

China Impact Investing Network (CIIN)

INVESTING FOR GOOD

Contents

- What Is CIIN
- Why Is CSEIF
- Membership Benefits

What Is CIIN?

About CIIN

China Impact Investing Network (CIIN) is built upon the China Social Enterprise and Impact Investing Forum to build critical industry infrastructure and accelerate the scale and effectiveness of impact investing. CIIN aims to create a healthy ecosystem for the development of impact investing in China.

Orientation

- Based on global community. Focus on Chinese market.

Vision

- Aggregate warm capital to achieve a bright future

3 Pillars

- **Lay a solid foundation for the industry:** to establish industry standards, standardize definitions and guidelines
- **Accelerate impact investment behavior:** to promote information exchange and empower all parties along the industry chain
- **Advocate positive policies:** to attract government support and create a favorable policy environment



Education



Empowerment



Communication

Roadmap

The China Impact Investing Network aims to gather the most visionary leaders, explore the path of business for good, and lay the groundwork for the development of impact investment in China through education, empowerment and communication.

Member Types

- This platform centers on various asset owners and managers and high net-worth individuals. Institutional investors consist of PE/VCs, CVCs, insurance companies, pension funds, banks, trusts, family offices, foundations, etc.
- CIIN members are divided into founding members, board members and regular members. The founding member seats are available only in 2021 and 2022.

Supporting Organizations And Advisors

- We welcome the representative institutions and organizations within impact investing ecological chain as the partners of CIIN, including law firms, accounting firms, consulting firms, rating organizations, government sectors, academic institutions, industry associations, etc.
- We'll also invite famous scholars, media professionals and directors of other relevant organizations at home or abroad to be our advisors, offer intelligence and resource support, and foster international communication.

Supporting Organizations



AVPN



Bain &
Company



CY Zone



Family
Office
Insight



FOFWEEKLY



SEE
Conservation

Advisory Board



Jed Emerson

Managing Director, Global Lead Impact Investing at Tiedemann Advisors
Internationally Recognized Leader of Impact Investment



Liu Manhong

Professor, PhD Supervisor in Renmin University of China
Founder of China Alliance of Angel Investor



Li Nan

Director of UNOPS Sustainable Infrastructure Impact Investment



Ma Jun

Chairman of the Green Finance Committee of China Society of Finance and Banking under the People's Bank of China

Advisory Board



Ma Weihua

Honorary Director of China Social Enterprise and Impact Investing Forum(CSEIF)
Former President of the China Merchants Bank



Qin Shuo

Initiator of China Commercial Civilization Research Center
Initiator of Chin@Moments



Grace Hui

Ex-Head of Green and Sustainable Finance, Hong Kong Exchanges and Clearing Limited (HKEX)



Judy Zhang

Managing Director, Head of China, Cambridge Associates

Media Partners

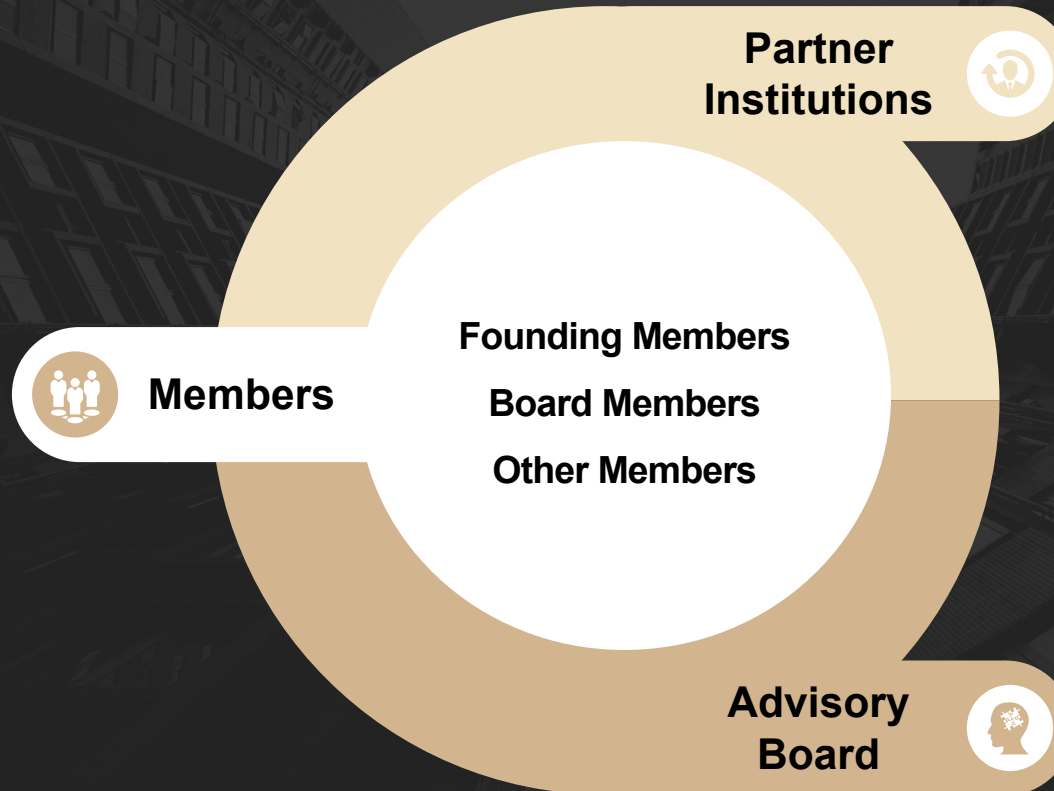
- By holding China's Impact Investing Training Program for Media Specialists, CIIN cooperates deeply with over 30 domestic mainstream finance and industrial media to promote the concept of "business for good" including impact investing methods.



CIIN's Stakeholders

Members

PE/VC
CVC
Insurance company
Pension funds
Bank
Trust
Family office
Foundation
Individual investor



Partners

Law Firms Accounting Firms
Consulting Firms Rating Agencies
Government Organizations
Academic Institutions
Industry Associations ...

Advisors

scholars at home and abroad
Media professionals
Heads of relevant institutions

Current Members

Founding Board Members



Asia Green Fund

Green impact investor, the first private equity fund in China to institutionalize ESG policies and quantitatively assess the green impact of investment behavior



Century Galaxy

An international medical and healthcare industry group combining industry and finance, focusing on research and development, production, operation and investment management in the field of preventive medicine and general health.

ECHOS CAPITAL
愿景影响力资本

ECHOS Capital

The founders come from the fields of traditional investment, charity and industrial operation, focusing on supporting and investing in social service industry projects that balance business sustainability and address the needs of the sinking market.



Economics of Mutuality

Born out of the Mars Incorporated. A research, education and advocacy Institute

Other Members



AMPower
Capital



Apax
Partners



Cambridge
Associates



Grass Capital



GRC
SinoGreenCa
pital



Green Leaf
Ventures



Lao Niu
Foundation



Leping Social
Entrepreneur
Foundation

Other Members



Narada
Foundation



Rockets
Capital



Roselake
Ventures



Sany
Foundation



SDIC
Chuangyi



SHEN Impact
Venture



Sinan Capital



Tsing Capital



TWT Global

Key Projects

- I. China Impact Measurement and Management (IMM) Research Project
- II. Impact Investor Video Interview Series
- III. Cohort program on IMM
- IV. International Exchanges and Cooperation
 - GIIN Impact Investor Survey
 - Conferences & Visits
- V. Industry News and Information
 - Quarterly News& Information 硬核整理
 - “Stones from Other Hills”----Radical Truth 他山之石
 - Quarterly Newsletter

I . China Impact Measurement and Management (IMM) Research Project

Research Background

In the field of ESG impact investing in China, an empirical theoretical framework and practical guidance are urgently required to prevent the phenomenon of "impact washing," assist domestic investors at various stages and with different investment demands in generating sustainable excess returns through impact, effectively address a variety of social and environmental issues, and guide more funds to invest in sustainable development.

Purpose of research

- Define the relevant concepts
- Analyze domestic and foreign theory and domestic practice status quo
- Provide a set of ESG impact solutions with strong applicability for all types of primary market investors
- Introduce framework standards that are in line with national conditions and international standards, and review domestic best practice cases.

Core Issues

- The development and application of IMM tools at home and abroad;
- The measurement and management methods, challenges and promotion methods of impact investment, as well as the relationship between social impact and financial returns generally adopted by domestic active impact investment institutions and investment institutions implementing ESG concept.

Impact Measurement and Management: A Guide for Investors in China Version 1.0

The research group started its work in May 2022 and launched Impact Measurement and Management in November: A Guide for Investors in China Version 1.0 (Exposure Draft), trying to preliminarily summarize a set of IMM process guidelines that are suitable for the current development stage of the domestic market, emphasizing key principles, and focusing on the following four core themes: Sustainable Agriculture and Rural Development, Life Sciences and Healthcare, Green Economy, Inclusive Development. The exposure draft mainly includes a set of IMM principles and process tools as well as IMM excellent practice cases of four groups of domestic investment institutions and their invested enterprises under four themes.

In July 2023, together with China Management Science Society, PWC China and Beijing Green Finance Association, we jointly released **Impact Measurement and Management: A Guide for Investors in China Version 1.0 (Final Draft)**. On the basis of soliciting the opinions of experts from all walks of life and the community, the final version adds four cases, four reference tables of impact measurement indicators and two sets of IMM scoring tables, so as to provide valuable references for asset managers and owners to carry out high-quality responsible investment.



Scan the QR Code
Get access to the E-copy

Impact Measurement and Management: A Guide for Investors in China Version 1.0



This guide aims to provide a set of applicable ESG impact solutions for domestic primary market investors, including private equity funds. At present, most domestic discussions on ESG, impact or social value focus on ESG performance in the secondary market, and focus on risk prevention and control, rather than actively creating value. For private equity investors in the domestic primary market who are closer to direct value creation, there is an urgent need for a set of tool standards that are not only in line with the international discourse system, but also rooted in local conditions.

The release of this guide fills the gap in the industry. By combing and absorbing the essence of nearly 30 IMM standards that are widely used in the world, combined with domestic policy analysis, experts and institutional interviews, and on the basis of understanding the characteristics of the local market, it enables investment institutions and enterprises to control risks throughout ESG impact dimension and go beyond to create long-term value.

Cases in four subject areas

Subject areas	Sustainable Agriculture and Rural Development		Life Sciences and Medical Healthcare		Green Economy		Inclusive Development	
Titles of cases	Visibility and Credibility - B Corp Assessment Helps Promote Digital Agriculture	ESG+ Impact management system promotes win-win of "benefit" and profit	Embrace the Dawn of Healthcare and Pursue the Mission above Profit	Investing in innovation for healthy development	Green Engine Helps Value Upgrade	Pursuing both benefit and righteousness, unlocking a new track worth billions	Capital + Co-creation -- Maximizing Goodwill	Practicing both impact and financial growth with professionalism
Investor	Leping Foundation /Fuping Venture Investment	SDIC Chuangyi	Ehong Capital	China Life Equity Investment	Asia Green Fund	GRC SinoGreen Fund	Sany Foundation	ABC Impact
Invested enterprise	Fuping Chuangyuan	Yihao Foodstuff	Conlight Medical	United Imaging Healthcare	HOREN	PhaBuilder	Power Solution	DaMi & XiaoMi

Academic and Industry Experts

Deng Guosheng | Vice Dean and Director of the Research Center for Social Innovation and Rural Revitalization, School of Public Administration, Tsinghua University

Gu Jiafeng | Director of the Research Department of China Center for Social Science Survey, Peking University

Huang Tao | Professor of Management Science and Information System, Guanghua School of Management, Vice President of Rural Revitalization Research Institute, Peking University.

Qiu Zeqi | Professor of Sociology, Peking University

Shao Shiyang | Executive Director, Beijing Green Finance Association

Shen Yongdong | Vice Dean, Institute of Social Governance, Director of International Journal Department, School of Public Administration, Zhejiang University

Tian Xuan | Vice President, PBC School of Finance, Tsinghua University; Vice President of National Financial Research Institute

Wang Liyan | Professor of Accounting Department, Guanghua School of Management, Director of the Center for Responsibility and Social Value, Peking University

Xie Danyang | Dean of Society Hub, Hong Kong University of Science and Technology (Guangzhou); Chair Professor, Department of Economics, Hong Kong University of Science and Technology

Xu Jialiang | Professor, School of International and Public Affairs, Director of Third Sector Research Center, Shanghai Jiao Tong University

Xu Xinzhong | Professor of Finance, Guanghua School of Management, Peking University

Yang Dongning | Associate Professor, Guanghua School of Management, Director of the Institute of Strategic Studies, Peking University

Zhu Xufeng | Professor and Executive Dean, School of Public Administration, Tsinghua University; Director of Think Tank Research Center, Executive director of Institute of Global Sustainable Development, Tsinghua University

II. Impact Investor Interview Series

- Film interviews with impact investors and compile the most representative cases of impact investing in China. It highlights the stories of representative investors in the form of video, concentrating on how different investors promote the economic, social, and environmental benefits of invested projects and offering valuable references for professionals and academics.



Chavalit Frederick TSAO

- Chairman of IMC Pan Asia Alliance Group
- Founder of Octave



Judy Ye

- Managing Partner of YiMei Capital



Qi Lu

- Partner of Tsing Capital

The theme of the 2022 investor interview series is "Rebuilding the Capital Mission." Ms. Lin Yigu, Vice President of CIIN, conducted a discourse with three Chinese impact investing pioneers, sharing their reasons for interest in impact investing, understanding of the mission of capital, and impact investing practices.

III. Cohort program on IMM

- Through international perspective and experience, combined with industry interpretation and sharing from domestic and foreign industry experts, excellent practice cases will be deeply interpreted, enabling domestic investors at different stages and with varying investment demands to generate sustainable excess returns through impact, examining a path of IMM reporting with Chinese characteristics, and contributing to the goal of common prosperity and SDGs.
 - **Program objective:** to familiarize investors with the concepts and tools of impact management so that impact aspects can be included into investment decisions. At the core of the course, participants will be guided in detail to create their own expected impact rating based on their impact goals and investment strategies. Each participant will complete the course with a tool that can be applied to their institution's actual investment process.

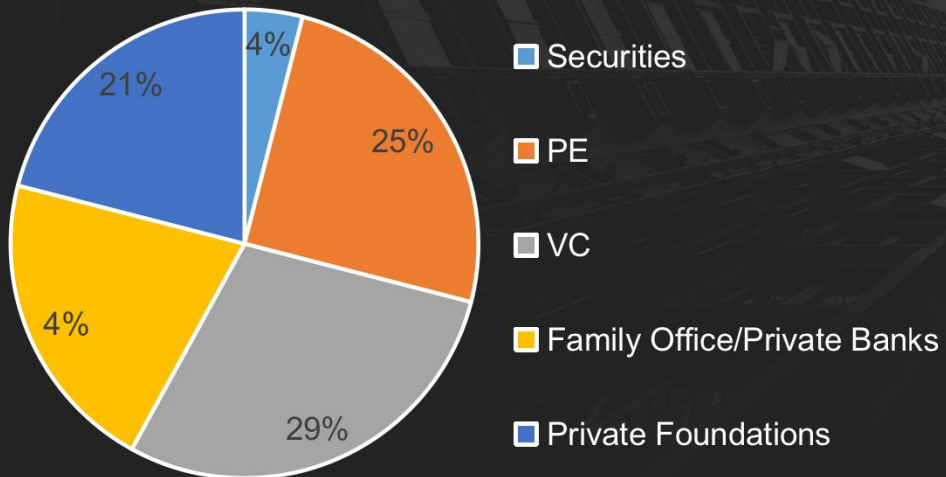
III. Private Advisory Board on IMM (Phase I)

- **Intellectual Support:** experts from Impact Frontiers, part of the Impact Management Project (IMP), an internationally renowned industry body.
- **Meeting Time:** June 30, 2022 to September 13, 2023
- **Form of Teaching:** mainly in the form of closed-door online meetings (simultaneous interpretation is provided for the English teaching part), and the curriculum arrangement includes the core content live class, staged co-creation discussion workshop and industry theme lectures.
- **Expenses:** All course fees are covered by a full scholarship provided by the sponsor CIIN

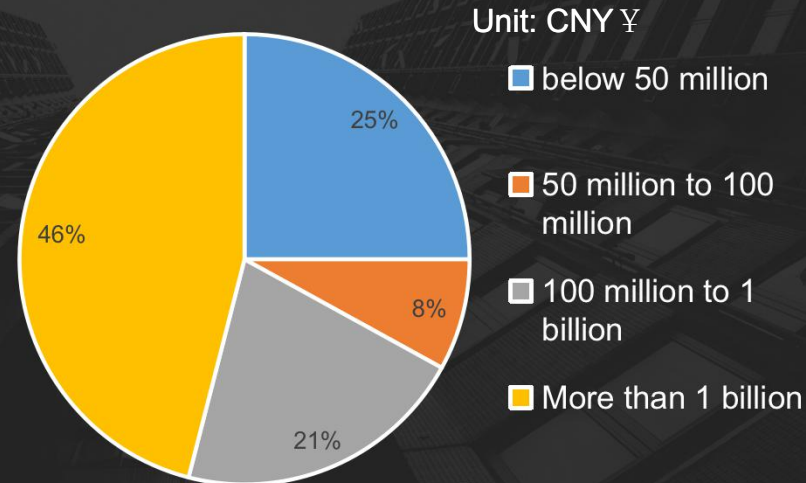
Participants of the Cohort Program

37 participants from 27 institutions

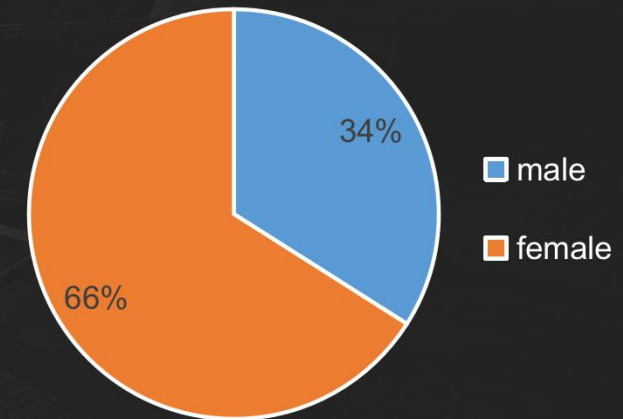
✓ Type of institutions



✓ AUM of institutions 列1



✓ Gender ratio



IV. International Exchanges and Cooperation: GIIN Impact Investor Survey

- As the partner of Global Impact Investment Network (GIIN) in China, we jointly collect **2023 Annual Impact Investor Survey** for Chinese impact investors, aiming to provide global readers with industry information from the Chinese market. This is the second collaboration between the two organizations following the 2020 Survey and the IMM Introductory Series events. The survey report is one of the most authoritative reports on impact investing worldwide, providing the most detailed data on impact investing practices worldwide and showing the future trends of the industry.
- In April 2020, GIIN supported the IMM Introductory Series events as a strategic partner which aims to introduce globally accepted IMM methods and tools. To enable more investors and institutions to correctly understand the basic methods of IMM, and learn from advanced international experience.



[2020 Annual Impact Investor Survey](#)

IV. International Exchanges and Cooperation: Conferences & Visits

2023 AVPN Global Conference | June 20-23, 2023, Kuala Lumpur, Malaysia

As a strategic partner and catalyst member of AVPN, CIIN and SEEDinVenture jointly initiated the recruitment of the Chinese delegation, organized and led the Chinese delegation to attend the 2023AVPN Global Congress, and exchanged with leading figures in the field of social investment in Asia and the world. Explore in depth how social investment can provide Asian solutions to the challenges of various global environments to advance the Sustainable Development Goals.

2023 GSG Global Impact Summit | October 2-3, 2023, Malaga, Spain

CIIN and the International Forum for China Impact Investing (IFCII) jointly organized a team of experts to attend the 2023 GSG Global Impact in Europe, which will be held in Malaga, Spain, on October 2-3 Summit, with more than 1,000 global leaders in ESG and socially responsible investing to discuss cutting-edge issues in impact investing.

2023 Global Impact Investing Forum | October 4-5, 2023, Copenhagen, Denmark

The Global Impact Investing Forum is an important platform for enabling impact investing opportunities and driving the growth of the impact investing market, connecting more than 1,500 impact investing industry practitioners from 68 countries around the world, focusing on key areas such as developing country solutions, the Blue economy, biodiversity and climate, and artificial intelligence.

V. Industry News and Information

Integrate insights and industry information, and regularly launch column articles on CIIN official website and wechat official account.

Quarterly News& Information

Summarize the industry development trends in each quarter, covering investment and financing information in the field of impact investment at home and abroad, activities of impact investment institutions, as well as the latest policies of the government and regulatory authorities.

Quarterly Newsletter

Integrate CIIN dynamic review and member institutions investment, financing, events, awards and recruitment needs, as well as CIIN produced insight articles and industry news content collection. CIIN members will be the first to receive push mail service.

Radical Truth

CIIN collaborated with TBLI Group, a well-known European impact promotion agency, to share the views and experiences of impact leaders from around the world. This series of articles is based on the content of the weekly online English interview program held by the TBLI Foundation under the TBLI Group, focusing on for-good entrepreneurs and impact investors. We generate the highlights of each interview and publish them exclusively on Chinese platforms. TBLI, short for Triple Bottom Line, is an accounting framework that incorporates social, environmental, ecological, and economic values. The agency has been promoting the concept of "triple bottom line" investment, channelling capital for good and building inclusive economies around the world for 25 years.

Why Is CSEIF?



About CSEIF

China Social Enterprise and Impact Investing Forum (CSEIF) is a Beijing-based non-profit organization. Initiated by Narada Foundation, it was jointly founded by 17 Chinese top foundations and venture philanthropic organizations in 2014. It now has five board members:

- Narada Foundation
- Leping Social Entrepreneur Foundation
- Sequoia Capital China
- Lao Niu Foundation
- More Love Foundation

- China's largest cross-sector platform in the country's impact community.
- Serving social enterprises, impact investors, and for-good business.
- Dedicated to promote solving social issues with business models, creating a better future together.



- China's largest cross-sector platform in the country's impact community.
- The largest data pool of Chinese social enterprises and impact investors, including the top-tier players.
- The sector's largest forum and the Only national awards in China's social innovation sphere that covers social enterprise, impact investing and business for good.

What We Have?



CSEIF Annual Forum

- ✓ Since 2015, the annual forum has been held successfully for 7 years, supported by local governments of Beijing, Shenzhen, Chengdu, etc., and cooperated with UNDP. Now it becomes the largest and most well-known convening in China's social innovation sector.
- ✓ Each year, the annual forum will dedicate one breakout session to the topic of impact investing, where investors share investment experience and insights.
- ✓ The theme of the 2022 Annual Forum is “**From Social Responsibility to Social Value**”. More than **7.69 million** people participated in the 2022 conference via multiple live broadcasting platforms.

10 +

Senior officials of International organizations

50 +

China's famous impact investors

400 +

Leaders of business for good

500 +

Notable philanthropists at home and abroad

450 +

Famous social entrepreneurs

400 +

Social enterprise and impact awards announced

4,000 +

Attendees from non-profit, business and government sectors

100 +

Media partners

10,000 +

Media coverage

CSEIF Annual Forum

Events



Speakers



For Good Awards

- The For Good Awards selection is China's first annual, non-profit awards with internationally advanced concepts for Chinese social enterprises, impact investment institutions, business for Good enterprises, academic researchers and industry advocates. The For Good Awards were established to identify and encourage outstanding practices in creating sustainable social value through business and social innovation, and to drive business for good and investing for good in China.
- We partner with major Chinese financial media outlets CY Zone and Caixin Global to co-promote.



- The selection includes **8 categories of awards** :Top 10 Social Enterprise of the Year, Top 10 Business for Good of the Year, Top 10 For-Good Entrepreneur of the Year, Top 5 Impact Investor of the Year, Top 5 Best Practice of Impact Investing of the Year, Top 10 Academic Research of the yearYear, Top 5 Outstanding Contribution of the Year, Top 5 For-Good Partner of the Year
- In 2022 alone, we received **509 applications** in total, and invited **85 judges** from academia, business, investment institutions, social organizations, professional media and other fields to select the finals.

For Good Awards—Impact Investing Awards



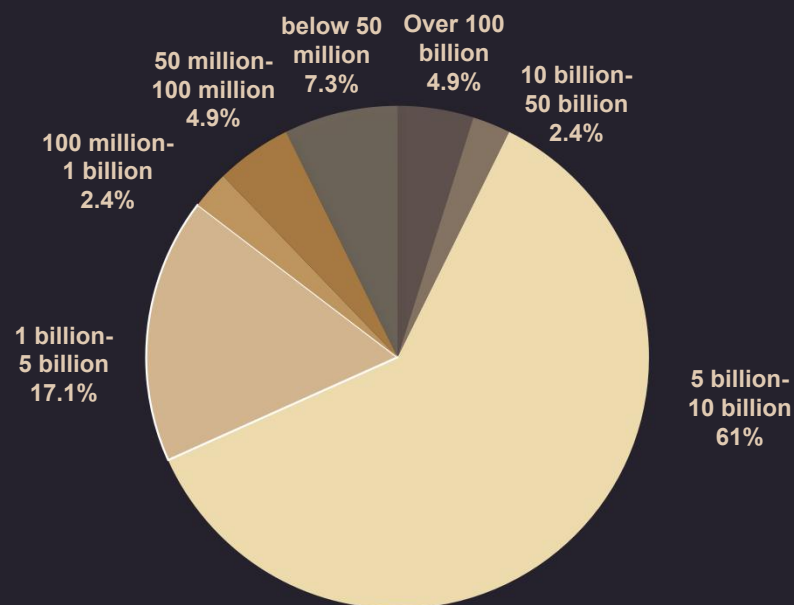
- The only award that focuses on impact investment in China.
- It aims to promote the concept and best practices of impact investing among mainstream institutional investors. By selecting the most outstanding impact investing institutions and individuals, we aim at demonstrating the power of role models to drive the development of impact investing in China's mainstream investor community.
- The investment case of Beijing Century Galaxy, which was the awarded as China's Best Impact Investor in 2019, was selected into the case collections of Harvard Business School as the first impact investing case study in China.



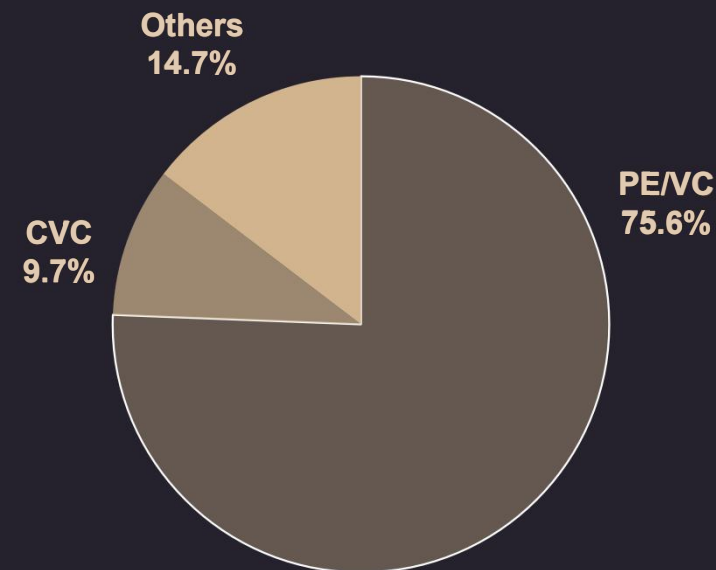
For Good Awards——Impact Investing Awards

- The 2022 For Good Awards Impact Investment Awards are open to impact investors and investment institutions respectively: TOP5 Impact Investor of the Year and TOP5 Impact Investment Best Practice of the Year.
- A total of application forms from 41 investment institutions were received. Compared to previous years, not only has the number of applicants increased, but the category of applicants becomes more diversified.

AUM of Applicants (Unit: CNY ¥)



Type of Applicants





International Partners

- We have been working with the world's leading organizations to promote impact investment in China. On the right are some of our partners.
- It introduced the world's most widely-used impact measurement and management approaches to the local audiences by a series of webinars and original articles with international partners, paving way for furthering empowerment for the Chinese impact practitioners.



Member Benefits

Member Benefits

Regular
Member

Board
Member

Founding
Member

Authoritative Industry Information

- 1 Regular access to Quarterly News & Information, Radical Truth, and other international and domestic industry development information
- 2 Access to member exclusive international and domestic impact investment professional learning materials
- 3 Access to excellent investment cases at home and abroad
- 4 Exclusive pushes for important reports



Diversified Industry Events

- 1 Co-hosting and priority participation in CIIN and CSEIF industry events, theme salons, and other events
- 2 Ticket discounts for CSEIF annual forum and other paid events
- 3 VIP treatment at CIIN's large-scale industry events
- 4 Represent CIIN in important international and domestic meetings



Member Benefits

Member Benefits			Regular Member	Board Member	Founding Member
Strong Brand Exposure	1	Institution display in the member zone of CIIN website	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	2	Priority branding and co-sponsorship opportunities at CSEIF and industry partners' international and domestic events	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	3	Investment cases will be eligible for recommendation as business school cases or inclusion in the industry blue book		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	4	Head of institution will be recommended to participate in CIIN strategic cooperation media activities, industry events, and have the chance to make a speech		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	5	Introduced to domestic and international mainstream media for interview opportunities, and given the chance to become an industry opinion leader			<input checked="" type="checkbox"/>
Exclusive Industry Service	1	Priority docking of domestic and foreign fund-raising resources	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	2	Customized authorization to use CSEIF database information and enter the project pool to screen quality projects		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	3	Have the opportunity to be a judge for the "For Good Awards" and give priority to the project resources of the best quality enterprises in China		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	4	Participate in CIIN roadshow activities and served as a judge		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Member Benefits

		Regular Member	Board Member	Founding Member
Excellent Post-investment Service	1	Utilize CSEIF and CIIN resources to serve investee enterprises	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	2	Senior executives and the heads of investee enterprises have the opportunity to participate in CSEIF and CIIN training programs with priority and at discounted rates.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	3	Head of investee enterprises has the priority of free learning opportunities in the incubation programs and acceleration camps organized by CIIN	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	4	Exclusive customized acceleration camp services		<input checked="" type="checkbox"/>
High-end Community Communication	1	Participate in member-only activities and exchanges, and co-create with the most professional experts in the field of finance and social innovation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	2	Participate in business visits, private board meetings and other activities, and obtain cross-border exchanges and cooperation opportunities	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	3	Customize marketing activities for member institutions, such as branding, fundraising, and project docking, in accordance with their needs.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	4	Priority is given to participating in closed-door or exclusive activities such as government-to-government exchanges and international visits	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Member Benefits

Regular
Member

Board
Member

Founding
Member

Participation in Rulemaking

- 1 Participate in the discussion, formulation and promotion of the definition, standard and practice standard of impact investment, and become the co-creator of the "new infrastructure" of domestic investment
- 2 Deeply involved in the planning of core projects of CIIN and flagship events such as CSEIF annual forum
- 3 Have decision-making rights on CIIN's strategic planning, membership admission criteria, key businesses, etc
- 4 Participate in the discussion of major industry issues and promote the development of the industry



Membership Fee

The validity period of all membership in the current year is calculated from the date when the full payment is received, and expires on the same day of the following year. (CNY/year) Membership fee will be fully used for the development of CSEIF and service for members. After payment, members can get a donation receipt.

Type of Membership	Annual Membership Fee	One-time Payment for a Three-Year Membership
Regular Member	15,000	40,000
Board Member	100,000	280,000
Founding Member	To become a CIIN Lifetime Founding Member by making a One-Time Payment of 1,000,000 CNY.	

Notes

International membership fee rate is calculated based on the exchange rate of RMB to the foreign currency when the payment is made.



INVESTING FOR GOOD

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Find us on
Wechat



Official
Website
www.ciin.com.cn

THANK YOU