

BUSINESS IMPACT



Industry innovation and infrastructure

Build resilient infrastructure, promote sustainable industrialisation and foster innovation through:

Benefits to society

Building quality infrastructure and sustainable industrial development boosts productivity, incomes and standards of living, leading to better health and education outcomes. Technology and innovation are vital in addressing environmental and economic challenges that come with industrial development and an increasing world population.

Benefits to business

We have a proven track record and partner with the private sector and government for the delivery of infrastructure through the provision of expertise to ensure the successful funding, implementation and development of projects. We see many opportunities to finance innovative technological or digital solutions to solve various socio-economic challenges.

SDG 9.1: Developing quality, reliable, sustainable and resilient infrastructure

\$22.5 mn deal wins Best Deals 2020 Award

Investec Private Capital's innovative structuring of the \$22.5 million road reconstruction and storm drainage financing for Ghana Infrastructure Company Limited (GIC) won the **GRT Best Deals 2020 Award for African Solutions for African Infrastructure**. The structure enabled GIC to win the bid, keeping a high level of local jobs in Ghana and growing GIC's and Ghana's capacity to deliver such projects domestically. Beyond employment creation, the project's effective drainage systems are essential in water management and ensuring no loss of life during the heavy seasonal rainfalls in Ghana. Increased road access also contributes to community development, improving access to education and healthcare. The African project was delivered through a combination of African partnerships, implemented by an African contractor, with finance structured by an African bank and supported by an African export credit agency.

For more information visit www.gtrview.com/magazine/volume-18-issue-2/gtr-best-deals-2020/

SDG 9A: Facilitate sustainable and resilient infrastructure development in developing countries through enhanced financial, technological and technical support to African countries, least developed countries, landlocked developing countries and small island developing States

Representing the International Chamber of Commerce (ICC) Global Export Finance Banking Committee

Our Export and Agency Finance team has established a working group to identify commercial opportunities to maximise the socio-economic and environmental impact and play a leading role in the fast-developing impact and SDG finance market. Chris Mitman represented the International Chamber of Commerce (ICC) Global Export Finance Banking Committee in Paris at an OECD stakeholders meeting, presenting the outcomes of a global survey of Export Credit Agencies (ECAs) and banks which highlighted this as a strategic priority area for the approximately \$150 billion per annum industry.

For more information visit <https://iccwbo.org/publication/icc-global-export-finance-committee>

Working with new \$300 mn impact debt fund, Acre Capital

The team is also working with a new impact debt fund, Acre Capital, a grant supported by The Rockefeller Foundation. This support is to design an impact investment vehicle that leverages export credit agency capital to fund social infrastructure projects in emerging markets. This \$300 million initial fund will launch in the second quarter of 2020 and focuses on co-financing projects that meet SDG objectives alongside export credit agencies. For every dollar the fund invests it will release six times the amount in OECD export credit funded debt.

For more information visit www.acrescap.com

BUSINESS IMPACT

SDG 9.5: Upgrading technological capabilities

90 000 tech professionals and 1 400 companies use Offerzen banking platform

Investec has partnered with some ground-breaking technology leaders:

- Investec's partnership with **Crossfin** funds early-stage African fintech start-ups. We identify, fund and support driven entrepreneurs with innovative ideas who develop solutions pointing to an inclusive high-growth future of financial products and services in Africa. This year the investment extended to **BxChange iMali** who developed an e-Wallet App called **My-iMali**, an affordable, easy-to-use and convenient digital wallet. The start-up provides approximately 5 000 lower-income consumers with the ability to transact anywhere in the world without paying any monthly fees, and gives businesses a more affordable, safe and convenient channel for salary disbursements.

For more information visit www.my-imali.com

- Investec Life's partnership with UK-based genetics company **DNAfit Life Sciences**, empowers our clients with personalised information to make better decisions regarding their personal health and wellness. As the first in Africa to offer this global innovation, we are disrupting the sector by promoting precision medicine to further preventative health, by enabling our clients to use technology to maintain their health and well-being. This is testament to the innovation that lies at the heart of Investec Life.

For more information visit www.dnafit.com

- In 2019, Investec partnered with **Offerzen** to develop a banking proposition for software engineers and drive our open banking strategy. Offerzen is an online recruitment marketplace and the largest community of technology talent in South Africa, with over 90 000 technology professionals and 1 400 companies using the platform. Investec and Offerzen believe that growth in the technology sector will contribute to significant economic value in South Africa and aim to enable developers to access the world of programmable banking and open APIs.

For more information visit www.offerzen.com

Within our private bank we continue to invest in the modernisation of our businesses, leveraging new technologies to enable flexibility, improve efficiencies and accelerate the launch of innovative products. Some of these technologies include the following:

- Launch of Investec IX** in the UK, our corporate digital platform, as well as an online business savings account which enables seamless account opening and the ability to self-service reinvestment of our fixed-term product online, significantly enhancing our corporate retail deposits.
- Extension of our open banking platform** as a channel has enabled seamless integration with fintechs, other banks and investment managers and consequently provided access to new clients and markets.
- Investment in our AI capability**, ensuring the use of analytics and data to deliver differentiated and personalised solutions.
- Simplifying our operating model and leveraging shared platforms and capabilities** across our infrastructure globally has delivered efficiencies and cost savings. This includes embedding new robotic process automation technologies to optimise some of our core operations, reduce operational risk and contain costs.



Devina Maharaj, Programme head of Investec business banking and open banking, South Africa

“In a post-COVID-19 world, we all live with a heightened sense of responsibility to make a meaningful difference. At Investec, we see our collaborations with technology partners as a powerful way to exponentially scale our contribution to the economic development of South Africa, its people, and the world at large.”