

UBS Social Impact & Philanthropy

Establishing Singapore as A
Philanthropic Hub – Your Role

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Why should we care about philanthropy?

More holistic wealth management practice

Get to know your clients on a deeper level

Enables clients to build a lasting legacy

Strengthens family ties and fosters multi-generational connection



95%

of billionaires
want to tackle
global challenges

90%

of our wealthy
clients are serious
about philanthropy

80%

Say they do not
believe their giving
to be effective



71%

of family offices are
engaged in
philanthropy globally

90%

of family offices in
APAC are involved
in philanthropy

USD 2.7_m

Average annual
philanthropic donation by
family offices in APAC

UBS vision and engagement in Social Impact & Philanthropy

Reimagining the power of investing. Connecting people for a better world.



Our vision

Together, with you, we aim to **shift to an impact economy** which:

- accurately values social and environmental impact,
- and puts the future and wellbeing of children, societies and the planet at the heart of investment decisions and business growth.

Our goal

By 2025, we aim to direct **USD 1 billion in philanthropic capital** and positively impact over **25 million people**.



Experienced¹

- **25+ years** of track record
- **> 10,000** clients engaged in philanthropy
- **> 140** in house philanthropy experts in **22** locations
- **> 370** projects vetted and ready for investment



Innovative¹

- **> 20** Social finance investments
- **Pioneered** the world's first outcomes contract in developing markets and subsequently scaled this approach by launching a **USD 100m** blended finance fund



Committed²

- **7 million** beneficiaries reached in 2023
- **USD 329 million¹** in contributions in 2023



Want to learn more?

Visit www.ubs.com/philanthropy



¹ Includes both what the UBS and the Optimus Foundation network have delivered

² Figures provided for the UBS Optimus network of foundations are based on unaudited management accounts and information available as of January 2024. Audited financial statements for UBS Optimus network of foundations entities are produced and available per local market regulatory guideline.

Together, we can maximize impact

We offer a one-stop shop for **insights**, **advice** and **execution services**



Insights and experiences Connect and learn

- **Events, roundtables** and **insights trips**
- **Publications, toolkits** and online **masterclasses**
- **Exclusive communities** and thought leaders (such as the *Global Philanthropists Community* and the *UBS Global Visionaries* program)
- **Next-generation** engagement programs



Advice Guidance for your philanthropic journey and wealth transition

- **Best practices** sharing
- Philanthropy and family **advisory sessions**
- Tailored **workshops**



Execution services Implement or delegate through expert solutions

- Support on setting up your own **charitable structure** or opening a **donor-advised fund** (DAF)
- Access to programs vetted by our team of experts from UBS Optimus Foundation:
 - **High-impact programs** – including **social finance** solutions
 - **Tailored programs** for the issues you care about



UBS Collectives

Hone your philanthropic skills together with your family, your peers, and key players to drive **systemic change**



UBS

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UBS Optimus Foundation

Helping to build an impact economy that allocates capital to generate positive outcomes for people and planet

About us



Expertise

Supported by 140+ experts globally



Global footprint

Presence in 9 locations around the globe



Client centric approach

Strategic philanthropy and social finance



Measurable social impact

USD 329m donation volume (2023) reaching 7m beneficiaries (2023)¹. Clear KPIs for each portfolio area.

Our focus

Health

- Access to quality primary care
- Mental health

Education

- Early childhood care
- Foundational skills including socio-emotional learning
- Transition to employment

Environment

- Sustainable land use
- Coastal and marine ecosystems

How we work

Instruments

- **Grants**
- **Collectives²**
- **Social Finance**
 - Ecosystem building
 - Direct investments
 - Blended Finance

Approach

- Rigorous selection process
- Robust governance
- Internal monitoring
- External evaluations

Foundation impact

Impactful philanthropy³

Increased philanthropic and private funding to reach the SDGs

Contribution to SDGs⁴

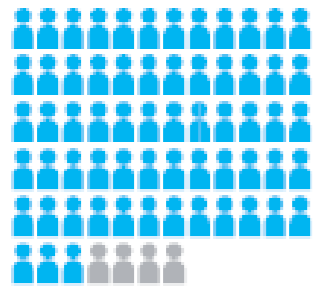


1) Figures provided for the UBS Optimus network of foundations are based on unaudited management accounts and information available as of January 2024. Audited financial statements for UBS Optimus network of foundations entities are produced and available per local market regulatory guideline.
2) Collectives bring together individuals or organizations to jointly fund long-lasting social change at scale. In addition to the benefits of collaboration, networking, expert and peer learning, the ability to scale up the impact of each individual's contribution is incredibly powerful. Research from the US shows that collective members give more money, and give more strategically, achieving deeper impact
3) Defined as focused on impact, scale, sustainability and systematic learning
4) Approach based on Philanthropy and the SDGs: Practical Tools For Alignment (Rockefeller Philanthropy Advisors Philanthropy Roadmap)

Common Approaches to Philanthropy in Asia

Giving through CSR programs, establishing foundations and partnership with governments

94% of the **67** individuals and families give through **CSR programmes**, making it by far the most prevalent form of giving



Only **33%** have set up **corporate foundations**, and **36%** have established **private foundations**.



Source: The Bridgespan Group

How the 67 richest families give

68% are involved in affiliated foundation management or serve on the board

76% of family-affiliated foundations* operate their own programmes; half do not give grants to nonprofits

90% give through CSR programmes or corporate foundations

Note: *Corporate and family foundations

Source: The Bridgespan Group

What they give to

Top areas for giving

- Education (94%)
- Healthcare (87%)
- Poverty alleviation (84%)

52% give only domestically

Philanthropy is not enough...

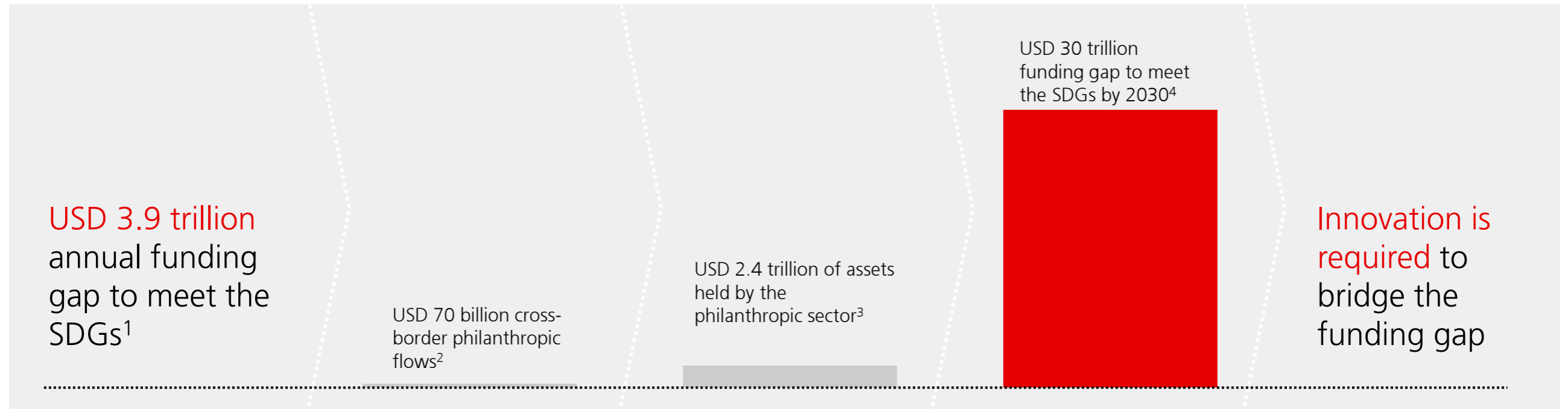
...to accelerate progress towards the UN SDGs



USD 3.9 trillion annual funding gap to achieve the United Nations Sustainable Development Goals (SDGs)

Philanthropy alone doesn't reach the required funding scale

Governments and donors are not achieving best outcomes and best value



USD 3.9 trillion annual funding gap to meet the SDGs¹

USD 70 billion cross-border philanthropic flows²

USD 2.4 trillion of assets held by the philanthropic sector³

USD 30 trillion funding gap to meet the SDGs by 2030⁴

Innovation is required to bridge the funding gap

Sources:

- 1 Global Outlook on Financing for Sustainable Development, OECD, 2023
- 2 Global Philanthropy Tracker 2023, Indiana University Lilly Family School of Philanthropy, 2020 data, 2023-04
- 3 Philanthropy and The Global Economy: Opportunities in a World of Transition, Citigroup, 2021
- 4 SDG Investment Trends Monitor (Issue 4) by UNCTAD, 2023

Big bet 1: Social finance

UBS Optimus Foundation has pioneered social finance in emerging markets, delivering quantifiable and verifiable impact since 2018

	 Education	 Health	 Climate and environment*	Funds
Investments	USD 16m	USD 6m	USD 1m	USD 100m
Portfolio	 India  Ghana, Liberia, Sierra Leone  Rwanda, South Africa  South Africa  South Africa  India  South Africa  India  East-Africa  Zambia, South Africa  India	 India  Kenya  Kenya  Uganda  Kenya  Ghana, Côte d'Ivoire	 Indonesia  Philippines	 Outcomes Fund SCSp SICAV-RAIF (SFDR Art. 9) Global – focus on sub-Saharan Africa, South – Asia, South-East Asia



Early education learning solutions material to set up/upgrade preschools for activity-based learning

- UBS Optimus Foundation has invested **USD 450k** to build the **business model** and support **growth plans** (equity funding)
- **38%** improvement in **literacy** and **numeracy** skills



Addressing **shortage** of affordable & accessible quality **medical oxygen** solutions at healthcare facilities

- UBS Optimus Foundation granted a **USD 400k impact loan**, and plans to participate in the next financing round
- Over **350,000 cubic meters** of medical **oxygen** sold that reached an estimated **112,000 people**



Protecting the **oceans** through sustainable management of **marine protected areas**

- UBS Optimus Foundation granted an 8-year **impact loan** of **USD 500k**
- Interest will be between **0–10%** depending on the **impact achieved**
- Targets: **biodiversity**, **livelihoods** and **climate**

Big bet 2: UBS Collectives

Clients partner, learn and journey with fellow philanthropists to drive **systemic change**

Collectives currently available



UBS Accelerate Collective

- Accelerating the use of **innovative financing** models
- Unlocking more capital for health, education, climate and environmental outcomes in **developing countries**



UBS Climate Collective

- Catalyzing the **blue carbon market in Southeast Asia to enable climate mitigation and climate resilient livelihoods** for communities and smallholders living off mangroves

Clients embark on a **two-year learning journey** with peer philanthropists and experts. Benefits include:



Belonging to a network that makes a big difference – including fellow philanthropists who are united in their desire to make a difference and UBS experts who can personally support you.



Becoming a better philanthropist – grow knowledge, skills, and network by accessing our insights, participating in trainings, in-person conferences, and a week-long insights trip¹.



Teaming-up to fund vetted best-in-class organizations – address change systemically and create a combined financial force to truly change things; UBS will add an extra **20% matched funding** on top.



Uniting family around shared values – Experiencing philanthropy with other family members is a great way to bring families closer together.

By **combining efforts, skills, and resources**, we will achieve more than could ever be possible alone.



Want to join the movement?

Visit www.ubs.com/collectives



¹ Insights trips are self-funded.

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Sheryl Fofaria leads Social Impact and Philanthropy for UBS across Southeast Asia, including philanthropy advisory and execution services, as well as impact in the community.

She has 18 years of experience spanning philanthropy and finance. Prior to joining UBS, Sheryl led J.P. Morgan's Philanthropy Centre in Europe, the Middle East & Africa for 8 years – advising wealth management clients on using strategic philanthropy to tackle social and environmental issues. She has advised institutional asset managers and hedge funds on their cross-asset macro and Asian equity strategies at UBS Investment Bank in both London and Hong Kong. She also has grassroots experience running programmes for a social enterprise focused on diversity, inclusion and social mobility.

Sheryl holds an undergraduate degree in Economics & Management from Cambridge University and postgraduate in International Development from the London School of Economics and Political Science. She is an advocate for innovative and entrepreneurial approaches to global development and passionate about learning from different cultures, having been born and brought up in Africa, educated in Europe, and travelled extensively through Africa, South America, Australia, New Zealand and Asia.

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