



IMPACT INVESTING  
SOUTH AFRICA

# Biennial Report 2023



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***It is clear that there is an increasing awareness that capital is one of the most powerful drivers of change in the world.***

**- Cliff Proir, Chief Executive Officer, GSG Impact**



# Foreword

## Message from the CEO, GSG Impact

It has made me incredibly proud to bear witness to the progress that the South African National Advisory Board (NAB), Impact Investing SA, has made over the years. From when the organisation joined GSG Impact in 2018 as the first African NAB, to how impact investing is being recognised across the African continent today, it is clear that there is an increasing awareness that capital is one of the most powerful drivers of change in the world.

A particular highlight for me that has come out of South Africa is the inaugural Africa Impact Summit hosted in July in Cape Town. This event was a collaboration between impact investing NABs across the continent to form the Africa Impact Investing Group (AIIG), alongside the Bertha Centre for Social Innovation and Entrepreneurship at the University of Cape Town's Graduate School of Business, and GSG Impact. The theme of the Summit was 'Unleashing African Potential through Impact Investing', and I am proud to say that the summit showcased exactly that. I was impressed at the level of collaboration that occurred across the continent to organise the summit, as well as the level of collaboration that came out of the summit. GSG Impact is always proud to see more collaboration among the NABs at a continental level.

Impact Investing SA, like many organisations in the African and even global context, operates in a challenging environment. Science shows that climate change is happening faster than previously thought. And the impact on people is becoming ever more harmful, exacerbating long-standing social ills. We therefore need to use all the tools that we have, and Impact Investing SA has an important role to play. As one of the organisations growing the impact investing ecosystem, Impact Investing SA must be part of advocating for the allocation of impact capital to smaller businesses, to mainstream impact projects and to accelerate the just energy transition.

Impact Investing SA also has a role to play in advocating for the regulatory change that makes it easier to do good and harder to do bad, and in concretely enabling regulatory impact investing. Underpinning all of this is the move to promote impact transparency.

As the impact investing ecosystem grows in South Africa, it will be important for investors to have a pooled fund of local currency. We are seeing this occur more across the continent, with the Ghana NAB having launched its fund-of-funds model and the Nigeria NAB exploring a wholesale fund. GSG Impact would like to see South Africa work towards that as well. We would also like to see South Africa and other African countries have a stronger voice in the establishment of new international reporting standards. It is important that organisations in South Africa report in a way that is contextually suitable for them, instead of having to report according to standards set in an environment with Eurocentric contexts.

**“ While we should not underestimate the challenges that we all face, it is also important that we celebrate our achievements. ”**

The work that Impact Investing SA has done over the years is substantial, leading to many South African success stories. It is important that these are shared far and wide. As you read this report, my hope is that you feel inspired to be a catalyst for change in the way that Impact Investing SA has been.

*Cliff Prior*

**Cliff Prior**  
Chief Executive Officer at GSG Impact

# Opening reflections by Impact Investing SA Secretariat

As we reflect on the last two years, we are reminded of the wisdom in what Pablo Picasso once said: “Action is the foundational key to all success.” This is a reminder that success is a cumulative effect of daily actions, akin to building a house brick by brick.

Just as a house requires planning and consistent effort, so too does our journey at Impact Investing SA.

**“ Our commitment to  
impact, collaboration,  
leadership and  
transformation forms the  
foundation of our daily  
endeavours. ”**

We have embraced the role of convener, actively collaborating with diverse entities, fostering a collective approach to impactful initiatives, and positioning ourselves as leaders in the African impact investing landscape.

The inaugural Africa Impact Summit, hosted in Cape Town in July 2023, emerged as a testament to the power of collaboration, uniting the African NABs on impact investing with GSG Impact in the formation of the Africa Impact Investing Group (AIIG). We extend our gratitude to our headline strategic partners, Sanlam and the Motsepe Foundation, as well as the Bertha Centre for Social Innovation and Entrepreneurship, Ford Foundation and GSG Impact for their unwavering support.

The summit solidified many key takeaways, emphasising the transformative potential of climate action for the environment and economy. It shed light on the overlooked construction sector’s substantial emissions, and showcased initiatives like Namibia’s innovative green hydrogen fund. Blended finance emerged as a flexible instrument, with the ‘debt-for-nature swap’ intervention in

Ecuador illustrating its adaptability. The imperative of job creation, particularly for Africa’s youth, resonated strongly and encouraged investors to support manufacturing and the empowerment of women entrepreneurs. Furthermore, the critical role of impact investing in fostering youth employment and supporting startups and small, medium, and micro-enterprises (SMMEs) became evident. As we absorb these insights, let’s not merely reflect, but act. It’s time to leverage the knowledge gained, promote sustainable practices, and create positive change. Together, we can turn these takeaways into tangible actions, shaping a more inclusive, resilient, and sustainable future.

Impact Investing SA also had the opportunity to participate in the Annual GSG Impact Summit in Malaga, Spain, in October 2023. This was an instrumental platform for international NABs to convene, share learnings, and collaboratively shape the future of the global landscape for impact investing. Impact Investing SA participated in a panel discussion on the role of place-based impact investing which aims to boost local-level economic resilience, prosperity and sustainability sustainability; as well as on a panel discussing the importance of collaboration and forming an African narrative on impact investing.

The Impact Investing SA Impact Measurement and Management Working Group, in partnership with the South Africa Monitoring and Evaluation Association (SAMEA), held a successful Community of Practice (CoP) session in 2023. In November, Impact Investing SA participated in the Swiss Impact Investment Association (SIIA) Impact Investor Circle online event. It was an opportunity to bridge the North-South networks and introduce Swiss and European Union impact investors to the impact investing ecosystem in South Africa. This webinar was one of three hosted by SIIA focused on promoting the mobilisation of offshore private-sector capital to impact-driven enterprises in South Africa.

Global investment in impact-driven enterprises has surged, with South Africa expected to lead in the coming

years. Investors, however, grapple with challenges like greenwashing and potential trade-offs between financial returns and impact-outcome objectives. A case study published by our Supply-side Working Group showcased the Trust for Urban Housing Finance, which fills the finance gap for non-traditional entrepreneurs, demonstrating how mature companies can create competitive, impactful investment opportunities. Find out more here about how **the Trust for Urban Housing Finance** is balancing impact with commercial objectives to create competitive investment opportunities.

As we measure our progress, reflect on what has worked, and gather insights for the next steps, we invite you,

our valued stakeholders, to join us on this journey. Our commitment to making a difference is reflected in daily actions – brick by brick, step by step – towards a future marked by resilience, impact, and sustained progress.

We thank you for your ongoing support and collaboration.

*Monica Rossi*

**Monica Rossi**

Impact Investing SA Secretariat Lead at the Bertha Centre for Social Innovation and Entrepreneurship



*Monica Rossi, Gertrude Dendere and Motshegwa More*

# Setting the Scene: The South African impact investing landscape

South Africa's impact investing landscape continues to be a complex one, with many economic, political, and social challenges. High unemployment rates are exacerbated by slow economic growth rates, significantly lower than the target outlined in South Africa's National Development Plan.

Beyond economic factors, South Africa's social context is also extremely challenging, with many citizens experiencing a lack of access to clean water and basic sanitation services; lack of internet access and loadshedding (planned power outages).

Due to these significant challenges, there is growing pressure for organisations to contribute to sustainable development, and to integrate impact and shared value into their business models.

Impact investing has become more recognised as an investment strategy approach in South Africa, as it has globally. Whilst it can still be considered novel in comparison to traditional investing, it is fast becoming recognised by many corporations, asset managers, and institutional investors. South Africa continues to be the continent's regional anchor, with development finance institutions playing a significant role. According to the **African Investing for Impact Barometer (2022)**, South Africa remains the African country with the largest amount of assets in USD dedicated to one or more investing-for-impact strategies, followed by Nigeria and Kenya.

As impact investing continues to grow, ESG integration remains the leading investing-for-impact strategy in Southern Africa. A few other trends (and challenges) have been identified in the market.

## Market trends

- Increased institutionalisation of corporate giving. South Africa has seen an increase in corporate social investment activities driven by the enabling policy environment. According to the African Venture Philanthropy Alliance, deployment of grants and donations is increasingly supplemented by innovative finance structures, such as blended finance mechanisms.
- South Africa continues to launch innovative finance instruments that support impact investing, including impact bonds in social sectors such as education, energy and youth employment. There is also an increased adoption of gender-lens investing in South Africa, with more companies like Standard Bank committing to serve female-owned enterprises and funds like the African Women Impact Fund being established.

## Market challenges\*

- Definition ambiguity and a lack of a standardised measurement framework for impact investing.
- Negative perceptions in the market by some investors that impact investments cannot yield market-related returns.
- Lack of investment-ready deals in South Africa according to some investors.

## Opportunities in the market\*

- Ongoing growth in the local market.
- Promising financial and impact returns in selected sectors such as renewable energy, agriculture, education, and affordable housing.

\* **Source:** Stephen McCallum & Suzette Viviers, 'Exploring key barriers and opportunities in impact investing in an emerging market setting' (2020)

## Setting the scene



**43,4%**

South Africa's youth unemployment rate in Q3 2023.



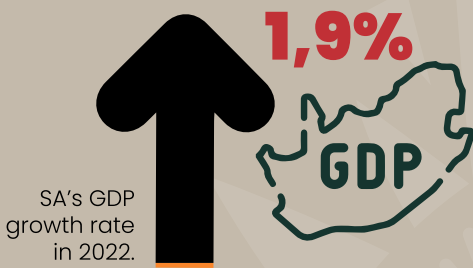
**31,9%**

The national unemployment rate in the same period.



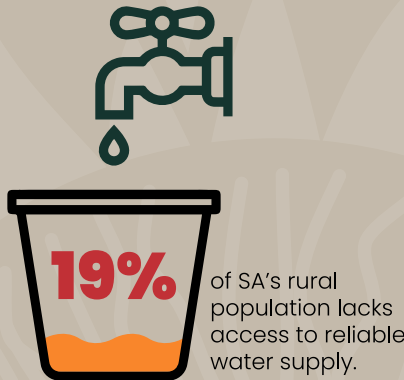
**6%**

The annual GDP growth rate targeted in SA's National Development Plan.



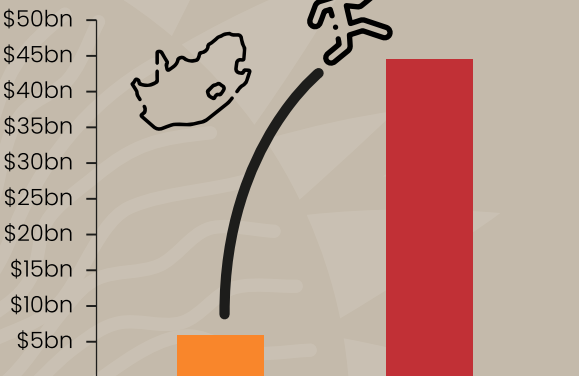
**1,9%**

SA's GDP growth rate in 2022.



**19%**

of SA's rural population lacks access to reliable water supply.



**\$6bn**

The value of impact investing assets under management in SA in 2015.

**\$44.4bn**

The value of impact investing assets under management in SA in 2022.



The number of hours of loadshedding South Africa experienced over 207 days in 2022.



**28%**

of the population does not have access to the internet.



**33%**

do not have basic sanitation services.



**USD 44bn**

The size of impact investing as an IFI in Southern Africa.



**USD320bn**

The size of ESG integration as an investing-for-impact (IFI) strategy in Southern Africa.

Leading asset managers: ESG investing in Southern Africa

**Ninety One**  
**Sanlam Investments**  
**Old Mutual Investment Group**



The year the term 'impact investing' was coined.

Leading asset managers: Impact investing in Southern Africa

**Futuregrowth Asset Management**  
**Ashburton Fund Managers**  
**Mergence**



**145**

The number of impact funds in Southern Africa (125 are in South Africa).





***We should identify the real economy need, go beyond the philanthropic mindset, and foster partnerships for impact.***

**- Abel Sakhau, Chief Sustainability Officer at Sanlam Group**



# The value of investing one rand: How ESG additionality can drive socio-economic development

As listed companies, we are preoccupied with becoming the best performer in international and local ESG (Environmental, Social, and Governance) ratings and rankings. Many companies can attain excellent performance in these. However, when one looks at the evidence on the ground, identifying the sustainable impact associated with such performance is a challenge. Why is this the case?

I contend that good ESG performance is never a race to the top. No two jurisdictions will have the same ESG challenges and benefit from the same impact investing strategy. The principle of partnership for impact must drive it. Companies should be measured on how they have leveraged collaboration and investment to deliver sustainable impact to the beneficiaries of socio-economic investment. As an engagement platform, the inaugural Sanlam ESG Barometer provided an opportunity for companies to clearly define what good ESG impact investment looks like – from the perspective of the beneficiaries, and in the context of their reality.

The Paris Financial Centre Impact Task Force argues that impact finance is an investment that aims to accelerate the just and sustainable transformation of the real economy by providing evidence of its beneficial effects. For ESG impact investment to attain additionality status, it should allow the beneficiaries of the investment to increase the impact generated by their activities. This is not a simple aspect to determine, as one must have a long-term view of their investment return and be open to allowing the partnership to stretch every rand that they invest. The challenge is that when ESG impact investment is done primarily to meet compliance requirements and receive accolades to increase company visibility, it becomes a challenge to embrace partnerships and assume a long-term view of working with beneficiaries.

How do we stretch 1-Rand to ensure that it accelerates the just and sustainable transformation of the real economy by providing evidence of its beneficial effects?

1. Identify the 'Real Economy Need' and appropriate 'Impact Investment' vehicle. This cannot be conceived in the boardroom with company ESG specialists discussing what beneficiaries require and how they will provide the solution. This should be a consultative process which starts with a blank slate and the desire to create impact. Recipients of ESG impact investment

will usually have a good sense of their needs and possible solutions – as impact investors. We must approach this as a partnership from the onset.

2. 'Go beyond the philanthropic mindset'. Beneficiaries are not waiting to be rescued by a big corporate. This mindset does not result in 'ESG additionality', because it is not intentional, and the measurement of long-term success for the beneficiaries is not essential. It can be seen as a handover to the need.
3. Lastly, foster 'Partnerships for Impact' to create a more significant impact in the real economy. Going it alone with the hope of creating ESG additionality will be like trying to boil the ocean. The Sanlam ESG Barometer seeks to engage with industry partners on the value of ESG additionality and identify opportunities to foster partnerships to create a more significant impact. The focus is to ascertain if companies actively seek ESG investment opportunities towards creating sustainable impact in the real economy.

It cannot be Business As Usual when it comes to ESG additionality. Yes, we acknowledge that companies are measured on their performance against ESG ratings and rankings. However, this cannot be at the expense of creating a real impact in the real economy for beneficiaries. The ESG initiatives and community beneficiaries we include in corporate, glossy sustainability report case studies should be the narrators of their success – and be partners to corporates.

In conclusion, we should identify the 'Real Economy Need', 'Go beyond the philanthropic mindset, and 'Foster Partnerships for Impact. Results are demanded of us collectively; there is no prize to be won by those who arrive at the top of the mountain while leaving an unsustainable and untransformed economy.

To register, visit [www.sanlamesgbarometer.co.za](http://www.sanlamesgbarometer.co.za)

*Abel Sakhau*

**Abel Sakhau**  
Chief Sustainability Officer at Sanlam Group

# The Global Impact Investing Landscape

Impact investing is experiencing remarkable growth, moving from the fringes of finance to the forefront of global investment. This surge is evident in countries witnessing accelerated growth within their domestic markets of more than 50%.

New investment products and vehicles are being structured and launched, providing investors with diverse opportunities to generate both financial returns and meaningful impact.

Over the past few months, National Advisory Board (NAB) partners in Australia, Canada, Ghana, Nigeria, and Spain have secured a combined \$1.5 billion for local impact investment wholesalers and funds of funds. These vehicles will invest in domestic and regional small and medium enterprises (SMEs), the economic backbone of virtually every economy in the world. Türkiye has unveiled its first social impact bond (SIB), which focuses on tackling youth employment, joining a market worth more than \$700 million.

In the public markets, the green, social, sustainability and sustainability-linked (GSSS) bond market has grown exponentially, reaching \$3.8 trillion at the end of 2022, representing 5% of global bond markets. The value of the GSSS bond market is expected to hit \$5 trillion by 2025. Simultaneously, new disclosure frameworks and engagement opportunities are helping to ensure that capital reaches the populations and issue areas most in need, whether funding progress toward sustainable development goals, social equity and a just transition

to net zero, or nature-based solutions. The **GSG Impact Pensions and Impact Investing report** provides examples of how NABs are boosting their engagement with pension funds. The Netherlands NAB recently unpacked the capital requirements for institutional investors, showing how investors can boost allocations to emerging markets.

The shift towards mainstreaming impact investing represents a pivotal moment, one in which profit and purpose are essential components of building a more sustainable and equitable future. Although climate and renewable energy often dominate discussions and transactions, our partners are actively working to expand impact investment into other crucial sectors, such as agriculture, health, and education. The Nigeria NAB released a **report** addressing financing gaps in these sectors, informing the design of an impact wholesale fund that will provide financing solutions to SMEs in these domains. Meanwhile, GSG Impact joined the Japan Presidency of the G7 in its endorsement of the **Impact Investment Initiative for Global Health (Triple I for GH)**, supporting the flow of private capital to global health. SDG-aligned technology ecosystems have been promoted through an **EU-funded consortium project** with four NABs, facilitating more direct linkages between the social economy and pure-play tech ecosystems.

We invite you to join us as we see how these trends will continue to develop in 2024 and beyond.

**GSG Impact**



# A message from the Impact Investing Institute (UK NAB)

More and more investors recognise that the transition to net zero needs to be fair and inclusive to be successful, but they often do not know how to align investments with this so-called just transition. To support them, the Impact Investing Institute hosts the **Just Transition Finance Challenge**, a community of practice comprising 27 global financial institutions. Participating asset managers, asset owners, development banks, and consultants control over £5 trillion in assets and collaborate on exchanging good practices on just transition finance.

## Practical tools for investors

Together with the participants in the Just Transition Finance Challenge, we created the **Just Transition Criteria**, a practical tool that helps fund managers design and structure investment products aligned with a just transition. The Criteria help to align financial products with the three elements of the just transition: climate and environmental action, socio-economic distribution and equity, and community voice.

We are now working with leading asset managers to pilot the integration of the Criteria across asset classes. Our objective is to mobilise £500 billion for just transition finance by the end of the decade. We were pleased that the Criteria has been referenced in various frameworks tailored to different local contexts, such as the **Just Transition Transaction Framework** developed by South African partners, the research institute TIPS (Trade & Industrial Policy Strategies).

The third element of the just transition, community voice, often intrigues. How can investors ensure that communities impacted in transitions have a say in the process? For instance, when an energy company undergoes decarbonisation, how can key stakeholders including workers, local suppliers, and communities, have a voice in shaping transition plans? An increasing

number of investors are seeking to integrate community engagement, recognising that it enhances the chances of the transition to succeed. We have recently launched a **guide** to help investors engage with communities, providing examples of how to do so practically and meaningfully.

## Supporting a just transition in emerging and frontier markets

The need for just transition finance is particularly urgent in emerging and frontier markets. In those markets, capital needs are acute, but the global investor focus on climate action can feel disconnected from local development priorities. With funding from the Catalytic Capital Consortium, we released a guide showing how catalytic capital providers – such as development finance institutions, multilateral development banks, and philanthropies – can support the achievement of a global just transition. The guide pays particular attention to successful models of partnership with local investors who are well-suited to integrating local priorities and private investors' frequent focus on climate. The guide, developed in partnership with Krutham (formerly Intellidex), is available **here**.

Examples profiled in the guide include KawiSafi Ventures, a fund investing in companies that target energy poverty and climate change. This facility is supported by the Green Climate Fund and AXA to mobilise private capital to provide affordable energy access to 10 million people in East Africa. A Technical Assistance Facility deepens the fund's impact, helping it engage with and ensure it reaches low-income populations.

We welcome expressions of interest in our work on the just transition, including joining the Just Transition Finance Challenge, at [justtransition@impactinvest.org.uk](mailto:justtransition@impactinvest.org.uk)



*David Krivanek*

**David Krivanek**  
Senior Programme Manager



*Hanan Arman*

**Hanan Arman**  
Programme Officer

*The Impact Investing Institute is the UK's National Advisory Board for Impact Investment, with a mission to connect capital to impact and act as a bridge between new economic ideas and mainstream capital markets.*



***Catalytic capital has significant potential to generate impact and drive more financing to priority SDG sectors.***

**- Dr Jason Van Staden, Project Manager at the Bertha Centre**



# How Catalytic Capital can help Africa achieve its SDGs

Africa needs more concessional and risk-taking capital to avoid continental social, environmental, and economic collapse. Africa needs catalytic capital, which will generate positive impact and enable third-party investment.

UN Secretary-General António Guterres recently highlighted that just 12% of the Sustainable Development Goals (SDGs) are on track, with most SDGs stagnating and even regressing. He further highlighted that most developing countries are suffering financially and cannot invest in SDGs.

According to the 2022 Africa SDG Report, without action, nearly 492 million Africans will be left in extreme poverty and 350 million will remain in that condition in 2050. Africa has suffered substantially in progressing towards its SDG goals due to the pandemic, climate change, and the Ukraine war. Unlocking funding for social and environmental projects is key to making progress and reversing Africa's current trajectory, which sees it needing around \$1.3 trillion annually to reach its SDGs by 2030.

Even with the rise in impact investing, critical capital gaps continue to hinder progress towards creating positive social and environmental impact at scale. These capital gaps include underserved populations such as women, developing countries, early-stage businesses, and climate projects. Capital gaps are still prominent – around 67% of impact investors still require market rate returns, 55% of impact investments are allocated to developed countries, and the majority of impact funding is allocated to the energy and financial sectors. Impact investing, as currently practised, is not going to close these gaps. Catalytic capital is needed to close these capital gaps.

Catalytic capital is investment capital that accepts disproportionate risk and/or concessional returns to generate additional impact and investment. It is seen as a subset of impact investing which focuses on impact and crowding-in (private-sector) capital. Catalytic capital can be a direct investment into a social enterprise, or it can form part of a fund. Capital can be catalytic through offering favourable terms, which could include lower returns, longer time horizons, mezzanine finance, and guarantees.

An example of catalytic capital being used in Africa to close a capital gap is the Energy Entrepreneurs Growth Fund (EEGF), launched in 2019 by the Shell Foundation, a Dutch FMO (development-finance institution). Access to energy (A2E) is a priority sector for Africa, with more than 600 million people lacking access to energy, and women disproportionately affected. The fund aims to address the A2E capital gap in Africa, where it is prominent due

to political instability, macroeconomic instability, and other perceived risks related to geography. EEGF supports early-stage companies, which represent a critical capital gap. EEGF is catalytic, as it takes on disproportionate risk differently than traditional investment mechanisms, through accepting longer time horizons, and uses flexible financing instruments to provide access to finance and other support to early-stage A2E companies.

Catalytic capital is often a key component in mobilising investment in blended finance structures. Blended finance uses catalytic capital from philanthropic and public sources to crowd-in private-sector investment towards sustainable development. Cross Boundary Energy Access (CBEA) is a blended finance vehicle that aims to help mini-grid solutions scale to provide rural populations with access to energy. The Rockefeller Foundation contributed \$5 million as mezzanine debt (acting as catalytic capital), which then attracted additional investment from commercial investors. The fund had a first close of \$16 million in 2019.

Catalytic capital has significant potential to generate impact and drive more financing to priority SDG sectors and help Africa achieve its SDGs. And although catalytic capital as an intentional practice is relatively new in the impact investing space, there is a need for impact investors to reassess their own investment practices and start engaging with it. It is a necessity, not an option. Without it, Africa will not be able to close its SDG-financing gap, and large portions of the continent's population will remain in poverty.

To achieve this, there needs to be a growing awareness, education and narrative around catalytic capital and how to effectively engage and deploy it. The Bertha Centre for Social Innovation and Entrepreneurship and Roots of Impact, with the support of the Catalytic Capital Consortium (C3), have developed a catalytic-capital training programme to better equip those in the impact investing ecosystem to engage and educate on catalytic capital.

Content on catalytic capital is also included in the Bertha Centre's **Impact Investing in Africa course**.

*Jason van Staden*

**Dr Jason van Staden**

Project Manager for Research and Training at the Bertha Centre for Social Innovation and Entrepreneurship

# UCT GSB Executive Education

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### Why attend this course?

- ✓ Develop impact investing strategies;
- ✓ Analyse impact investing opportunities;
- ✓ Engage with clients about socially responsible investments.



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*Africa Impact Summit 2024*

# Our highlights in 2022

## Old Mutual *Tomorrow* publication and panel

In April 2022, Impact Investing SA collaborated with Old Mutual Investment Group (OMIG) to launch the 2021 issue of *Tomorrow*, a thought-leadership publication focusing on Environmental, Social and Governance (ESG) considerations and sustainable finance. The outcome included Impact Investing SA co-hosting a panel discussion with OMIG on these topics at the launch event, which was held in Cape Town and broadcast to the broader ESG community. Over the years the event has become an expression of OMIG's mission of investing for a future that matters. The event left attendees invigorated and encouraged by the collective effort from the South African private and public sectors towards investing for a future that matters in our country and across our continent. The highlights of the panel discussion can be watched [here](#) and the 2021 publication can be read [here](#).

Impact Investing SA's relationship with *Tomorrow* continued for the **2022 publication** where Impact Investing SA members authored: 'Leapfrogging Conventional Finance to Fasttrack Africa's Development', a solution-oriented thought-leadership piece on how African countries do not have to follow conventional paths to adopting more contextually suitable investment strategies.



## South Africa Investment Conference panel

In March 2022, Impact Investing SA collaborated with the Presidency to host a panel discussion at the 4th South African Investment Conference 'What do local and international investors require to invest for impact?', aimed to establish how we can more effectively mobilise capital for impact investing, deliver real impact inclusive of different sectors, and move from dialogue to action.



# Our highlights in 2023

## 2023 Africa Impact Summit

The inaugural **Africa Impact Summit** was hosted on 13 and 14 July 2023 in Cape Town, as a collaboration between the South African, Zambian, Ghanaian and Nigerian NABs on impact investing to GSG Impact.

The summit was well-attended by delegates from all over the world, predominantly from across Africa. There was also strong attendance by ecosystem players from across the financial services ecosystem including, asset managers, social-enterprises, institutional investors, measurement practitioners, and many others. The diversity of delegates is a testament to the importance of impact investing and it becoming widely recognised as a potential solution to close the financing gap for achieving Africa's sustainable development objectives. Please see our **post-event report** for a breakdown of what was covered.



## Africa Impact Investing Group

The **Africa Impact Investing Group** (AIIG) was launched at the first Africa Impact Summit. The AIIG is an active and vibrant community of actors working on the ground with policymakers, investors, entrepreneurs, and civil society to drive capital to where it can have the most impact, while delivering financing returns.

This group is the result of a 2022 decision by African NABs and taskforces to collaborate more closely. The purpose of a more formal group is to accelerate impact investing across the continent and drive capital to where it could have the most impact, alongside financial return. The AIIG's founding NABs were South Africa, Ghana, Zambia, and Nigeria. As more taskforces become NABs, the hope is that the AIIG will continue to grow and achieve more.



## GSG Impact Summit

Impact Investing SA was pleased to be part of the annual GSG Impact Summit, held in Malaga, Spain, in October 2023. This was a key platform where international NABs could meet, share learnings, and collaboratively shape the future of the global impact investing landscape. Impact Investing SA was represented on panel discussions on the role of place-based impact investing, and the importance of collaboration and forming an African narrative on impact investing.



**at a glance**



The number of countries delegates represented.



of delegates hailed from South Africa, Nigeria, Kenya, Zambia, and Ghana.

**THE  
USA**



was the most represented non-African country, with 1.1% of attendees.



organisations from around the world were represented at the summit.



of delegates represented non-profit organisations, the largest group. Banking and finance institutions made up 10%.



of delegates described themselves as Senior Managers, with Professionals (17%) and Executives (17%) the next biggest groups.

**Strategic partners**



# Our Working Groups

A notable strength of IISA lies in its role as a neutral convening body, facilitating robust representation from a diverse range of stakeholders. This inclusive approach involves active participation from the private sector, public sector, think tanks, academic institutions, and non-governmental organisations (NGOs). This broad representation is showcased well by our Working Group members.

Our Working Groups work at an implementation level, allowing solutions and projects to move forward from conception to implementation. The Working Groups comprise voluntarily members representing the four key pillars in the impact investing ecosystem: the supply side of impact capital, demand side of impact capital, regulatory landscape and market builders. Over the past two years these groups have made a positive impact in the impact investing ecosystem. These Working Groups remain action- and future-orientated, continuously forming strategies to address some of the challenges and gaps in their respective spaces.

## The four Working Groups are:



# Foundations Working Group

The Foundations Working Group was formed to increase local foundations' engagement with impact investing, whether through grant, catalytic capital, or endowments. The working group fulfils this mandate by developing enabling policy recommendations, materials, guides, tools and frameworks that can be used by foundations in developing impact investing strategies and blended finance models.



## Foundations and the impact investing ecosystem

Jana van Deventer, Foundations Working Group Lead

*"There has been a notable and increased interest in foundations participating in impact investing in South Africa, with some boundary-pushing case studies in the space, such as Standard Bank's Tutuwa Community Foundation and the SAB Foundation.*

*However, the market remains severely underdeveloped, with only a handful of foundations engaging in impact investing. This is despite foundations being uniquely positioned for impact investing due to their philanthropy and social impact mandates and, in most cases, a certain level of flexibility and risk tolerance in how they achieve their social impact outcomes. Practically, however, foundations are confronted with the traditional models of grant financing for short-term project programming and static monitoring and evaluation systems.*

*For most foundations the road map from programmatic grant-making to developing a complementary impact investing strategy seems daunting and unclear. There is therefore a need to invest more resources into educating the market and shifting mindsets and the status quo on how foundations can effectively achieve their mandates through impact investing.*

*This is why the Foundations Working Group is developing guidelines for foundations around impact investing in South Africa. In addition to the need for market education, foundations are more willing to participate in impact investing projects where there are opportunities for collaboration with either other foundations, private players, or government. This provides a platform for knowledge sharing with more experienced partners, leveraging resources, and de-risking the investments for foundations."*



**Jana van Deventer,  
Krutham**

# Projects

## Regulatory report submission to the National Treasury

As part of the working group's mandate to engage the government on creating an enabling policy environment for foundations to conduct impact investing, in 2021 the Working Group engaged the law firm Bowmans to conduct research that specified ambiguities in the legislation governing foundations' involvement in impact investing, along with recommendations detailing where further regulatory development or guidance is required. Such action will clarify matters regarding what constitutes an impact investment, which investee types are permitted, how to manage returns for foundations, and the existing thresholds on how much foundations can allocate towards impact investing.

In 2022, the working group embarked on the second phase of this project, which involved the submission of the regulatory report to the National Treasury, and subsequent engagement with the National Treasury to encourage it to consider and act upon the report's recommendations and areas for clarification. In 2023, the working group regrouped to take a more structured approach to the report, which involved narrowing the areas of clarification, and a streamlined report was submitted to the National Treasury in November 2023.

## Continuous knowledge sharing

In line with the identified need for increased knowledge sharing and education, the working group started developing detailed guidelines for foundations engaging in impact investing. The guidelines are being developed in response to growing interest from local foundations in exploring impact investing. They are aimed at capturing the lessons learnt by first movers in the South African market, as well as learnings from other markets where foundations have built a history of impact investing. The intention is to develop a practical guide that will support foundations' impact investing journey and ultimately amplify the scale of impact achieved through the use of philanthropic risk capital in impact investing. Working group members also continue to engage with the boards of various foundations in one-on-one sessions and share practical experience and knowledge on how foundations can participate in impact investing.





**Challenges and market roadblocks**

- Regulatory uncertainties and ambiguities continue to be a key challenge for foundations engaging in impact investments.
- Limited knowledge of and skills in impact investing, and few tools for engaging in impact investing. Most foundations are led by subject-matter technical experts who are not usually familiar with impact investing. The guidelines being developed by the working group aims to address this challenge.
- Development of relevant and functional impact measurement and management strategies for impact investments. The IMM Working Group is developing local IMM guidelines to address this challenge.



**Lessons learnt**

- Increased knowledge sharing and capacity building on how foundations can engage in impact investing.
- Experience has shown that members are more engaged when they meet in person. The Working Group will thus strive to have more in-person and hybrid meetings in the future.
- Collaboration and engagement with IISA's different ecosystem players represented by the other Working Groups is also vital for a wholistic approach to addressing the participation of foundations in impact investing. Impact measurement and management, in particular, is pivotal for successful impact investing projects and the working group plans to work together with the IMM Working Group.

**Thank you to our Foundations Working Group members in 2023:**

**Organisation**

- Krutham  
SAB Foundation
- Tutuwa Community Trust
- RMB Family Office  
Entrepreneur
- Oppenheimer Foundation
- AECI World
- African Climate Foundation
- FirstRand Foundation
- AVPA

**Name**

- Jana van Deventer
- Bridgit Evans
- Itumeleng Dhlamini
- Zanele Twala
- Justin Prozesky
- Beth Rivett-Carnac
- Peggy-Sue Khumalo
- Ashleigh Fynn Munda
- Nicole Solomon
- Maria Nkhonjera
- Nonhlanhla Magagula
- Konehali Ugushe
- Frank Aswani

# Impact Measurement and Management (IMM) Working Group

The Impact Measurement and Management (IMM) Working Group aims to enable investors to make better decisions for people and the planet through using improved non-financial or impact-reporting data. The Working Group aims to achieve this by ensuring that:

- Good practices in IMM are developed and widely adopted.
- Mechanisms to build IMM capacity across the impact investing ecosystem are functional.
- Good practices in IMM are promoted and shared.



## The state of IMM in South Africa

by Asgar Bhikoo and Candice Morkel, IMM Working Group Co-Leads

*"In South Africa, IMM is gaining traction across diverse stakeholders in the impact investing value chain. The extent of IMM engagement varies, with a prevalent focus on core sets of sector- and portfolio-specific metrics. Notably, there is a tendency to align IMM practices with established government or international metrics, such as those associated with the National Development Plan, the United Nations Sustainable Development Goals (SDGs), or the Africa 2063 Agenda. However, a pervasive challenge persists in determining the most suitable framework for application within the South African context.*

*In addition, monitoring and evaluation (M&E) practices are widely employed in the development sector, introducing a distinct challenge when comparing the utilisation of IMM against traditional M&E methods. While these two approaches are complementary, they exhibit subtle differences, primarily in IMM's emphasis on measuring both positive and negative effects on ESG metrics. IMM certainly has the potential to incorporate various established methodologies from M&E to objectively measure impact.*

*IMM provides a means for stakeholders to converge on defining sustainable development challenges and exploring innovative approaches to addressing them using allocated capital. By doing so it fosters the cultivation of aspiring entrepreneurs with a focus on creating impact in their business strategies. Furthermore, it facilitates the emergence of a pipeline of potential larger-scale investment opportunities. Supporting businesses with the capacity for scalability and impact, the discourse surrounding IMM has enabled investors to be more receptive to funding enterprises with both impact and commercial objectives.*

*This in turn prompts later-stage investors to comprehend the entrepreneurial development landscape in South Africa, encouraging them to engage with emerging ventures and entrepreneurs at earlier stages or monitor their progress through various funding rounds.*

*The challenges faced are multifaceted. At sector level, the emphasis lies in aligning IMM practices with the criteria set by funds or investors, and adhering to international best practices. At a practitioner level, there is a crucial need for the IMM role to be recognised as an integral component of the impact investment value chain. For professionals aspiring to enhance their proficiency in this domain, the limited availability of educational programmes or courses addressing IMM capabilities is apparent. Although there exists a wealth of knowledge in the space, a concerted effort involving research, workforce development, and capacity building – through formal training and communities of practice – is necessary to meet the demand for IMM skills. It is essential to establish a shared understanding and dissemination of IMM practices. Furthermore, guidance is required within the sector to navigate legislative compliance when collecting IMM data, and there is a need to develop a method to capture and report impact that accurately reflects the developmental challenges unique to South Africa."*



**Asgar Bhikoo,**  
SAMEA



**Candice Morkel,**  
CLEAR-AA

# Projects



- Advancements in developing an IMM course for the African market presents notable progress for the Working Group.
- This year, in collaboration with the South African Monitoring and Evaluation Association (SAMEA), the working group successfully conducted two virtual community of practice events, drawing over 90 participants in total.
- The 2023 Africa Impact Summit served as a platform for the Working Group to delve into IMM within the African context, fostering vibrant discussions that underscored the necessity for increased dialogue among impact-investing value chain stakeholders.



## Challenges in building the IMM ecosystem

- Keeping up with the increased demand for knowledge sharing and participation at events or collaboration platforms in IMM.
- Ensuring that IMM receives adequate focus, and seeing how IMM integrates with other Working Group activities.
- Funding for the development of the IMM in Africa course and guidelines. The Working Group is actively looking for relevant stakeholders to partner with on both projects.



## Future opportunities for IMM

IMM in South Africa is positioned to develop enhanced capacity, and to influence regional IMM practices. This growth is crucial for fostering customised IMM methodologies in the future. Ongoing collaboration coupled with the establishment of strategic partnerships with other NABs and umbrella organisations such as the Global Impact Investing Network (GIIN), empowers Impact Investing SA to actively contribute to shaping pertinent interventions within the South African impact investing sector.



**Thank you to our IIMM Working Group members in 2023:**

### Organisation

CLEAR-AA  
 SAMEA  
 Genesis Analytics  
 Nation Builder  
 Tshikululu Social Investments  
 IBIS Consulting  
 Next Generation Consultants  
 FSCA  
 Business Partners  
 GCR Ratings  
 PIC

### Name

Candice Morkel  
 Asgar Bhikoo  
 Mishkah Jakoet  
 Anniza De Wet  
 Lebohang Letsela  
 Sarah Whitaker  
 Reana Rossouw  
 Takalani Lukhaimane  
 Faryn Vollenhoven  
 Kefilwe Thubisi  
 Khanyile Makhanya



## Demand Side Working Group

The Demand Side Working Group aims to represent those that seek impact capital in South Africa, such as impact businesses and social enterprises. As a community the group endeavours to understand these organisations' unique needs and challenges, and seeks opportunities to explore how they can be addressed.



### Reflections on the Demand Side ecosystem

by Sawa Nakagawa, Demand Side Working Group Lead

*"In recent years, the funding landscape for entrepreneurs, especially those championing impact-focused businesses, has proved to be challenging. While there is growing recognition from funders and policymakers regarding the climate crisis, this awareness hasn't yet seamlessly translated into increased funding across the board, and only certain sectors have experienced notable impact. Nevertheless, there is a general acknowledgment within the impact investing community that climate issues deserve heightened attention and consideration.*

*The imperative to address these issues is clear, and impact investors are increasingly recognising the importance of incorporating environmental considerations into their investment strategies.*

*Despite this awareness, effective collaboration and communication between the supply and demand sides of the funding ecosystem remain essential. Bridging the gap between entrepreneurs seeking support and funders looking to make a meaningful impact requires concerted efforts from both sides. The challenge lies not only in securing funding for ventures aligned with environmental and social goals, but also in fostering a collaborative environment that facilitates the flow of resources to where they are needed most.*

*As the dialogue around climate issues continues to gain momentum, there is an opportunity for the impact investing community to play a pivotal role in shaping the future of funding for impact-focused businesses. By fostering increased collaboration, transparent communication, and strategic partnerships, we can collectively work towards a funding landscape that not only recognises the urgency of climate issues but also actively supports entrepreneurs in their endeavours to make a positive impact on the world."*



**Sawa Nakagawa,**  
**Three Arrows**  
**Impact Partner**

# Projects



- The working group dedicated considerable time to introspection, carefully examining its needs and operational dynamics. A pivotal moment occurred during a strategy session facilitated by an external expert, aiding critical evaluation of past performance and guiding members to align efforts with the theory of change derived from Impact Investing SA's mission.
- One significant realisation: focus should not solely be on organising events for the sake of it, but rather on investing our time in initiatives that truly matter and move the needle. This shift in mindset prompted the assessment of feasibility of conducting case studies, which in turn highlighted growing pains such as resource constraints and time limitations.
- Valuable working group progress was made despite not yielding immediately visible outputs. As an organisation driven and sustained by volunteers, we find ourselves in a stronger position than before, better able to navigate challenges and prioritise initiatives that align with our mission.



## Challenges faced by Demand Side players

- Investors, often acting as stewards of capital owners, bring specific expectations to the table, emphasising the crucial need for alignment between financial returns and social impact. There is a growing recognition that the approach of expecting ultra-commercial returns alongside substantial social impact may not be the most effective strategy for scaling up impact investing.
- Investors willing to accept concessional returns thus become pivotal, as does the contribution of funders allocating catalytic capital to attract more commercial funders. The challenge lies in finding a balance that not only ensures financial stability for businesses but also fosters meaningful social impact.
- Terminology further complicates matters, as traditional venture capitalists investing in sectors like education or healthcare often do not identify as impact investors, potentially creating confusion for entrepreneurs.
- Taking a step back, it becomes imperative to assess the trajectory of impact investing over the past few decades. Are we on the right path, or do we need to re-evaluate our approach? On the business front, many enterprises face challenges in managing funder expectations, especially regarding the suitability of certain types of capital, such as venture capital. It is crucial to explore alternative funding avenues, including loans from non-bank financial institutions (NBFIs), concessionary funding, and angel investing. There is therefore a need to educate the demand ecosystem about the funding landscape, ensuring that entrepreneurs are well-informed about various funding sources and how to determine the most suitable financing source for their enterprise.
- The evolving world of impact investing demands a nuanced and collaborative approach, one in which investors, funders, and entrepreneurs work together to strike a balance between financial sustainability and meaningful social impact. This journey involves continuous reflection, education, and a collective commitment to building a more inclusive and effective impact investing ecosystem.





**Future opportunities for the working group**

- The working group is in the initial stages of co-creating an accelerator programme with the United Nations Development Programme (UNDP). This will focus on enterprises operating in the key sectors identified as critical for South Africa’s development as per the South African SDG Investor Map.
- Following the success of the inaugural Africa Impact Summit, the Working Group plans to participate in the second Africa Impact Summit through the Deal Room sessions. These sessions provide funders and enterprises with an effective and accessible platform for negotiating deals that may otherwise have been out of reach for both parties.
- The Working Group is looking into operating more collaboratively with the Supply Side and other Working Groups and ensuring that its interventions are well informed and guided by input from the different ecosystem players. This might involve co-creating a project with the Supply Side working group which incorporates the interests and expectations of funders and bridges the expectations of the enterprises.



**Thank you to our Demand Side Working Group members in 2023:**

**Organisation**

Three Arrows Impact Partner  
 Aquila Projects  
 Marketplace Maker  
 Business Partners  
  
 African Arch Consulting  
 Communicare  
 Mothers to Mothers

**Name**

Sawa Nakagawa  
 Mandy Jayakody  
 Shane Radford  
 Faryn Vollenhoven  
 Nikita Mfenyana  
 Lisa Freercks  
 Makhosi Kubheka  
 Steve Rudner

# Supply Side Working Group

The Supply Side Working Group’s mission is to identify and attempt to address barriers to impact capital supply and generate actionable recommendations for stakeholder groups (including development finance institutions, pension funds, asset consultants, asset managers, private equity or venture capital funds, banks, governments, and foundations). The group aims to increase the supply of impact capital across asset classes and the risk-return spectrum, and to match that capital to South Africa’s National Development Plan and SDG-aligned businesses and projects



## The landscape for the supply of impact capital

Heather Jackson, Supply Side Working Group Lead

*“The landscape of impact investing in Africa has registered a notable surge, with assets under management increasing from \$29.9 billion in 2017 to an impressive \$64.3 billion in 2022, as per the African Investing for Impact Barometer. This surge in capital is indicative of a growing appetite for socially responsible investments across the continent.*

*A recent independent survey conducted by Krutham focused on pension fund investors in Africa, and their attitudes towards impact investing. Three key takeaways emerged, each echoing the sentiments of a sector poised for transformation.*

*Firstly, there is a resounding desire among pension fund investors to increase their exposure to impact investing within their portfolios. This commitment aligns with international trends, reflecting a global movement towards socially conscious investment practices. The survey further revealed that there is enthusiasm among South African pension fund investors for growing impact investing commitments – and they exhibited a more bullish stance compared to their international counterparts. This optimistic outlook underscores strong momentum in investment commitments to impact initiatives.*

*The survey also revealed that pension funds prioritised environmental and social aspects in impact investment, with a particular focus on reducing unemployment and addressing inequality. These are identified as pivotal areas where investors aim to make a tangible difference through their financial commitments. Furthermore, in the infrastructure sector, pension funds expressed a keen interest in investments related to water and sanitation, as well as energy. The emphasis on water security stands out as a critical concern, especially in regions grappling with its scarcity. While strides are being made in mitigating risks to energy security, the pressing challenge of water security remains, pushing investors to seek impactful solutions.*

*As enthusiasm for impact investing grows, the challenge lies in creating investment products that align with investors’ aspirations. There is currently a need for innovative solutions that facilitate higher exposure to impactful investments, addressing the limitations investors face in the current landscape. This presents an opportunity for financial institutions and innovators to craft investment solutions that not only meet financial objectives but also contribute significantly to addressing pressing social and environmental challenges in Africa.”*



**Heather Jackson,  
RBN Fund Managers**

# Projects



## Case studies

The working group develops case studies as part of informing the market and increasing the supply of capital towards impact investments. This year the group published the Trust for Urban Housing Finance (The TUHF) case study. The TUHF is a great example of how impact capital can be deployed successfully towards social housing. An infographic summarising the TUHF case study follows, and the full case study can be found [here](#).

## Just Energy Transition (JET) work

Over 2022 and 2023, the working group has been charting its contribution towards the just transition in South Africa. A big part of this work involves collaborating and partnering with key stakeholders that are already working in this space, including the Presidency, the Development Bank of Southern Africa, and the private sector. This collaborative effort has extended tangentially to the Foundations Working Group, creating a multi-faceted dialogue that explores the different dimensions of just transition.

While acknowledging that the concept of just transition remains a work in progress, the strides made by the working group in this area are commendable. The engagement with various stakeholders has resulted in the establishment of a solid foundation, reflecting a collective commitment to advancing this crucial initiative.

The success of the just transition project serves as a compelling example of what can be achieved when diverse perspectives and insights come together. It is indicative of the working group's capacity to harness the strengths of its members and translate them into tangible outcomes.



## Challenges and unlocking incentives in infrastructure

- There is a critical need to enhance incentives and streamline processes to facilitate increased investor participation in the infrastructure sector. Infrastructure investments are one notable area of focus, under which efforts are being made to compile comprehensive lists, providing investors with clear pathways to exposure, as seen in initiatives such as the Asset Owners Forum.
- A pervasive challenge persists, especially in sectors like water infrastructure, where scaling solutions and providing meaningful impact prove exceptionally challenging in the absence of collaboration with the public sector. Water, as a public good, necessitates robust public-private partnerships. Overcoming this challenge requires innovative strategies and collaborative frameworks between public and private entities.
- The working group plays a crucial role in addressing the challenges inherent in fostering collaboration between public and private entities. Further delving into these challenges makes it clear that reporting on the intricacies is essential for creating a comprehensive understanding of the current landscape and identifying opportunities for improvement.





**Lessons learnt and the future**

The voluntary nature of the Working Group presents certain challenges and it's not always easy to keep the momentum going. The group continues to strive to do better and engage our members on this.

- Fundraising for Working Group activities is critical for their efficient implementation, and to avoid delays in delivery of outputs. The working group will continue to seek beneficial partnerships and collaborations for implementing its activities.
- The Working Group will continue its mission to educate the market by developing more impact case studies and showcasing these on relevant delivery platforms.

We continue to be excited about the just transition work we have started and look forward to seeing it taking a more definitive structure.



**Thank you to our Supply Side Working Group members in 2023:**

**Organisation**

**Name**

RBN Fund Managers  
Riscura  
National Treasury

Heather Jackson  
Heleen Goussard  
Basil Maseko  
Boitumelo Mashilo

SAVCA  
Maia Capital  
Sanlam  
PIC  
The Rohatyn Group  
Entrepreneur  
Institute of Retirement Funds

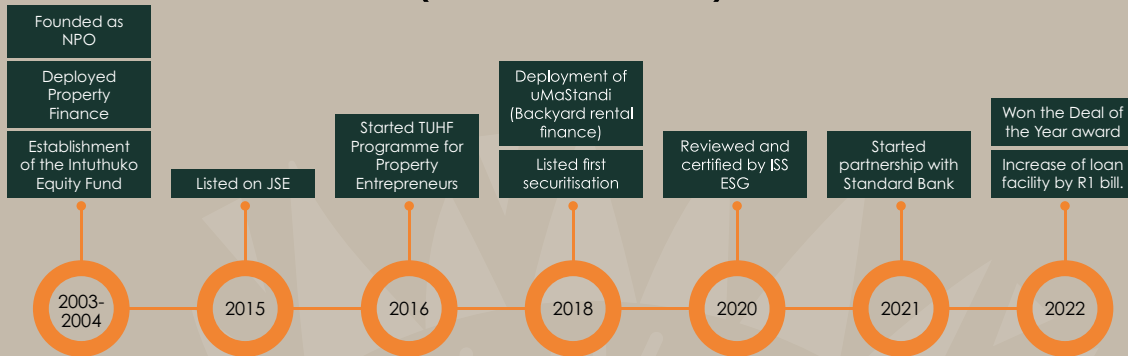
Shelley Lotz  
Dinao Lerutla  
Ashley Daswa  
Faith Mhlongo  
Keitumetse Dikeledi  
Peggy-Sue Khumalo  
Amanda Khoza

FSCA  
Infrastructure South Africa  
DGMT  
elea Foundation  
Eskom Pension and Provident Fund  
Ninety One  
Six Capitals Advisory

Takalani Lukhaimane  
Mahlatsi Molokomme  
Sinazo Nkwelo  
Lisa Jean-Mariet  
Lungile Luvuno  
Wendy Mlotshwa  
Cuma Dube

# Trust for Urban Housing Finance Case Study Stats

## TUHF's loan book and loan facility of Urban Ubomi (SA's first social bond)



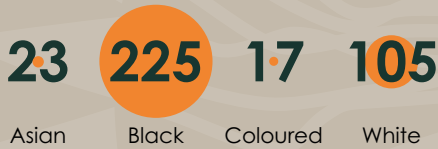
## TUHF development impact metrics 2022

### No. of clients

Contributing to women empowerment

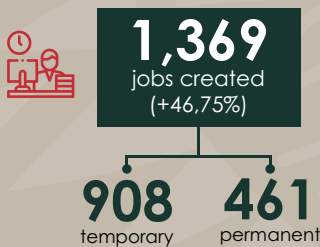


Opportunity for diverse racial demography

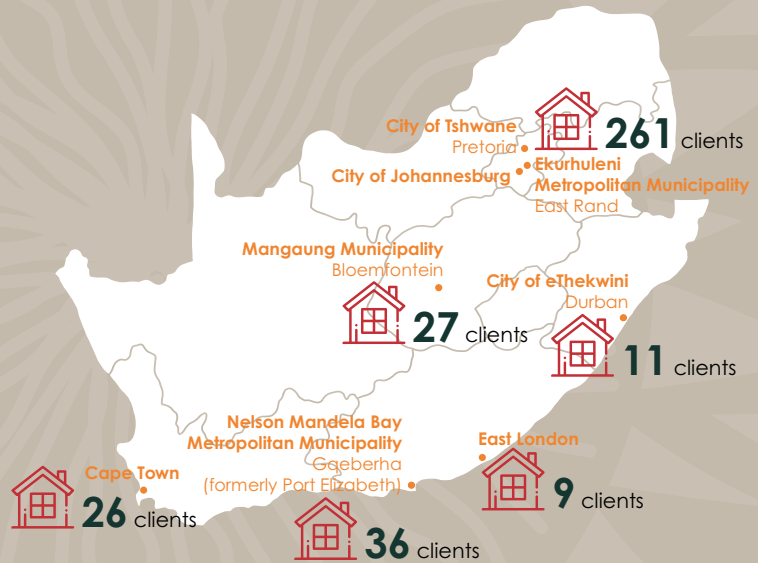


### No. of jobs created

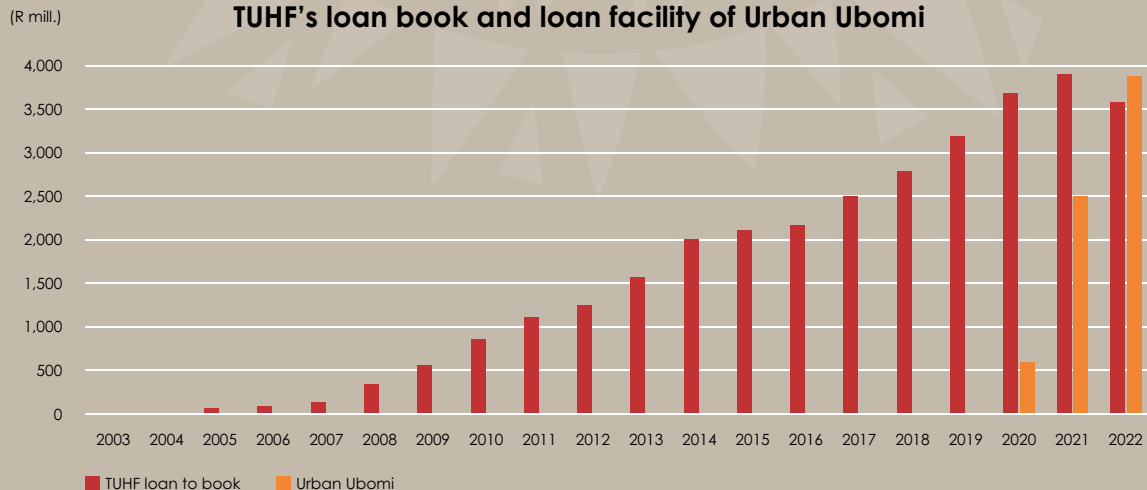
Increase in employment



### Covering entire country



## TUHF's loan book and loan facility of Urban Ubomi





***Our joint sense of responsibility to advance sustainable impact investing has strengthened.***

**- Elias Masilela, Impact Investing in SA Board Chair**





# Closing reflections by Chair of the Impact Investing SA Board

As the chair of Impact Investing SA, it is remarkable to witness the growth of the organisation over the past five years. When I first joined Impact Investing SA as one of the members of the taskforce, my motivation was to be among the league of countries driving impact and catalysing capital to solve our socio-economic imbalances. I am pleased to say that although South Africa's socio-economic challenges continue to become more trying in various ways, as an organisation our work has continued to align to the core driving ambition of GSG Impact.

We were the first African country to join GSG Impact and establish ourselves as a National Advisory Board. Since then, we have played an invaluable role in reshaping thinking among private-sector players, as well as the government, about what constitutes real impact. We have worked to refocus business and policy decisions towards impact, introduced outcomes-based processes, and normalised 'long-termism' in South Africa. It is this tone that has characterised the inaugural Africa Impact Summit and encouraged many of the partnerships we have since established.

The inaugural Africa Impact Summit was hosted on 13 and 14 July 2023 in Cape Town, the 'Mother City' of South Africa, as a collaborative effort of the South African, Zambian, Ghanaian and Nigerian National Advisory Boards on impact investing. The idea for the summit was conceived more than a year before, with the primary objective of creating a platform to show Africa as an impact investment destination and to establish African solutions to African challenges. The summit achieved its objective and was well attended by delegates from all over the continent. This is indicative of the greater collaboration and shared sense of responsibility emerging in the ecosystem.

Collaboration is one of our organisation's most critical tools. We have established key partnerships globally in the impact investing landscape. We continue to adopt some of the learnings from our counterparts in Spain as these translate to foundations in South Africa; engage our counterparts in the United Kingdom about the just transition; and continue to engage our colleagues across Africa as we collectively solve some of the most critical challenges of our time. We further continue to engage government in South Africa. As a result of our advocacy to government, Impact Investing SA collaborated with the Presidency of South Africa to have our own panel at the 4th Presidential Investment Conference, to discuss impact investing in our country.

“ **Our strategy as an organisation is clear. It is about convening and advocating for the impact investing ecosystem, influencing policy to create an enabling environment for impact investing to thrive, and enabling the investment of capital into impact investing.** ”

Our Working Groups are the lifeblood of the organisation, and our partnerships a key enabler in achieving our strategic objectives and creating additionality into the market.

Looking forward, the focus must be on translating such thinking into action by sourcing and deploying the requisite capital to the right projects and opportunities. The fortunes of our development aspirations through the National Development Plan and the impact investing movement are very much linked. These are now also shared goals both on the continent and around the globe through the Sustainable Development Goals. I am eager to see the Africa Impact Summit continue to grow and observe the impact it will have on the continent. Our joint sense of responsibility to advance sustainable impact investing has strengthened. I hope that we can continue to grow, as a catalyst to change. More importantly, I implore you to think about your role as individuals and collectives in answering this mounting and rightful call to action.

*Elias Masilela*

**Elias Masilela**  
Board Chair at Impact Investing SA

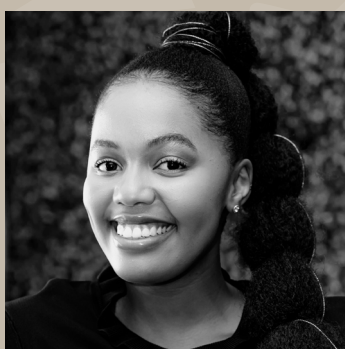
## Our Secretariat team in 2023



**Monica Rossi** is a consulting investment professional with investment management experience in both asset manager and asset owner roles. She previously worked for one of South Africa's leading insurance companies, where she also led and served on various investment advisory committees for operations based in Africa, and on investment committees for alternative investment funds. Monica's role is to drive the execution of the Impact Investing SA strategy, and to represent Impact Investing SA in multi-stakeholder partnerships that support the development of an impact-focused investment market. She holds an honours degree in Actuarial Science specialising in Quantitative Finance, and a Financial Risk Manager (FRM) certification. Monica is enthusiastic about sustainable finance, impact investing, and the role of innovative finance in mobilising private capital for sustainable development in South Africa.



**Gertrude Dendere-Chibwe** is a consultant with a focus on impact-driven organisations. She is a Chartered Accountant and holds a Master's degree in Development Finance from the University of Cape Town Graduate School of Business. Her career started in audit and assurance at Deloitte, where she was responsible for managing and leading various external audit assignments in sectors such as agriculture, retail, construction, and mining. Gertrude has worked in various roles with international and regional development organisations implementing projects in different African countries both in the private and non-profit sectors. This has provided her with a valuable appreciation of the broader development context and challenges in sub-Saharan Africa, and a drive to be instrumental in contributing towards sustainable development on the continent. She aims to achieve this through her work with Impact Investing SA.



**Motshegwa More** is a social investment specialist with a background in management consulting who specialises in sustainability and economic development projects. Her role as a consultant has afforded her the opportunity to work on a variety of projects across various sectors, including but not limited to financial services, manufacturing, pharmaceuticals, and mining.

Motshegwa is highly passionate about impact investing and is proud to be a part of the team growing and developing the impact investing ecosystem in South Africa through Impact Investing SA. She relishes the opportunity to play a role in connecting the demand side of capital with the supply side, and to create an enabling environment for organisations to invest towards South Africa and Africa's development.

# Our Board members in 2023



**Elias Masilela**  
Chairperson  
DNA Economics: Economist



**Heather Jackson**  
Deputy Chairperson  
& CEO: RBN Fund



**Leila Akahloun**  
Graca Machel Trust:  
Senior Advisor



**Mahlatsi Molokomme**  
Sustainable Infrastructure  
Foundation



**Heleen Goussard**  
Riscura: Head of Unlisted  
Investments



**Peggy-Sue Khumalo**  
Independent



**Tshediso Matona**  
NPC: Head of  
National Planning



**Pat Pillai**  
LifeCo: CEO



**Mandy Jayakody**  
Aquila Projects: Director



**Tanya Goncalves  
(nee van Lill)**  
Metier



**Tracey Austin**  
Financial & Professional  
Services Sector Director,  
DBT



**IMPACT INVESTING**  
SOUTH AFRICA

[impactinvestingsa.co.za](http://impactinvestingsa.co.za)