



# ANNUAL REPORT **2017**







## ANNUAL REPORT 2017

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*AVPN is a unique Pan-Asian funders' network catalysing the movement toward a more strategic and collaborative approach to philanthropy and social investment to address key social challenges facing Asia today and in the future.*

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*"...with a combined total of over 600 members across 49 countries, that global vision is taking shape."*

I am very pleased to present the 2017 AVPN Annual Report having recently returned from the highly successful AVPN 5th annual Conference in Bangkok and feeling more energized than ever about this movement we have started in Asia.

Twelve years ago, when we founded AVPN's sister organisation, EVPA, we had only thirteen members. Our goal of catalysing a global movement towards more strategic and collaborative philanthropy and social investment seemed a bit audacious back then. But today, with a combined total of over 600 members across 49 countries, that global vision is taking shape and I am currently working to launch a third network in Africa, which will even further expand our reach.

The AVPN membership is larger and stronger than ever, growing at an average of 8-10 members per month and representing a broad range of funders and providers of human and intellectual capital across Asia, the US and Europe. This growth and diversity is a clear testament to our shared commitment to combat the social issues that are present throughout Asia today. Some members focus on children or education, others on healthcare or the environment, but they all recognize the need for urgency, collaboration and knowledge sharing. Future generations need us to act now and it is this recognition that drives AVPN to keep innovating and helping our members to maximize their impact.

Throughout this report you will see examples of AVPN's activities that are designed to help our members to connect, learn and be thought leaders. We are well known for the biggest of these activities – our Annual Conference – but I want to call attention to two lesser known, but very important initiatives:

the Deal Share Platform and the Asia Policy Forum.

The Deal Share, through both the online platform and "Live" investment showcases, addresses head on the most common challenge we hear from members – access to high quality deal flow. By leveraging our member's own past deals and due diligence we are helping to break down barriers between funders and SPOs to facilitate a steady flow of human, financial and intellectual capital into the social sector.

The Asia Policy Forum addresses another key stakeholder in our ecosystem – Government. It is through this forum that AVPN works to catalyse meaningful policy changes throughout the region to help enable a more vibrant social economy that encourages innovation and increases public-private partnerships. Both of these initiatives have great potential.

I implore our entire community to get involved as we can only see success with the continued engagement and support of our members, sponsors and friends. As I always say, SBS – Success Breeds Success.

My sincere thanks to our great team and to you - our members and supporters.

Sincerely,



Doug Miller  
Founder, Chairman

**AVPN**



*“We have begun to refer to this blurring the lines as the Continuum of Capital, whereby funders are utilizing a broader toolkit...”*

The past year had several significant milestones for AVPN! We launched the Deal Share Platform, celebrated our 5th Anniversary, launched our new website, and introduced a ground-breaking new Pan-Asian study geared to help social investors maximize their impact. Looking back, it was a very busy year with 97 events across the region including a Social Impact Forum in Myanmar and a Study Tour to Europe with 14 Asian foundations. Our Annual Conference was held for the first time in Bangkok, Thailand and was the biggest and best Conference yet with 727 delegates attending from 32 countries and over 5000 connections made through the online Connector alone.

Throughout all of this activity our Membership grew 46% this year with 376 members at the end of June 2017. Our biggest growth was in Southeast Asia, reflective of our focus on Thailand and Myanmar and while Foundations and Trusts continued to make up the largest part of our membership, corporate members were the segment that grew the most from 4% to 7% of the membership this year. This trend reflects both our increased efforts to engage with corporations as well as the growing recognition of CSR's important role in the broader social economy in Asia.

Our membership continues to be unique in its diversity – representing a full spectrum of funders and resource providers that deploy human, financial and intellectual capital across a range of social investment. Through our interactions with members this year we have observed a blurring of the lines between different types of funders. We have seen foundations that are learning how to leverage debt and equity to better support their portfolio organisations while some impact funds are lowering return

assumptions and even deploying grants to help build the pipeline of investable deals in Asia. We have begun to refer to this blurring the lines as the Continuum of Capital, whereby funders are utilizing a broader toolkit to address the needs of social purpose organisations across various stages with a goal to help them scale. Stay tuned for more on the Continuum of Capital from AVPN in 2018 as we are looking to develop our next body of research around this phenomenon.

In the meantime, I hope you will find this latest Annual Report informative and inspirational as we dive deeper into AVPN's work and the work of our members across the region. We are only as strong as our Membership and continue to be humbled by the amazing organisations that are part of the AVPN community. Thank you all for your continued engagement and we look forward to continuing to support your efforts in creating social impact throughout Asia in the years ahead.

Sincerely,

Naina Subberwal Batra  
CEO

**AVPN**



## ABOUT AVPN

*“The core mission of AVPN is to increase the flow of financial, human and intellectual capital to the social sector by connecting and empowering key stakeholders.”*

AVPN is a unique funders’ network based in Singapore committed to building a vibrant and high impact philanthropy and social investment community across Asia. As a platform, advocate, and capacity builder, that cuts across private, public and social sectors, AVPN embraces all types of engagement to improve the effectiveness of members across the Asia Pacific region.

The core mission of AVPN is to increase the flow of financial, human and intellectual capital to the social sector by connecting and empowering key stakeholders from funders to the social purpose organizations they support. With over 370 members across 28 countries, AVPN is catalysing the movement towards a more strategic, collaborative and outcome focused approach to philanthropy and social investing, ensuring that resources are deployed as effectively as possible to address key social challenges facing Asia today and in the future.

A Member Directory and listing of Events can be found at [www.avpn.asia](http://www.avpn.asia)

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## PLATFORM

AVPN breaks down silos to bring together a diverse group of funders and resource providers to promote collaboration and knowledge sharing.

**FOUNDATIONS & TRUSTS**

**INCUBATORS / ACCELERATORS**

**IMPACT FUNDS**

**UNIVERSITIES / RESEARCH**

**CORPORATES**

**FINANCIAL SERVICES**

**GOVERNMENT**

**INTERMEDIARIES / SERVICE PROVIDERS**



## RESOURCES & GUIDANCE

AVPN resources and initiatives provide opportunities for our members to connect, learn and be thought leaders.

**ASIA  
POLICY  
FORUM**

**AVPN  
INITIATIVES**

**SIGNATURE  
EVENTS**

**THE  
KNOWLEDGE  
CENTRE**

**DEAL SHARE  
PLATFORM**



## MAXIMUM SOCIAL IMPACT

AVPN is catalysing a more strategic, collaborative and outcome focused approach to philanthropy and social investing.

### STRATEGIC

AVPN resources identify need gaps, best practice approaches and key partners for better mission-alignment

### COLLABORATIVE

Members with common goals can combine resources and leverage each others networks to create a multiplier effect where each dollar works harder towards the desired impact

### OUTCOME FOCUSED

AVPN promotes a long-term view of impact across a highly engaged portfolio approach that leverages the full spectrum of financial and non-financial support for Social Purpose organisations

# AVPN EVENTS YEAR IN REVIEW



In November 2016, AVPN organized a European study tour for 12 Asian Foundations to Berlin, Brussels, Paris and London.

The study tour provided great insights into some of the latest challenges and innovations that foundations in Europe are experiencing.

There were many learnings and concepts from Europe that were useful for the Asian foundations to internalize and adapt to an Asian context.

**97** Number of events conducted by AVPN in 2016

Asia Policy Forum	<b>4</b>
Marketing Trips	<b>12</b>
Meet ups	<b>11</b>
Study Tours	<b>2</b>
Roundtables	<b>27</b>
Forum/Summit	<b>1</b>
Speaking Engagements	<b>23</b>
Webinars	<b>11</b>
Workshops	<b>5</b>
Conference	<b>1</b>







In December 2016, AVPN celebrated 5 Years and honoured Founder and Chairman Doug Miller at an anniversary event with the US Ambassador to Singapore.



# 22%

Significant increase in the number of events and activities this year. Total of 97 events compared to 79 in 2016



AVPN launched our presence in Myanmar with the inaugural Myanmar Social Impact Forum in February 2017 that brought together 19 speakers and 150 participants from the region. We now have a local representative in Yangon and will organise quarterly activities in-country focusing on the development of Myanmar's social economy.

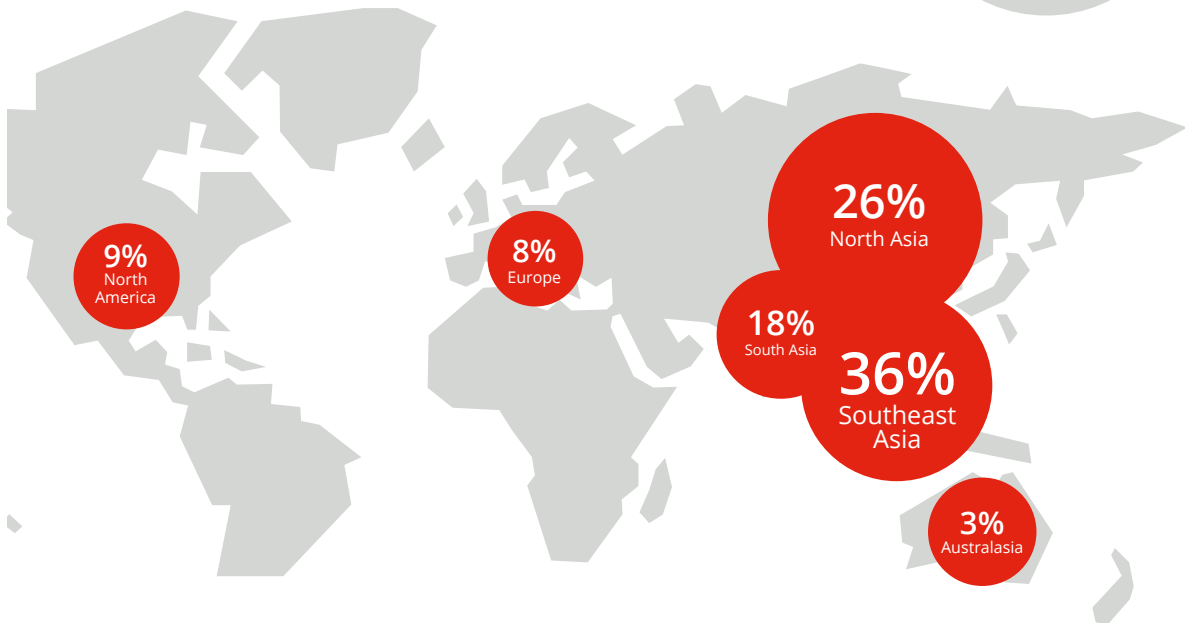
# MEMBERSHIP

## Members by Region

AVPN has a global reach with members across 28 regions. The majority of these members are based in Asia but 17% of the membership are based in North America and Europe.

**376**

Members  
across  
13 industries



## Industry Breakdown



**46%**

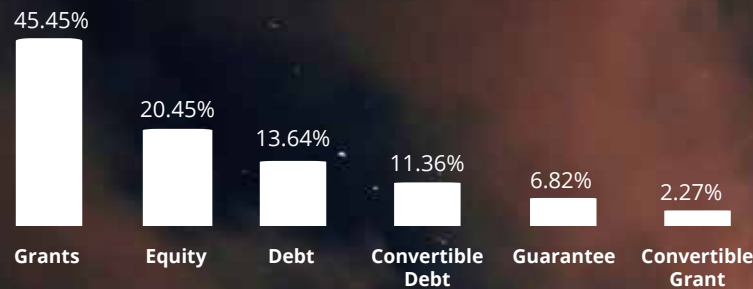
AVPN saw a 46%  
increase in members  
this year.



# MEMBER SURVEY RESULTS

## Financial Instruments Deployed

AVPN members are funding across the full *Continuum of Capital* from grants to debt and equity.



## Ticket Sizes

AVPN members fill the funding gap typically faced by early-stage SPOs, with 75% looking at ticket sizes below USD250,000.



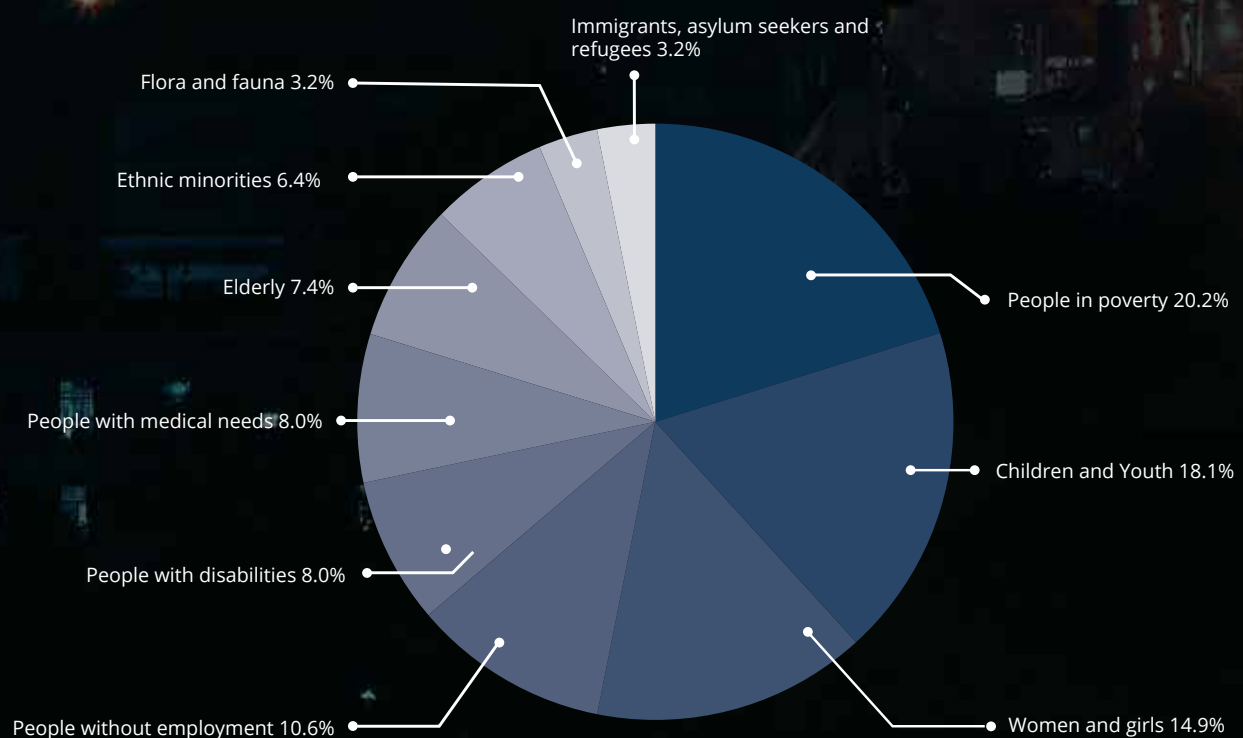
## Social Causes

Education, livelihood & poverty alleviation and environment resonate most widely among members.



## Beneficiaries

The majority of AVPN members focus their efforts on people in poverty, followed by children, youth, women and girls.





# Markets where AVPN Members are Active

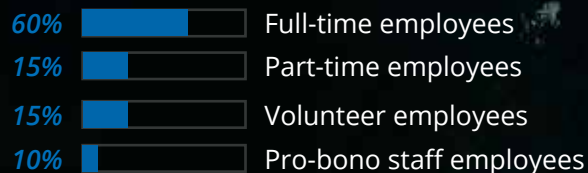
Primary regions of focus are Southeast Asia, East Asia and South Asia. India sees the most activity, followed closely by Indonesia and Singapore.



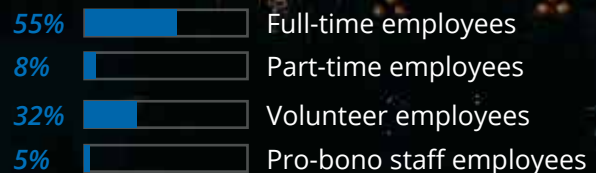
## Human Capital

While full-time staff form the bulk of human capital deployed, smaller-sized members tend to rely more on volunteers and pro-bono support.

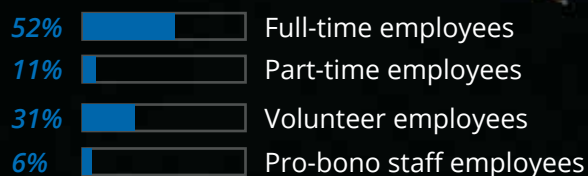
### 1 to 49 EMPLOYEES



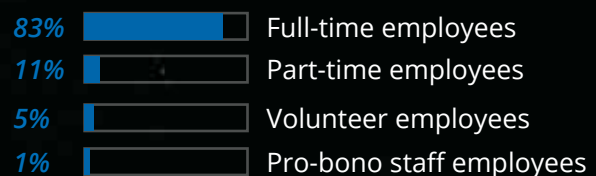
### 50 to 99 EMPLOYEES



### 100 to 350 EMPLOYEES



### MORE THAN 350 EMPLOYEES



## SOCIAL INVESTMENT LANDSCAPE IN ASIA

### Key Highlights:

- An overview of key demographic and macroeconomic conditions
- Key development issues facing the country
- Background and context to the social economy in the region
- Overview of the legislative environment

The Social Investment Landscape in Asia report is a resource for social investors assessing opportunities for collaborations and maximising impact in new markets or initiatives. It is designed to be a guide for both new social investors looking to enter the Asian market and existing social investors exploring cross-border or cross-sector opportunities within the region. The Landscape is another way to further AVPN's mission to increase the flow of financial, human and intellectual capital to the Asian social sector.

To this end, the Knowledge Centre team profiled 14 Asian social economies spanning North, South, and Southeast Asia before presenting key societal needs, existing initiatives and prominent players in the ecosystem for each social economy.



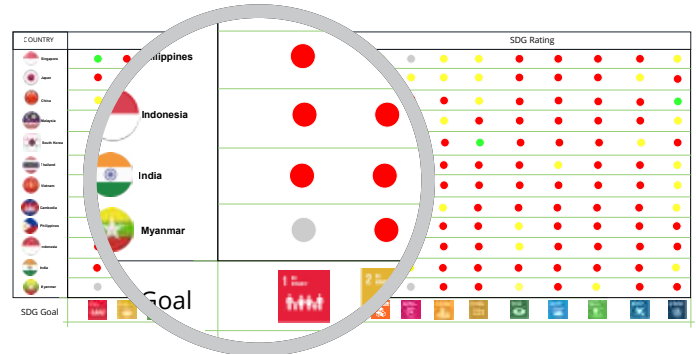


The 14 economies highlighted in the study are:

**North and South Asia: Southeast Asia:**

- China
- Hong Kong
- India
- Japan
- Korea
- Taiwan
- Cambodia
- Indonesia
- Malaysia
- Myanmar
- Philippines
- Singapore
- Thailand
- Vietnam

– government, SPOs, social investors and enablers.



SDGs' Cohesive Framework with a country-wise set of Challenges

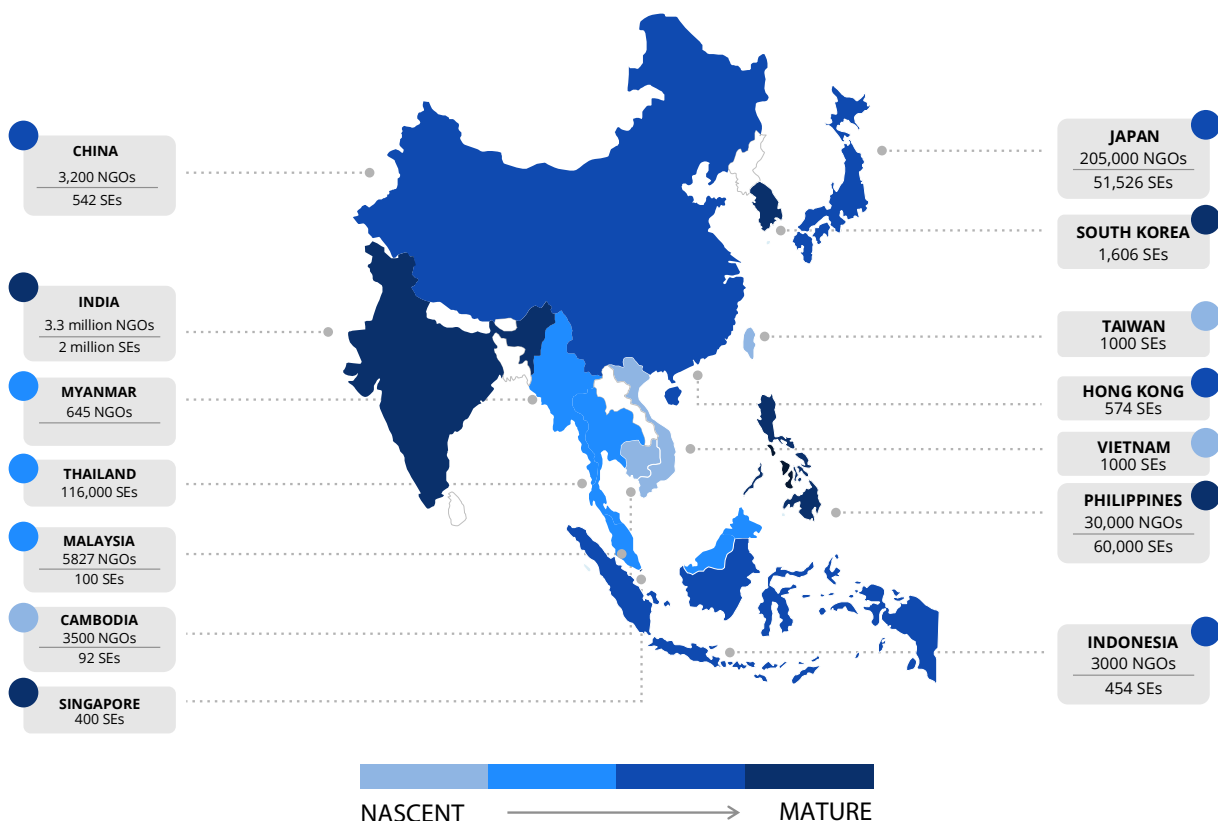
## Key Insights

### Social Economies Exist on a Scale from Nascent to Mature

The stage of growth of the social economy is characterised by the presence, contribution, and maturity of all actors in the ecosystem

### SDGs' Cohesive Framework Addresses Diverse Set of Challenges

The United Nations Sustainable Development Goals (SDGs) highlight the scale and urgency of socio-environmental-economic issues globally as well as nationally.





Government support for SEs across regions. Rating: Sattva-AVPN framework

## Governments Play One of the Largest and Widest-reaching Roles in the Social Economy

- South Korea is the only East Asian country that legally recognises SEs and offers multiple incentives to SEs as well as ecosystem-building support
- Hong Kong, Philippines, Singapore, Taiwan and Thailand have put in place progressive policies, CSR mandates, dedicated offices for promoting social entrepreneurship, seed funds and capacity building.

## Highly Engaged Social Investment is Critical to a Flourishing Social Economy

- Most of the 14 social economies are experiencing early-to-mid stages of social enterprise growth where viable pipelines are small and deal volumes are low.
- International investors, development agencies and local investors are actively supporting the development of SEs in Asia.

- There is a growing trend in more localised funds which work with those closer to the root of the problem to create social impact.





## Trendsetters are Emerging from Historically Religious Roots

- There is a growing movement towards social investing among HNWI and family offices, embedded in the region's tradition of religious giving.
- Countries with a legacy of wealth such as Singapore and Hong Kong see family foundations taking a more prominent role in strategic philanthropy.
- Responsible investment that incorporates ESG factors is growing as a strong mainstream market force for impact.

## Corporates' Potential in the Social Economy is Yet to be Realised

- While CSR is ubiquitous in all 14 regions, the integration of CSR with business towards shared value is less common.
- Largely, MNCs are driving CSR best



4	 Strategic CSR plus ecosystem development support, ESG compliance/ shared value approach	Japan   Philippines   South Korea
3	 Evidence of strategic and sustainable CSR programmes, support for SEs, evidence of sustainability reporting	Hong Kong   India   Singapore
2	 Compliance-based/charity-based CSR focusing on multiple social and environmental causes	Indonesia   Malaysia   Myanmar   Thailand
1	 Compliance based CSR/evidence of charitable donations by corporates	Cambodia   China   Taiwan   Vietnam

Corporate sector contribution across regions. Rating: Sattva-AVPN framework

practices in less mature economies, but increasing local firms are seeing adoption.

- Corporates in advanced economies such as Japan and South Korea have established venture philanthropy and impact funds.

### Intermediaries & Partnerships Move Social Economies Forward

- Intermediaries play the key roles of building capacity of SPOs, promoting cross-sector collaborations and forging partnerships.
- While international organisations such as the British Council, Ashoka and USAID have played substantial roles in triggering the SE movements in the studied 14 regions, local players have helped sustain and grow the ecosystem with their contributions.
- Partnerships bring together diverse stakeholders for collective impact, e.g. giving circles, pooled-in CSR capital, SE funds, Collective Impact Initiatives.

### Building a High-Impact Social Ecosystem Requires 5 Elements



Active Presence of  
Managed Social  
Investment Funds



Responsible Social  
Investment & Strategic  
Philanthropy



Govt Recognition &  
Support



Integrated &  
Sustainable CSR



Multi-stakeholder  
Partnerships

## OTHER KEY KNOWLEDGE CENTRE INITIATIVES CARRIED OUT OVER THE PAST YEAR

AVPN, in partnership with ASEAN CSR Network and Oxfam, has undertaken a study that aims to assess the opportunities and challenges that SMEs in ASEAN face in accessing finance and technical support. This study focused on SMEs with inclusive and responsible business practices.

Key findings will inform policy proposals, jointly crafted by AVPN, ASEAN CSR Network and Oxfam, for the ASEAN Business Advisory Council (ABAC) to the ASEAN Secretariat and policymakers in the region.

To this end, AVPN has completed Phase I report that focuses on the SME financing and technical support landscape as well as the “missing middle” phenomenon in 8 ASEAN member states, namely Cambodia,

Indonesia, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

AVPN has conducted 3 stakeholder consultations in Manila, Jakarta and at the 2017 AVPN Conference in Bangkok in collaboration with the ASEAN CSR Network. In these consultations, AVPN shared a summary of Phase I findings and collated insights from the various stakeholders including AVPN members active in ASEAN.

Phase II has commenced in June 2017 and looks at the remaining 2 ASEAN countries, namely Brunei and Laos. The final report and policy proposals are scheduled to be published in September 2017 and disseminated at the ABAC Inclusive Business Summit on 6 September 2017.







## Workshops

### Social Impact Assessment and Management

Following on from the 2015 workshops on the Capability Development Model, AVPN conducted a number of workshops on Impact Assessment with Jeremy Nicholls from Social Value International (SVI).

In November 2016, AVPN was in India for a two day workshop with SVI and Dasra in Delhi. Participants in India came from organisations such as CAF India, KPMG, the Akshaya Patra Foundation, Ashoka University and Ummeed.

At the AVPN Conference 2017, AVPN ran a shorter workshop on Social Impact Management. Further in September 2017, AVPN will deliver a workshop with Social Value International on Social Impact Management for Social Service Organisations in Singapore.



### Effective Fundraising Workshop

The effective fundraising workshop was held in February 2017 in Bangkok. Outlining the different funding options for SPOs and diving into the Theory of Change, the workshop attracted around 50 participants. They came from organisations such as Angel partner DigitalOne Ltd, Good Factory, Jaroensin, Opendream, ASIAGRAB CO., LTD., BuzzCommerce and Socialgiver.



# DEAL SHARE PLATFORM

Launched in 2016, the Deal Share Platform (DSP) is a curated platform that serves to help AVPN members share, promote and connect with recommended Social Purpose Organisations (SPO).

This members-only portal streamlines collaboration and communication about existing and prospective funding opportunities. Through the DSP, AVPN facilitates a funding pipeline for SPOs to seek continued resources, as well as a platform for members to collaborate and co-invest with each other.

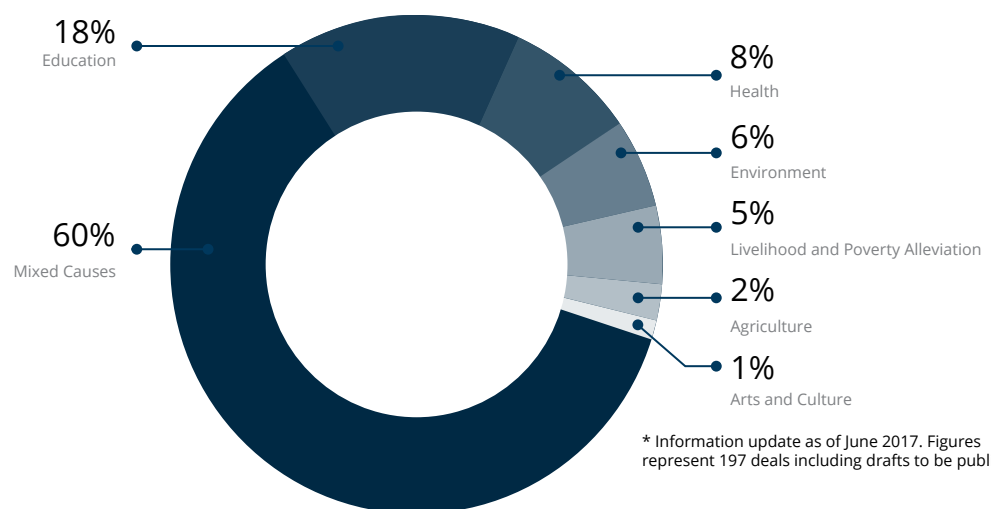
*"Deal Share Live is a great stage to showcase your work in front of those in the social impact field and is a direct way to connect to relevant influencers; which is a great way to see opportunities beyond your current market."*

*Aliza Napartivaumnay,*

**Co-founder, Socialgiver**

**Deal Share Live 2017 participant**

## Causes Social Investment by Cause



*"Since we joined AVPN's curated platforms in 2015, our projects have been securing funding and/or collaborators year-on-year."*

*Alan Wang,*

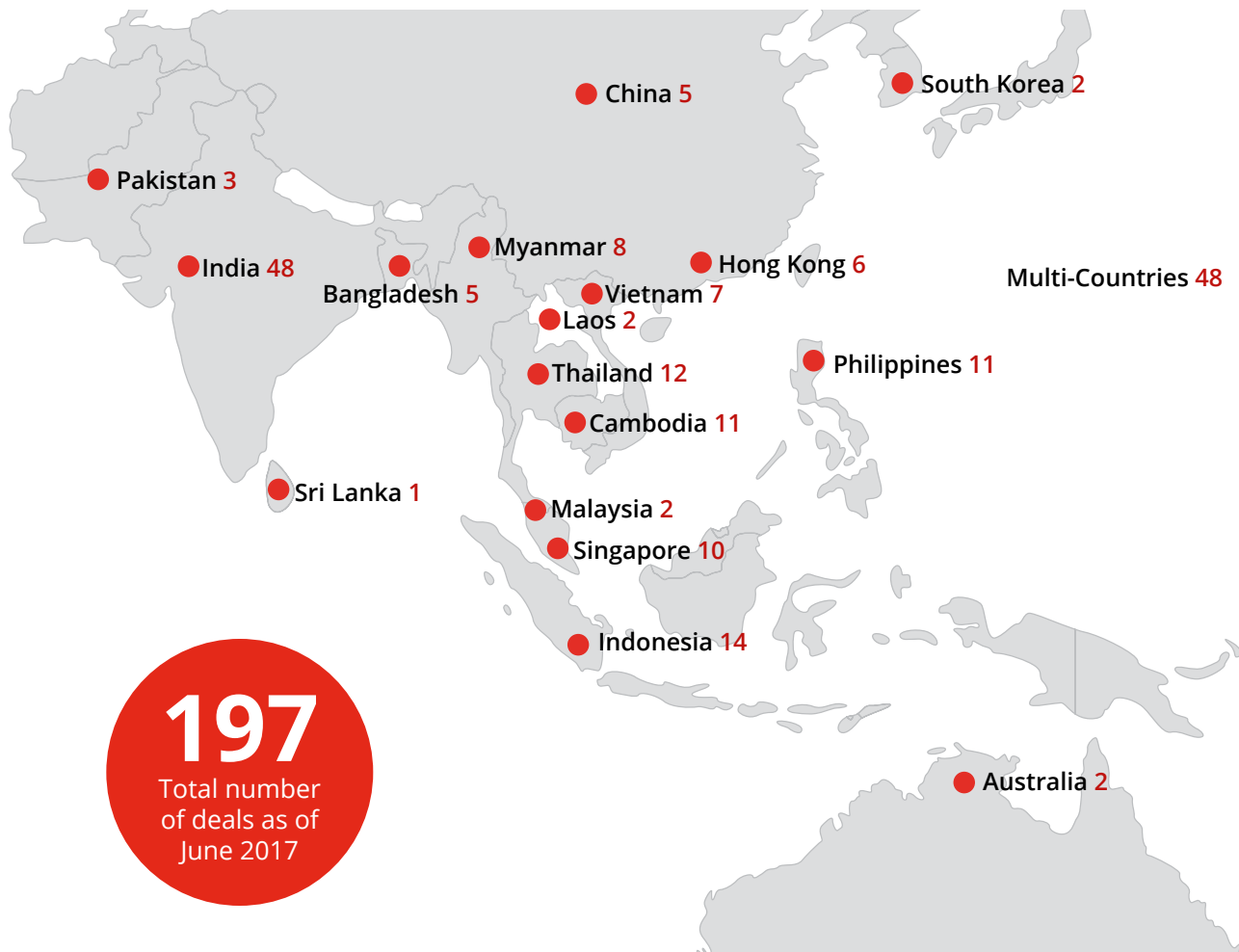
**CEO, Be Better**



# Regions

## Social investment by region

*\* Information update as of 12 July 2017. Figures represent 197 deals including drafts to be published*



## Deal Share Live

Deal Share Live – Investment Showcase brings to life the Deal Share Platform at the AVPN Conference with 30 SPOs pitching to the largest gathering of social investors in Asia.

The platform gives both investors and investees exposure and visibility to other grant-funders, impact investors and possible partners in the region.





## Q&A **Kevin Teo** Managing Director, Knowledge Centre, AVPN



**“We want to help members identify projects from the Platform that are relevant to their programmes.”**

- There are many resource providers ready to pledge financial and non-financial support but identifying the right SPO is not easy. Conversely, SPOs that require continued support to scale and to operate sustainably have challenges connecting with relevant funders.

### How did the idea of the Deal Share Platform (DSP) emerge?

Following the launch of the Knowledge Centre in July 2014, we have formed a better understanding of social investors within our network through the AVPN website and the Capability Development Model (CDM). With the CDM, we have further captured five key practice areas that AVPN has identified as paramount to achieving efficiency in venture philanthropy. We curate content – cases, publications, webinars and workshops to promote members’ efficiency and effectiveness in creating social impact and solving social issues.

In this process, we identified two trends from the members’ activities:

- Our members have developed excellent programmes to nurture the growth of SPOs, but these organisations require further resources for continued growth.

With that in mind, DSP was launched in May 2016 to further help our members share, promote and connect with recommended SPOs. We envisage the DSP to be able to:

- Create visibility of members’ work
- Facilitate resource and funding pipeline for the SPOs
- Collaborate and co-invest with trusted members

### How has the DSP progressed so far?

While we see a lot of potential for the DSP to achieve the three objectives above, we were unsure how the listing would progress. In the last year, we have been focused on reaching out to members to share about the DSP and in helping them understand how the platform works.

As of 11 July 2017, we have 171 live deals and 26 pending projects to be listed cov-



ering social issues on education, the environment, disabilities, healthcare, community development and entrepreneurship, amongst other diverse causes. The total financial support requested has reached USD174M.

We know that the platform would not be relevant if there are no quality projects. As a members-only portal, we want to work with members to increase visibility of good causes. Equally important, we want to help members identify projects from the Platform that are relevant to their programmes.

## What more can we expect from the DSP?

Complementing the Deal Share online efforts, the AVPN Deal Share Live sessions serve to highlight interesting and successful projects in Asia that are supported by our members to the wider community at the annual AVPN Conference, as well as at curated events. These sessions will give both inves-

tors and investees exposure and visibility to other grant-funders, impact investors and possible partners in the region. It is also an opportunity for us to hear from the SPOs on their implementation work on the ground, to understand how they work with resource providers and identify how we can collaborate with each other.

To help us plan the Deal Share engagement activities better, we have been conducting interviews with the SPOs featured on the platform. We have also been reaching out to members to understand how we can support them in identifying the right SPOs from the Deal Share pool for their programme.

*We invite you to get in touch with us at [dealshare@avpn.asia](mailto:dealshare@avpn.asia) if you would like to list a deal or to identify a deal to support. Information on the projects is also updated through our Deal Share Newsletter, AVPN social media and blog.*

# CONFERENCE 2017

In its fifth year, the AVPN Conference brought together a diverse group of funders and resource providers from around the globe to take part in what has become the largest gathering of philanthropists and social investors in Asia. The annual event continues to be the best opportunity for members and the broader community to connect, learn and be part of the movement for a more strategic and collaborative social economy in Asia.

The 2017 theme “Collaboration for Impact” reflected the importance of partnership across sectors and borders when looking to tackle some of Asia’s biggest challenges. The event focused on the need for strategic and outcome-focused approaches to social investing across the full spectrum of social and financial returns – from grantmakers to impact investors.

We could not have done this without the support of our partners.

## PARTNERS

### Lead Partner



### Platinum Partner



### Silver Partner



### Bronze Partner



## SUPPORTING PARTNERS





The 2017 AVPN Conference was a 3-day event held in Bangkok, Thailand, on 7-9 June 2017 at the InterContinental Hotel Bangkok.



**44**  
SESSIONS



**119**  
SPEAKERS



**727**  
DELEGATES



**32**  
COUNTRIES



**405**  
ORGANISATIONS



**556** attendees came from outside of Thailand

99% of the responders would recommend the Conference to others

75% of delegates reported making over 6 connections at time of response







## 30 Deal Share Live Participants

*30 organisations supported by 22 endorsing members presented to the delegation*

*USD28.62 million in financial capital sought (Grant, debt or equity)*





# ASIA POLICY FORUM

Recognising that a friendly policy environment is critical to the growth of the capital for social impact, Asia Policy Forum (APF) aims to convene an active community of policymakers who are committed to creating such environments. By bringing community building activities and digital resources that build the capacity of policymakers to create greater social impact, APF demonstrates AVPN's commitment to collaboration and learning across sectors to catalyze capital for greater good.

Earlier in 2016, we successfully wrapped the third Asia Policy Forum alongside AVPN 2016 Conference in Hong Kong, laying a strong foundation for ongoing engagement activities among the policymaker community. Following this, a roundtable was held in Yangon to engage the policymaker community of Myanmar and the rest of Southeast Asia. There was active discussion about the importance of legal definitions and standards of social enterprises.

2017 kicked off with an exciting roundtable



discussion in Hong Kong, hosted by the Hong Kong Social Innovation and Entrepreneurship Fund. APF participants explored the role of government in building the social economy, and the different approaches taken to define their roles in social economy policy design. Learnings were derived from the statute-based approaches from Korea, an outcomes-based approach from Malaysia, and a market-based approach in Hong Kong.





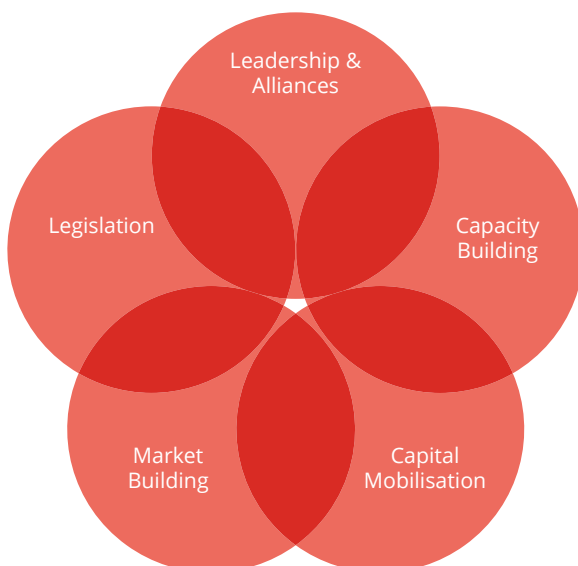
The increasingly strong response from policymakers also led to the support and partnership of UNESCAP, BMW Foundation, Credit Suisse, and British Council for the Asia Policy Forum 2017, held in Bangkok alongside the AVPN Annual Conference. APF 2017 welcomed 89 policymakers and

social economy leaders from 21 countries in Asia, Africa, Europe as well as the US, hosted in the UN Conference Centre for the first time. With our generous partners and engaging speakers representing multilateral organisations, policymakers, policy advisors and capacity-builders, the event was a resounding success.

The delegates shared accomplishments and challenges arising from social economy policy initiatives and programmes, with a specific emphasis on how cross-sector collaboration impacted social economy policies and the desired policy outcomes, given the respective countries' development context and national priorities. We heard from policy leaders in the social economy from Thailand, Philippines, Indonesia in the main plenary, complemented with perspectives from OECD and the United States. Social economy policy developments in Sri Lanka, Shenzhen and Seoul were shared, and we delved deeper into social economy impact on policies that address education and ageing populations, looking at Japan and Hong Kong. APF 2017 closed with affirmation and commitment to bring this kind of active social economy policy engagement by AVPN to specific countries, and identified opportunities for specific practice experiences to be shared as resources to support policymaker learning and collaboration.

APF 2017 also introduced the AVPN Social Economy Policy framework, which distilled the five areas where policy can impact the social economy: Leadership and Alliances, Legislation, Market Building, Capacity Building and Capital Mobilisation. This framework will form the basis for how AVPN will present APF activities and content to policymakers moving forward.

### 5 Areas for Policy impact



Source: Asian Venture Philanthropy Network (2017)

# STRATEGY 2017 - 2018



## Helping social investors become more effective through the AVPN Knowledge Centre

After a successful launch of the Social Investment Landscape in Asia, the AVPN Knowledge Centre will continue to build on this momentum to help enable the flow of capital towards the social causes and practices that have the highest impact potential.

In September 2017, AVPN will launch *Funding Education with Impact: A Guide to Social Investment in India*, our first deep dive into a particular social cause (education) and country (India). Examining education segments from 3-18 years old in early childhood, primary, secondary, vocational and inclusive education as well as the ecosystem in education, the report will outline needs, interventions and SPOs, investment opportunities and recommendations to achieve the best outcomes in each education segment. *Funding Education with Impact*

will be launched and discussed during the inaugural AVPN India Summit in Mumbai on 14 September 2017, themed *Investing for Impact in Education*.

The second focus for the Knowledge Centre will be the Continuum of Capital initiative which will build on the Landscape to map and analyse social investment behaviour across 14 social economies in Asia. It aims to provide insights into various practices across philanthropy, venture philanthropy and impact investing with the objectives to share best practices beyond labels and foster dialogue and collaboration between social funders to provide continuous funding for SPOs. The initiative will be tied to events and learning opportunities to make the insights actionable for the full spectrum of social investors.

## Expanding Deal Share Live beyond the AVPN Conference

While the Deal Share Platform continues to grow and gain traction online, the Deal Share Live investment showcase has become an integral part of ensuring action is taken on these deals. AVPN will play a more active role in facilitating connections between members and SPOs by expanding the Deal Share Live throughout the year, beyond the Annual Conference. The next Deal Share Live will take place at the inaugural AVPN India Summit and will introduce a different format where relevant SPOs will be integrated into breakout sessions for more applied knowledge sharing rather than investment pitches alone. This integration will also help members to better understand how SPOs implement on the ground, and how funders and SPOs can work more cohesively.



AVPN also seeks to further enhance the mentoring portion of Deal Share Live this year and is actively welcoming members to get involved at:

<https://bit.ly/DSLmentorship>

## Deepening collaboration opportunities through Asia Policy Forum (APF)

AVPN's partnership with UNESCAP in 2017 has elevated APF to a richer conversation about the development of supportive policy environments for the social economy and social investment. We will use the next year to engage policymakers more deeply and in a more localised manner, bringing country- and issue-centric content to our webinars, roundtables and workshops. The APF community can look forward to roundtables to be held in India and Indonesia and a seminar on impact-evidence-based policymaking for inclusive growth. Through our thriving community of policymakers and advisors in Asia, AVPN is excited to deepen the collaboration opportunities between people, public and private sectors to develop supportive policy environments for the social economy and social investment. We will continue to document and share best practices through case studies and reports that will be housed on the newly re-launched APF microsite.

<https://avpn.asia/asiapolicyforum/>

## Catalysing Social Investment through AVPN Collectives

As the only Pan-Asian platform that brings together such a diverse group of funders and resource providers in Asia, AVPN has a unique opportunity to facilitate collaborative social investment. In the upcoming

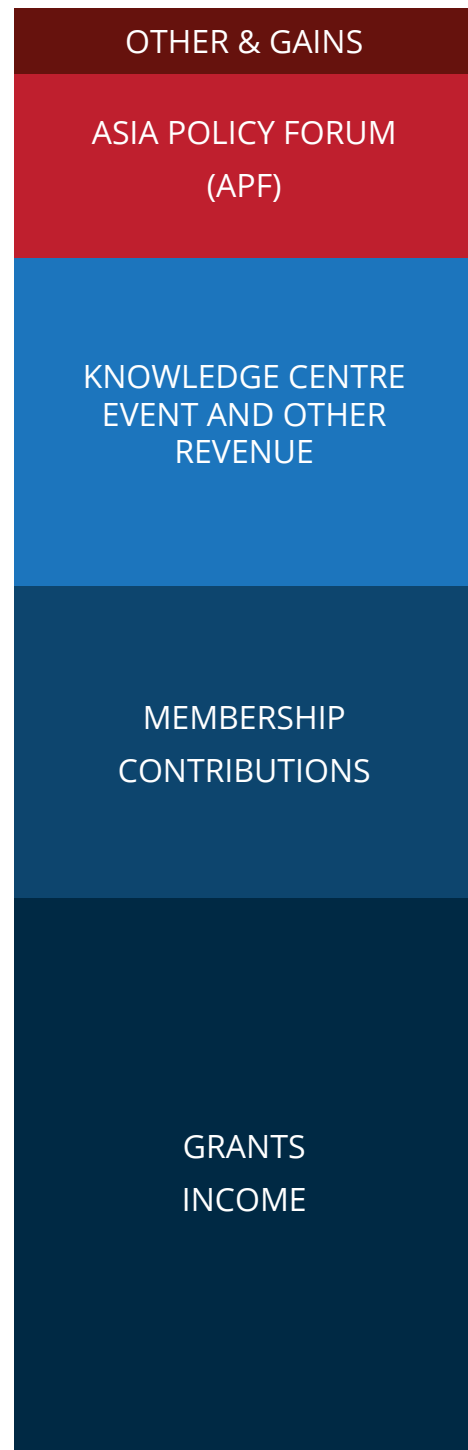
year we will pilot new Collectives to harness our convening power and catalyse pooled funding for under-represented causes with high-impact potential. Each Collective will start with a deep dive into a specific social cause that is of interest to AVPN members, identify gaps and opportunities within this context and work with AVPN Members through the Deal Share to select high quality SPOs that are addressing these issues. Ultimately the Collective will culminate in a fund that pools capital from across the spectrum of social investors from foundations to corporations to better address the needs of SPOs and drive deeper impact. The first Collective will kick off in India in September 2017 stemming from the Funding Education with Impact report and the AVPN India Summit 2017.



# FINANCIALS



**2016**



**2017**

## STATEMENT OF COMPREHENSIVE INCOME FOR THE FINANCIAL YEAR ENDED 31 MARCH 2017

IN SGD DOLLARS	For the year ended March 31st 2017	For the year ended March 31st 2016
<b>INCOME</b>		
Asia Policy Forum (APF)	117,029	0
Donations - Non-tax exempt	15,506	43,223
Grants income	1,086,212	865,732
Membership contributions	490,863	382,350
Knowledge Centre event revenue	319,908	324,686
Knowledge Centre other revenue	183,594	64,875
Other income	11,318	970
Gain on foreign exchange	12,693	198
<b>TOTAL INCOME</b>	<b>2,237,123</b>	<b>1,682,034</b>
<b>LESS: EXPENDITURE</b>	<b>1,957,572</b>	<b>1,548,096</b>
<b>SURPLUS FOR THE FINANCIAL YEAR</b>	<b>279,551</b>	<b>133,938</b>





## STATEMENT OF FINANCIAL POSITION AS OF 31 MARCH 2017

IN SGD DOLLARS	For the year ended March 31st 2017	For the year ended March 31st 2016
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	1,284,438	988,363
Other receivables	179,188	153,658
<b>SUB-TOTAL</b>	<b>1,463,626</b>	<b>1,142,021</b>
<b>Non-Current assets</b>		
Property, plant and equipment	3,214	4,433
<b>TOTAL ASSETS</b>	<b>1,466,840</b>	<b>1,146,454</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Other payables	377,965	337,130
<b>NET ASSETS</b>	<b>1,088,875</b>	<b>809,324</b>
<b>FUNDS</b>		
<b>Unrestricted fund</b>		
General fund	1,088,875	809,324



# BOARD AND ADVISORS

## Board Members



Doug Miller



Naina Subberwal Batra



Francis Ngai



Achal Agarwal



Hiroshi Nonomiya



Bien Chuan Tan



Siddique Salleh



Veronica Colondam



Vidya Shah



Wai Hoong Fock



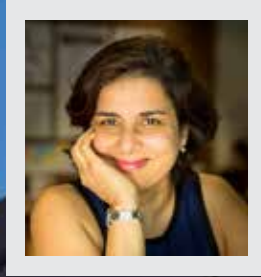
Ze Tao



# Board of Advisors



Cindy Ko



Gouri Mirpuri



Tony Yeung

# TEAM



**Agnes Arbon**  
*Web Content  
Associate*



**Alfred Poon**  
*Technology Lead*



**Allison Hollowell**  
*Director,  
Marketing and  
Communications*



**Amanda Key**  
*Senior Marketing  
Associate*



**Anh Nguyen**  
*Manager,  
Knowledge Centre*



**Ashima Suri**  
*Manager,  
Membership Services*



**Binali Suhandani**  
*India CEO*



**Caroline McLaughlin**  
*Director,  
Partnerships*



**Clara Feng**  
*Manager,  
Membership Services*



**Debasree Chatterjee**  
*Manager,  
Research and  
Administration*



**Dona Patel**  
*Manager,  
Member Acquisition*



**Dorothy Ching**  
*Manager,  
Membership Services*



**Jasmine Chew**  
*Manager,  
Deal Share Platform*



**Jenny Lee**  
*Office Manager*



**Kevin Teo**  
*Managing Director,  
Knowledge Centre*



**Martina  
Mettgenberg-Lemiere**  
*Head,  
Insights and Capacity  
Building, Knowledge Centre*



**Moushumi Banerjee**  
*Development Director,  
India*



**Naina Subberwal Batra**  
*Chief Executive Officer*



**Patsian Low**  
*Director,  
Asia Policy Forum*



**Patti Chu**  
*Director,  
Membership Services*



**Syarif Hamdi**  
*Senior Research  
Associate*

### Regional Representatives

- Emilie Röell - *Consultant, Myanmar*
- Ken Ito - *Regional Head, East Asia*
- Ruth Jones - *Director, Australia & New Zealand*
- Sunkyung Han - *Consultant, South Korea*



# MEMBERS LIST

- Abraaj Capital (SG)
- ABS-CBN Lingkod Kapamilya Foundation, Inc
- Absolute Return for Kids
- Asia Environment Innovation Forum (AEIF)
- ACCESS Health International
- Access to Information (a2i) Programme, Prime Minister's Office
- Accion
- Action Aid International
- Adams Street Partners
- Advantage Partners (Japan)
- Aera Foundation
- Agensi Inovasi Malaysia
- AITIA Institute
- Akina Foundation
- Alan Morton (individual)
- ALMATA, Division of Avegen Ltd
- ANGIN
- ANT Capital Partners Co., Ltd.
- Anthem Asia Limited
- APNIC Foundation
- apVentures
- Artha Initiative, Rianta Philanthropy Ltd.
- ARUN Seed
- Ashden Trust (The)
- Ashoka (SG)
- Asia Capital Advisory
- Asia Centre for SE & Philanthropy (NUS Business School)
- Asia School of Business
- Asia Value Advisors
- Asia-Pacific B Corporation Association
- Aspen Network of Development Entrepreneurs (ANDE)
- Association of Korean Local Governments for

## Social Economy and Solidarity

- Atma
- AT Kearney (SG)
- Australian Department of Foreign Affairs and Trade (DFAT)
- Autodesk
- Axis Bank Foundation
- B Current Impact Investment Inc.
- Bain & Co (HK)
- Baring Private Equity Asia (HK)
- Beautiful Store
- Beijing ECharity Foundation
- BMW Stiftung Herbert Quandt
- BNP Paribas (HK)
- BoP HUB
- Boston University Global Health Collaborative
- Brace
- British Asian Trust (BAT)
- British Chamber of Commerce
- British Council (JP)
- BSR (China)
- C4 Capital for New Commons
- C dot
- C&A Foundation
- Cambridge Associates (SG)
- Capria
- CARE International
- Caspian Impact Investment Adviser Private Limited.
- Cazenove Capital
- Center for Civil Society Studies, Peking University
- Center for Social Impact Strategy, University of Pennsylvania
- Center for Social Initiatives Promotion (CSIP)
- Center for Technopreneurship and Innovation
- Central Engineering & Construction Co. Ltd.
- Central Square Foundation (IN)
- Centre for Asian Philanthropy and Society

- Centre For Environment Education(CEE)
- Centre for Innovation Incubation and Entrepreneurship (CIIE)
- CFPA Microfinance Management Ltd
- ChangeFusion
- Charities Aid Foundation (HQ)
- Charities Aid Foundation (IN)
- Chilasa
- Child Rights and You (CRY)
- ChildFund India
- China Foundation Center
- China Foundation for Poverty Alleviation Nepal Office
- China Global Philanthropy Institute (CGPI)
- China Pro Bono Link
- China Social Enterprise and Investment Forum (CSEIF)
- China Venture Capital and Private Equity Association (CVCA)
- Chinese University of Hong Kong (CUHK)
- Citi
- Claris Co., Ltd.
- ClimateWorks Australia
- Clinton Giustra Enterprise Partnership (CGEP)
- Coca-Cola
- College of Management, Fu Jen Catholic University
- Consuelo 'chito' Madrigal Foundation, Inc
- Credit Suisse (HK)
- CreditEase
- Crevisse Partners
- CRIB Pte Ltd
- CSR Asia (Singapore)
- CVC Asia Pacific (HK)
- D3Jubilee
- Dalberg
- Dariu Foundation
- DASRA
- DBS Foundation
- Department of Planning, Public Policy and Management, University of Oregon
- Department of Public Policy, City University of Hong Kong
- Deshpande Foundation
- Dewan Housing Finance Corporation Ltd.
- DFDL (Mekong) Legal & Tax
- Dr.Reddy's Foundation
- Draper Richards Kaplan Foundation
- Drew & Napier
- DS Group
- Duane Morris & Selvam LLP
- Duke University - Innovations in Healthcare
- Earth Observatory of Singapore, Nanyang Technological University
- East Ventures
- EdelGive Foundation
- Egon Zehnder International (HK)
- Emerging Markets Private Equity Association (EMPEA)
- Empact
- Ennovent (India)
- Epic Foundation
- Essar Foundation
- European Venture Philanthropy Association (EVPA)
- Evergreen Labs
- Expedia Singapore Pte Ltd
- Family Business Network Asia (FBN Asia)
- Federation of Indian Chambers of Commerce and Industry (FICCI)
- FHI 360
- Forum for the Future
- FSG Advisory
- Fujitsu Research Institute (FRI)
- Garena Online Private Limited
- Give2Asia (USA)
- Packard Foundation
- Global Impact Investing Network (GIIN)
- Global Social Entrepreneurship Network (GSEN)
- GlobalGiving

- Google.org
- Gopurpose Inc Pte Ltd
- Growald Family Fund, Inc
- Habataku Inc.
- Habitat for Humanity
- HelpAge International
- HKCSS - HSBC SE Business Centre
- Hong Kong University of Science & Technology (HKUST) Business School
- Hong Kong Venture Capital Association (HKVCA)
- HSBC (HK)
- Hua Tat Trading Pte Ltd
- Huizeren
- Impact Guru
- Impact Hub Yangon
- Indian Angel Network
- Indian Private Equity and Venture Capital Association (IVCA)
- Indian School of Business
- Indian School of Development Management (ISDM)
- INSEAD (Singapore)
- Insitor Fund
- Inspirasia Foundation
- Institute for Philanthropy Tsinghua University
- Intellect Advisory Services Private Limited
- International Centre for Social Franchising (ICSF)
- International Committee of the Red Cross (CN)
- International Rice Research Institute
- Isha Foundation
- Japan Fundraising Association
- Japfa Foundation Indonesia
- J-PAL South Asia at IFMR
- Johnson & Johnson
- Just Cause
- Kaizen Management Advisors Private Limited
- Kamonohashi Project
- KBZ Bank
- Khon Thai Foundation
- Kimberly-Clark Asia Pacific Headquarters
- King & Wood Mallesons
- King Baudouin Foundation
- KIVA
- KPMG (SG)
- Krishi Gram Vikas Kendra (KGVK)
- Lapidary Limited
- Leap201 (Philanthropy) Ltd.
- Leapfrog Labs and Investments
- Lee Kum Kee Family Foundation
- Leping Social Entrepreneur Foundation
- LGT Impact Ventures
- Li & Fung Foundation
- Lien Centre for Social Innovation (LCSI)
- LIN Center for Community Development
- Little Heroes Dreams Limited
- Little Rain Children Trust
- Lok Advisory Services
- Lopez Group Foundation, Inc.
- Lord Mayor's Charitable Foundation
- MacArthur Foundation
- Macquarie
- Magic Bus
- Manan Trust
- Mars Incorporated (SG)
- Mastercard Center for Inclusive Growth
- Medtronic International, Ltd
- Mercy Relief
- MetLife Foundation
- MICA Incubator
- Micro Empire
- Microsoft Operations Ltd
- Milken Institute
- Mitsubishi Corporation
- Monsanto Holdings Private limited
- Morarka GDC Rural Research Foundation
- Mornington Services Pte Ltd



- Mrs Lee Choon Guan Trust Fund
- MTR Corporation
- Music For Life International Inc
- MYSC (Merry Year Social Company)
- Nadathur Foundation
- Narada Foundation
- NASSCOM Foundation
- National Geographic Society
- National Volunteer & Philanthropy Centre (NVPC)
- Nebula Infraspace LLP
- Nepal Agribusiness Innovation Centre (NABIC)
- NEU Center for Social Innovation and Entrepreneurship
- Nexus for Development (SG)
- Nippon Foundation, NRT
- Nishith Desai Associates
- Non-profit Incubator (NPI)
- Oikocredit International
- Okapi Advisory Services Pvt Ltd
- Omidyar Network (USA)
- Opportunity International China Limited
- Organisation for Economic Co-operation and Development (OECD)
- OWW Capital Partners
- Oxfam GB Asia (TH)
- Oxford Said Business School
- PACE Universal
- Palladium
- Pan-Impact Korea LLC
- Partnership for Change
- Pass it Forward
- Patamar Capital
- Paul Hamlyn Foundation (IN)
- PBMT Social Ventures (SG)
- Peterson Holdings Company Limited
- Philanthropy in Motion Limited
- Phitrust Partenaires
- Plan International
- Plus: Platform Usaha Sosial
- Porticus Asia Ltd
- Prudence Foundation
- Pyoe Pin
- Quadria Capital
- RAISE Singapore Centre for Social Enterprise (raiSE)
- RBL Bank Limited
- READ Global
- Republic Polytechnic Singapore
- Research Center of Management and Sustainable Development (MSD)
- Retail Solutions [Legacy]
- Ritsumeikan Asia Pacific University
- Robert Bosch Stiftung GmbH
- Root Impact
- RR Donnelley
- RS Group
- Sadeesh Raghavan
- Salesforce Foundation (AU)
- Sattva Media and Consulting Pvt. Ltd.
- Save the Children
- School of Global Studies, Thammasat University
- School of Social Sciences, Singapore Management University
- Seeds Foundation
- Seoul Social Economy Network
- Shakti Sustainable Energy Foundation
- Shanghai Better Education Development Center
- Shanghai Jiao Tong University
- Sharing Value Asia
- Shell Foundation (UK)
- Sight and Life
- Singapore University of Social Sciences
- SimplyGiving.com
- Singapore Compact for CSR
- Singapore International Foundation
- Singapore Venture Capital and Private Equity Association (SVCA)

- Singtel
- Siziwan Educational Foundation
- SK Happiness Foundation
- Sky9 Capital
- Social Alpha (Foundation for Innovation and Social Entrepreneurship)
- Social Impact Partners Limited (SIP)
- Social Innovators China
- Social Investment Partners
- Social Motion Co., Ltd.
- Social Value International
- Social Venture Group
- Social Venture Partners India
- Social Venture Partners International (SVPI)
- Social Ventures Australia
- Social Ventures Hong Kong (SVHK)
- Solve Education!
- SOW (Asia) Foundation
- Splash
- SSG
- SSUP Holdings Co., Ltd
- Stars Foundation
- State Street Foundation
- Stichting Child and Youth Finance International
- STIR Education
- SUTD-MIT International Design Centre
- T-Hub Foundation
- TalentTrust Ltd.
- Tanoto Foundation
- Teach For All
- ImpacTech
- TechSoup
- Tee Teh Sdn Bhd
- Ten20 Foundation
- Thai Health Promotion Foundation
- Thai Young Philanthropist Network
- Thailand Development Research Institute
- The Asan Nanum Foundation
- The Bridge Institute
- The Circle Foundation
- The Community Foundation of Singapore
- The Education Alliance
- The FIL Foundation
- The Fred Hollows Foundation (AU)
- The George Institute for Global Health
- The Global Fund for Children
- The Good Impact Investing (Pte) Limited
- The Good Rock Foundation
- The Hans Foundation
- The Hong Kong Jockey Club
- The Hong Kong Polytechnic University
- The HUB Singapore
- The QED Group
- The Rockefeller Foundation
- The Sasakawa Peace Foundation
- The Social Factory
- The University of Chicago Booth School of Business (HK)
- The University of Hong Kong
- The Yeh Family Philanthropy Ltd.
- Thinkthrough Consulting Pvt. Ltd. (TTC)
- ThoughtWorks, Inc
- Toolbox India Foundation
- Trafigura Foundation
- Treis Asia Pte Ltd
- Tricor Global (Singapore)
- TrustLaw (Thomson Reuters Foundation)
- Turquoise Mountain Myanmar
- UBS (HK)
- Unitus Capital
- United Nations Development Programme
- University of Tsukuba
- UnLtd India
- UnLtd Indonesia
- UOB Venture Management Private Limited
- UWCSEA Foundation

- Vardaan Advisors Private Limited
- Verb
- Victor and William Fung Foundation
- Village Capital
- Villgro Innovations Foundation
- Watershed
- Wise Philanthropy Advisors (VN)
- Wockhardt Foundation
- Women Organizing for Change in Agriculture and Natural Resource Management (WOCAN)
- World Hope International
- World Vision International
- Xchange Inc.
- Xynteo AS
- Yayasan Hasanah
- Yayasan Kopernik
- YCAB Foundation
- YES Foundation
- Yever
- Yi Rui Foundation
- Yidan Prize Foundation
- Yifang Foundation
- Yoma Strategic Holdings Ltd
- Youth Trust Foundation







AVPN is a unique Pan-Asian funders' network catalysing the movement toward a more strategic and collaborative approach to philanthropy and social investment to address key social challenges facing Asia today and in the future.

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