



World Council
of Churches



International Conference for Christian Development Agencies and Investors

FaithInvest: Impactful Cooperation

Friday 17 January 2020, 9am – Saturday 18 January 2020, 5pm
Geneva/Switzerland, Ecumenical Centre



Pre-Workshop: How to attract investors? How to deal with them? Thursday, 16 January, 1-5.30pm: Training Workshop (on invitation only)

Topic

*Churches and church-related institutions with their pension funds and capital invest billions of dollars worldwide. How can these investments become more consistent with the Christian values and have positive impact on development? And how can Christian development agencies with their expertise and partners match the needs of investors? After the successful conference in Jan 2019, this conference in 2020 aims at **strengthening impactful cooperation** between the development and the investment world, **share experiences** of successful and challenging investment projects and **present innovative tools** of funds, research and platforms.*

Workshop

On 16 January 2020 afternoon, a pre-workshop is offered for development agencies on how to cooperate with investors. Limited places.(Program at the end)

Registration

*Registration fee: see registration form. Please register until 31 December. In case a visa is needed, ask for the invitation letter two months before the event. Arrival on Thur 16 Jan, departure on Sat 18 evening or Sunday morning. **Registration form and updates** on the programme on <https://gafoundation.world/en/conference/conference-2020>.*

The names of the speakers are in the process of confirmation

DAY 1: Friday 17 January 2020	
Time	Activity
08.00-09.00	Registration, Entry hall of the Ecumenical Centre
09.00-09.30	1) Opening Addresses <ul style="list-style-type: none"> Prof. Dr Christoph Stückelberger, Executive Director Geneva Agape Foundation Martin Palmer, President FaithInvest, Bristol/UK Presentation of participants by groups
9.30-10.20	2) Keynotes Sustainable Finance: Expectations and Opportunities for Faith-driven Organisations <ul style="list-style-type: none"> Ambassador Nicolas Niggli, Deputy Secretary General at Republic and State of Geneva and promotor of International Network of Financial Centres for Sustainability FC4S Church Investments in Africa. Successful Examples and Strategy for the Future. <ul style="list-style-type: none"> Dr Bright Mawudor, Head of Finance and Deputy General Secretary of the African Conference of Churches AACC, Nairobi/Kenya (confirmed)
10.20-10.45	Networking Tea/Coffee Break
10.45-11.15	3) Investment Strategies of Development Agencies and Churches: Presentation of investment strategies and experiences of Christian Development organisations and churches <ul style="list-style-type: none"> ICCO, Netherlands, NN, Investment Officer Finchurchaid, Finland, NN, Investment Officer Church of Sweden, Anders Thorendal, Chief Investment Officer, Sweden Bread for the World/Diakonia, Berlin/Germany, Monika Redecker, Head Africa Pension Fund of a Swiss Church, Rev. Dr Christoph Weber, President of the Reformed Church of the Canton of Aargau, Aarau/Switzerland
11.15-12.15	4) Needs and Offers. Group Discussions Table discussions about investment and development needs and offers. Every participant focusses on 1-2 example project. Mixed groups
12.15-13.45	Networking Lunch Break (Restaurant of the Ecumenical Centre)
13.45-14.15	5) Keynote: Investments with Public-Private Partnerships <ul style="list-style-type: none"> Roy Tin, Chief Investment Officer, Stannum Capital, Impact Investing, New York/Hong Kong
14.15-15.15	6) Investment Strategies and Offers of Investors and Banks. Presentations <ul style="list-style-type: none"> LGT Capital Partners, Liechtenstein/London: Tycho Sneyers, Head ESG Cockpit Lombard Odier, Private Bank, Sustainable Investing, Geneva: NN Pax Bank and/or Evangelische Bank, both Germany: NN The Global Impact Investing Network GIIN, New York: Amit Bouri, CEO
15.15-15.45	Networking Coffee/Tea Break
15.45-16.45	7) Blended Finance: Matching Donations and Investments. Podium Moderator: <ul style="list-style-type: none"> XX, Example from Asia XX, Example from Africa XX, Example from Latin America XX, Example from Europe or North America
16.45-17.30	8) Plenary Discussion on sections 5-7
18.00-21.00	Networking Apéro rich in Geneva (place tbd), with guests

Day 2: Saturday 18 January 2020

Time	Topic
08.30	9) Chapel prayer
08.45-9.15	10) Keynote FaithInvest: Goals, Programmes, Perspectives, Members <ul style="list-style-type: none"> • Martin Palmer, President, and NN, CEO of FaithInvest, Bristol, United Kingdom
9.15-10.15	11) Innovation: Academic Research Projects, Project Pipeline, Pooled Fund, Institution-building, regulatory investment requirements and tax issues <ul style="list-style-type: none"> • Overview: Prof. Christoph Stückelberger, Executive Director Geneva Agape Foundation • Overview of Academic Research projects on faith and investments: University of Oxford, Saïd Business Center for Finance • Regulatory Requirements: Prof. Karl Pilny, International Investment lawyer, Senior Investment Advisor Geneva Agape Foundation
10.15-10.30	Networking Tea/Coffee Break
10.30-11.15	12) Progress Reports/Lessons Learnt/Promotion of initiatives presented at the conference in January 2019 <ul style="list-style-type: none"> • Dr Ulrich Möller, Member of the Church leadership, Protestant Church of Nordrhein Westfalen, Germany, President of OneClimate Fund • Stephan Werhahn, Board member for International relations of the Workgroup Responsible Finance of the Alliance of Catholic Entrepreneurs (BKU), Germany • Jørgen Thomsen, Chair of the Council in the Oikos Cooperative Bank and Advisor on Religion and Development, DanChurchAid, Copenhagen/Denmark • Mr. Nicolas Lorne, Founder of Waterpreneurs, Innovate for Water Marketplaces, Lausanne, Switzerland • Mr. Terry Gray, Executive Director, Impact Bridges Group for impact of social programmes, Toronto, Canada • NN
11.15-12.45	13) Investment/Development Projects by Topics: Sustainability in Water, Agriculture, Education, Technology, Buildings, Energy Mixed Group discussions between development agencies, churches and investors
12.45-14.00	Networking Lunch break
14.00-15.30	14) Pitching: Bilateral Cooperation based on prior registration and spontaneous decisions
15.30-16.30	15) Plenary: Strategic Planning, Lessons Learnt, Next Steps, Conclusions
16.30-16.45	Closing



Workshop: How to attract investors? How to deal with them?

Thursday, 16 Jan, 1-5.30pm: Training Workshop (on invitation only) For representatives of (Christian) Development Agencies

The Workshop is led by two leading academics and practitioners:

Prof. Dr Drh.c Christoph Stückelberger, Professor of Ethics, expert on ethical investments, Director of Geneva Agape Foundation

Prof. Dr Karl Pilny: International Investment Lawyer, Professor for Innovation, Investor and Asia Expert, Senior Investment Advisor of Geneva Agape Foundation.

Background: More and more development agencies need to complement donations with investment activities either to achieve a yield or to generate revenue. The mechanisms of investing, the do's and don'ts when approaching potential investors – their (data) needs and expectations are often not known to actors from the public sector and developing agencies. In order to enable and facilitate the cooperation with various players from the private and public sector, a proactive and strategic approach is recommendable and rewarding. As an ever increasing amount of private, semi private and public investors and capital is seeking profitable investment opportunities, more and more their impact and sustainability are in the focus. To bring the right investors and projects together is key in order to be able to meet the 17 SDGs by 2030. Banking, Finance and Social Responsibility need to be brought together and communicate with each other. Yet they think and speak differently and often seem not to be on the same page.

Goal: To bridge the gap and to explain how investors think and decide, what drives them, how to attract and hold and manage them. Explaining and giving examples how to approach church-based or secular (institutional and individual) investor, internal and external communication, managing projects, collecting the necessary data and knowing the regulatory, legal framework for investments.

12.00-13.00	Registration in the Main Hall of the Ecumenical Center. Restaurant for lunch available
13.00-14.30	<p>A) Theory and Concepts (presentations by the two experts)</p> <ol style="list-style-type: none"> 1. <i>Mapping</i>: What types of Investors exist? How do different objectives determine the categories of investors and the types of investments they seek? How many are where to find? 2. <i>Terminology</i>: What do investors mean when they say ..? What are the investment strategies? What are the differences of a project proposal and an investment term sheet (will be compared)? 3. <i>Objectives</i>: What are the concepts behind risk and return, performance, yield, duration, volatility, liquidity, leverage? 4. <i>Legal Affairs</i>: Legal regulations in the investment industry in different markets 5. <i>Overview</i> of suitable groups of potential investors and how to approach them.
14.30-15.45	B) Experiences and Questions: Discussion in groups and plenary of successful and failing cases of experience and questions from the presentations
15.45-16.15	Networking Break
16.00-17.15	<p>C) Praxis (Exercises)</p> <ol style="list-style-type: none"> 1. <i>Reading</i>: understanding the investors' documents and their paperwork 2. <i>Presenting</i>: the (non-for-profit) development organisation/yourself 3. <i>Pitching</i>: identifying/approaching potential investors, church-based/ non-church-based 4. <i>Negotiating</i>: how to negotiate with potential investors?
17.00-17.30	D) Conclusions and next steps , tools of support and services