

IFF

SUSTAINABLE INVESTING

Learn how to identify, structure and finance
lucrative sustainable impact investments

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Learning partner of

FundForum

COURSE INFORMATION

The demand for sustainable (socially responsible) investing has grown considerably in recent years. It can be thought of as an investment strategy which seeks to consider both financial return and environmental, social and governance issues. The approach involves the incorporation of environmental, social and governance (ESG) factors into investment decisions. There is also a subset of it known as "impact investing", devoted to the conscious creation of social impact through investment.

But does sustainable investing work? The evidence suggests yes. For example, one significant study showed that investing in sustainability has usually met, and often exceeded, the performance of comparable traditional investments.

THIS COURSE WILL ENABLE YOU TO:

- ★ Articulate what sustainable investing is as an investment strategy in its own right
- ★ Distinguish between sustainable and impact investing
- ★ Recognise the importance of sustainable investing as a development finance tool
- ★ Analyse the significance of Environmental, Social and (corporate) Governance (ESG) factors on the performance of a sustainable investment opportunity
- ★ Identify financial institutions involved in sustainable investing and what form their involvement can take
- ★ Explain the significance of ESG screening criteria
- ★ Recognise the relationship between sustainable investing and the potential for value creation
- ★ Create a framework to evaluate the potential value of a sustainable investment opportunity and determine the how, when and why i.e. the potential value drivers of the investment and their sensitivity
- ★ Explain the implications of ESG criteria upon the due diligence process
- ★ Articulate the rationale for different methods used to structure and finance sustainable impact investments
- ★ Explain the difference in perspective and motivations of the various parties involved

COURSE LEADER

PROFESSOR DR ROGER W. MILLS

PHD, MSC, BTECH (HONS), CERT ED, MCOLL, FCMA, FCIS, FCT



Roger Mills is an Emeritus Professor at Henley Business School, University of Reading and he has a unique blend of academic and business experience.

Roger has consulted to numerous companies and organisations in many countries around the World. He has worked extensively with within private equity, including sustainable/impact investing, as well as with banks, consultancies, financial

institutions, development banks, foundations, sovereign funds, LPs and GPs.

As a private equity investor Roger was a founding member of a technology start up that secured a successful AIM listing on the London Stock Exchange for a dotcom company in the late 1990's. This listed company went on to acquire a number of businesses to refocus its activities before being acquired by a private equity player. He has also been involved extensively in recent years in advising a number of technology companies.

From his academic studies, all undertaken part-time whilst working, he has a PhD in Finance, a Masters in Management

Studies (MBA) and a first degree in Psychology, Sociology and Economics. During the professional part of his career he qualified as a Chartered Management Accountant, Company Secretary and Corporate Treasurer. He is a Fellow of the Chartered Institute of Management Accountants, the Institute of Chartered Secretaries and Administrators, and the Association of Corporate Treasurers. Currently, he is the CEO of his own group of companies and an advisor to a number of organisations at board level, including one Middle East bank.

Roger has written numerous articles and both authored and co-authored many books, the most recent being Masterminding the Deal (August 2013).

ABOUT IFF

IFF has been delivering training courses to finance professionals since 1991. We are part of Informa PLC and the learning partner of the FundForum and SuperReturn series of events.

- We continually develop and improve our training to make it more effective for you
- You'll experience interactive and practical training - implement what you learn straight away
- You'll learn from practising, highly-experienced financial experts
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DATES & PRICE

Please contact a member of our team for more details

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IN-COMPANY TRAINING

IFF's bespoke training solutions will help you address your specific key business challenges. The programme is designed for you, with content focusing on the issues you and your teams are facing. The course can then be delivered at your choice of location face-to-face, digitally or a combination of the two.

- ★ Tailored content - 100% targeted to cover your needs
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- ★ Value for money - train teams of staff at the same time
- ★ Risk free - we've been doing this for over 30 years

We will meet you anywhere in the world.

Please contact Leigh Kendall on +44 (0)20 7017 7190 or email: Leigh.Kendall@informa.com



This course will draw extensively upon real-life illustrations of sustainable investing practice

History and Emergence of Sustainable Investing

- 'Conscious' capitalism – UK 1800s religious groups, Quakers and Methodists and socially responsible investing (SRI) guidelines for their followers
- Cost Benefit Analysis 1970s
- The Sustainable Corporation 1994
- UN study 'Who Cares Wins' 2004
- 2005 launch of the UN Principles for Responsible Investment (PRI) and SRI as the integration of environmental, social and governance (ESG) factors into investment processes and decision-making
- 'TBL' – Triple Bottom Line 2006
- Sustainable investing and impact investing

Sustainable Investing - The Value Proposition

- History – Cost Benefit Analysis
- Financial economics and sustainability
 - value
 - ~ definition
 - ~ measurement - absolute vs. relative value
 - value creation and how to measure it in a for profit environment
 - ~ modelling value creation and market signals analysis
 - ~ value driver analysis
 - ~ value creation in a sustainable investing environment



MINI CASE STUDY

- Measuring value creation and key value drivers
- Implications of sustainable impact investing initiative

- Linking ESG factors for sustainable investment to long-term value creation via
 - returns on capital
 - risk management
 - growth
- The value proposition – ex ante vs. ex post perspectives

Measuring Sustainable Investment Performance

- Triple Bottom Line revisited
- The United Nations instituted Principles for Responsible Investment
- Environmental, Social and (corporate) Governance (ESG) Factors
 - introduction and background
 - what are ESG factors
 - why ESG factors are important, including but not restricted to:
 - ~ changing societal values
 - ~ performance
 - ~ fundraising
 - ~ impact on the investment process
 - ESG metrics - sustainability disclosures, reports and ratings

The Sustainable Investing Landscape

- Current update and prospects for the future



MINI CASE STUDIES

Who does it – A review of real-life illustrations including:

- Publicly traded corporations
- Private equity/venture capital
- Sovereign wealth funds
- Government authorities
- Development finance institutions e.g. development banks
- Not for profit organisations, charities etc.

- Why they do it
 - impact first investors
 - investment first investors
 - catalytic investors
 - other
- How they do it
 - direct vs. indirect
 - full service vs. funding
 - passive vs. active
 - investment vehicles and structuring issues
 - ~ closed vs. open ended structures, influence of investment time horizon and exit considerations
 - for profit investment structural considerations
 - social impact fund investment structural considerations
 - investor considerations
 - innovations in deal structures

Financial Instruments and Sustainable Investing

- Debt – types and rationale
- Grants
- Equity – types and rationale
- Mezzanine finance
 - definition
 - characteristics
 - structuring
 - application
- Developments and innovations

ESG Due Diligence and Compliance

- Due diligence
 - objectives
 - overview
 - implications
- Compliance - corporate transparency
 - ISO Standards - global - International Organisation for Standardisation (ISO)
 - specific legislation

Contact:

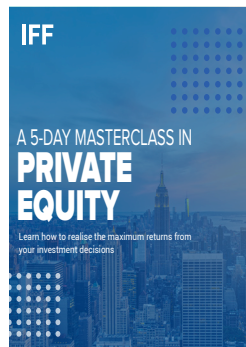
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CPD Certified:

IFF is recognised by the CPD Certification Service and have been approved to award CPD points towards professional development certifications. Attendance at this course will earn you 40 CPD points.

A SELECTION OF COURSES FROM THE INVESTMENT MANAGEMENT PORTFOLIO



See the website for full details www.iff-training.com

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