Social Investment Overview
What do we look for?

Key concepts
• What social impact are they seeking to create?
• What does the organisation need investment for?
  • Purchasing/refurbishing assets
  • Working capital (e.g. to support payment by results contract)
  • Bridging finance (e.g. confirmed grant)
  • Expand existing activities/ deliver new services
• Is there an income stream?
• Fit with our aims/funding priorities?
• Affordability?

Due diligence
• We look at:
  • **Organisation** – track record, structure, governance, finances, impact, policies & procedures reach, partners, contracts, risks, aims
  • **Proposal** – business plan, social impact, financial projections, partners, commissioners/customers, risks, viability
  • **Investment** – finance need, affordability, terms, flexibility, co-investors, returns
• 1-6 months
• If approved, legal process before funds released

Terms and investment types
• No set terms – work with the investee
• Minimum £60K, no maximum but around £300K max for direct investment
• Debt, equity, underwriting
• Average 5-7% interest – depends on impact & affordability
• Average 5-7 years – usually no longer than 10 years