



Investment versus Donation Moderators

Maxime Pallain

Alexandre Gaillard



J. SAFRA SARASIN



Sustainable Private Banking since 1841

Achieving performance and
impact with sustainable
investments

Dr. Jan Amrit Poser



The state of investments in developed countries

Mansour Khalifé





Could non-profit organizations
and private corporation share
common goals?

Sabrina Cohen Dumani



alphamundi

Scaling up SDG solutions
through the capital value chain
& impact investing

Tim Radjy



conser

Responsible
Investment
Solutions

How could Foundations
strengthen their mission by
investing responsibly?

Angela de Wolff





From donation to
investment: The ReBin
case

Sylvain Massot





**From donation to investment:
The ReBin case
Sylvain Massot – co-founder**



BACKGROUND

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A LIFE CHANGING OPPORTUNITY

- International banking in London and Geneva
- Left banking 2 years ago to focus on impact investing

- Meeting Thai entrepreneur - new waste paradigm
- Met co-founder who had researched topic for 2 years
- Decision to adapt and replicate model in Benin

REBIN IN BRIEF: THE FOUNDATION

OUR MISSION

To address the waste issue in developing countries

To turn this waste into valuable products and services for local populations

To develop a financially self-sustainable business model



Reduce



Reuse



Recycle



Re
Bin

REBIN IN BRIEF: THE PROJECT

- Testing the concept through a pilot project in Toffo, Benin
- Focusing on organic waste collection in a rural area
- Turning waste into biogas and organic fertilisers
- Making the pilot financially self-sustainable after 12-24 months



CONTRIBUTING TO THE SDGS



Turn waste into biogas to replace wood and charcoal cooking fuels



Provide steady income to household and workers

WHERE WE STAND

Period	Key activity
10/2016	Launched the foundation
10/2016 – 10/2017	Raised the required financing
11/2017 – 02/2018	Bought the land and started to build the plant
03/2018	Start to produce biogas
2018	Validate the concept (environmental and social impact, financial sustainability)
2019 & beyond	Replicate on larger scale



WHY A FOUNDATION: HIGH RISK/LOW RETURN

- **Difficult to get investors at early stage in innovative project**
- **Small project, frequent needs to raise capital**
- **Lack of established track-record of founders**
- **Tax incentive for donors**



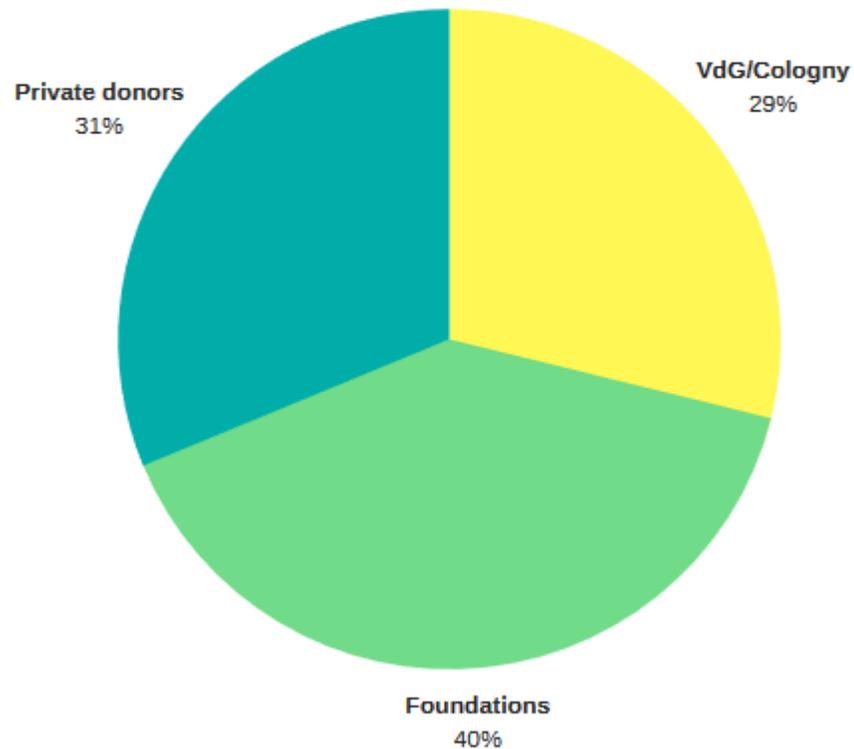
WHY A FOUNDATION: APPEAL OF FOUNDATIONS IN AFRICA

- Reputation of Switzerland and Geneva for international Cooperation
- Regulation by Swiss supervisory authorities
- Positive image of NGOs
- Tax exemption enables faster project expansion



WHY A FOUNDATION: NETWORKING

Sources of financing



- **Financial backing from renowned donors :**
 - *Ville de Genève, Cologne,*
 - *Foundation in Lausanne, etc.*
- **Non-financial partnerships :**
 - *International NGOs (OXFAM)*
 - *International Organisations (UNDP)*
 - *Local NGOs, local entrepreneurs*

WHY A FOUNDATION: GOVERNANCE



- **Three founders with a shared vision and passion**
- **Entire liberty to choose our members**
- **No shareholder to make us deviate from our mission**

POTENTIAL ISSUES: SLOW FUND-RAISING PROCESS

- **Competition from multitude of local Foundations**
- **Donations tend to focus on:**
 - *A few sectors (health and education)*
 - *Well-established organisations including UN agencies*
 - *Local Swiss projects or responses to natural disasters rather than development projects*

POTENTIAL ISSUES: EXPANSION TO AN INDUSTRIAL SCALE



- **Difficult to raise large amounts of money necessary for industrial size project**
- **Relying on volunteers goodwill may not be sustainable**

CONCLUSION: BLENDING DONATIONS AND INVESTMENT

Short term

Donations to kick-start the project

➔ but the project is run as a small-scale for profit social enterprise

Longer term

Large-scale expansion requires involvement of for-profit

➔ but the Foundation remains involved to make sure future ventures do not deviate from its mission



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THANK YOU!

WWW.REBIN.CH



@investglass





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Sabrina Cohen Dumani Nomads



Angela de Wolff Conser



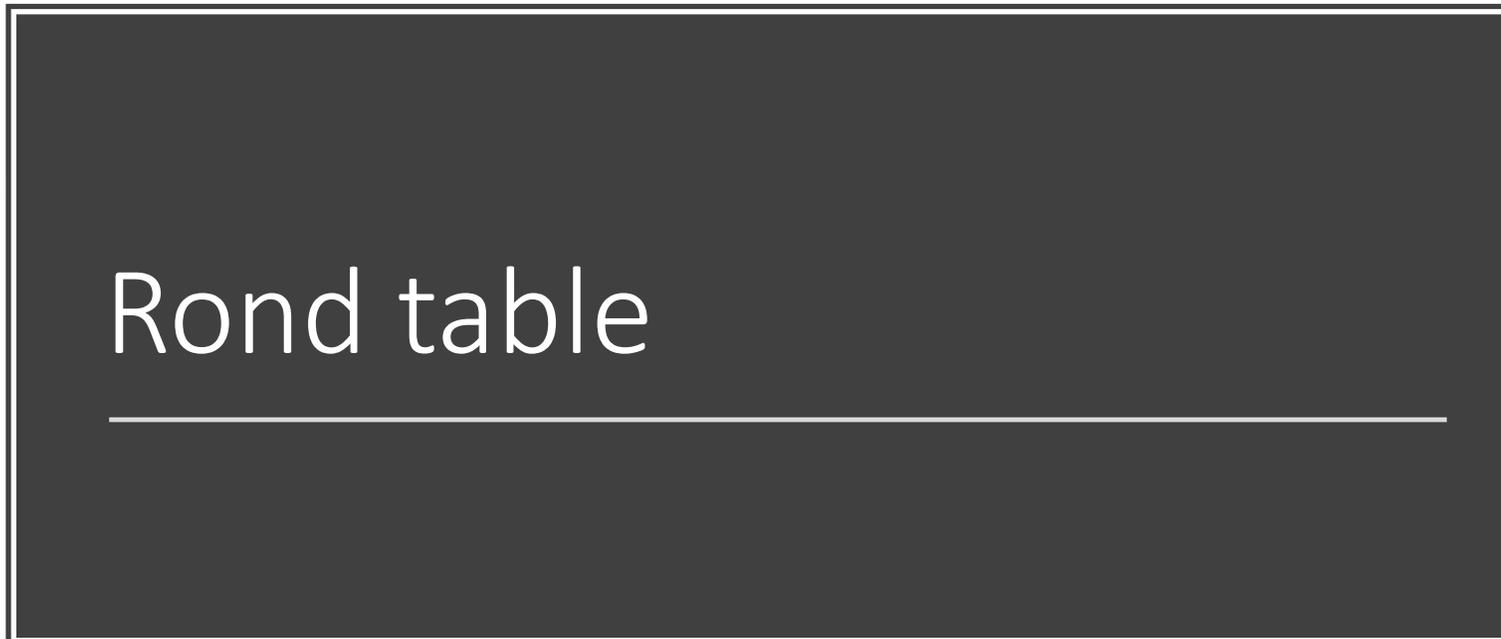
Tim Radjy Alphamundi



Mansour Khalife MNK Partners



Sylvain Massot ReBin





*Raizers
Investment Day*
February 7th
2017 in Geneva
7:00 PM



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BANQUIERS DEPUIS 1856