’s mission towards a sustainable future for everyone.”

Mr Amit Bouri, CEO and Co-Founder of the GIIN

“More global investors and companies today are recognising the need to chart clear pathways towards sustainability. Asia will be instrumental to achieving the Sustainable Development Goals, given its deep potential for generating impact at scale. Through research, collaboration, and action, the CIIP is building an ecosystem that will shape the future of impact investing in Asia.”

Ms Naina Subberwal Batra, Chairman and CEO of AVPN

“Impact investing is no doubt a critical tool to close the SDG gaps in Asia, but for this sector to flourish, it requires all stakeholders to collaborate. As the world’s largest network of Social Investors in Asia, we at AVPN are thrilled to see the launch of CIIP; a knowledge hub to bring such stakeholders together to take positive action.”

