

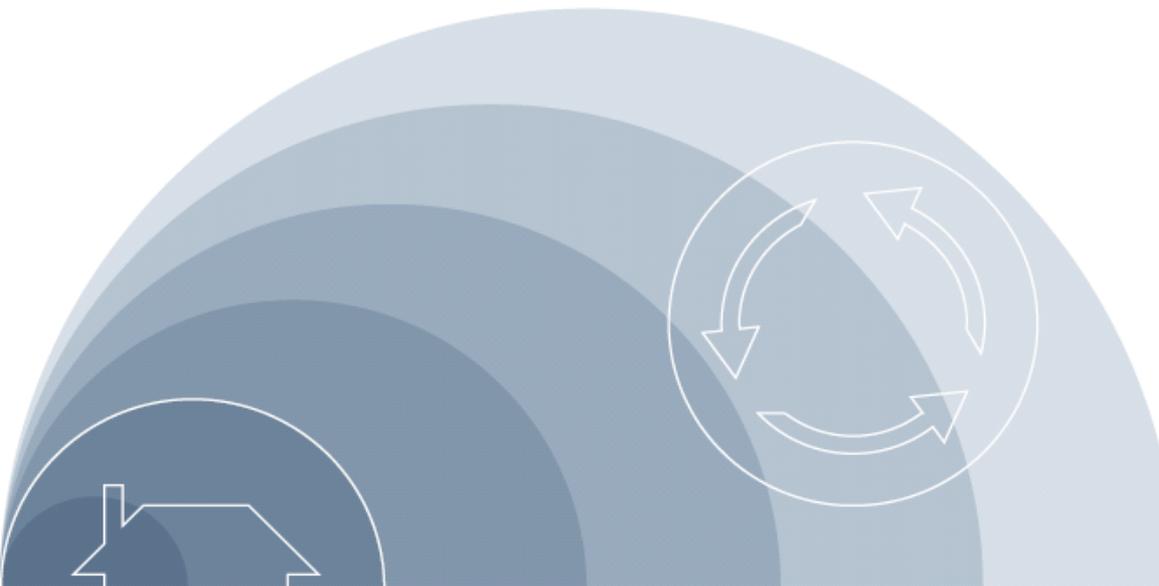
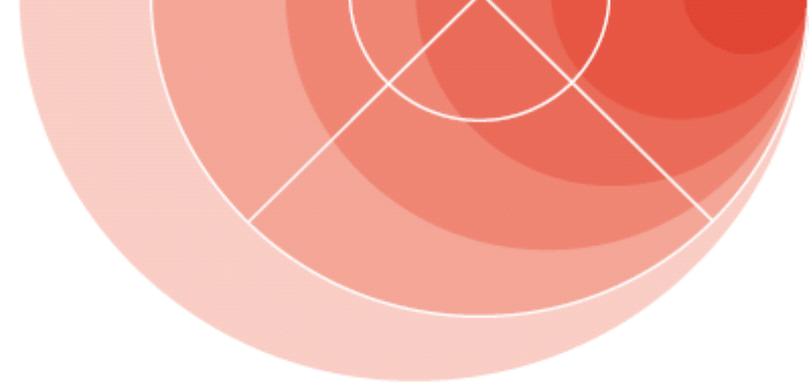


SOCIAL and  
SUSTAINABLE CAPITAL

# Social Capital for Charities

Benjamin Rick, Founder and Managing Director

[ben@socialandsustainable.com](mailto:ben@socialandsustainable.com)



# WHO WE ARE – SASC

SASC

Award winning,  
impact-led,  
social investor,  
founded 2012

Team of 11 with  
average industry  
experience  
of 20+ years  
in finance and  
not-for-profit sectors



'The only entry which provided very tangible results as a result of what it offers'

'compelling narrative'

'a single minded [organisation],  
enabling other charities to survive'

**Finance for good – funding organisations that support communities  
and improve people's lives**

**WE CARE**

*Putting social impact at the heart of everything we do*

**WE LISTEN**

*The only way we know to design effective solutions*

**WE PERSEVERE**

*Because that's what it takes to do it right*

## Community Investment Fund

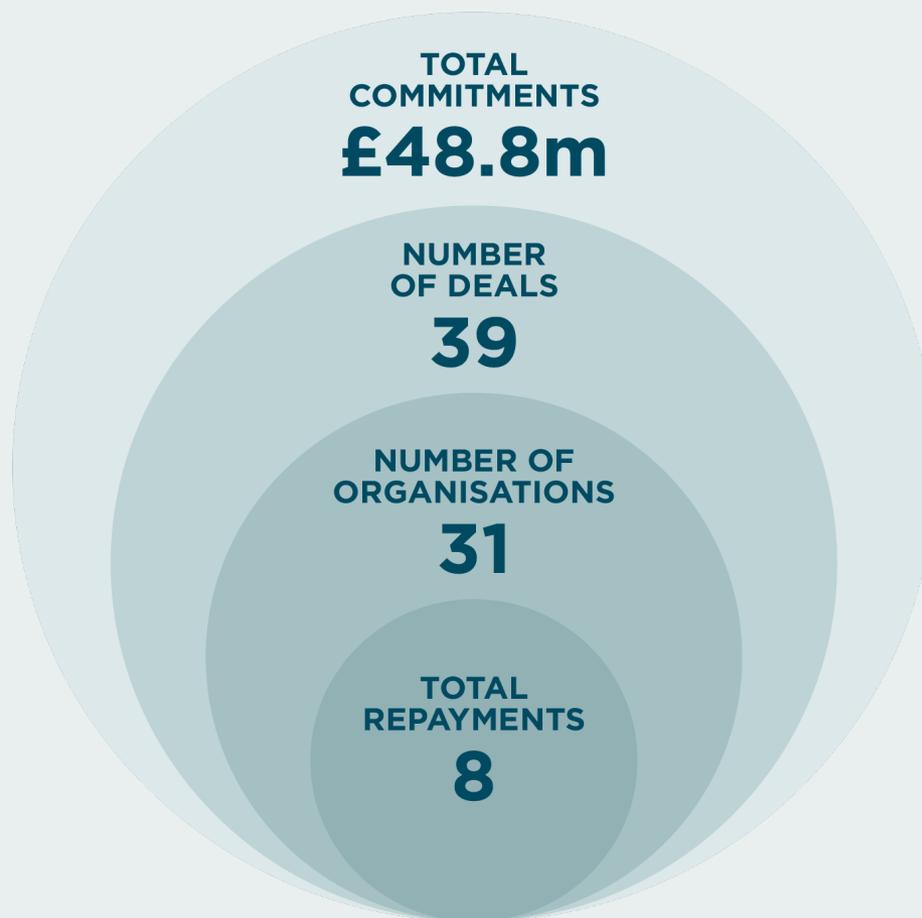
- Launched in February 2014
- Fund size £30m
- Invests between £250,000 and £2 million
- Works with community based, locally led charities and social enterprises in England
- Eligible organisations will be providing essential support and services to improve the well-being of local residents, developing the local economy and creating positive social change for all individuals in the community

## Third Sector Investment Fund

- Launched in April 2014
- Fund size £18m
- Invests between £250,000 and £3 million
- Works with charities and social enterprises across the UK
- Eligible organisations will be improving the economic and social well-being of individuals, particularly those who are vulnerable and disadvantaged

## Social and Sustainable Housing

- Launched in May 2019
- First close £26.475m
- Invests between £2 million and £5 million
- Two aims:
  1. To improve the lives of vulnerable individuals by increasing their access to safe, stable and appropriate housing.
  2. To make small to medium sized charitable organisations financially stronger, by allowing them to buy housing in a low risk way.



# BORROWER PROFILE

- Charity or social enterprise
- Mission driven
- Working with vulnerable beneficiaries
- Working in sectors facing ongoing financial uncertainty
- Capacity constrained
- Often taking investment for the first time

# WHERE 'SOCIAL' INVESTMENT HELPS

- 'SOCIAL investment' not 'social INVESTMENT'
  - Believes there is a trade off between impact and financial return
  - Aims for impact first + appropriate financial return
  - Shares risk with borrowers
- Range of sources of demand:
  - Bridging
  - Project finance
  - Growth capital
  - Property purchases
  - Working capital

# WHO WE WORK WITH-INVESTORS



# WHAT SOCIAL INVESTORS WANT

- Investment which is alignment with mission their own ESG goals
- Social impact that is
  - Identifiable
  - Genuinely additional (makes a difference)
  - Very likely to be realised
- Financial
  - Capital preservation
  - Appropriate risk adjusted returns

**Investors who want to make a real impact difference are:**

- **Looking at more innovative investment approaches**
- **Re-evaluating financial return requirements**

# FINDING THE OVERLAP



- Product designed to fit borrower needs
- Rational for fragile organisations to have limited risk appetite
- Borrowers need 100% LTV financing
- Risk sharing:
  - Rent receipts
  - Voids
  - House prices



- Delivers impact that is clearer and lower risk than many other social investment products
- Security over fixed assets limits downside
- Government income streams viewed as high quality
- Rental income gives potential inflationary upside
- Exposure to house prices gives potential inflationary upside





SOCIAL and  
SUSTAINABLE CAPITAL

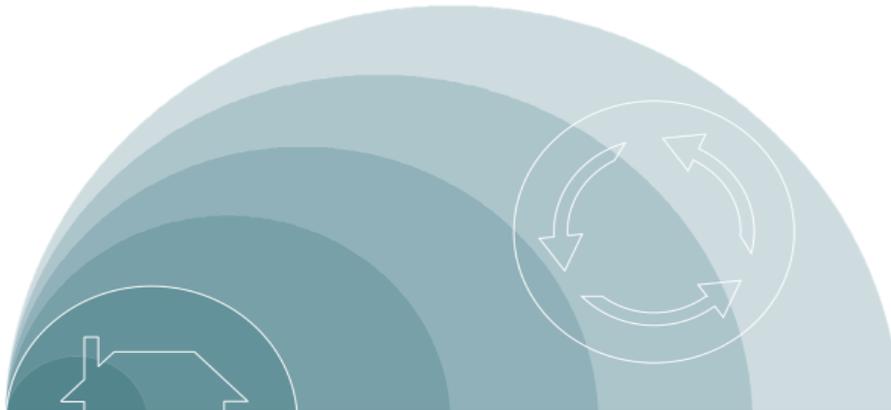
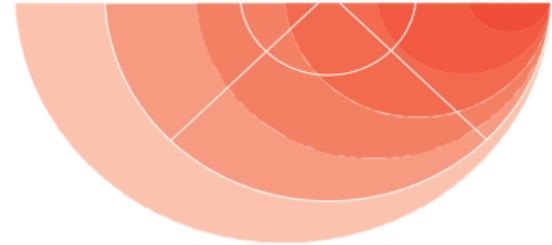
Social and Sustainable Capital

2nd Floor, Euston House  
24 Eversholt Street  
London NW1 1AD

T: 020 3874 3338

E: [info@socialandsustainable.com](mailto:info@socialandsustainable.com)

[www.socialandsustainable.com](http://www.socialandsustainable.com)



STRICTLY CONFIDENTIAL