

# Sociale InnovatieFabriek

Een investeringsstrategie opmaken met Stakeholders

Leuven

28/01/2020



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## Agenda

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Who is Telos?

2

Introduction to Philanthropy

3

Introduction to Impact Investment

4

Telos Investment strategy

5

Q&A

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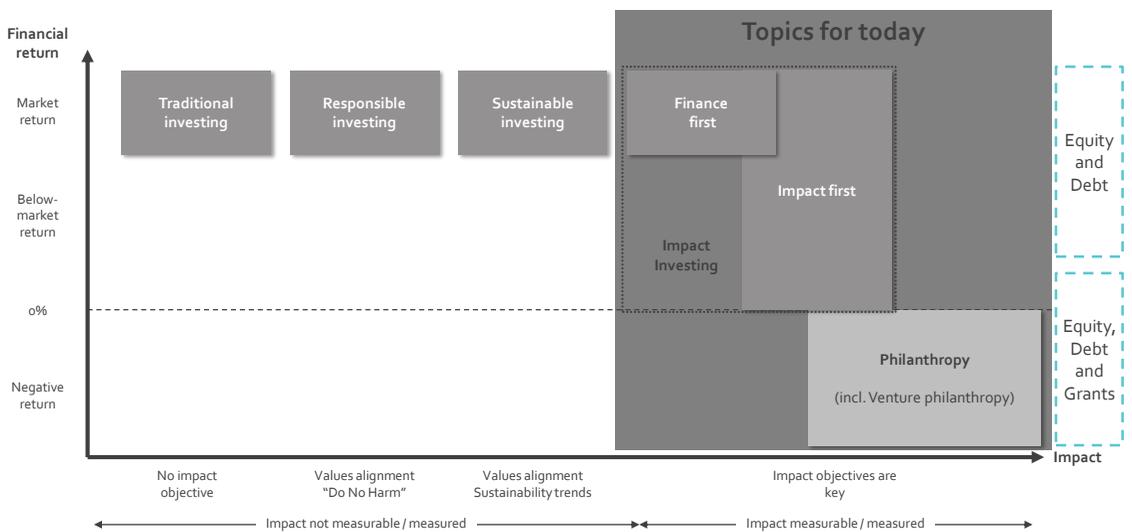
# Who is Telos ?



- Telos is a unique impact partner that combines both venture philanthropy and impact investing
- Our values: Joy, Excellence, Independence
- Created 4 years ago by Marc Flammang
- Today 15 people
- Our clients: Family Foundations and businesses
- Different missions:
  - Structuring Foundations
  - Management of Foundations
  - Consultancy in Philanthropy and Impact Investment for Foundations and businesses

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# Impact finance can be mapped along a spectrum ranging from “impact only” to “finance first”



Source: Guide to Impact Investing (Julia Balandina Jaquier)

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## Philanthropy is about:

All transfers freely granted by private actors, with a view to improving the quality of life of people and serving the common good

"All Transfers"

Both financial and non-financial resources

"By private actors"

Everyone (or nearly) can be a philanthropist

"With a view"

A strong and real desire to address social challenges

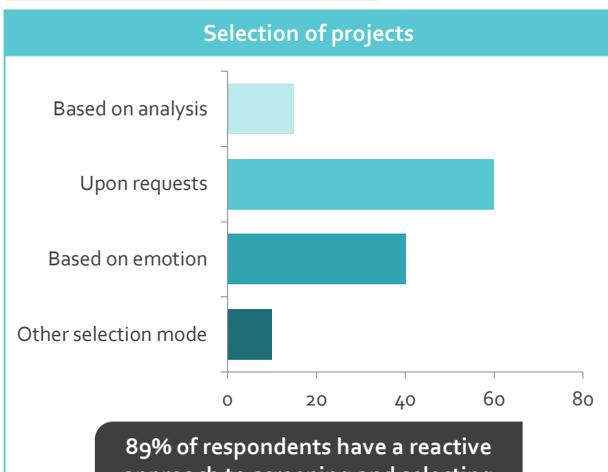
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# From generosity to effective philanthropy

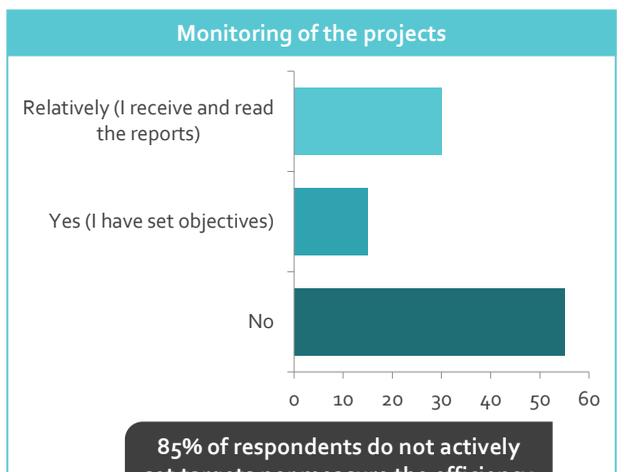


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## In Belgium, the processes for screening and selection of projects



**89% of respondents have a reactive approach to screening and selecting projects**



**85% of respondents do not actively set targets nor measure the efficiency of their philanthropic action**

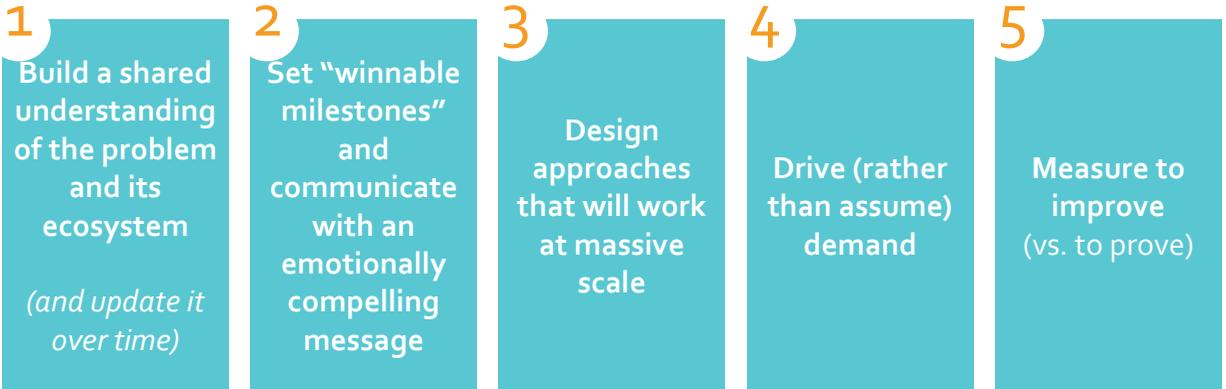
SOURCE: Interview of philanthropists in Belgium

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## Learnings from successful social change movements

### 5 key success factors



Source: HBR article "Audacious Philanthropy"

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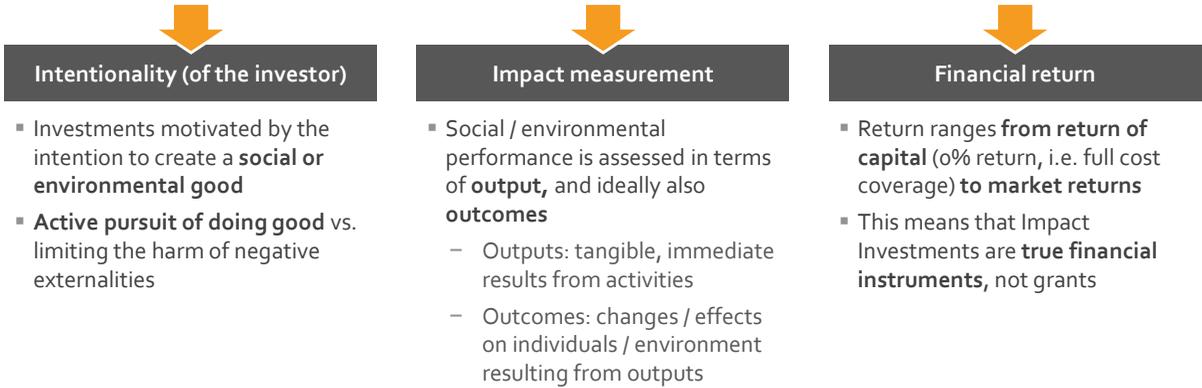
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## Three elements critical to Impact Investments

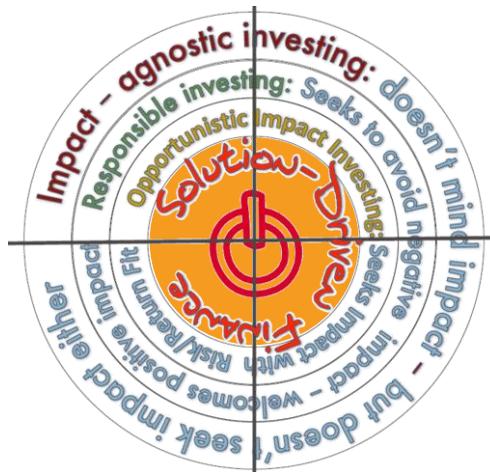
*Impact Investments are investments made in companies, organizations, and funds, with the intention of generating social and/or environmental impact, alongside a financial return*



SOURCE: GIIN; Guide to Impact Investing (Julia Balandina Jaquier)

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## Solution driven finance



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# Impact themes could be linked to the 17 UN Sustainable Development Goals



## SUSTAINABLE DEVELOPMENT GOALS



SOURCE: United Nations

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