



# Developing Impact Investment Ecosystem in Japan and ASEAN: The Power of Network

**Nikkei Global Virtual Forum  
October 2023**

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## VIKAS ARORA

Chief of Impact Investing

- Vikas is an experienced finance professional with a passion for driving social impact. With a successful career in banking, including a 25 year stint at Deutsche Bank and thereafter at MUFG Bank in Singapore, he has held various regional leadership roles.
- Motivated by a commitment to effecting positive change, Vikas now focuses on exploring the realms of social impact financing and ESG (Environmental, Social, and Governance)
- His aspiration to align financial practices with sustainable and responsible principles has led him to join AVPN as **Chief of Impact Investing**. In this capacity, he will leverage his financial expertise and visionary outlook to drive capital into the social impact space and help create impact at scale on pressing social and environmental challenges
- Outside of work, Vikas actively contributes to the community as an Independent Board Director (pro bono) for **Heartware Network**, a non-profit organisation in Singapore
- Vikas is currently pursuing a Post-Graduate Diploma in Organisation & Leadership for Social Change at the Singapore University of Social Sciences

# Why an Impact Investing Network Matters



The once-niche domain of impact investing has now become mainstream

**\$1.164 trillion**

Size of the worldwide impact investing market as estimated by GIIN

**16%**

Global impact investment AUM are allocated to East, South, and Southeast Asia



Growing Concentration of Wealth

Asia set to have > **1/3** of the world's **billionaires** by 2023

**86%** of **HNW Asian millennials** find more opportunities to tackle societal issues through investing



Lack of Enabling Environment

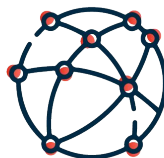
**A need to:**

- Cultivate impact leaders
- Bolster funding channels, capacity building & impact management
- Alleviate funding wastes

Impact investing is a **multidimensional field** that requires collaboration among various stakeholders. **Governments, financial institutions, impact-focused organizations, NGOs, academia, and private sector entities** all play unique roles in building a successful ecosystem



KNOWLEDGE  
SHARING

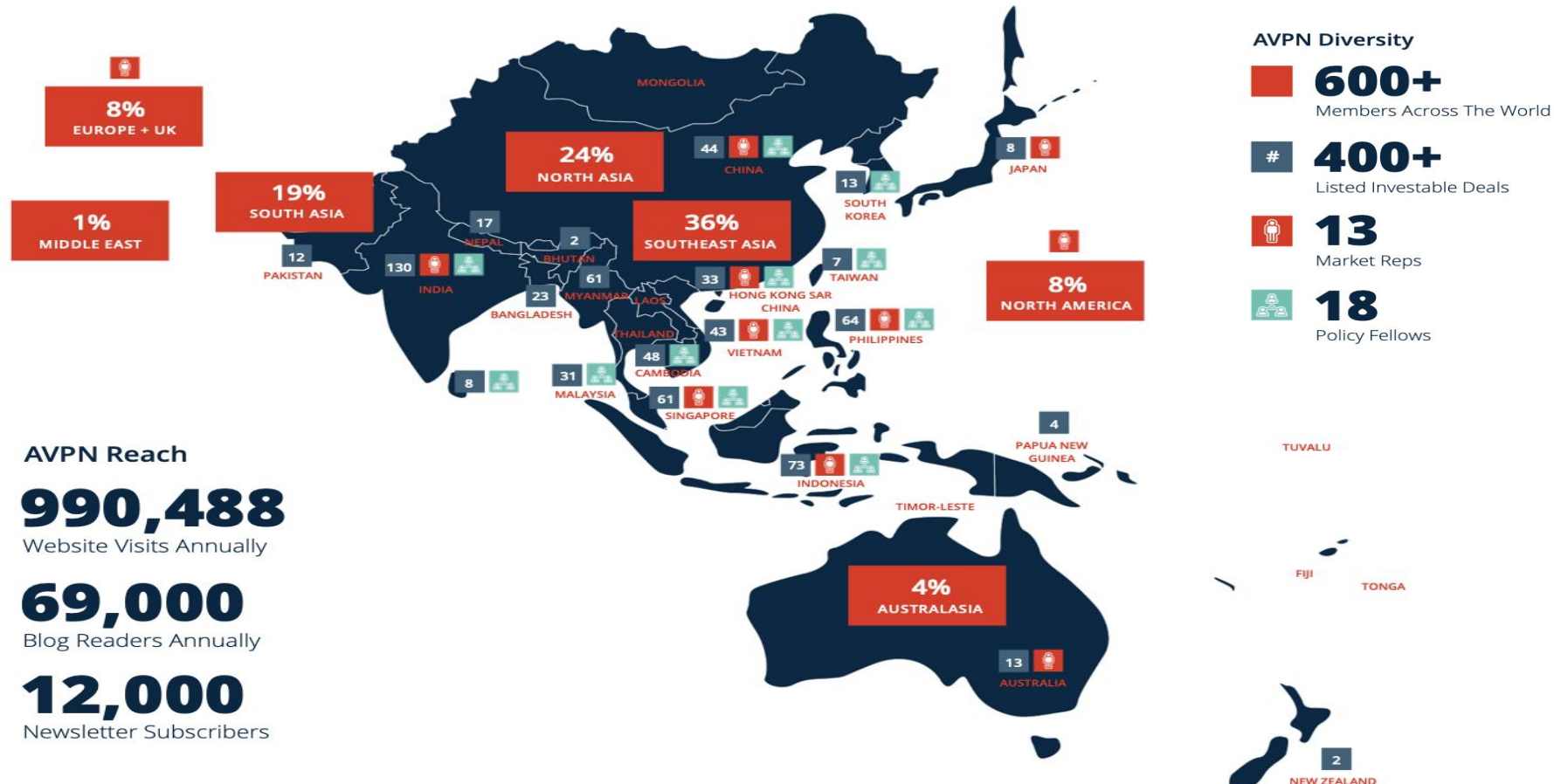


CROSS SECTORAL  
SYNERGY



MARKET  
AWARENESS

## avpn





## Knowledge Sharing

### Knowledge & Insights

- **Investor Education:** Educate traditional investors about the benefits and impact of impact investing. Show them how they can **align their financial goals with their values** by investing in impactful projects
- Organize training and **capacity-building** programs for investors, entrepreneurs, and intermediaries. Encourage universities to offer courses and workshops related to impact investing

## AVPN Resources

- AVPN Academy
- Research and Insights
- Impact Measurement and Management



**25**

Reports published



**74**

Blog posts & case studies published



**38**

Workshops & webinars organised



## Cross Sectoral Synergy

### The power of cross-regional learning

- Cross-regional learning in impact investing holds paramount significance as it **broadens perspectives, accelerates learning**, and allows for the adaptation of **successful models to local contexts**
- By drawing from a diverse range of experiences, it mitigates risks, promotes resource efficiency, encourages innovation, fosters a broader ecosystem, and ensures measurable, sustainable impact

## AVPN Resources

- Africa-asia impact investing fellowship 2021
- Catalytic capital work 2022-23 - ongoing



## Cross Sectoral Synergy

### The power of diverse stakeholders learning together

- When **investors, foundations, family offices, impact funds, and other players** collaborate and share their insights, they create a fertile ground for developing nuanced strategies, expanding the reach of their investments, and finding innovative solutions to address the world's most pressing challenges

## AVPN Resources

- Impact frontiers Asia
- Impact investing fellowship 2020
- Support to Inclusive Business & Impact Investing





## Market Awareness

### Online Platforms

- **Showcase** impact investment opportunities and profiles of social enterprises
- Support impact investors in their **pipeline development** based on their specific programs and focus areas

### Landscape Reports

- They offer a comprehensive understanding of the market, support data-driven decision-making, and illuminate trends, gaps, and success stories

## AVPN Resources

- Deal Share Platform (DSP)
- Impact Investing Marketplace (under construction)

## AVPN Resources

- Social Investment Landscape Reports

**400+**

Impact Organisations (IOs)  
onboarded the DSP

**1,130**

Nominations and  
opportunities highlighted  
to IOs in 2021



## Market Awareness

### Creating Networking Opportunities

- That bring together impact investors, social entrepreneurs, and support organizations from **Japan and ASEAN** countries
- These events must aim to foster **knowledge sharing, collaboration, and strategic action** among diverse stakeholders, with a focus on addressing **development challenges, promoting intersectionality**, and supporting the achievement of the United Nations **Sustainable Development Goals (SDGs)** in Asia

### AVPN Signature Events

AVPN Global Conference

AVPN South Asia Summit

AVPN Social Investment Forum (Tokyo)

**Ecosystem builders** like AVPN play a pivotal role in social impact by offering a **neutral platform** for connecting stakeholders, and orchestrating collaborations, ultimately enabling resource providers to identify partners and capitalize on the influx of innovations and risk-taking behavior in the ecosystem



## Accelerating NPO and for-profit pipeline development

**408** Investable solutions published on the Deal Share platform

**\$470m** Total financial support sought

**234** Organizations nominated to receive financial & non-financial support through AVPN member programmes since 2020



## Building an enabling ecosystem for effective resource mobilisation

### Examples:

**37** Impact Enterprises participated in a 3-month Learning Journey to build their capacity to navigate COVID-19 challenges

**8** Policymakers participated in the Policy Leadership Lab 2021-2-22 to increase public-private collaboration

# THANK YOU



For more information visit us at  
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