



avpn

ANNUAL REVIEW 2019

## ANNUAL REVIEW 2019

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As the only comprehensive funders' network in Asia, AVPN is a leading ecosystem builder for the social investment sector with over 600 members globally.

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## LETTER FROM THE CEO



*“AVPN’s growing size and diversity is a reflection of the commitment from organizations to be part of a strategic community that mobilizes capital towards impact.”*

Earlier this year, we received an ultimatum. Unless progress is accelerated, Asia-Pacific will miss achieving all of the 17 Sustainable Development Goals by 2030. With no more than 10 years to prevent the global situation from deteriorating, it has never been more urgent to come together and get it right.

At AVPN, we are harnessing the power of networks to empower our members to take collective action. Not only are we unlocking new and bigger streams of capital, but we are also breaking new boundaries to help interconnected solutions scale up to address the region’s most complex challenges.

With the support of over 80 funding partners, AVPN has welcomed over 600 members, reflecting the strengthening diversity and expertise across the network. Our Deal Share Platform has reached over 380 deals available for our members support, while a highly select group of AVPN policy fellows are stepping up as collaborators to join efforts with their private sector counterparts. My staff team of 50 bright and resilient professionals is also continuously embarking on brave new grounds to identify more capital deployment opportunities and learning platforms through close to 90 convenings in a year.

AVPN’s expansion and innovation are a testament to the need for a network that breaks down silos for members to find partnership opportunities, mobilize pooled resources, and drive systemic impact across issues that matter most to them.

Let me share how our members have been leveraging the power of networks in 2019:

We saw Standard Chartered Private Bank, one of the world’s largest traditional financial institutions, strengthening its internal capacity by breaking industry silos and partnering with AVPN to integrate its impact philosophy into its product strategy. By equipping their wealth managers with the right tools and language, Standard Chartered Private Bank is in a better position to support its wealth holders in making strategic investment decisions. Its group Chairman, José Viñals, delivered a keynote speech at our 2019 annual Conference and emphasized how finance is a powerful tool for change, encouraging more partnerships across and beyond the financial industry.

The value of the network is only as strong as its diversity, and we witnessed funders and social purpose organizations leveraging their resources to scale their potential for impact. Credit Suisse and Village Capital have been important partners to launch the pilot Social Enterprise (SE) Development Toolkit that primes SEs to become investment-ready. We also ran our first Disaster-Tech Innovation Programme, a grant-based competition with Prudence Foundation to identify high-impact innovative tech solutions that mitigate loss from natural disasters in Asia Pacific. Another exciting initiative includes growing the nascent inclusive businesses ecosystem to break the poverty cycle in Asia - this could only be done through our partnership with the Inclusive Business Network, supported by The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).

Year on year, we strive to outdo ourselves through greater diversity and broader outreach with our signature events. The annual Conference continues to be the largest social investing convening in Asia, attracting a record number of 1,250 delegates from 43 global markets. We also develop opportunities to engage local ecosystems by building up local events that cater to our members' more localized interests.

As we engage a wider spectrum of members, we have developed a more varied knowledge offering, reflecting issues that matter most to them. We have released over 20 reports across a wide range of topics, and scanned Asia's social investing landscape again, identifying best practices in sustainable finance, impact investing and philanthropy.

As we look towards the new decade, more still needs to be done.

AVPN seeks to establish thematic initiatives in critical impact areas that many of our members are supporting. These include work around climate action, gender, nutrition, healthcare and education, and are a response to the strong call from our network to strengthen ties amongst fellow members who are working around similar goals. I encourage you to find out more about these platforms from your AVPN membership representatives and meet potential partners within and beyond your sector to achieve your impact goals.

AVPN will also be hosting its inaugural Southeast Asia Summit in February 2020. Kickstarting the sub-regional gathering in Indonesia, the Summit will move to different Southeast Asia geographies every year so that our members can leverage the power of the network in more localized markets.

I am extremely thrilled to be on this journey with all of you. As we celebrate our milestones, let us continue to focus on harnessing the power of this network we have jointly built to collectively deliver the change we wish to see.

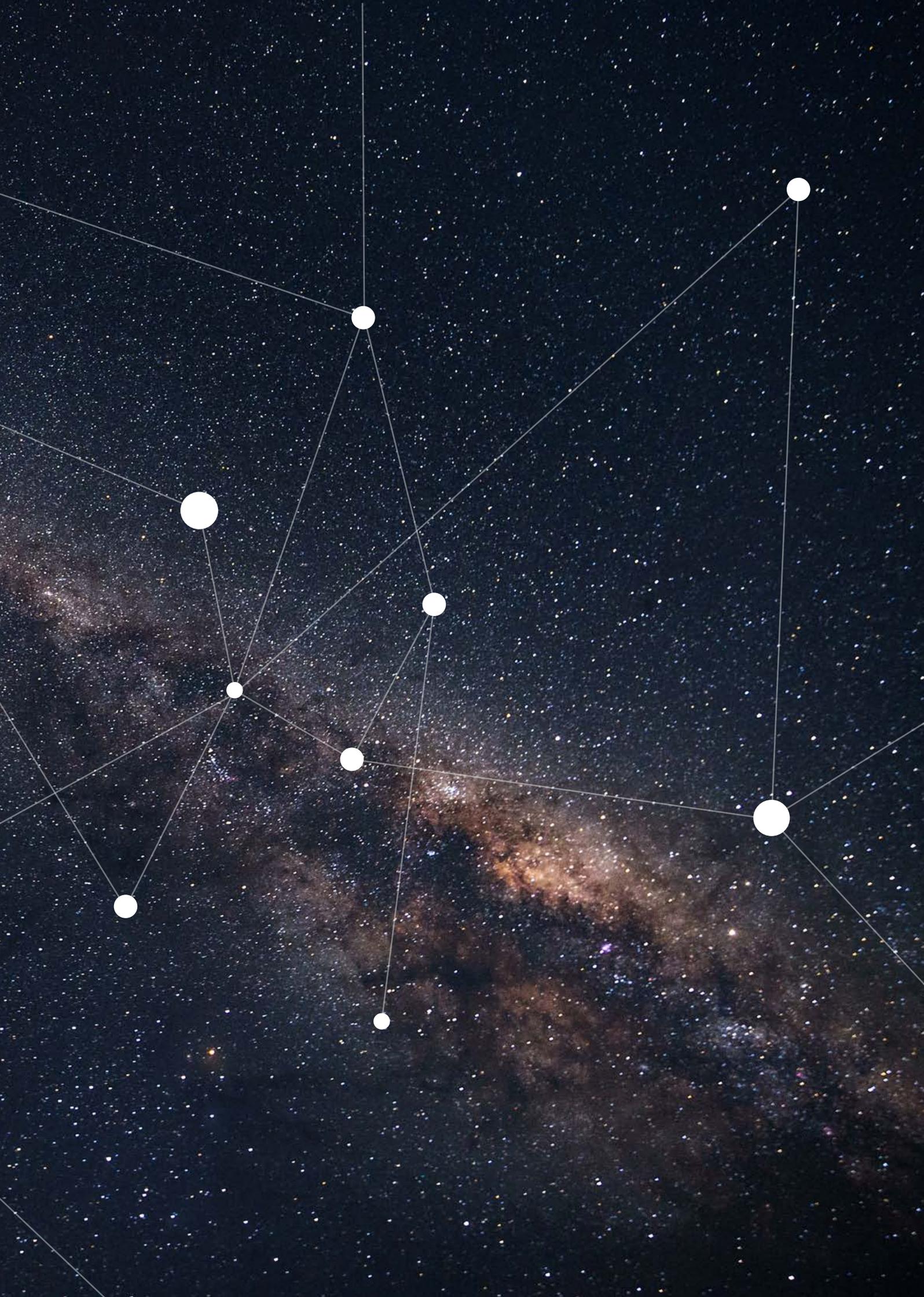
Yours sincerely,



Naina Subberwal Batra  
CEO and Chairperson

# THE POWER OF NETWORKS

Leveraging the power of networks has never been more important to address the pressing global issues that no one organization, country or individual can solve alone. AVPN, often called the network of networks, is leading the charge for urgent action at scale, bringing together the widest range of social investors from philanthropists to impact funds, corporations and financial institutions alongside key enablers like government, intermediaries and capacity builders.



## WHAT IT MEANS TO BE AN AVPN MEMBER

Over 600 organizations across 34 countries have shown a commitment to be part of a community that mobilizes capital towards impact. As an AVPN member, each organization is not only an advocate for social and environmental change, but also a capacity builder that supports other members in becoming more effective in their impact.

Characteristic to all AVPN members, therefore, is the desire to be collaborative and open-minded. This is fundamental to addressing key challenges facing Asia today as their complex nature calls for holistic solutions. Coming together to overcome setbacks, identify best practices, and scale collective impact will continue to empower AVPN members to drive the impact they wish to see in the world.

Last but not least, the AVPN member network is inclusive and forward-looking. AVPN members are leveraging the power of their voices to call for the wider community to join the network. They are keenly aware that bringing in mainstream private capital will be vital in moving the needle for systemic impact.

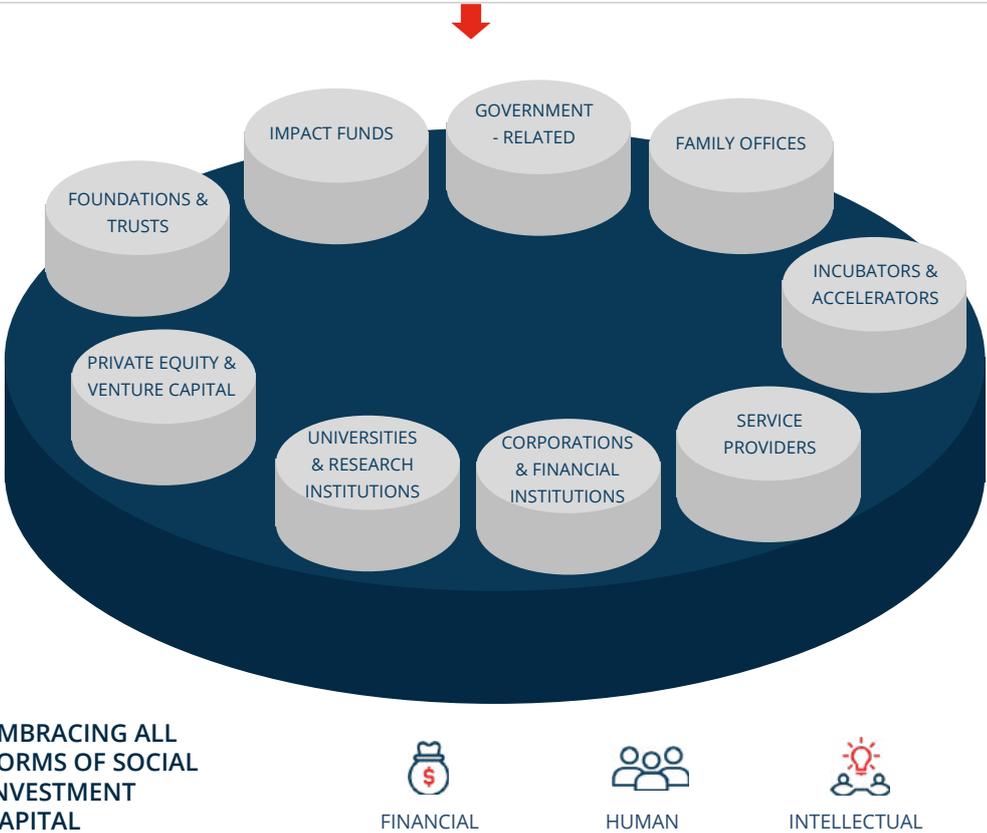
# ABOUT AVPN

AVPN exists to mobilize the capital needed to address Asia’s complex and interconnected socio-environmental challenges. No organization can solve these alone, and an ecosystem-building platform is needed to catalyse effective collaborations and solutions.

*AVPN’s mission is to move more capital towards impact, by driving a more strategic, collaborative and outcome-focused approach to social investing.*

## How AVPN works

AVPN breaks down silos to bring together a diverse group of funders and resource providers to encourage cross-sector collaboration and knowledge sharing.



## MAXIMIZE IMPACT

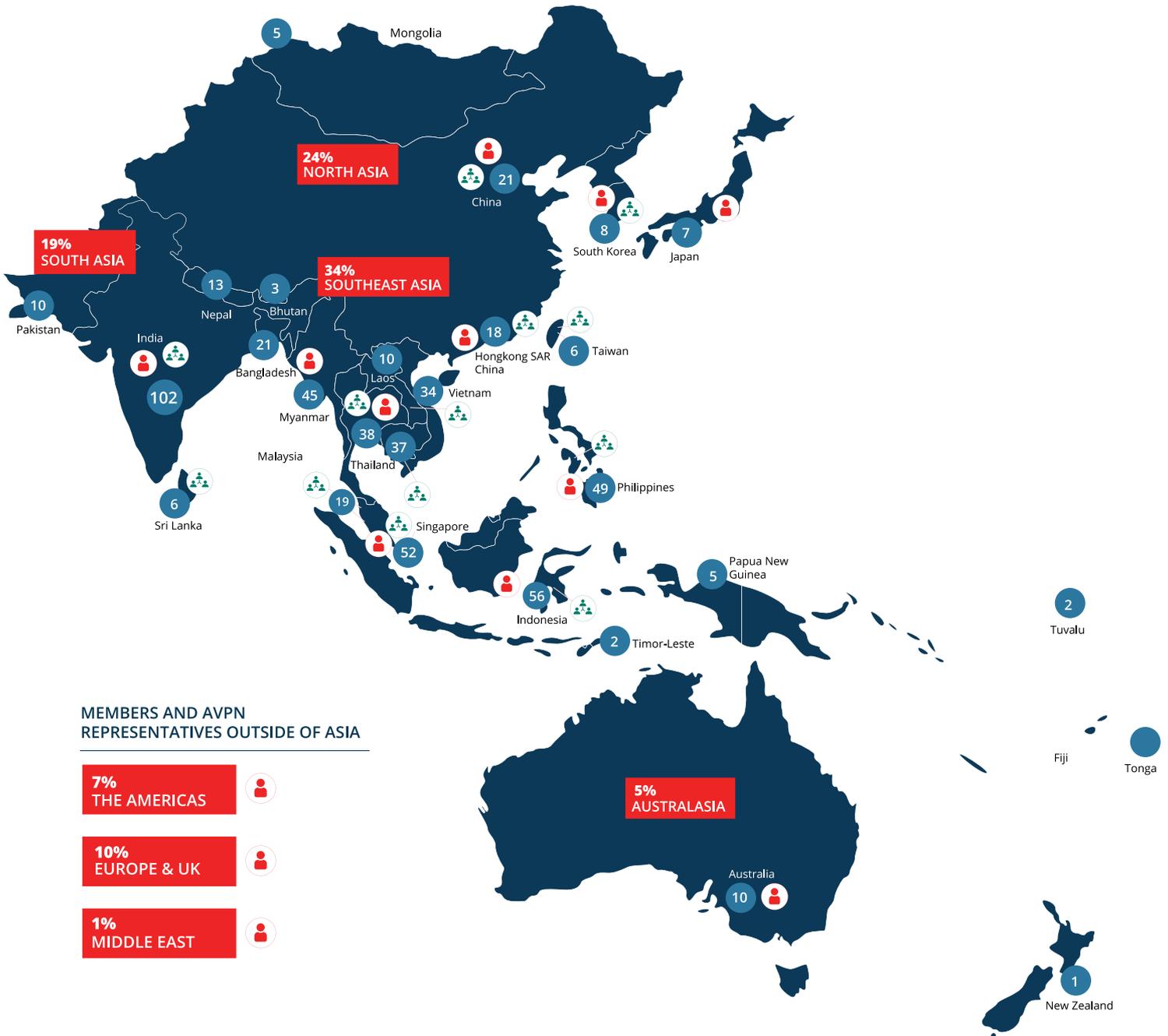
### Opportunities for our members to connect, learn, and lead

Membership Services  
Signature Events

Knowledge Centre  
Policy

Deal Share  
Thematic Platforms

# THE POWER OF THE AVPN NETWORK



## MEMBERS AND AVPN REPRESENTATIVES OUTSIDE OF ASIA

- 7% THE AMERICAS**
- 10% EUROPE & UK**
- 1% MIDDLE EAST**

## PERCENTAGE OF MEMBERS

- AVPN representatives based in 14 markets across the world
- Policy Fellows whose Initiatives have engaged partners
- No. of Deal Share Platform listed SPOs active in each market

\* DATA FROM 1 JULY 2018 - 30 JUNE 2019



## NETWORK SIZE

\*DATA AS OF 31 DEC 2019

**600+**

MEMBERS ACROSS THE WORLD

**380+**

DEALS LISTED ON DEAL SHARE PLATFORM

**248+**

LISTED MEMBER RESOURCES TO SUPPORT SPOs

**78+**

LISTED POLICY RESOURCES

**18**

POLICY FELLOWS

**40+**

MARKET REPS.



## OUTREACH POWER

\*DATA AS OF 31 DEC 2019

**380,000+**

WEBSITE VISITS ANNUALLY

**28,650+**

BLOG READERS ANNUALLY

**11,300+**

NEWSLETTER REACH

**in 5,180+**

**f 4,000+**

**t 2,820+**



## NETWORK ENGAGEMENT

\*DATA FROM 1 JULY 2018 - 30 JUNE 2019

**89**

EVENTS ORGANISED

**47**

SPEAKING ENGAGEMENTS

**22**

REPORTS PUBLISHED

**5,600+**

REPORT DOWNLOADS ANNUALLY

**17**

WEBINARS

**74**

ARTICLES AND CASE STUDIES

**5,325**

CONNECTIONS MADE THROUGH APP & CONNECTOR

# AVPN MEMBERSHIP BREAKDOWN

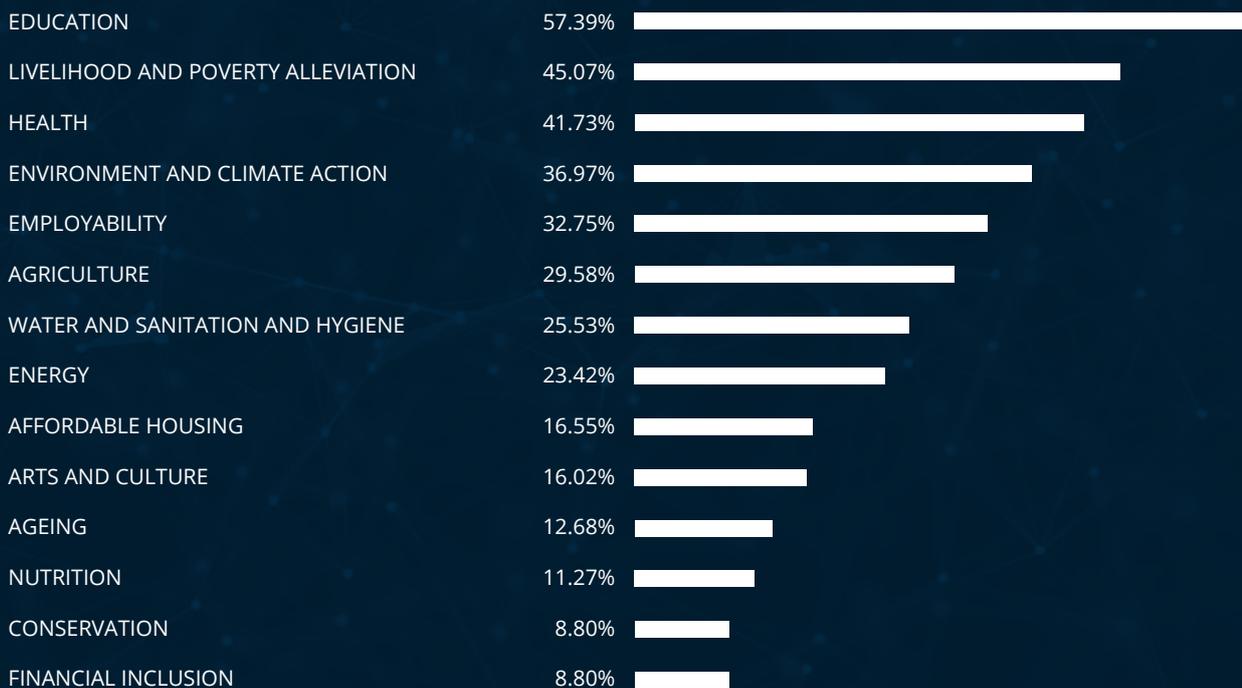
\*DATA FROM JULY 2018 - JUNE 2019

## INDUSTRY BREAKDOWN



AVPN's network diversity encourages synergies across sectors and fosters unique partnerships

## SOCIAL CAUSES



## ACTIVE MARKETS



Active in 19 Asian markets, our members are working across the full continuum of capital from grants to debt and equity

## RANGE OF FINANCING



## TICKET SIZES



## GREAT STORIES START AT AVPN

To celebrate our members' milestones while highlighting their best practices, AVPN has initiated a new series entitled, Great Stories Start at AVPN. Thus far, it has been exciting and insightful to learn more about our members' collaborations, successes, and next steps.

It is our hope to inspire fellow members and the wider network to continue championing the causes they are working in.

*If you have a story to share about your journey with the AVPN community, write to us at [marketing@avpn.asia](mailto:marketing@avpn.asia).*

# GREAT STORIES START AT AVPN

## How a corporation found the right partners to tackle India's malnutrition problems at scale

A network of partners with complementary technical and financial expertise that delivers a scalable and concerted effort to tackle morning hunger.



### THE CHALLENGE

Nearly 70% of school-going children in India are undernourished and dispersed efforts are not having the needed impact. Kellogg was in need for partners to help each other scale the impact of their programs.

### THE SOLUTION

By convening those with a vested interest in this space, AVPN provided the right environment to build on existing work being done on the ground. At the AVPN Conference 2018 in Singapore, Kellogg met the Breakfast Revolution and Sesame Workshop, and launched Bright Start Collaboration - a network of implementation partners, funders, content and advocacy leaders who share the goal to end morning hunger.

### OUTCOMES

The collaboration will provide nutritious breakfasts to 100,000 children by 2020

In the collaboration: Kellogg will provide nutritious and low-cost food products, The Breakfast Revolution will channel food products to hundreds of schools, anganwadis, hospitals, and governments in its networks, Sesame Workshop India will develop engaging educational content for communities that highlights the value of good nutrition and Annapoorna will use its network of schools, local authorities, local vendors, cooks, and nutritionists to provide expertise at the grassroots level

Almost 6,000 underprivileged children in Maharashtra and Karnataka are already being provided with breakfast

## How a financial institution built a community to help social enterprises thrive

A program to help social enterprises find a common language with funders to help them in their growth



### THE CHALLENGE

The greatest challenge for social enterprises to scale is not the lack of resources or investable opportunities; the greatest capacity building challenge is identifying a common language for everyone to articulate their needs and resources on an equal playing field.



### THE SOLUTION

In partnership with Credit Suisse, AVPN piloted the Social Enterprise Development Toolkit to profile social enterprises to their stage of development and match them with a set of relevant resources. Capital providers can also provide more timely resources that fit their investees' needs.

The Toolkit is just the start of our journey in helping SEs thrive. What makes the Toolkit unique is its ability to foster unique partnerships that are otherwise unattainable.

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Hear how Credit Suisse and SEs leveraged the toolkit to improve their impact : [https://bit.ly/dealshare\\_SEtoolkit](https://bit.ly/dealshare_SEtoolkit)

### OUTCOMES

The toolkit sparked interest across AVPN members, and a community was soon developed

Village Capital shared its Venture Investment Readiness and Awareness Level (VIRAL) matrix so that it can be adapted to a more localized, Asian context for social investment

Swisscontact's RISE project matched social enterprises with vetted experts to deliver demand-driven services

248 resources listed

## How a mainstream financial institution can partner with impact networks to expand their portfolios and gain greater client buy-in

A theory of change framework to equip wealth managers with financial tools that engage their clients in a more impactful way



### THE CHALLENGE

A small but growing number of clients have been starting to ask for opportunities to see social and environmental returns on their investments. Banks, however, find it difficult to grow their social impact investment portfolio, and equip their wealth managers with the language to engage their clients more deeply in the conversation.

### THE SOLUTION

Standard Chartered Private Bank wanted a simple and structured advisory conversation framework that would provide wealth managers the relevant knowledge to engage clients on their passions. They also wanted to help their clients think about how to integrate impact into their portfolios. Standard Chartered Private Bank approached AVPN to share social investment trends, recommend impact metrics, and develop an impact philosophy that would be accepted across the industry. AVPN also provided trainings on the impact philosophy to

their staff in Singapore, Hong Kong, Dubai and London.

### OUTCOMES

Catalysed a mindset change amongst early adopters in the bank

Cultivated a community of advocates in Standard Chartered who are incorporating sustainability-driven learnings into their financial solutions

Facilitated the launch of a pilot to digitise the Impact Philosophy to enable wealth managers to engage clients on this

Encouraged potential plans to expand the framework beyond the private bank into the retail bank

## How the social investing ecosystem in Myanmar evolved as diverse players convened on a neutral platform

An ecosystem building grant that catalyzed synergies across previously isolated sectors to drive collaboration for greater impact.



### THE CHALLENGE

While Myanmar is seen as an emerging market in Asia, key constraints hamper further development, including its regulatory environment, weak infrastructure, and underdeveloped financial sector. Funders and intermediaries need to work collaboratively to encourage Social Purpose Organizations (SPOs) to innovate and scale. There was, however, a lack of a neutral platform to catalyse cross-sector collaboration and learning.

### THE SOLUTION

Manan Trust provided AVPN with a 3-year grant to build the social investing ecosystem in Myanmar. During this time, AVPN established a local presence, rolled out a series of capacity building convenings, and chartered the development of the market landscape.

### OUTCOMES

Participation at the AVPN Myanmar's social investing forum more than doubled in 3 years, attracting international players to the market

The forum's success catalysed its expansion into a Southeast Asia-wide convening, which will kickstart in 2020

The network saw greatest progress across incubators and accelerators who are offering more services to support social purpose organizations

AVPN led workshops on impact measurement, impact storytelling, corporate impact strategies, and investment readiness

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Watch the documentary: [https://bit.ly/AVPN\\_Myanmar](https://bit.ly/AVPN_Myanmar)

## How a corporate foundation partnered with AVPN to scale tech solutions for disaster preparedness in Asia

A program to highlight innovative and scalable technologies that reduce human and economic losses in natural disasters in Asia, whilst bringing together diverse thought leaders and resource providers in the sector



### THE CHALLENGE

A person living in Asia is five times more likely to be affected by natural disasters than a person living outside the region. This has resulted in over 500,000 lives lost and 1.4 billion people affected since 2005, causing USD 900 billion in economic losses.

### THE SOLUTION

To encourage technology innovation in risk reduction, relief and recovery efforts, Prudence Foundation partnered with AVPN to develop the Disaster Tech Innovation Program. The Program leveraged AVPN's network to raise awareness of innovative and viable technology solutions and build partnerships between innovators, funders and resource providers to increase investment into disaster tech.

### OUTCOMES

Launched a competition to identify disaster tech focused solutions in Asia Pacific with grants from a total pool of USD150,000 and coaching support. The inaugural competition received 57 applications from 20 countries. Through a multi-stage review process, a judging panel with diverse expertise identified 3 winners of the grant and presented the awards at the 2019 AVPN Conference

Brought together a diverse network of experts from the disaster management, technology and investment / grant-making fields and social investors who provided financial and non-financial capital to the finalists





# MOVING CAPITAL TOWARDS IMPACT

There is an urgent need to mobilize Asia's wealth to address the complex social and environmental challenges the region is facing. AVPN plays a critical role in setting the agenda for social investment in Asia, driving the needed sense of urgency for collective action, and enabling organizations to maximize the impact of their investments.

A close-up photograph of several green leaves with serrated edges, filling the background. The leaves are layered, with some in sharp focus and others blurred in the foreground and background. The lighting is soft, highlighting the texture of the leaf surfaces.

# THE POWER OF PARTNERSHIPS

As a regional network, AVPN works with partners in achieving its mission to move more capital towards impact. Partners can benefit from tailored engagements based on their impact goals. The deeper a partnership engagement, the greater the effectiveness to scale and champion causes that matter most.

## PARTNERSHIP PATHWAYS

*There is more than one way to make the most of AVPN. Our partners can achieve their goals by scaling their impact and championing the causes that matter most to them.*

### Leverage the right opportunities that best suit your needs



#### RESEARCH INSIGHTS

Identify practical and actionable opportunities for social investors to be more effective through knowledge sharing and advocacy, leveraging the expertise of the AVPN network.



#### STRATEGIC CONSENSUS

Influence global standards to create consensus around best practices. AVPN partners with other impact networks and ecosystem builders, including the Global Impact Investing Network (GIIN) and the Impact Management Project (IMP), who are reaching wider audiences to empower practitioners and investors with the right tools and frameworks.



#### MEDIA AND OUTREACH

Contribute to disseminating knowledge for better social investment decisions and collaborate with AVPN in content creation, publishing and promotion. Current industry media partnerships include Alliance Magazine and the Stanford Social Innovation Review.



#### SIGNATURE EVENTS

Engage with social investors and impact practitioners to drive thought leadership. AVPN hosts 3 industry flagship events annually: the Annual Conference, the largest in Asia, the Southeast Asia Social Investment Summit and India Summit.



#### THEMATIC INITIATIVES

Build action-oriented communities and unlock pipelines of new capital around critical impact areas. AVPN thematic platforms offer opportunities to aggregate cross-sector efforts around critical issues such as climate action, gender, education, healthcare and nutrition.



#### ECOSYSTEM BUILDERS

Harness the diversity and reach of the AVPN network towards your goals. AVPN welcomes ecosystem building grants to contribute to the multiplier effect of the network to drive capital towards impact.

## TESTIMONIALS

*“We were one of the first foundations to support AVPN, and so far we feel very positive about that investment. When I looked out at the size of the crowd [at the AVPN Conference 2019], I can’t believe that this is brought together by an organization that is still very young, and I think that you are a magnet in this region.”*

**Christine Heenan,**  
Vice-President, Global Policy and Advocacy,  
The Rockefeller Foundation

*“Being with AVPN has helped us better understand the different players in the ecosystem. It has also encouraged us to go beyond and learn how we can be better collaborators and play our part as a universal bank with such an international footprint in connecting clients to opportunity.”*

**Eugenia Koh,**  
Head of Impact Investing and Strategic Engagements,  
Standard Chartered Bank



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## THEMATIC INITIATIVES

Recognizing the need to not only cover the breadth of investment approaches, but also the depth of critical development gaps, AVPN is launching thematic initiatives to mobilise more capital towards causes that need urgent attention.

# THEMATIC INITIATIVES

## 1 Inclusive Business Portal



*Find out how to scale or become an inclusive business on our Portal at [avpn.asia/inclusive-business](http://avpn.asia/inclusive-business)*

367 million people in ASEAN live on USD 6 or less a day, constituting what is known as the base of the pyramid (BoP).

Inclusive businesses (IBs) seek to provide goods, services, and livelihoods on a commercially viable basis to people living at the BoP. By making the BoP a part of the value chain of companies' core business as suppliers, distributors, retailers, or customers, IBs provide them with secure and sustainable livelihoods. In ASEAN alone, IBs are projected to create 1.8 million income opportunities and bring services to over 70 million by 2025.

AVPN, in partnership with the Inclusive Business Action Network (iBAN), is building a bridge between IBs and impact investors to scale their impact for the BoP, with a focus on 4 Asian markets, Indonesia, the Philippines, Thailand and Vietnam. As part of this, in 2018/19, AVPN:

Hosted 13 events attended by around 600 people, including webinars, awareness-raising workshops and masterclasses, match-making initiatives and dialogues with policymakers

Created an online IB portal, which features:

- » A landscape overview of developments in Asia
- » A showcase of AVPN members engaging in IB
- » High-impact deals that AVPN members can support
- » Market hotspots in the region
- » Policy developments that facilitate IB practices
- » IB convenings across Asia

## 2 Gender Initiatives



*Champion your gender initiatives by writing to us at [partnerships@avpn.asia](mailto:partnerships@avpn.asia)*

Women face disproportionate challenges in Asia compared to their male counterparts. Advancing women's equality in Asia Pacific could add \$4.5 trillion to its collective GDP annually in 2025, a 12% increase over a business-as-usual GDP trajectory.

AVPN is taking a deeper dive into gender issues by drawing on its network to break down barriers and mobilize more capital into gender solutions.

The ecosystem building engagement plan of AVPN currently consists on 3 pillars:

### **GENDER LENS INVESTING**

**OBJECTIVE:** Developing a growing and diverse GLI community

**ACTIVITIES:** Events, training, knowledge

### **AWARENESS CAMPAIGN**

**OBJECTIVE:** Inspiring investors to drive more capital towards gender issues and educate on GLI practices

**ACTIVITIES:** Training guide, knowledge pieces, toolkits, newsletter, articles

### **GENDER CHAMPION NETWORK**

**OBJECTIVE:** Exploring the development of a network of social investors who are improving outcomes for women and girls across the Asia region

**ACTIVITIES:** Interviews, network building

## 3 Climate Action Platform



*Champion your climate initiatives by writing to us at [partnerships@avpn.asia](mailto:partnerships@avpn.asia)*

Asia has been identified as one of the regions that will be hardest hit by global warming, but less than 2% of all philanthropic dollars globally are being spent in the fight against climate change.

AVPN's Climate Action Platform aims to unlock capital for climate solutions, identify investment opportunities, and create an ecosystem for the network to contribute to fighting climate change.

The ecosystem building engagement plan of AVPN consists on:

- Identifying barriers and opportunities to mobilize more capital into climate action

- Encouraging capital on the 'sidelines' to become more active

- Sharing success stories, best practices and innovative solutions

- Provide convenings for the network to collaborate around climate action solutions

## 4 India Thematic Platforms

AVPN is leveraging its size, diversity and outreach power to bring together a multi-sectorial approach to accelerate progress in impact areas that are most relevant to India's progress:



*Find partners to scale your impact in India by writing to us at [india@avpn.asia](mailto:india@avpn.asia)*



### AVPN NUTRITION PLATFORM

Digital campaign to promote awareness around nutrition by leveraging media and influencers

Case studies to highlight best practices and success stories to inspire action and mobilise more capital

Connect policymakers and social investors around nutrition initiatives



### AVPN HEALTH PLATFORM

Strengthen and scale market-based healthcare solutions for underserved urban communities

Align new pools of capital and promote innovative financial instruments for health-focused interventions

Accelerate collaboration among key stakeholders through strategic convenings

Influence policymakers by socializing evidence-based learnings to guide decision-making



### AVPN EARLY CHILDHOOD CARE AND EDUCATION (ECCE) PLATFORM

Creating a coalition of ECCE Champions

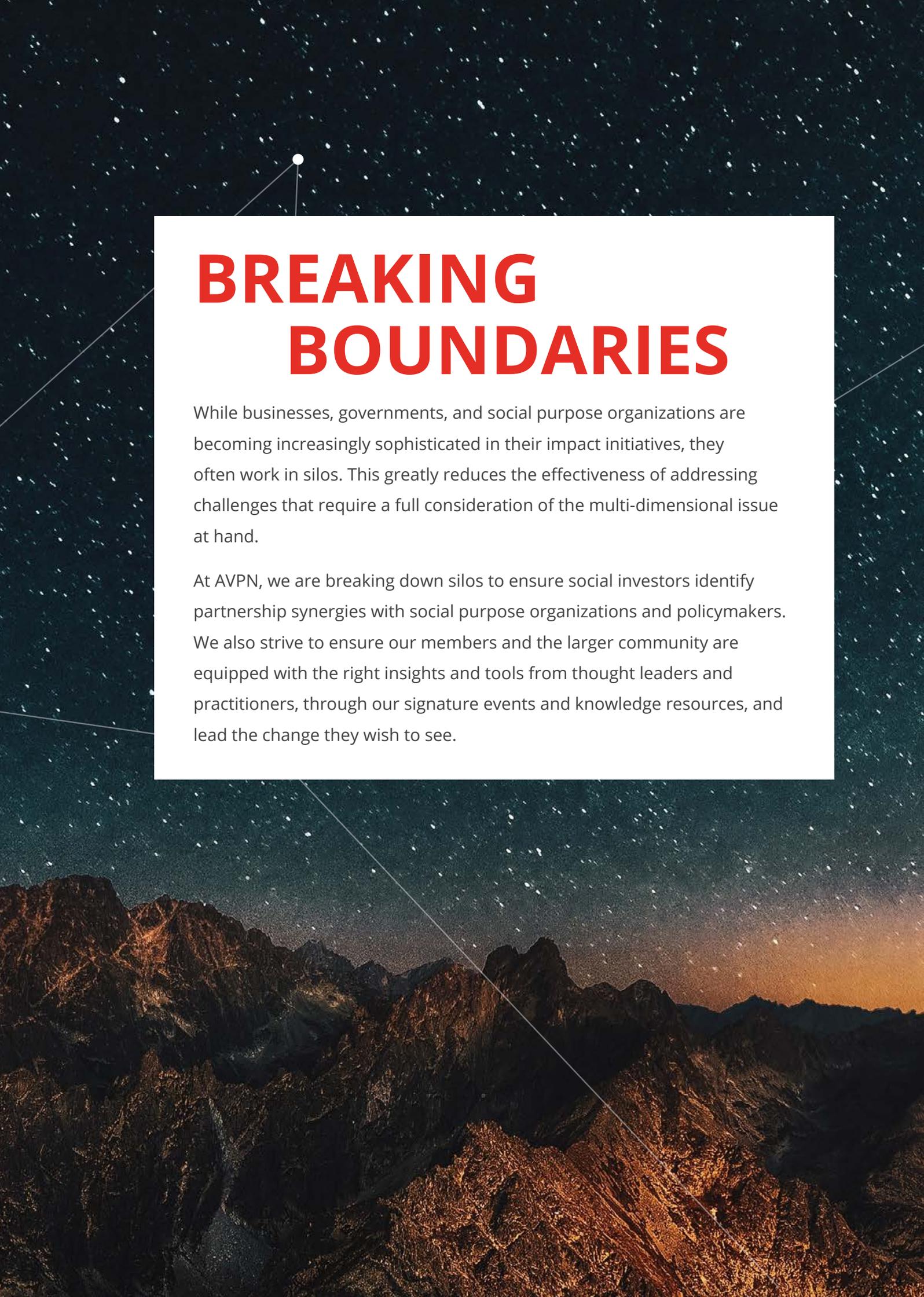
Leveraging the Deal Share Platform to connect philanthropic capital to investable opportunities

Increase in corporate support through AVPN Collective Impact Initiatives to pool CSR funds together for maximum impact

Facilitate policy-maker engagement through AVPN Policy Forum to have regional and national discussions

Highlight stories by ECCE Champions throughout the network





# BREAKING BOUNDARIES

While businesses, governments, and social purpose organizations are becoming increasingly sophisticated in their impact initiatives, they often work in silos. This greatly reduces the effectiveness of addressing challenges that require a full consideration of the multi-dimensional issue at hand.

At AVPN, we are breaking down silos to ensure social investors identify partnership synergies with social purpose organizations and policymakers. We also strive to ensure our members and the larger community are equipped with the right insights and tools from thought leaders and practitioners, through our signature events and knowledge resources, and lead the change they wish to see.

# KNOWLEDGE CENTRE

The Knowledge Centre leverages the expertise of the AVPN network to curate actionable insights to enhance social investment across Asia.

This year, we published the 2nd edition of the award-winning Social Investment Landscape in Asia report and launched 7 other thematic reports across a range of issues. These research publications set the stage for conversation and collaboration amongst members through workshops, webinars and convenings.

Looking forward, the Knowledge Centre will continue to engage with our members to highlight best practices and innovative approaches across the network to enhance our collective knowledge and capacity to drive impact.

*Share your insights or take deep dives in critical socio-environmental issues by writing to us at [knowledge@avpn.asia](mailto:knowledge@avpn.asia)*

# AVPN INSIGHTS

## 2018/19 Content snapshot

22

REPORTS  
PUBLISHED

5,600+

REPORTS  
DOWNLOADED

33

WORKSHOPS AND  
WEBINARS ORGANISED

49

BLOG POSTS & CASE  
STUDIES PUBLISHED

## Case Study: Co-creating insights on Sustainable Livelihoods in India

Despite India's impressive economic growth, there are still 70 million people who are struggling to access stable and sustainable livelihoods.

To build our members' knowledge and capacity to address issues of sustainable livelihoods in India, AVPN looked into the demand and supply sides of the social investing ecosystem to identify insights and recommendations.



### CONTENT PARTNERS

- 2 Research Partners
- 11 Knowledge Partners
- 78 Contributors



### RESEARCH PROCESS

- Literature review
- Landscape mapping
- In-depth interviews
- Surveys and focus group discussions

### CURATED INSIGHTS



<https://avpn.asia/insights/sustainable-livelihoods-india/>



### FOLLOW-UP INITIATIVES

- 2 Knowledge sharing events
- 100 participants from Tier 2 cities, including funders, social entrepreneurs, policy makers, sector experts and multilateral agencies
- 2 Webinars
- 2 Articles

## How members can engage with AVPN for content creation



### CONNECT

Leverage our expertise and network to identify a knowledge gap. Get in touch with us and we'll help connect the dots.



### LEARN

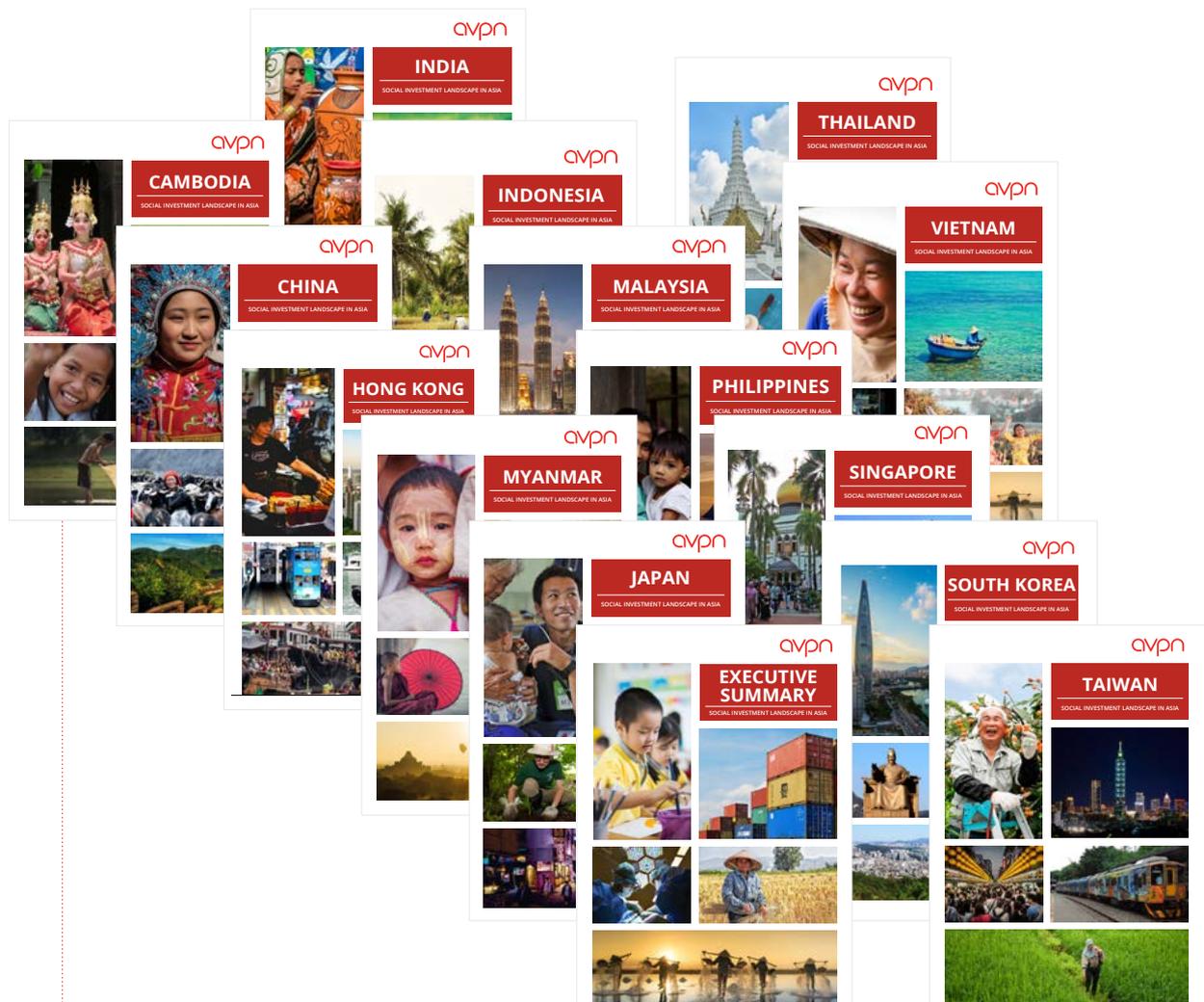
Join our workshops and webinars to develop insights and co-create solutions with other members.



### LEAD

Use the platform to amplify your work by sharing insights, best practices and case studies to further your cause with the AVPN community.

# PUBLICATIONS



ASIA

## 2nd Edition: Social Investment Landscape in Asia

This new edition of the Social Investment Landscape in Asia serves as a resource for funders to assess the opportunities and challenges for social investment across 14 key markets: China, India, Indonesia, Thailand, Vietnam, Philippines, Myanmar, Cambodia, Hong Kong, South Korea, Australia, Japan, Singapore and Taiwan.

The online decision-making tool allows investors to compare the 'attractiveness' of each market, identify challenges, understand the influence of legislative environments, look out for key actors in the ecosystem, and consider our suggested recommendations.

Access the tool and reports: <https://avpn.asia/si-landscape/>



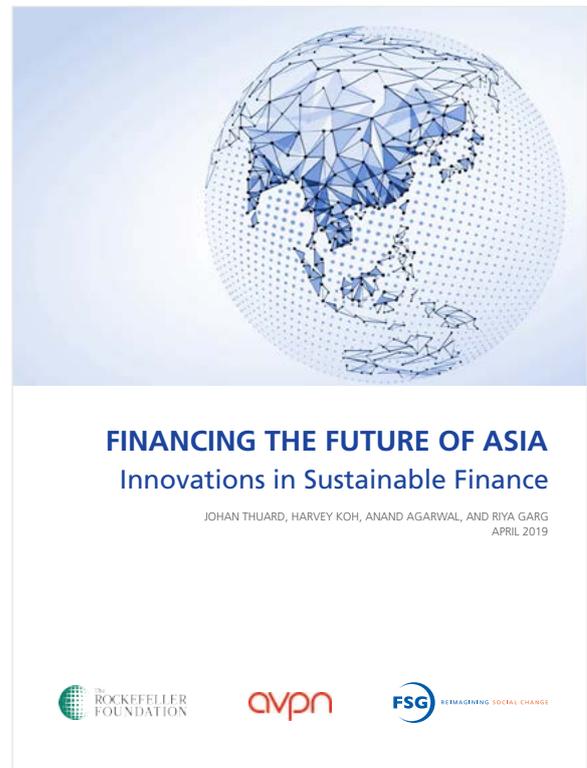
ASIA

### Growing the Ecosystem for Impact Investing in Asia

In partnership with The Global Impact Investing Network (GIIN), Oliver Wyman and Marsh & McLennan Insights

The impact investing ecosystem in Asia is growing rapidly, with a range of investment tools being introduced to achieve impact goals. To improve the effectiveness of impact investing in Asia, we explored its characteristics, with a special focus on China, India, Indonesia, Japan, and the Philippines. Through a series of workshops, we provided a space for impact investors to learn and discuss challenges, due-diligence, impact measurement and management.

Download the report: <https://avpn.asia/impact-investing-in-asia/>



ASIA

### Financing the Future of Asia: Innovations in Sustainable Finance

In partnership with The Rockefeller Foundation

With a focus on Asia's four largest economies - China, India, Japan, and Indonesia - we highlighted key innovations that are mobilizing private capital at scale to solve social and environmental challenges. 3 roundtables were organised in Mumbai, Shenzhen and Singapore as a way for members to share insights and exchange ideas for collaboration. The report was launched in 9 April 2019 in Hong Kong.

Download the report: <https://avpn.asia/insights/financing-the-future-of-asia-innovations-in-sustainable-finance/>



## PHILANTHROPY IN CHINA



CHINA

### Philanthropy in China Report

In partnership with The Rockefeller Foundation

From 2009 to 2017, Chinese philanthropy has quadrupled, outpacing GDP growth and emerging as an important contributor to the 2030 Sustainable Development Goals. By examining the top philanthropy funders, reviewing the policy environment and scanning the key ecosystem players, we provided an analysis of key trends and opportunities, as well as a set of recommendations to advance the development of China's philanthropy sector.

Download the Report: <https://avpn.asia/insights/philanthropy-in-china/>



INDIA

### The Conservation Landscape in India Supported by National Geographic

The report was developed as an internal document and lists out the challenges faced by India in the conservation space and what the opportunities are for Nat Geo to fill in or collaborate with the different stakeholders. It covers government programs, different philanthropic organizations, NGOs, journalists and photographers that are active in their key focus areas.

### Early Childhood Care and Education (ECCE) Research in India: A Literature Review

Supported by DHFL Changing Lives Foundation

This research was commissioned by DHFL as part of the ECCE platform activity. The objective was to find out the expanse of ECCE research in India and the gaps that are important but not touched upon in the research in India. DHFL used the findings to direct their funding to the identified gaps.

# POLICY

To mobilize greater capital and resources for impact, AVPN has been bringing policy stakeholders and lens to the fore. Important milestones include rolling out the second iteration of the AVPN Policy Leadership Lab, launching the APF Exchange, and partnering with strategic government agencies to support collaborative policy action.

Looking ahead, AVPN will seek to inspire more partnerships between governments and private sector funders enabling an ecosystem for all stakeholders to achieve greater impact together.

*Engage with policymakers in Asia and partner with public-private collaboration opportunities by writing to us at [policy@avpn.asia](mailto:policy@avpn.asia)*

## Policy at the AVPN Conference 2019

At the AVPN Conference 2019, AVPN inducted a new cohort of Policy Fellows, comprising of 9 government officials and partners from 7 markets, into its second run of the **Policy Leadership Lab**. The year-long programme aims to build the capacity of policy leaders to realize their policy initiatives through engaging private sector resources.

At the Conference, Fellows presented their initiatives at a unique interactive session where they held discussions with conference delegates to surface action-oriented opportunities that could further their work. Initiatives include scaling vocational education through PPPs (India), building a conducive environment for social investments through multi-stakeholder approaches (Taiwan), and bringing last-mile connectivity to rural villages (Indonesia).

The Conference also officially unveiled the **APFx: Policy Exchange for Impact**. The digital platform lists government initiatives and policy projects that social investors can readily engage with. With this platform, AVPN strives to encourage the broader social investment community to join hands with policy to realise impact and development goals across Asia together.



*Fellow Raj Gilda from Lend A Hand, India, showcasing how a trifold public-private partnership can help scale integration of vocational education into mainstream curricula.*

## India Policy Forum 2018

Moving to a more targeted focus on collaborations between social investment and policy at sub-national levels, APF piloted the **India Policy Forum (IPF)** in December 2018, an extension to the India Summit. With NITI Aayog CEO Mr. Amitabh Kant as keynote speaker, the inaugural IPF welcomed over 20 speakers and 92 delegates attended the half-day Forum, including funders, intermediaries, and policymakers at national, state, and district-levels.

The launch of the IPF came at a pertinent time with the rollout of the Aspirational Districts Programme. The IPF set out to identify opportunities where joint efforts can deliver on development outcomes of districts and states in India, particularly on the themes of Education, Livelihood, Climate Change, and Nutrition.

The success of the India Policy Forum prompted the second edition in November 2019, where the agenda centered on the theme of social investment collaboration with policy for better educational outcomes against the backdrop of the pivotal draft National Education Policy (NEP).



*Keynote speaker Mr. Amitabh Kant, CEO, NITI Aayog India, at the inaugural India Policy Forum 2018 in New Delhi, India.*

# ENGAGEMENTS WITH POLICY

2018-2019



## JUNE 2018 TO JUNE 2019

Ongoing support for fellows from the Policy Leadership Lab 2018



Member experts sharing insights and challenges faced in engaging partners from other sectors.



## NOVEMBER 2018

Bali, Indonesia

Session on developing Indonesia's creative economy, in partnership with the British Council and BEKRAF at the World Conference on Creative Economy 2018



## DECEMBER 2018

New Delhi, India

India Policy Forum 2018



## NOVEMBER 2018

Bangkok, Thailand

Two-part event on catalysing innovations for sustainable Asian cities in partnership with the Ministry of Foreign Affairs, Thailand



## NOVEMBER 2018

Kuala Lumpur, Malaysia

Fireside chat on tapping into the potential of Malaysia's diverse financing streams with key funders and government agencies



The IPF 2018 audience comprising of policymakers, private funders, intermediaries, and NGOs.



**FEBRUARY 2019 TO PRESENT**

Select SE Asian markets

IBAN Partnership comprising a 3-part series promoting the growth of Inclusive through partnering with social investment



*Discussions at Inclusive Business policy workshop in Manila/Jakarta*



**JUNE 2019**

Virtual and Singapore

In-depth consultation sessions with Fellow Raj Gilda from Lend-a-Hand India, on scaling vocational education in India's public education system



**JUNE 2019**

Virtual

4-country policymaker exchange in partnership with World Bank India to connect India's education policymakers with their peers in Vietnam, Singapore and Indonesia



**JUNE 2019**

Singapore

Launch of the APFx: Policy Exchange for Impact



**JUNE 2019**

Singapore

Policy Showcases and induction of the Policy Leadership Lab 2019



**JUNE 2019**

Singapore

AVPN Conference 2019



*AVPN Conference 2019*

kers,



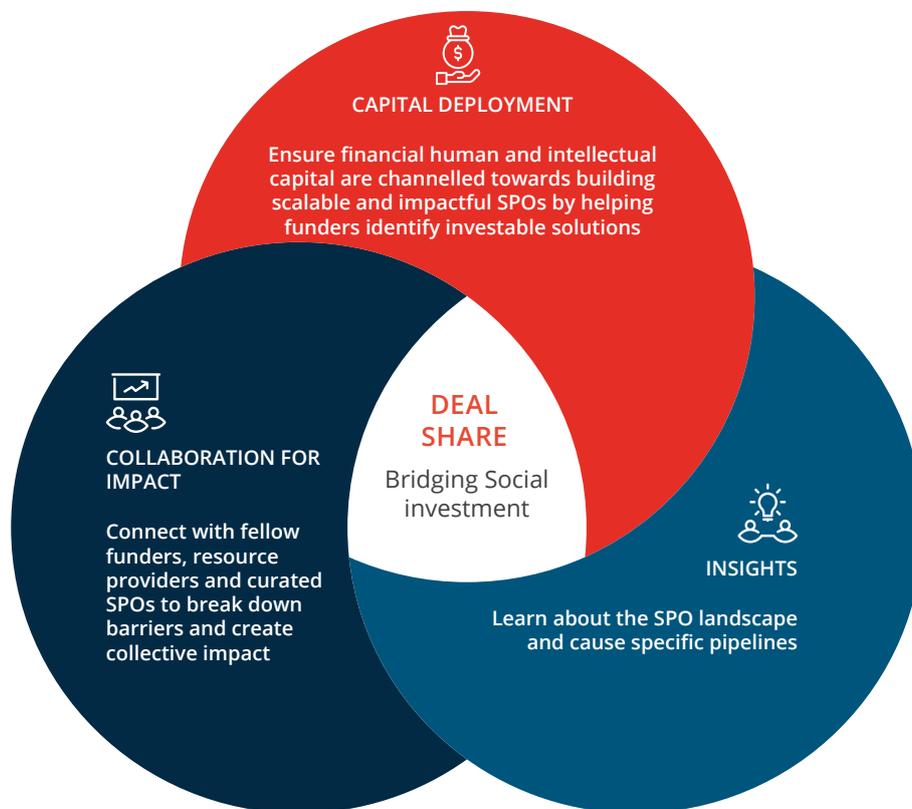
## DEAL SHARE

To bridge the gap between demand and supply, AVPN connects members with Social Purpose Organizations (SPOs) so that resources can be deployed in a more targeted manner. This year, we have pushed the boundaries by rolling out a series of 5 innovative Deal Share Live initiatives at Conference 2019, which engage a diverse range of impact causes and funding communities.

Looking forward, AVPN Deal Share aims to foster bigger and stronger impact ecosystem across different thematic causes by bridging funding gaps and providing funders with investable and impact solutions.

*Identify and support high-impact deals or initiatives in causes that you are championing by writing to us at [dealshare@avpn.asia](mailto:dealshare@avpn.asia)*

## In our quest to bridge the gap between demand and supply, AVPN Deal Share is supported by three key pillars



**380+**

DEALS LISTED ON THE DEAL SHARE PLATFORM

**248**

RESOURCES ON THE SOCIAL ENTERPRISE DEVELOPMENT TOOLKIT

**115**

SPOS SHOWCASED AT THE DEAL SHARE LIVE SESSIONS

**260+**

TARGETED CONNECTIONS BETWEEN SPOS AND MEMBERS

### How can AVPN members leverage Deal Share

Identify deals (for-profits, NPOs and IBs) of interest on the Deal Share Platform

Endorse deals for follow-on support on the Deal Share Platform

Partner with Deal Share to design tools and in-market activities to better equip and showcase SPOs

Expand connections with fellow funders to further develop your cause

Support impactful solutions with funding, resources, connections and best practices

*To learn how members have engaged with AVPN through Deal Share: [avpn.asia/dealshare](http://avpn.asia/dealshare)*

## Deal Share Platform (DSP)

Members can access the platform from different lenses to identify and endorse deals of interest.



### CORPORATES

380+ SPOs active in over 65 markets with innovative solutions across 16 social causes



### IMPACT INVESTORS

Close to \$200m of financial support sought in equity / debt / convertible debt



### FOUNDATIONS

Over 20% of the deals on the platform are supported by foundations and trusts



### ACCELERATORS / INCUBATORS

More than 1,500+ of curated nominations facilitated through the Deal Share Platform



## ENGAGEMENTS TO SUPPORT IMPACTFUL AND INVESTABLE SOLUTIONS



### OCT 2018

Launch of the Social Enterprise Development Toolkit 4-part Virtual Workshops



### DEC 2018

Deal Share Live session featuring SPOs endorsed by DHFL, Ford Foundation, Social Alpha (Tata Trusts) and Macquarie Group Foundation at AVPN Annual India Summit 2018



### NOV 2018

First AVPN Impact Circle in Hong Kong - Showcasing affordable and accessible Healthcare Solutions



### JAN 2019

Conducted the Investment Readiness Workshop with family offices, impact funders, foundations and intermediaries to better profile SEs at the Asia Social Innovation Awards 2019

## Deal Share Live (DSL)

AVPN Deal Share Live complements the Deal Share Platform by convening both demand and supply, either virtually or in-person, to create a space for amplified deal knowledge and exploring opportunities for collaboration and partnerships towards impact.



### CURATED EXPERIENCES

Thematically designed sessions to encourage collective action and to surface impactful solutions



### CONVENE IMPACT DRIVERS

Brings together diverse groups of stakeholders and SPOs to explore collaboration and partnership



### DEEPEN UNDERSTANDING

Enables real-time interactive exchange of knowledge, ideas and experiences to amplify the value of deal information available online



### ACTIVATE IMPACT

Diverse groups of funders, corporates, capacity builders, policy makers and social purpose organizations come together to support and implement solutions



#### FEB 2019

Business clinics at the AVPN Myanmar Summit 2019

IBAN Partnership comprising a 3-part series to promote the growth of Inclusive Businesses [avpn.asia/inclusive-business](http://avpn.asia/inclusive-business)



#### MAY 2019

In collaboration with Cross Fields, successful pairing of in-field corporate volunteer from Japan to help The Breakfast Revolution in India secure a system engineer to work on their Malnutrition Tracker



#### MARCH 2019

Shared at the ASEAN+3 Conference on Social Enterprises in Bangkok on AVPN's work on creating the Investment Readiness Framework

Launch of the inaugural Disaster Tech Innovation Programme [avpn.asia/disaster-tech](http://avpn.asia/disaster-tech)



#### JUNE 2019

Launched the pilot Social Enterprise Development Toolkit [avpn.asia/se-toolkit](http://avpn.asia/se-toolkit)

Conducted 5 innovative Deal Share Live session [avpn.asia/deal-share-live](http://avpn.asia/deal-share-live)

## Pilot Project: Social Enterprise Development Toolkit

Together with Credit Suisse and Village Capital AVPN Deal Share is building a common language framework to:

Help Social Enterprises generate self-awareness and be able to articulate their level of investment readiness to potential investors leading to more productive conversations

Recommend resources from AVPN members to strengthen SEs capabilities towards being investment ready

### How members can use it?

List relevant resources to help SEs become investment ready

Explore partnerships around capital deployment

Assess portfolio organizations that you are looking to support

Adapt the toolkit to make it relevant for your different markets

*Visit [avpn.asia/se-toolkit](http://avpn.asia/se-toolkit) to understand how to use the toolkit*

AVPN is currently gathering resources from members that can be directed to the rights SEs on:



### PROJECT OUTCOMES:

Successful launch of the SE Development Toolkit at the AVPN Conference in the presence of 169 delegates including industry leaders, Innovators, Investors and Funders in the room

Supported 8 SEs during the pilot through capacity building modules and access to partnerships

9 key partners came forward to provide support such as Technical Assistance, Skills Based Volunteering and Impact Investing Masterclass

Mapped over 250 member resources that were relevant to support the growth of SEs



# EVENTS

AVPN has organized close to 90 events in the last year, ranging from workshops and roundtables to webinars and forums.

These convenings are a platform for AVPN members and the larger social investing network to connect with players across the ecosystem, learn from experts and practitioners, and share best practices with the network to drive a movement.

As the membership expands, AVPN will continue providing tailored physical and virtual events for different organization profiles. In order to unlock new capital pipelines, these events will also act as a bridge to bring private mainstream players in the room to collaborate with the social investing network.

*Engage the network through our signature events to champion causes that matter most to you by writing to us at [events@avpn.asia](mailto:events@avpn.asia)*

# AVPN CONFERENCE 2019

## BREAKING BOUNDARIES



### SNAPSHOT

**1,254**

ATTENDEES FROM 43  
GLOBAL MARKETS

**847**

TOP EXECUTIVES, WITH  
87.4% BEING FUNDERS AND  
RESOURCE PROVIDERS

**290+**

SPEAKERS

**85**

SESSIONS

**30**

CURATED SOCIAL PURPOSE  
ORGANIZATIONS

**71**

PARTNERS



### FROM THE SURVEY

**96.6%**

FOUND THAT THE CONFERENCE  
MET OR EXCEEDED THEIR  
EXPECTATIONS

**90%**

WILL RECOMMEND  
THE CONFERENCE  
TO OTHERS



### MEDIA COVERAGE

**53**

QUALITY MEDIA HITS FROM  
25 PUBLICATIONS INCLUDING  
BLOOMBERG, BUSINESS TIMES,  
THE STRAITS TIMES AND  
FINANCIAL POST

**9**

MEDIA PARTNERSHIPS  
DROVE 20 FEATURES,  
INCLUDING ALLIANCE  
MAGAZINE, PIONEERS POSTS  
AND THE EDGE SINGAPORE

*The 2019 Conference saw over 70 partners come together, which is a testament to the effectiveness of the event to achieve our partners goals*



*Disaster-tech grant competition winner, FieldSight, announced during plenary*



*Launched the AVPN Climate Action Platform with Singapore Minister Dr. Amy Khor and AVPN partner BRACE*



*Full house on Members' Day, with keynote speakers Eileen Rockefeller Growald and James Chen*

# AVPN INDIA SUMMIT AND POLICY FORUM

With well-positioned networks and organizations that are scaling impact in India, speaking a multisectoral language has never been more important to bring all these voices together in a coherent narrative. AVPN is breaking down silos across the public, private and civil society to drive systemic impact from the national to district levels.

With this goal in mind, AVPN holds two annual convenings - the India Summit and Policy Forum. While the Policy Forum explores emergent opportunities for private-policy joint efforts, the Summit engages a wider network of social investors who are working along the full continuum of capital in India.

Looking forward, AVPN will be:

- Expanding its footprint into Tier-2 and Tier-3 cities of India to support under-funded impact issues

- Developing India-specific thematic platforms around early childhood education, nutrition, and health

- Running the India Policy Leadership Lab, in partnership with The Rockefeller Foundation, to deepen social investment engagement with policymakers in the form of a fellowship

*Write to the AVPN India Team at [india@avpn.asia](mailto:india@avpn.asia) to partner with us for the AVPN India Summit and Policy Forum*



# MYANMAR SOCIAL INVESTMENT FORUM 2019

2019 saw the third edition of the Myanmar Forum, which experienced an exponential growth in the 3 years AVPN hosted it, reaching 250 attendees, showing the maturity of the conversation and deeper understanding of the sector.

## SNAPSHOT

**250**  
FORUM  
DELEGATES

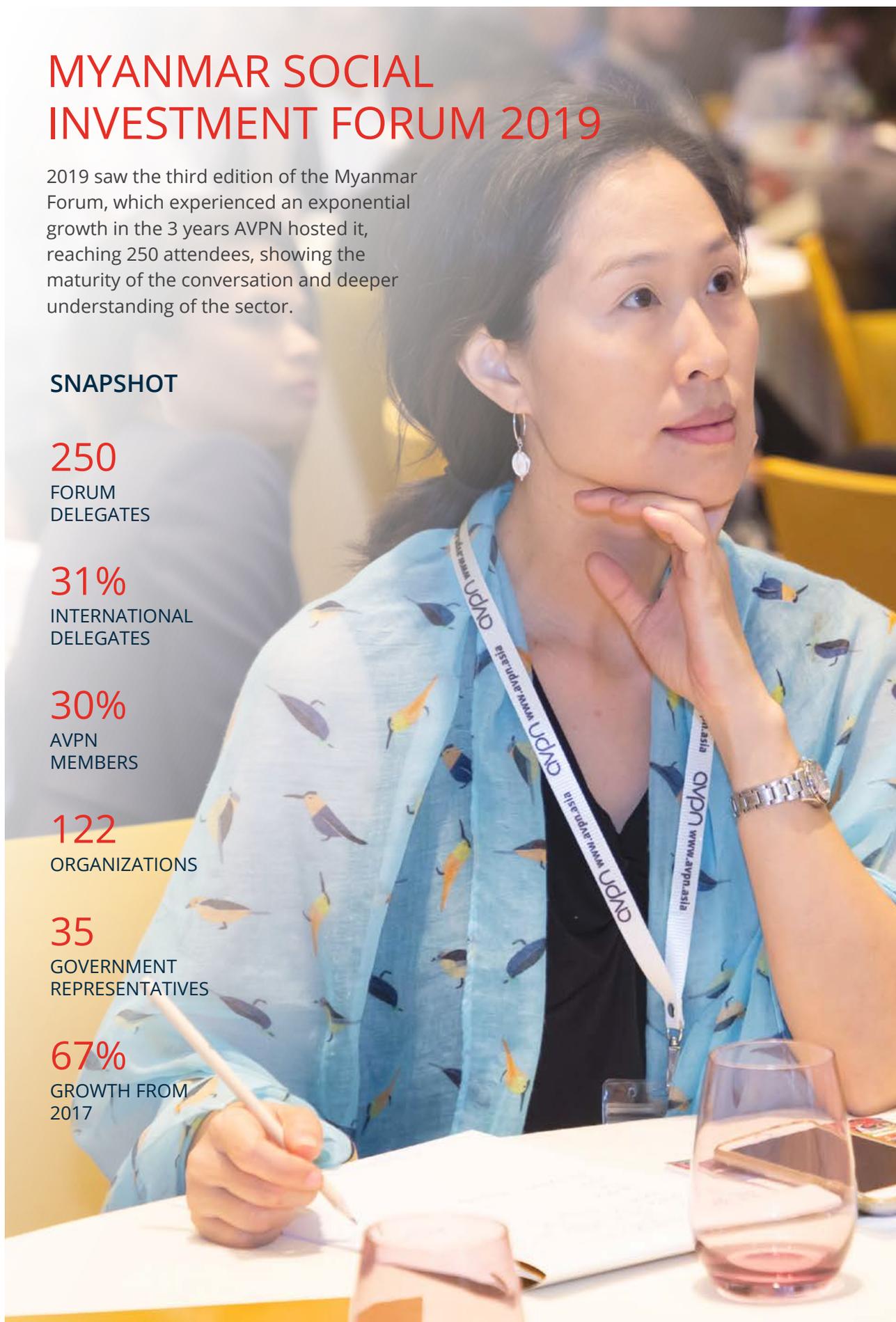
**31%**  
INTERNATIONAL  
DELEGATES

**30%**  
AVPN  
MEMBERS

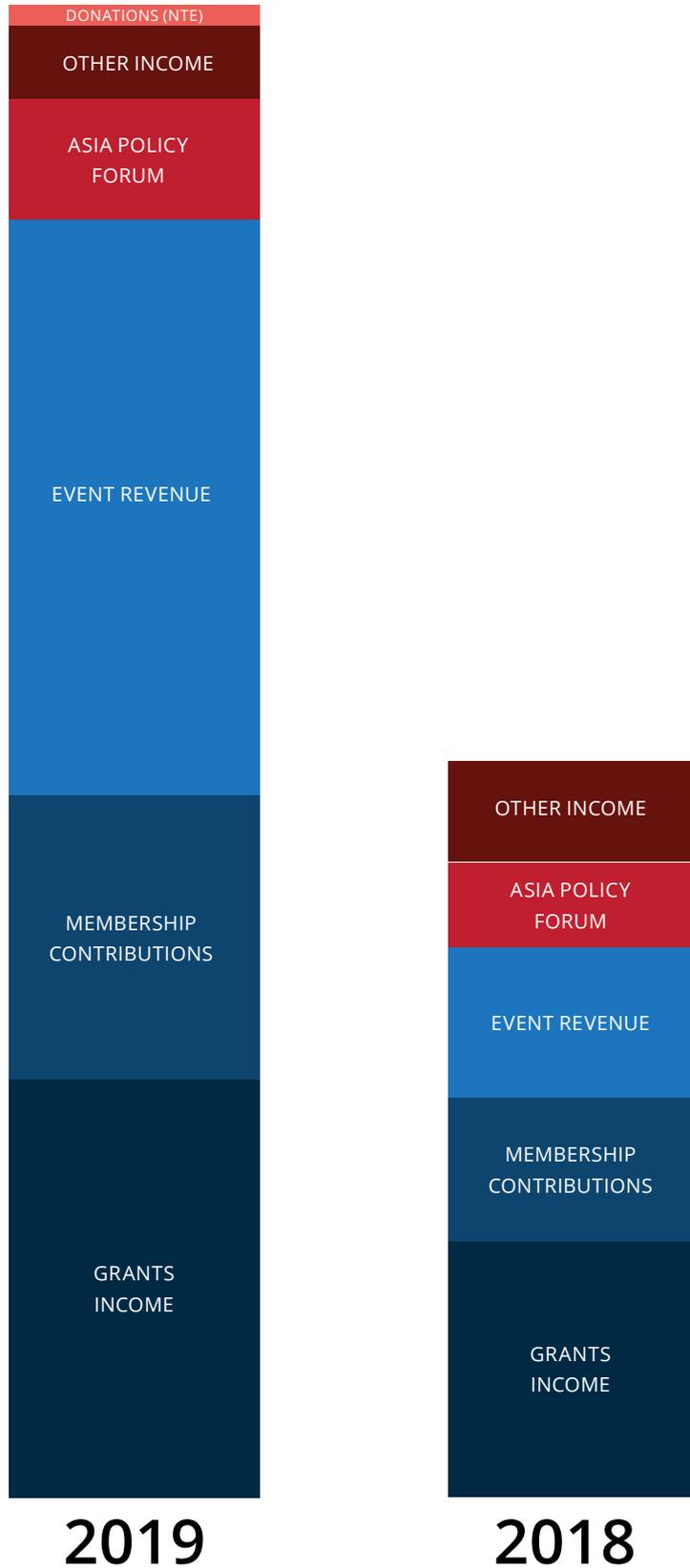
**122**  
ORGANIZATIONS

**35**  
GOVERNMENT  
REPRESENTATIVES

**67%**  
GROWTH FROM  
2017



# FINANCIALS



## STATEMENT OF FINANCIAL POSITION AS OF 30 JUNE 2019

IN SINGAPORE DOLLARS

*As of 30 June 2019*

*As of 31 March 2018*

### Current Assets

Cash And Cash Equivalents	2,017,000	1,478,521
Other Receivables	376,019	201,283
<b>Total Current Assets</b>	<b>2,393,019</b>	<b>1,679,804</b>

### Non-Current Assets

Total Non-Current Assets	21,609	20,007
<b>TOTAL ASSETS</b>	<b>2,414,628</b>	<b>1,699,811</b>

### LIABILITIES & EQUITY

#### Current Liabilities

Other Payables	1,027,015	506,097
<b>NET ASSETS</b>	<b>1,387,613</b>	<b>1,193,714</b>

### FUNDS

#### Unrestricted Fund

General Fund	1,387,613	1,193,714
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## STATEMENT OF COMPREHENSIVE INCOME FOR THE FINANCIAL PERIOD ENDED 30 JUNE 2019

IN SINGAPORE DOLLARS	<i>For the period ended 30 June 2019</i>	<i>For the year ended 31 March 2018</i>
<b>INCOME</b>		
Asia Policy Forum	61,757	40,000
Donations - Non-Tax Exempt	2,000	-
Event Revenue	1,880,238	388,200
Grants Income	2,772,455	1,642,472
Membership Contributions	1,097,886	636,093
Other Income	52,009	56,884
<b>Total Revenue</b>	<b>5,866,345</b>	<b>2,763,649</b>
<b>LESS: EXPENDITURE</b>	<b>5,672,446</b>	<b>2,658,810</b>
<b>SURPLUS FOR THE FINANCIAL YEAR</b>	<b>193,899</b>	<b>104,839</b>

\* The financial statements for the financial period ended 30 June 2019 covered the period 1 April 2018 to 30 June 2019. The financial year ended 31 March 2018 covered the period from 1 April 2017 to 31 March 2018.

# BOARD & ADVISORS

## BOARD MEMBERS



FRANCIS NGAI



HARVEY KOH



MELISSA KWEE



NAINA SUBBERWAL  
BATRA



TONY YEUNG



VERONICA COLONDAM



VIDYA SHAH



WAI HOONG FOCK



YANNI PENG

## BOARD OF ADVISORS



DING LI



ROBERT VAN ZWIETEN



TSUTOMU HORIUCHI



WONYOUNG KIM

# TEAM

## AVPN HQ



**NAINA SUBBERWAL BATRA**  
Chairperson and CEO



**KEVIN TEO**  
Chief Operating Officer



**ALLISON HOLLOWELL**  
Chief Strategy Officer



**MARK SAYER**  
Chief Financial Officer



**PATSIAN LOW**  
Chief of Staff and  
Policy Director



**CAROLINE MCLAUGHLIN**  
Chief Partnerships  
Officer



**AARON CHEN**  
Information Systems  
Associate



**AGNES ARBON**  
Web Content  
Administrator



**ALFRED POON**  
Tech and Data Lead



**AMANDA KEE**  
Content Marketing  
Asst. Manager



**CLYDE ARBON**  
Web Content Associate



**DENDI RICKMERS**  
Senior Knowledge  
Associate



**DIANA WATSON**  
Partnerships Manager



**EVELYN CHNG**  
Finance/Admin Associate



**FAYE GOH**  
Deal Share Senior  
Associate



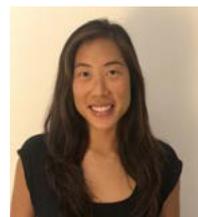
**HANA LEE**  
Partnerships Associate



**JANICE ZHANG**  
Events Manager



**JASMINE CHEW**  
Deal Share Director



**JENNY KIM**  
Membership Services  
Associate



**JENNY LEE**  
Executive Administrator



**JOE ANG**  
Finance Manager



**JOY TEO**  
Deal Share Senior Associate



**MERCEDES MARTIN**  
Marketing and Communications Director



**NATASHA RYNJAH**  
Deal Share Manager



**PRACHI SETH**  
Climate Consultant



**RACHEL CHAN**  
Policy Senior Associate



**ROSHINI PRAKASH**  
Knowledge Director



**RUEL ENRIQUEZ**  
Web Content Specialist



**SANGEETHA WATSON**  
Knowledge Senior Associate



**SOPHEAMEN VAN**  
Full-Stack Developer



**SYARIF HAMDY**  
Senior Information Systems Associate



**VIVIEN SIM**  
Policy Associate



**YSEL FRESNIDO**  
Marketing Senior Associate

## SOUTH ASIA



**BINALI SUHANDANI**  
South Asia Director



**VINAY NANDA KUMAR**  
Chief Operations Officer – India



**DEBASREE CHATTERJEE**  
Manager – Admin & Database Management



**KAVITA TATWADI**  
Manager of Knowledge Centre - India



**HIRALBA SARVAIYA**  
Manager - Partnerships



**HARSHA ARYA**  
Executive - Knowledge and Member Engagement

TEAM

SOUTHEAST ASIA



OUTI GRUENER  
Southeast Asia Director



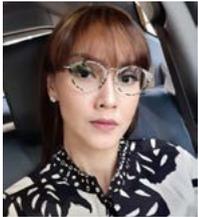
ALICIA MAITLAND  
Membership Services  
Manager, Singapore



ANASTACIA HOWE  
Myanmar Representative



ARNIL PARAS  
Philippine Representative



DINI INDRAWATI SEPTIANI  
Indonesia Represent-  
ative



DOROTHY CHING  
Membership Services Se-  
nior Manager, Singapore  
& Malaysia



SYLVANIA JESHUANI  
Indonesia Administrative Asso-  
ciate

NORTH AND EAST ASIA



KEN ITO  
Regional Head, East Asia



YUKIE HOSODA  
Japan Associate



CINDY WANG  
China Consultant



ARIEL XU  
China Consultant



GLORIA SHUM-  
FRIEDENBERG  
Hong Kong & South  
China Director



NATALIE AU  
Membership Associate,  
Hong Kong



ANNA KANG  
South Korea Manager



SEOYOON CHOI  
South Korea Associate

GLOBAL MARKETS



RUTH JONES  
Global Markets Director/  
Australia & New Zealand  
Representative



JEAN MIAO  
USA Representative



RABEA NAWAZ  
Middle East Repre-  
sentative



KURT PELEMAN  
Europe Represen-  
tative





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

**Email address:** [info@avpn.asia](mailto:info@avpn.asia)

**Address:** Union Building, 171 Tras Street,  
#10-179, Singapore 079025

