

LGT Venture Philanthropy

Impact Ventures UK

E3M Finance Seminar | Dragons on the run
4 November 2014

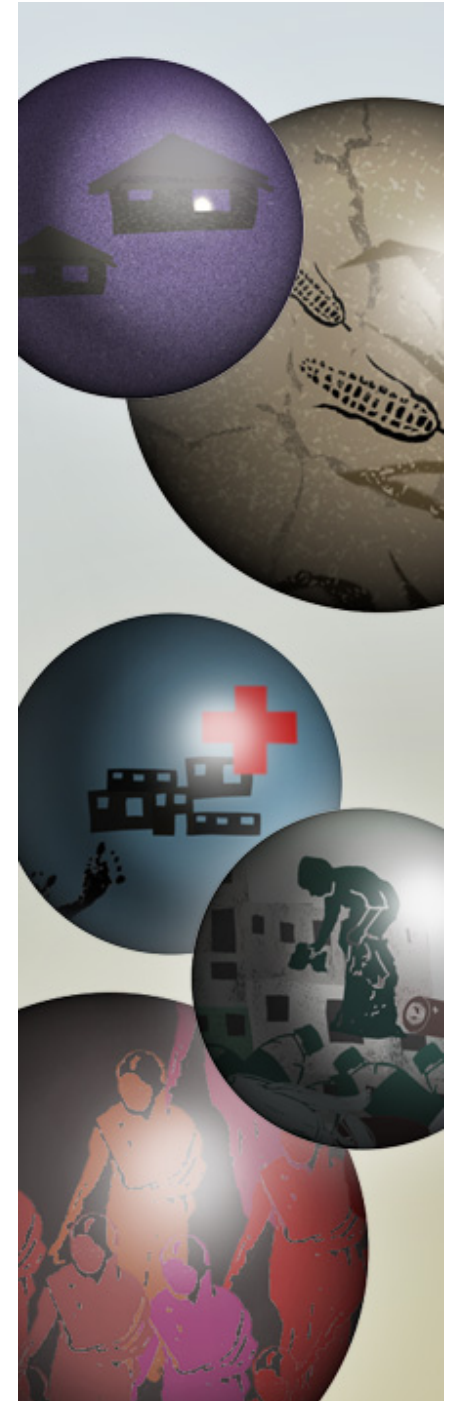


LGT Venture Philanthropy

in association with founding partner



BERENBERG
PARTNERSHIP SINCE 1590



Scaling purpose

We invest in social enterprises with:

1. **Strong social impact:**

- We are an impact first investor. Prospective companies must have a clear social mission, addressing key social challenges in the UK.

2. **Sustainable financial models:**

- The fund targets an annual financial return of 7% net from its investments.
- We are a growth capital fund, so we are unlikely to fund start-ups. We prefer ventures with a few years trading history so that our capital funds growth and scales social impact.
- While not necessarily profitable, prospective companies must be commercially viable and offer sustainable revenue models.

3. **Strong management teams with social motivation:**

- We look for experienced management teams that aim to scale innovative business models addressing poorly met social needs.

Impact Ventures UK fund parameters

- All UK regions and all UK sectors where social impact can be proven
- £0.5m - £5m typical investment size
- Equity, quasi and debt like instruments
- Investment terms of up to 7 – 8 years
- Collaborative and supportive partner
- Typically seek board seats with investment
- Open to co-investment opportunities
- Require 25% of fund invested in charities or CICs

Impact Ventures UK investment team



Raf
Goovaerts
Partner



Susie
Arnott
*Investment
Director*



Chris
Hunter
*Investment
Manager*



Jennifer
Webb
*Investment
Associate*

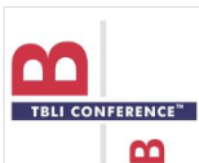
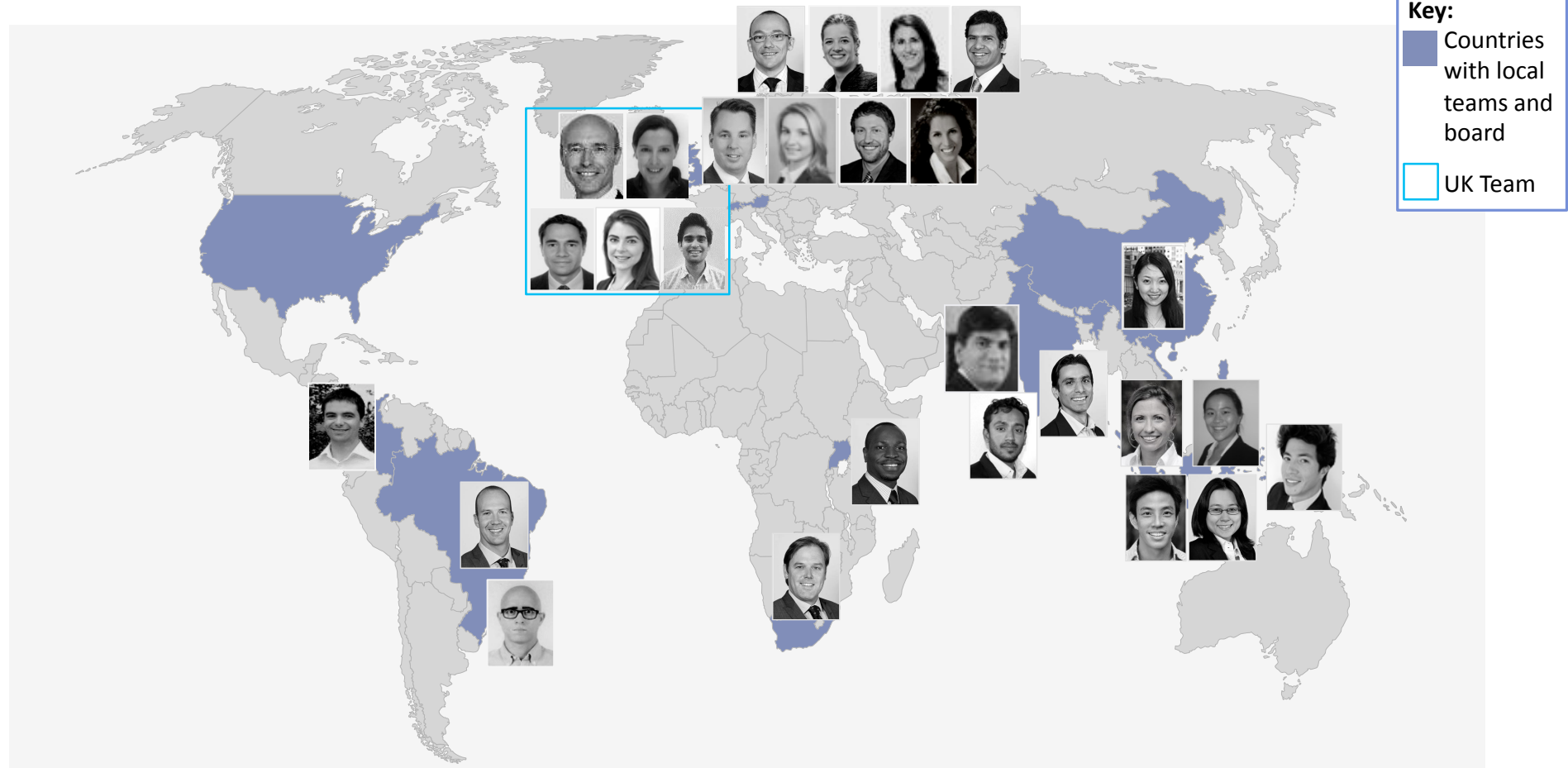


Shishir
Malhotra
*Investment
Analyst*

Key partnerships and networks add value to our organisations

Partners	Investment committee	Portfolio
 <ul style="list-style-type: none"> Mentoring program available for ambitious social entrepreneurs http://thesamewavelength.com/connect/  <ul style="list-style-type: none"> Digital media partner Pro bono digital strategy advice <h3>The LGT VP iCats Program</h3> <ul style="list-style-type: none"> Connects business professionals with Portfolio organisations www.icatsprogram.com 	 <p>Dr. Axel Leeb, Chairman</p> <ul style="list-style-type: none"> Chairman of the board LGT VP  <p>Richard Brass</p> <ul style="list-style-type: none"> IVUK founder, private banker, trustee  <p>Susannah Nicklin</p> <ul style="list-style-type: none"> Institutional investor, Entrepreneur  <p>Nick Jenkins</p> <ul style="list-style-type: none"> Angel investor, entrepreneur, philanthropist  <p>Liam Black</p> <ul style="list-style-type: none"> Serial Social Entrepreneur, Founder of Wavelength  <p>Dr. Audrey Selian</p> <ul style="list-style-type: none"> Family office impact investor, trustee 	 <ul style="list-style-type: none"> “Converting Potential” - Training & apprenticeships in London for disadvantaged young people  <ul style="list-style-type: none"> SMS and web self-management tool supporting mental health patients and practitioners  <ul style="list-style-type: none"> The first private sector landlord and lettings agency in Scotland to specialise in social tenants  <ul style="list-style-type: none"> Delivers support for non-acute mental health patients via an online community and digital platform

Our global team and network brings a breadth of commercial and social experience to our deal-making



"Best Impact Investor", TBLI, November 2013



Berenberg / IVUK "Product Innovation Award", PAM, March 2014

The LGTVP Board



Through Impact Ventures UK, LGT VP has an opportunity to shape distinctive social impact in the UK

LGT VP's mission

Increase the sustainable quality of life of less advantaged people

Approach

- We analyze and support young, strongly growing organizations with high societal and environmental impact
- We inspire and support others to invest and co-invest
- Listening and learning

Track record

- 45 portfolio organizations supported to date
- 4.7 million less advantaged people reached
- 87 ICats Fellows matched with our portfolio organizations to bridge their business know-how needs
- Mission-related investment suite of LGT Group supported

