

CAREERS IN SOCIAL INVESTMENT BIG SOCIETY CAPITAL

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Agenda – Careers in Social Investment





Introduction



Overview of Social Investment

Overview of careers in social investment



Panel Discussion, and Q&A

OVERVIEW SOCIAL IMPACT INVESTING

BIG SOCIET CAPITA

Social investment is the use of repayable finance to achieve a social as well as a financial return







At Big Society Capital



We do this by working with partners to



Social investment is part of a broader spectrum between philanthropy and mainstream investing



	Financial-only	Responsible	Sustainable		Impact		Impact-only
	Delive	Delivering competitive financial returns					
		Mitigating Enviro	onmental, Social a	nd Governance (ESG) risks		
			Pursuing Environmental, Social and Governance opportunities				
				Focusing on	measurable high-	impact solutions	
Focus:	Limited or no regard for environmental, social or governance (ESG) practices	Mitigate risky ESG practices in order to protect value	Adopt progressive ESG practices that may enhance value	Address societal challenges that generate competitive financial returns for investors	Address societal challenges where returns are as yet unproven	Address societal challenges that require a below-market financial return for investors	Address societal challenges that cannot generate a financial return for investors
Examples:		 PE firm integrating ESG risks into investment analysis Ethically- screened investment fund 	 "Best-in-class" SRI fund Long-only public equity fund using deep integration of ESG to create additional value 	 Publicly-listed fund dedicated to renewable energy projects (e.g. a wind farm) Microfinance structured debt fund (e.g. loans to microfinance banks) 	• Social Impact Bonds / Development Impact Bonds	• Fund providing quasi equity or unsecured debt to social enterprises or charities	

Snapshot of Global Impact Investing





Long standing and emerging players





SOME OF THE OVER 1000 ORGANISATIONS THAT HAVE

BENEFITED FROM SOCIAL INVESTMENT SO FAR







CAREERS IN SOCIAL INVESTMENT

Shared Lives

My career journey to social investment...



DIFFERENT CAREER OPTIONS IN SOCIAL INVESTMENT



Investors

Investors are a diverse group and offer a range of opportunities across asset class and social issue areas across the spectrum shown on previous slide.

Advisors and consultants

These are often working on discrete projects for investors, charities and social enterprises, government, thought leaders, etc.

Thought leadership organisations

Government and affiliate bodies

Infrastructure development

Standards and Certificate organisations

Networks and membership bodies

Social Enterprise?

Model adapted from CASE

Who are the social investors?



Philanthropic	Mission related (MRI)	Finance-first endowments investments managed to assist philanthropic aims	MacArthur Foundation ACCESS The Foundation for Social Investment
Investors	Programme related (PRI)	Impact-first investments targeting market failure	JOSEPH ROWNTREE FOUNDATION
Individual Investors	Portfolio allocation to impact	Socially motivated high net-worth individuals	Clearly Social Angels
Institutional Investors	Responding to client demand	E.g. Pensions, responding to social motivations of member	BLACKROCKIMPACT
Fund Managers	Investing in impactful opportunities	Often recipients of above capital to lend to social enterprises and initiatives	INVESTI BIGU BOV Bethal Key With Street Stre



Social Enterprise – Capacity	Ranging from support with business model through to finance advice	UnLtd (Social Investment Business
Social Enterprise – Funding	Capital raising support from issuing bonds to connecting social enterprises with investors	ClearlySo IMPACT Allia IMPACT FINANCE
Public Sector	Supporting central and local government to use social investment	SOCIAL FINANCE
Investment Advisors	Seeking to provide socially motivated clients with impact investment opportunities	BARCLAYS WEALTH Store UBS

What type of role is right for you?

Below are some of the questions worth asking yourself as you think about the right role:





Top tips when applying for a role in social investment



All the usual recruitment good practice applies in social investment too, but some questions to think about that a recruiter will be looking out for at different stages of the recruitment process. This list is not exhaustive nor if you fulfil them will it guarantee a role in social investment.

Social Drive	 How are you able to demonstrate this in a tangible way? E.g. work experience, volunteering or involvement in initiatives. 	
Favourite social investment/ enterprise?	 Be prepared to speak about these to demonstrate you are making an informed decision to pursue a career in social investment. 	
Why do you care about the social issue?	 No-one is expecting you to be an expert, but if you say a social issue gets you up in the morning, be ready to speak about trends and key current policy issues. 	
Showing empathy	 Social investment requires an appreciation for perspectives of multiple stakeholders, but in particular the beneficiaries that charities and social enterprises are supporting. 	
Clearly articulate transferable skills	 Most people moving into social investment are coming from a different industry, therefore it is important to talk about how skills developed can be applied in social investment. 	

WHERE TO LOOK FOR ROLES





Panel Discussion – Day in the life of a social investment professional











Tom Davies Social Finance Hayley Hand Big Society Capital Jamie Innes Tribe Impact Capital Natalia Fernandez Big Issue Invest



Commonweal housing





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