

*The 2<sup>nd</sup> Annual Global Impact Investment Conference*  
**IMPLEMENTING A GLOBAL IMPACT INVESTMENT STRATEGY**  
*Trends & Considerations for Asset Allocators, Family Offices & Institutional Investors*  
Conference – May 18<sup>th</sup>, 2017 – Mövenpick Hotel – Geneva



With the exceptional participation of the following Impact Investment experts:

**Allan Lerberg Jorgensen - Chairman**

Director, Human Rights and Development  
**Danish Institute of Human Rights, Copenhagen, DK**

**Kurt Morriesen**, Senior Manager, **PRI Association, London**

**Amogh Kanade**, Co-Founder, **SoPact, San Francisco, USA**

**Tenke A. Zoltani**, Independent Investment Advisor, **BETTER FINANCE**, Geneva  
Member of S&S Committee and Executive Office,  
**SUSTAINABLE FINANCE GENEVA**

**Guillaume EMIN**, Carbon Footprint specialist, Research Team,  
**Beyond Ratings, Paris, France**

**Charly Kleissner Ph.D**, Co-Founder, **KL Felicitas Foundation**,  
**Toniic**, 100% Impact Network

**Rodolphe BOCQUET**, CEO and Co-Founder, **Beyond Ratings**,  
**Paris, France**

**Peter Brock**, Leader FO Services, **E&Y GmbH**, Düsseldorf,  
Germany

**Matthew Norman**  
Deputy Chairman, **Family Office Council, London, UK**

**Peter Wüthrich**, lic. oec. HSG, CFA, FRM, Member of the  
Management Board, **OnValues Ltd, Zurich**

**Benjamin Firmenich**, Partner in charge of Investors Relations,  
**IMPACT FINANCE MANAGEMENT SA**, Geneva, Switzerland

**John Fairhurst**, Executive Director Programs, **UBS Optimus Foundation**, Zürich, Switzerland

**Antonis Schwarz**, European Community Manager, **The ImPact**,  
**Germany**

**Jan Willem den Besten**, Senior REDD & Advisor  
**IUCN National Committee of The Netherlands (IUCN NL)**,  
Amsterdam, The Netherlands

**Michel Vandevor**, Co-Managing Director, **Backbone**,  
Luxembourg

**Xavier Heude**, Co-Managing Director, **Backbone**, Luxembourg

**Luca Taiana**, Senior Investment Advisor Sustainable Investing,  
**UBS**, Zürich, Switzerland

**Simon Henry**, Program Director,  
**International Carbon Reduction & Offset Alliance (ICROA)**

**Tim Radjy**, Founder & Managing Partner, **AlphaMundi Group**,  
Zürich, Switzerland

**Sinikka Demare**, Venture Partner, **Nextech Invest Ltd**, Zurich,  
Switzerland

**Sandeep Farias**, Co-founder, **Elevar**, Mumbai, India

In Partnership with:

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# IMPLEMENTING A GLOBAL IMPACT INVESTMENT STRATEGY

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April 3<sup>rd</sup>, 2017

Dear Executive,

The **sustainable investment market** largely dominated by negative screening and ESG integration strategies for public equities is slowly but surely transitioning to **impact investment** with a dual bottom line of **positive societal and financial returns**.

The impact investment market is shaping its future and moving into mainstream across portfolios and asset classes driven so far by **private capital and “early entrant” family offices** with a **long term investment horizon** that fits particularly well the Sustainable Development Goals set by the UN to reduce world environmental and social imbalances.

The conference will highlight **the latest R & D techniques and metrics** concurring to the widening of investment flows into the impact market.

Acquiring impact management tools and measurement capabilities from both **managers & private & institutional investors** across investment portfolios will be detail through expert presentations, lively debate and case-studies.

**Pooling impact investment strategies and techniques** to optimize financial as well as social and environmental returns while reducing risk exposure will be addressed.

The quality of the speakers and participants through lively discussions and insightful presentations will help **investors, asset owners and managers** drive the impact agenda forward.

Join us in Geneva next **May 18<sup>th</sup> 2017** and meet and discuss amongst investors and experts the **key challenges** to the **design, implementation, management, measurement and reporting of an impact strategy embedded in a total asset allocation and portfolio management**.

**François Golbery**  
Chairman, ESAFON

## WHO SHOULD ATTEND

- Institutional Investors including Asset Managers, Insurers, Re-insurers, Pension Funds
- Large scale Family Offices, Private Investors, Multi Family Offices, Strategic Advisors
- Endowments and Foundations
- Asset & Fund Managers, Lawyers, Administrators and Service Providers
- Real Estate Fund Managers & Private Equity Fund GP's and LP's
- Global Heads of Fund Development
- Private Banks and Wealth Managers willing to set-up and implement impact investment fund vehicles

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## Conference Key Highlights 2017

- ✓ Latest Key Advances Concurring to The Growth of The Impact Institutional and Family Office Market
- ✓ Targeting Positive Impact in a whole Portfolio Investment Strategy
- ✓ From Impact Measurement to Impact Management in Institutional and Family Office Portfolios
- ✓ Pooling Opportunities for Co-impact Investments Through Both For-profit and Not-for-profit Private Capital
- ✓ Implementing, Measuring and Reporting Positive Impact across Asset Classes
- ✓ How does a Foundation Take Advantage of The New Toolkit in Impact Management?
- ✓ What are The Challenges for Single Family Offices to Create an Impact Investment Capability?
- ✓ How and why a Family Office defines and incorporates an impact investment capability into its business model?
- ✓ From Tech Entrepreneur to Impact Investor: How Sorenson Catalyzed Impact Investing
- ✓ Broadening the Scope of Social and Environmental Impact Investments through Landscape Management and Conservation Finance
- ✓ Sustainable Urbanization Projects & Financing in Africa & China
- ✓ How to Reconcile Institutional Investor's Perspective with Impact Manager's Goals & Objectives
- ✓ Designing key criterion for impact investment from an institutional investor's perspective
- ✓ Result of the survey on Corporate Carbon Strategies & Offsetting: Why or why not to offset?
- ✓ How to select an impact manager
- ✓ Case Study: 7-year impact investment track record across Latin America and East Africa, in Agriculture, Solar and Microfinance.

## About ESAFON Global Impact Conference - November 16<sup>th</sup> 2016 - Geneva

*"We found the sessions particularly insightful and it was a tremendous chance to socialize different ideas, views and perspectives to help drive the impact agenda forward"*

*"Thank you for the excellent conference yesterday. I was impressed by the quality of the attendees and insightful commentary. I think the small event format was effective, and I was surprised and happy by the very large number of connections I was able to make in a very short period of time"*

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## Agenda

Conference, May 18<sup>th</sup>, 2017

- **8.30 am-9.00 am: Registration & Welcome Coffee**
- **9.00 am-9.15 am: Opening Remarks by François Golbery and the Chairman**  
  
**Allan Lerberg Jorgensen, Director, Human Rights and Development  
Danish Institute of Human Rights, Copenhagen, DK**
- **9.15 am-10.00 am: Latest Key Advances Concurring to The Growth of The Impact Institutional and Family Office Market**
  - How to define impact?
  - Where are we?
  - What is an impact investment company
  - Engaging with investors to design a methodology  
**Kurt Morriesen, Senior Manager, PRI Association, London, UK**
- **10.00 am-10.30 am: Case Studies: Investing in Clean Technology & Sustainable Urbanisation through Industry 4.0**  
  
**Florian Schmied, Chairman (to be confirmed)  
Tucher & Schmied Family Office, Munich, Germany  
Chairman, European Union Sustainable Urbanization Association (EUSUA)**
- **10.30 am-11.00 am: Coffee-Break**
- **11.00 am-11.45 pm: Improving the Efficiency of your Impact Investment Organization and Projects for Fund Managers and Institutional & Family Office Investors**
  - Integrating ESG metrics within your Organization
  - Adopting Impact Management Tools to Increase Operational Efficiency
  - Creating Relevant Impact Reporting  
**Amogh Kanade, Co-Founder, SoPact, San Francisco, USA**

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- **11.45 pm-12.15 pm: Implementing, Measuring and Reporting Positive Impact across Asset Classes**

- Focusing on private versus public markets
- Integrating measuring and reporting ex-ante and ex-post
- Resourcing/headcounts for measuring and reporting?
- Measuring frameworks (UN, IRIS, etc)
- Are returns better from higher reported impact?

**Tenke A. Zoltani**, Independent Investment Advisor, **BETTER FINANCE**, Geneva  
Member of S&S Committee and Executive Office, **SUSTAINABLE FINANCE GENEVA**

- **12.15 pm-12.45 pm: Implementing, Measuring & Reporting Positive Impact for Sovereign Bonds Portfolios**

*Measuring, monitoring and reporting the positive impact component of Sovereign bonds is key when allocating this asset class in the construction of a global impact investment strategy.*

*At the macro level, positive impact investing is driven and monitored by governments and political bodies. The evolution of the governance, the planning and roadmap of possible incentives across various stakeholders within countries has to be properly assessed (through relevant metrics & KPIs). The monitoring and reporting of the actual trends is key to ensure that positive impact investing has a proper regulatory framework to encourage investors.*

**Guillaume EMIN**, Carbon Footprint specialist, Research Team, **Beyond Ratings**, Paris, France

## **Beyond Ratings**

*Sovereign Risk Matters*

- **12.45-2.00 pm: Buffet Lunch hosted by:**

- **2.00 pm-2.30 pm: Challenging the Status Quo of Impact Investing - What Will it Take to Change the Financial System?**

**Charly Kleissner Ph.D**, Founder, **KL Felicitas Foundation**, **Toniic**, 100% Impact Network

- **2.30pm-3.00pm: Sovereign Risk Assessment in Impact Investment – Credit Rating Agency Project**

*Sovereign States can be considered as the first and largest impact investors. They invest in key infrastructures (health, education, energy, transport), which are to a large extent financed through the issuance of Sovereign debts. Through their regulatory and fiscal power they also set the framework for sustainable growth. In such a context measuring how Sovereign Creditworthiness relates to the ESG performance of the economy with regards to Sustainable Development Goals can provide key information for impact investors.*

**Rodolphe BOCQUET**, CEO and Co-Founder, **Beyond Ratings**, Paris, France

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- **3.00 pm-3.45 pm: FAMILY OFFICE PANEL: Impact Investment Implementation**

## What are The Challenges for Single Family Offices to Create an Impact Investment Capability?

**Speaker:** Peter Brock, Leader FO Services, E&Y GmbH, Düsseldorf

### Panel Discussion

- How and why a Family Office defines and incorporates an impact investment capability into its business model?
- Innovative structures & solutions for achieving scalability in impact co-investment
- Wisdom and Actionable Insights from three of The ImPact's families on their impact investing journeys: the Sorenson case, the Rockefellers, Toni's story

**Moderator:** Peter Brock, Leader FO Services, E&Y GmbH, Düsseldorf, Germany

### Panellists:

- **Mathew Norman**, Deputy Chairman, **FAMILY OFFICE COUNCIL**, UK
- **Peter Wüthrich**, lic. oec. HSG, CFA, FRM, Member of the Management Board, **OnValues Ltd**, Zurich, Switzerland
- **Benjamin Firmenich**, Partner in charge of Investors Relations, **IMPACT FINANCE MANAGEMENT SA**, Geneva, Switzerland
- **John Fairhurst**, Head of Programmes, **OPTIMUS FOUNDATION**, Zurich, Switzerland
- **Antonis Schwarz**, European Community Manager, **The ImPact**, Germany

- **3.45 pm-4.15 pm: Afternoon Coffee Break**

- **4.15 pm-4.45 pm: Broadening the Scope of Social and Environmental Impact Investments through Landscape Management and Conservation Finance**

**Jan Willem den Besten**, Senior REDD & Advisor

**IUCN National Committee of The Netherlands (IUCN NL)**, Amsterdam, The Netherlands

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- 4.45 pm-5.15 pm: **Case Study: Impact SME financing in emerging markets through a securitisation fund**

**Michel Vandevor & Xavier Heude**, Co-Managing Directors, **Backbone**, Luxembourg

- 5.15 pm-6.30 pm: **INSTITUTIONAL PANEL SESSION**

- How to Reconcile Institutional Investor's Perspective with Impact Manager's Goals & Objectives

**Speaker: Kurt Morriesen**, Senior Manager, **PRI Association**, London

### **Panel Discussion**

- Designing key criterion for impact investment from an institutional investor's perspective
- Innovative approaches and case-studies to dual impact and return in portfolio management
- Result of the survey on Corporate Carbon Strategies & Offsetting: Why or why not to offset?
- How to select an impact manager
- Preferred structure and governance issues
- How to deal with exit issues at access stage – open structures
- Co-Investment & Partnership Opportunities in Healthcare Impact Investment
- Risk profiling consideration and reporting
- Distribution issues over lock-up

**Moderator:** Kurt Morriesen, Senior Manager, **PRI Association**, London

### **Panelists:**

- **Luca Taiana**, Senior Investment Advisor in Sustainable Investing, **UBS**
- **Simon Henry**, Program Director, **International Carbon Reduction & Offset Alliance (ICROA)**
- **Tim Radjy**, Founder & Managing Partner, **AlphaMundi Group**
- **Sinikka Demare**, Venture Partner, **Nextech Invest Ltd**, Zurich, Switzerland
- **Sandeep Farias**, Co-founder, **Elevor**, Mumbai, India

- 6.30 pm- 6.45 pm: **Closing Remarks by the Chairman**

- 6.45 pm-7.30 pm: **Closing Cocktail hosted by:**





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## SILVER & FIRST CLASS PARTNERS



### About EY's Family Business Services

EY is a market leader in advising and guiding family businesses. With almost a century of experience supporting the world's most entrepreneurial and innovative companies, we understand the unique challenges they face – and how to address them.

We offer a personalized range of services aimed at the specific needs of each individual business – helping it to grow and succeed for generations.

Our Family Business Global Center of Excellence is a powerful resource that provides access to our knowledge, insights and experience, connecting family business owners to their peers and the strength of our global network.

For more information about EY please visit [www.ey.com](http://www.ey.com)

## Beyond Ratings

*Sovereign Risk Matters*

**Beyond Ratings** is a PRI signatory. It provides advanced Risk Research & Advisory services dedicated to country and Sovereign risks.

**Beyond Ratings** has developed state of the art methodologies to deliver augmented Sovereign Risk Scoring, to integrate ESG factors into financial analysis and to measure and report Carbon Footprint portfolios.

For more information about **Beyond Ratings**, please visit [www.beyond-ratings.com](http://www.beyond-ratings.com)



**Backbone** is an advisory company with the aim to support the development of Impact Investing as an alternative financing and investment process.

Backbone provides technical services to investment and financial players that want to support SME-financing and other forms of social finance. Its know-how relies on a proven in-house methodology, which provides a wide-scaled analytical framework for the assessment of small growing businesses from any industry sector.

**Backbone** has developed a quite unique concept with setting partnerships with local financial players in every country it operates, as a mean to increase the total flow of funding to the SME segment. With sharing the risk in a proportion of roughly 20/80 (the local financial partner bears 20 % of the financial risk on deals while the external funders bears 80 %), a double impact is generated:

1) it allows to achieve a greater outreach to the SME segment with using the network of the local financial players to get introduced to SMEs with unmet financing needs.

2) it helps reinforcing the capacity of the local players to serve their existing clients with bigger loans and to provide credit to new ones.

For more information about **BACKBONE**, please visit <https://www.backbone.eu.com>



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## PARTNERS



**Sustainable Finance Geneva (SFG)** is an association that establishes Geneva as the center for innovation in sustainable finance by engaging individuals and harnessing collective intelligence.

Created in 2008 by fifteen professionals, SFG now leads the way from Geneva, as the key global platform for sustainable finance. It not only enables an ongoing dialogue between all local organizations and individuals, it also promotes Geneva's financial Center. Major projects have been successfully completed over the last years, thanks to the strength of its ever-growing network and the remarkable commitment of its members.

Synergies between the organization's members enable new initiatives and reflect the ideal environment for innovation provided by Geneva and the SFG platform.

**The Family Office Council** is a membership group for Single Family Offices with leadership and agenda set by Single Family Offices. Members of the Council are Principals and Single Family Office Executives.



**The purpose of the Family Office Council is:**

- To create a community for Family Office Executives to meet their needs
- To improve the services provided to Family Offices and UHNW individuals internationally by exchanging best practices
- To provide a forum for communication of best practice between Family Offices
- To improve public understanding of Family Offices and create a better environment for Family Offices.

For more information, please visit FOC website: <https://familyofficecouncil.com>



**MGFF** is a **global impact investment advisor** helping investors select impact investment opportunities, overcome the lack of information and track record, and undertake due diligence.

**MGFF** is helping managers **structure impact investments** and assist them in fund raising.

**MGFF** is a strategic advisory firm based in Dublin, with 16 years' experience in addressing new developments that will have a long-term impact to the Fund and Wealth Management Industry in Europe, the US, LATAM and Asia.

**MGFF** provides a strategic vision to complex investment environment with a specialty in **real assets and impact investing**.

For more information, please visit our web site [www.mgffadvisory.com](http://www.mgffadvisory.com)

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**SPEAKERS**



**Allan Lerberg Jorgensen**, Department Director, Human Rights and Development, **Danish Institute of Human Rights, Copenhagen, DK**

Allan Lerberg Jorgensen is Department Director at the Danish Institute for Human Rights where he is responsible for the Institute's work in the areas of sustainable development and business. He leads a team of 15 human rights specialists working internationally to promote human rights principles and standards in the context of sustainable development, business, trade and investment.

Prior to joining DIHR in 2006, Allan worked on business in society issues at The Copenhagen Centre for Corporate Responsibility, a government think tank, and at the Confederation of Danish Industries, Denmark's main employers association. He serves on the Sustainability Advisory Board of the Danish Industrialisation Fund for Developing Countries. Allan holds an MA in Political Science from the University of Copenhagen, Denmark, and an MA in International Conflict Analysis from the University of Kent at Canterbury, UK.

*Established in 1987 by an act of Danish Parliament, the Danish Institute for Human Rights is Denmark's National Human Rights Institution, accredited in accordance with the United Nations Paris Principles. DIHR is mandated under Danish law to protect and promote human rights in Denmark and internationally and has approximately 120 staff.*

<http://humanrights.dk/staff/allan-lerberg-jorgensen>

**Kurt Morriesen**, Senior Manager, **PRI Association, London**

**Amogh Kanade**, Co-Founder, **SoPact, San Francisco, USA**

**Tenke A. Zoltani**, CAIA, Director Impact Investing, **UBS, Zurich**

Tenke Zoltani is an expert in the field of impact investing, with transactional experience from strategy to execution, focusing on the climate, food, water, and energy segments. She was most recently Director, Impact Investing at UBS where she joined to develop the impact advisory offering for UHNW clients of the bank. With a decade of experience in the field of sustainable finance, before joining UBS Tenke founded Better Finance, a boutique advisory company. She worked with families, international corporations, NGOs, and individuals to identify, design, implement and manage sustainable financial solutions to impactful investing and philanthropic giving. Prior, Tenke was an Investment Manager at Islan Asset Management in Switzerland, advising global agribusiness Bunge on direct investments, and implementing projects in least developed countries' food-water-energy sectors.

Tenke is a CAIA charterholder, and was selected as a 2013 Global Economic Symposium Fellow. She is a Committee Member for 100 Women in Hedge Funds, an Executive Committee member of Sustainable Finance Geneva, and on the advisory boards of the AlphaMundi Foundation and Impact Finance. Tenke holds a B.A. in Economics and Political Science from Columbia University and a M.Sc. in International Political Economy from the London School of Economics.

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**Guillaume EMIN**, Carbon Footprint specialist, Research Team, **Beyond Ratings**, Paris, France

Guillaume holds a master in Finance from Sciences Po Paris and has worked in finance since 2009. After working in corporate finance and commercial banking (KPMG, Banque Palatine), he has been working since 2010 on projects linking the financial sector with energy, climate change and sustainable development issues. After working more than 3 years in asset management as an SRI analyst (Oddo Securities, Candriam), he has conducted the SFTE project (a EUR 420 bn EU investment program proposal in energy efficiency). He has been working in the Research team of Beyond Ratings since 2014.

**Dr. Charly Kleissner Ph.D**, Founder, **KL Felicitas Foundation**, **Toniic**, 100% Impact Network

Dr. Charly Kleissner is an impact investor. He believes that the deeper meaning of wealth is to make a positive contribution to humanity and the planet. He insists that the best impact investments integrate financial return and social/environmental impact. And he argues that Modern Portfolio Theory has to be re-conceptualized to seamlessly integrate positive impact into a Total Portfolio Theory. He sees impact investing not as an intellectual exercise, but as an expression of who he really is.

Dr. Kleissner co-founded KL Felicitas Foundation ([www.klfelicitasfoundation.org](http://www.klfelicitasfoundation.org)), and Social-Impact International ([www.social-impact.org](http://www.social-impact.org)), which help social entrepreneurs worldwide to accelerate and increase their impact. KL Felicitas Foundation recently demonstrated, that impact investors can construct a 100% Impact Portfolio and achieve competitive financial returns. Dr. Kleissner co-founded Toniic ([www.toniic.com](http://www.toniic.com)), and the '100%IMPACT Network', global networks for impact investors.

Dr. Kleissner serves on the Advisory Board of the Global Hub Company ([www.the-hub.net](http://www.the-hub.net)), and as Board Director and Chairman of the Investment Committee of ImpactAssets ([www.impactassets.org](http://www.impactassets.org)).

Dr. Kleissner has over twenty years of experience as a senior technology executive in Silicon Valley companies like NeXT and Ariba. Dr. Kleissner earned his M.S. and Ph.D. in Computer Science from the University of Technology, Vienna.

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**Rodolphe BOCQUET**, CEO and Co-Founder, **Beyond Ratings**, Paris, France

Rodolphe Bocquet is the CEO of Beyond Ratings, a financial services company providing augmented Sovereign/country risks analysis. He has worked as an equity derivatives trader and risk manager for 8 years before moving to the public sector where he has held sustainable development management positions in several institutions until 2012 (ADEME, Aquitaine Regional Council, French Development Bank AFD).

He has developed several national and international public-private innovative environmental financing schemes (loans, guarantee and funds). Rodolphe is an HEC graduate with master in international management from New York University and master in environmental management from Mines ParisTech.



**Peter Brock**, Leader FO Services, EY GmbH, Düsseldorf

Peter Brock is Executive Director and Leader Family Office Services in EMEA and GSA at EY, Ernst & Young GmbH Wirtschaftsprüfungsgesellschaft, in Düsseldorf. Since over 20 years Peter works in Investment Banking / SME Corporate Finance transactions and in Private Banking initially at Deloitte in London, the WestLB-Group, HSBC Trinkaus, Sal. Oppenheim and with IMAP M&A Consultants.

Since June 2012 Peter Brock set up the global and multidisciplinary services offering for Family Office Services at Ernst & Young. He advises Family Offices and entrepreneurial families regarding holistic services around tax and audit, but also setting up and structuring a Family Office, risk management / controlling, succession issues, family governance and M&A advisory or Real Estate transactions, i.e. assisting family investors in direct investments projects.

e-mail: [peter.brock@de.ey.com](mailto:peter.brock@de.ey.com)

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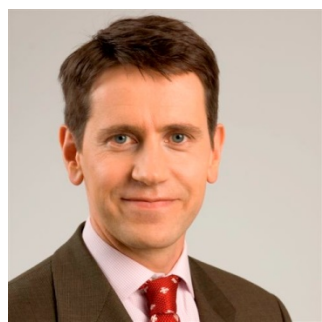
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**Matthew Norman**, Deputy Chairman, **Family Office Council**, London, UK

Matthew advises several UK based resident non-domiciled families and is a director of a UK charity founded by a UHNWI. Matthew's prior experience includes eight years working for a London based Brazilian family as head of investments, this role included consolidation and reporting on all of the family's assets, discretionary management of the liquid wealth and running relationships with numerous banking, legal, trust and consultancy firms. Matthew is Deputy Chairman of the Family Office Council, a membership group for Single Family Offices. Matthew regularly speaks at industry conferences on issues such as family governance, philanthropy and the running of family offices, while he is often consulted by families on both philanthropic and next generation issues



**Peter Wüthrich**, lic. oec. HSG, CFA, FRM, Member of the Management Board, **OnValues Ltd**, Zurich

onValues is a boutique investment consulting firm serving a wide range of asset owners, including family offices/private wealth holders, foundations and pension funds. Peter is running onValues together with its founder Dr. Ivo Knoepfel. Previously he was a co-founder of Wuethrich, Henz & Co. AG where he advised owners of large wealth on their long-term investment strategies and manager selection. Before that, he served on Rothschild Bank Zurich's executive board and was the bank's Chief Investment Officer and Global Head of Research for many years. He held similar positions at VZ VermoegensZentrum, Bank Julius Baer and Cantrade Private Bank. Peter graduated with a master degree in Banking and Finance from the University of St. Gallen, Switzerland. He subsequently passed the Chartered Financial Analyst and Financial Risk Manager exams to become CFA and FRM charter holder.

**Benjamin Firmenich**, Partner in charge of Investors Relations, **IMPACT FINANCE MANAGEMENT SA**, Geneva, Switzerland

**John Fairhurst**, Head of Programmes, **OPTIMUS FOUNDATION**, Zurich



**Antonis Schwarz**, European Community Manager, **The ImPact**, Germany

Antonis Schwarz is the European Community Manager for The ImPact. He is a 3rd generation member of a German family that built and sold a leading pharmaceuticals company. After shifting his personal wealth into impact investing, Antonis has become a sought after peer mentor among Next Gens and Family Offices. His story was featured in the 2016 [Tonic millennials report](#) and he is a featured speaker at conferences such as Prestel Family Office Conference and the St. Gallen Symposium. He started his own foundation ([Guerrilla Foundation](#)) for advocacy projects in Europe. Antonis is passionate about strengthening the Next Gen impact investing movement and being of service to other families embarking on their impact investing journeys.

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**Jan Willem den Besten**, Senior REDD & Advisor

**IUCN National Committee of The Netherlands (IUCN NL)**, Amsterdam, The Netherlands



**Michel Vandevoyr**, Co-Managing Director, **Backbone**, Luxembourg

He is specialized in Financial Accounting, including a strong interest in the set-up of investment operations. He has 20 years successful experience in the banking sector where he had different management functions in Custody, Client relationships and Funds Industry areas.

He personally brought his expertise in the Employee Volunteering program to provide technical assistance to the microfinance project in Vietnam with working on various topics like training tools, risk management and internal control.

During his professional life, Michel got a Master's degree in economics and social sciences (1996) from the Facultés Universitaires Notre Dame de la Paix in Namur.

Having a strong technical background in financial services and accounting, and a very good pragmatic sense of action, Michel has played a key-role in implementing the concept of mesofinance into a venture.

Michel is also Luxembourg based-representative of the French NGO "Entrepreneurs du Monde" specialized in Social Microfinance.

Email: [mvandevoyr@backbone.eu.com](mailto:mvandevoyr@backbone.eu.com)

**Xavier Heude**, Co-Managing Director, **Backbone**, Luxembourg

He initiated his career as a Corporate Relationship Manager with Credit Lyonnais, a leading French bank, where he was in charge of the business development (clients' retention and acquisition) of a SME portfolio. He has always considered this experience as being a very good starting point, owing to the large array of duties to perform due diligences; to visit clients and understand what are the key-features of their business; to analyse corporate credit requests and defend them at the Credit Committee; to advise and sell financial services (including negotiation of the banking operations terms).

His second main area of experience was as a Project Manager for significant operational efficiency programs within large companies and institutions in the industrial, services and banking sectors.

Alongside his job, Xavier has been teaching SRI – Socially Responsible Investment in a Master Bank-Finance-Insurance since 2012.

Xavier holds 2 Masters: the first one in Business management (1990) ; the second one being a Master in research in Ecological Economics and Sustainable Development Policy (2005). His research paper was: "Towards a definition of a responsible investment ».

Email: [xheude@backbone.eu.com](mailto:xheude@backbone.eu.com)



# IMPLEMENTING A GLOBAL IMPACT INVESTMENT STRATEGY

Trends & Considerations for Asset Allocators, Family Offices & Institutional Investors

Conference – May 18<sup>th</sup>, 2017 – Mövenpick Hotel – Geneva



**Luca Taiana**, Senior Investment Advisor in Sustainable Investing, **UBS**

Luca is responsible for the sustainable investing markets in Switzerland and Italy where he advises Ultra High Net Worth and institutional clients on investment solutions that consider environmental and social values alongside financial returns. He is board member of a private equity impact investing fund, member of directors of the Swiss Better Gold Association and lecturer at the University of Zürich.

Luca holds a MSc from the University of Basel, a MAS in Finance from the University of Zürich and is Certified Wealth Manager Client Advisor. He speaks fluently Italian, English, German and French.



**Simon Henry**, Program Director, **International Carbon Reduction & Offset Alliance (ICROA)**

Simon is the Programme Director of ICROA and has 10 years' experience in the energy and climate change sector. Before joining ICROA, he was a Senior Consultant at Pöyry Management Consulting. In this role, his work focused on providing market analysis and commercial advice to a variety of European energy market stakeholders such as utilities, investors and regulators. This work included providing market and regulatory due diligence for project financing and M&A transactions, modelling of European wholesale electricity and carbon prices and market design advisory services.

Prior to joining Pöyry, he was a consultant at AEA (now Ricardo Energy & Environment), and worked with both private and public sector clients. Here his work focused on several areas including the EU ETS, life cycle assessments and carbon management.

**Tim Radjy**, Founder & Managing Partner, **AlphaMundi Group**



**John Fairhurst**, Executive Director Programs, **UBS Optimus Foundation**, Zürich

John Fairhurst was appointed Executive Director of Programs at UBS Optimus in July 2015. Prior to this he was the COO at the Global Alliance for Improved Nutrition (GAIN), a Geneva based organisation focusing on improving nutrition in developing countries, primarily through public private partnership and increasing the impact of markets that the poor access.

His career has bridged the private sector and not-for-profit sectors and his drive has been to bring a greater convergence of the value that both provide. He helped establish and manage the program portfolio of the largest private foundation on international development in the UK, the Children's Investment Fund Foundation (CIFF). He has worked for Oxfam as a Regional Manager in East Africa overseeing development and humanitarian programs in an area covering from the Democratic Republic of Congo to Eritrea, as well as working as the Country Director in Afghanistan, and in Northern Sri Lanka. He was also a board member of the Mines Advisory Group (MAG), a major mines clearance organisation.



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**Sinikka Demare**, Venture Partner, **Nextech Invest Ltd**, Zurich, Switzerland

As a Venture Partner, Sinikka Demaré advises the Nextech Invest management in strategic decisions and coordinates the fund raising strategy.

Prior to this, Sinikka Demaré was Managing Director at Ortec Finance, whose Swiss office she founded in 2007. During her time at Ortec, Sinikka Demaré was responsible for strategic asset allocation and investment consulting for pension funds, insurance companies and other asset and private wealth managers as well as having direct responsibility for several large institutional investors.

For 20 years before joining Ortec, she held leading positions in corporate finance, business and pensions fund management at Dow Chemical. Sinikka Demaré obtained her Master of Science in Economics from the Business School of Helsinki and is a Chartered Financial Analyst. She was twice selected by the ai-CIO magazine as one of the top 25 global consultants.

**Sandeep Farias**, Co-founder, **Elevar**, Mumbai, India

Sandeep Farias has a wealth of knowledge in the impact space and has been an active investor with a track record for 10 plus years.

Here's a quick overview of his background:

Co-founder of Elevar in 2008. Born in India

- 20+ years emerging markets investing experience and Corporate Law
- Head and Founder of Unitus India strategy and operations helping non profit MFIs transform into regulated MFIs, raise capital and scale; Unitus Chief Innovation Officer
- Head of corporate law practice (capital markets, investments and M&A) and social sector practice at Nishith Desai Associates across Mumbai, Palo Alto and Bangalore
- Honors degree from the National Law School of India University, Bangalore

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## ESAFON PARTNERSHIP OPPORTUNITIES 2017

Should you like to **enhance** your **brand, products** and **services** and **showcase** and **promote** your **impact expertise** or **proven technology, know-how** and **processes** to Chinese investment partners, high profile Family Offices, Impact Private & Institutional Investors and Impact Fund & Asset Managers, don't hesitate to benefit from the following Partnership Opportunities.

If interested, please contact **Dr Anne Golbery, Senior Managing Director, ESAFON**, at [a.golbery@esafon.com](mailto:a.golbery@esafon.com) or on her mobile **00 33 6 45 83 67 67**; she will be pleased to discuss with you your **specific needs of communication**.

### “EXHIBITOR PARTNER”: CHF 2'450

- partner logo inserted in the conference brochure
- an exhibition space in the conference foyer for the duration of the conference to set-up your booth
- a personalised invitation to send to your contacts with a 50% discount for any registration for your contacts
- your Corporate Profile inserted on our web site with a link to your web site
- 3 complimentary conference invitations for your colleagues or clients (value: 1'800 CHF)
- the complete mailing list of the conference participants

### “FIRST CLASS PARTNER”: CHF 3'970

- a 30 minute non-commercial presentation as a speaker
- a personalised invitation to send to your contacts with a 50% discount for any registration for your contacts
- your Corporate Profile distributed to the participants
- 4 complimentary conference invitations for your colleagues or clients (value: 2'400 CHF)
- the complete mailing list of the conference participants

### “SILVER PARTNER”: CHF 5'480

- partner logo on front page of the conference brochure
- a 30 minute non-commercial presentation as a guest speaker with a formal introduction from the chairman
- lunch or cocktail hosted by your organisation (luncheon costs included in the total package of CHF 5'480)
- partner's logo appears on the schedule in participant folders
- your Corporate Profile published on our web site and distributed during the conference
- a personalised invitation to send to your contacts with a 50% discount for any registration for your contacts
- 5 complimentary conference invitations for your colleagues or clients (value: 3'000 CHF)
- the complete mailing list of the conference participants

### “GOLD PARTNER”: CHF 7'850

- all the conditions applying to EXHIBITOR partnership, plus:
- partner logo on front page of the conference brochure
- lunch or cocktail hosted by your organisation (lunch included in the total package of CHF 7'850)
- a 30 minute non-commercial presentation as a guest speaker with a formal introduction from the chairman
- 10 complimentary conference invitations for your colleagues or clients (value: 6'000 CHF)

### “LEAD PARTNER”: CHF 8'950

- all the conditions applying to GOLD partnership, plus:
  - exclusivity of partnership to company's market sector
- >The ESAFON Partners take in charge their travel and accommodation expenses  
->A 50% discount is granted on the second Partner Contract signed in 2017

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## ESAFON BOARD MEMBERS



**François Golbery, Chairman, ESAFON, Switzerland**

[fgolbery@esafon.com](mailto:fgolbery@esafon.com)

François Golbery is the Chairman of ESAFON, a non-profit independent association registered in the Registrar of the Federal Office in Bern with the objective of promoting and facilitating best practices amongst professionals from the asset, fund and wealth management industries across Switzerland and Europe.

François is also **Senior Managing Partner of MGFF Ltd**, a global strategic advisor to Institutional & Private Investors for long-term and sustainable investments.

François, through its long-term involvement at MGI in organizing high-level expert – driven conferences addressing the strategic consequences of EU principle-led directives within the Lamfalussy procedure in Europe has been at the forefront of interactive developments towards the best practices within the financial industry across Europe.

Established in Switzerland since 1997, he contributes and helps financial centres to formulate their strategic positioning and train market participants to implement change in day-to-day business practices.

Prior to MGI, François Golbery has served in various senior positions in Marketing and Finance within multinational companies. In 1988, he started-up and grew the French subsidiary of IIR in Paris as the most profitable entity of the group. He took over the responsibility of the Portuguese office as well.

He holds an MBA in Finance from the University of Hartford (Connecticut). François Golbery is a member of the Royal Ocean Racing Club in London



**Dr Anne Walhain Golbery, Senior Managing Director, ESAFON, Switzerland**

[a.golbery@esafon.com](mailto:a.golbery@esafon.com)

Dr Anne Walhain Golbery is **Managing Director and Board Member of ESAFON**, a non-profit independent association started in 2001. Anne is Head of the Global Operations including RP, Partnership, Customer Service, Marketing, IT, Finance, and Human Resources.

Anne is also **Managing Partner of MGFF Ltd**, a **global strategic advisor** to Institutional & Private Investors for **long-term and sustainable Impact investments**.

Anne has been with François Golbery, the co-founder of MGI Management Global Information SA, managing the global operations of MGI for 18 years.

Previously, as IT Program Manager, Anne has been designing and implementing Technical Information Systems for the Space Electronic Equipments at EADS, France, for 12 years, from 1982 to 1994.

Anne held a **Doctorate in Atomic Physics**, University of Caen, France, 1979.

Two from among her five children, Brieuc & Severine Maisonneuve, are running their **own Family Business in the 3rd generation**. Her youngest son, Edouard Golbery, Master Degree in Finance from HEC Lausanne, after 2 years as Treasurer at L'Oreal, arrived 4<sup>th</sup> from the Class 40 in the famous transatlantic solo race **TheTransat Bakerly**, Plymouth-New York, last May 2016; Edouard's new challenge is Route du Rhum next October 2018; to know more, please visit <https://www.edouardgolbery.com/>

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## ESAFON 2017



If you are an Asset Manager, a Fund Manager, the Head of a Family Office or a Strategic Advisor, join for 2017

### **ESAFON – The European & Swiss Network of Asset and Fund Managers, Family Offices and Strategic Advisors**

**ESAFON** is a Swiss registered non-profit association located in Switzerland that includes **family offices, institutional investors and best in class experts** addressing **global strategic impact investment issues**.

With 100 honorary members, the primary objective for **ESAFON** in 2017 is to help **family offices and institutional investors** increase **access, scalability and effectiveness** of their **Global Impact Investments**.

**ESAFON** members network with major international leaders through think tank meeting and social events. A major conference next May 18<sup>th</sup>, 2017 in Geneva will address global impact asset allocation across total portfolio.

A second conference in Shenzhen, November 22<sup>nd</sup> & 23<sup>rd</sup>, 2017, will discuss global impact co-investment in the new created Technopole CEFC China-EU Future City.

**ESAFON** members will furthermore have access to the GLOBAL IMPACT FAMILY OFFICE CO-INVESTMENT PLATFORM 2017 through the **ESAFON** website: [www.esafon.com](http://www.esafon.com)

- Their details are added to the **ESAFON DIRECTORY** which is updated on a monthly basis.
- They benefit from **one personal complimentary invitation to one ESAFON conference 2017** and from a **50% discount** on their registration fee to all ESAFON Conferences during one year.
- The Annual **Individual Membership Fee** 2017 is 400 CHF.
- The Annual **Institutional Membership Fee** 2017 is 900 CHF. It allows each Institution, Member of ESAFON, to register until 3 executives as ESAFON Member
- **ESAFON Honorary Membership**: this membership is restricted to the Donors willing to support the Association ESAFON for one year : from 1'000 CHF
- Please find ESAFON MEMBERSHIP APPLICATION FORM below.

*For more information concerning ESAFON Membership, please contact:*

**Dr Anne Golbery**, Senior Managing Director, **ESAFON** by either

**e-mail:** [a.golbery@esafon.com](mailto:a.golbery@esafon.com), or **mobile phone:** + 33 6 45 83 67 67

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Please return this form to **ESAFON** *by email*: [a.golbery@esafon.com](mailto:a.golbery@esafon.com)



## ESAFON APPLICATION FORM 2017

Name: .....

Job Title: .....

Company: .....

Address: .....

City & Zip-Code: .....

Country: .....

Telephone: .....

E-mail: .....

**Yes, I wish to enter the non-profit Association ESAFON, The European and Swiss Network of Asset and Fund Managers, Family Offices and Strategic Advisers for 2017**  
*I am introduced by:.....*

**Yes, I send you a short biography by e-mail with a colour portrait to be published on the private ESAFON website 2017**

Individual  
Subscription  
**2017**

(400 CHF)

Institutional Subscription  
**2017**

Until 3 members (900 CHF)

Honorary Membership  
**2017**

Donor :.....

(from 1'000 CHF)

**Yes, I will send you the payment upon receipt of your invoice**

Date:

Signature:

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**How to Register:**

Please send back this Form fulfilled and signed to our Customer Service at [customer.service@esafon.com](mailto:customer.service@esafon.com)

**CONFERENCE:** (cpe: 8 hours)

**03.04.2017**

**Title: IMPLEMENTING A GLOBAL IMPACT INVESTMENT STRATEGY**

**Date:**

May 18<sup>th</sup>, 2017

**Conference Code:**  
C1720

**Conference Venue:**

Mövenpick Hotel Geneva, Route de Pré-Bois 20, 1215 Geneva, [www.movenpick.com](http://www.movenpick.com)

*This 5\* Business Hotel is very closed to the Airport and has a free shuttle available every 15 min for its clients*

**REGISTRATION:**

Name ..... First Name .....

Position .....

Company .....

Address.....

E-mail.....Tel.....

<b>IMPLEMENTING A GLOBAL IMPACT INVESTING STRATEGY</b>	<b>Fee includes Refreshments, Buffet Lunch, a Full Documentation Package including the CD ROM of the presentations</b>
<input type="checkbox"/> Yes, I wish to register * May 18 <sup>th</sup> , 2016 – Mövenpick Hotel, Geneva (C1720)	
<input type="checkbox"/> Yes, I wish to book a room at Mövenpick Hotel at the special ESAFON rate of 200 CHF	
<input type="checkbox"/> Standard Registration Fee	<b>CHF 600</b>
<input type="checkbox"/> Special Early Registration Fee for group of 2 persons and more, for Registration & Payment by April 14 <sup>th</sup> , 2017	<b>CHF 300 per delegate</b>
Date: .....	Signature: .....

\*Please tick the applicable box

Yes, I will pay by wiring transfer upon the receipt of my invoice

Please send the invoice to the following address:

Name, Job Title:.....

Address:.....