



Impact Report 2019

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Prepared by
The Social Investment Consultancy

London | Hong Kong | Doha | Accra

www.tsiconsultancy.com

TSIC 2019 in numbers



We worked with more than **20 clients** in 2019, and our events attracted over **400 people**



£0.5 million we helped clients raise



1 flagship methodology to make impact evaluation more inclusive in the social sector (USERS)



More than 80 hours of pro-bono work to help small charities and social enterprises



2 new franchises in Ghana and the MENA region

4 interns joined us as part of their studies

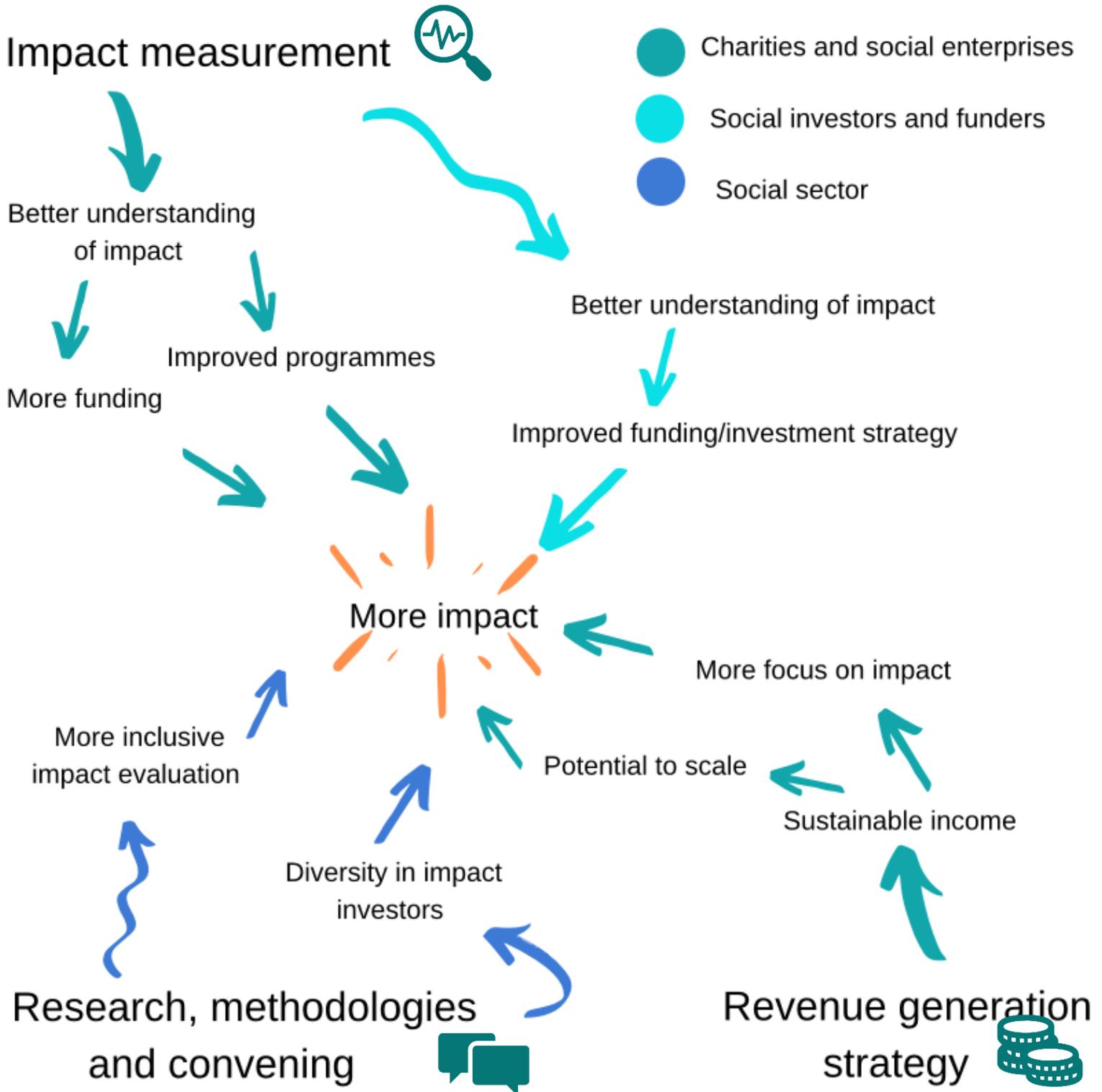
9 new countries with client work (Malaysia, Philippines, Vietnam, Myanmar, Thailand, India, Spain, Georgia, South Africa)



What we do

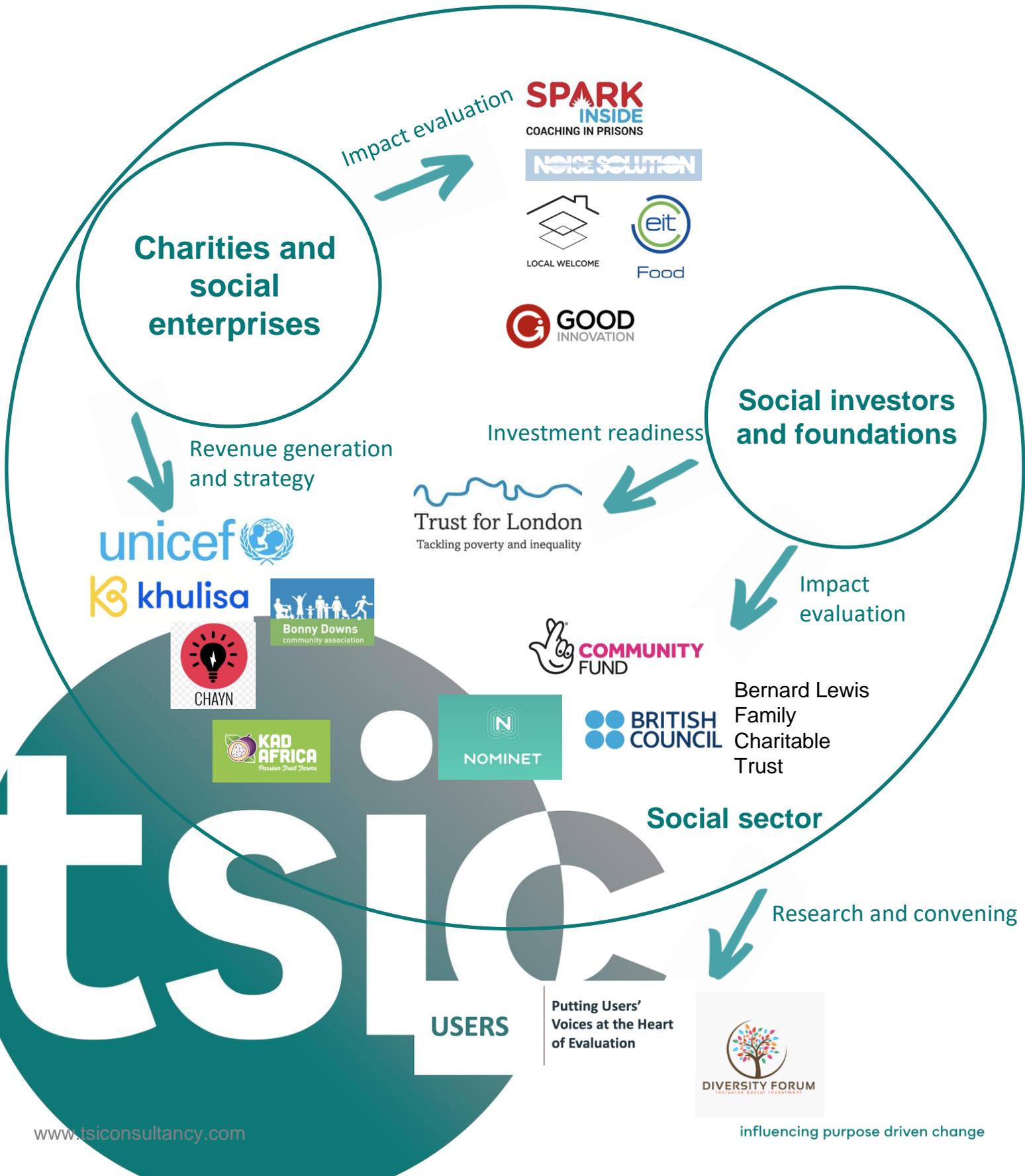
At TSIC, we enable our clients maximise their social impact through **impact measurement and revenue generation strategy**, and we influence systemic social change through **research and convenings**.

We believe that understanding impact can help inform programme design, funding strategies and investments. Revenue generation, on the other hand, help charities become more sustainable and scale up their impact, and provide investors with more mission-aligned opportunities. Finally, our research aims at shifting power imbalances by elevating user voices and diversifying the social investment sector.



Who we worked with

In 2019, we helped a wide range of clients maximise their impact. Our clients are making a difference in criminal justice, refugees integration, food sustainability, mental health, youth and gender violence.



Our values

As a B Corp, we remain true to our values in all the projects we work on, and who we are as a team.



Client-centric:

In 2019, we have worked closely with British Council as they seek to embed evidence and learning across their country programmes, starting in Asia. We already completed 4 projects with them in the short space of a year, and are expanding our working relationship across more projects and countries. We pride ourselves on being flexible and adaptive to client needs.

Warmth:

We like to think of ourselves not as consultants that only speak jargon, but warm individuals who genuinely care about social change – with big smiles. Here is a picture of our team members from Qatar, Spain, UK and Mauritius have reunited at the Global Impact Investing Summit in the Netherlands in October.



Case studies - client work



In 2019, we worked with some amazing organisations that are having an impact on their communities. This is how we helped them:



Spark Inside is a London-based charity delivering life coaching to young people in prison

Since 2016, TSIC has been conducting impact evaluation for Spark Inside. Last year, we went to three prisons in London to interview their participants and we work with the team to understand how to best use quantitative data to evaluate the programme. As a result, we produced a 3-year impact report that Spark Inside can share with their donors, partners and users. We continue to have a working relationship with Spark Inside to help them think through new ways of measuring impact.



Testimonial from Khulisa:

"For the last 12 years Khulisa has created sustainable and long-term change in the sectors in which we work through direct delivery with young people, training the professionals who work with them and using our expertise and research to influence policy and practice.

To help us build our Vision 2020+ strategy, we approached The Social Investment Consultancy to research and refresh Khulisa's External Environment Analysis. The TSIC team went above and beyond conducting a detailed PESTLE analysis, honing in on the areas we identified as priority areas while identifying opportunities for expansion in their recommendations - all with almost no time or effort from us!

We are now implementing the learning from this project in our forthcoming 3 year strategy and vision for 2020+ and are eternally grateful to TSIC for their help!"



Chayn is a volunteer-led social enterprise building tech tools to help victims of domestic and sexual abuse report and recover. Over the past years they have built tools like [Soul Medicine](#), and practical toolkits that can help you protect yourself online from a partner or [build your own domestic violence case](#).

Between September 2019 and February 2020, we worked with Chayn to help them take the organisation to the next level and become more sustainable. We looked into Chayn's unique structure and way of working to help them think about how the organisation could look like in the future.

We also identified the most promising income sources based on their assets and openings in the market – from working with local government to partnering with tech companies. We found a lot of exciting possibilities for Chayn, so we helped the team prioritise them and provided some pointers to approach key organisations.

The team will use our recommendations and advice to find new ways of making Chayn sustainable and continue helping victims of abuse.



Highlights - convening



2019 was also an exceptional year for us to engage in a lot of sector-wide convenings, and effecting systems change on a global level.



Singapore, June 2019 at Asian Venture Philanthropy Network conference on gender lens investing



House of Commons, London, Jan 2019 at Diversity Forum Report Launch



Chicago Booth School of Business, Hong Kong, May 2019 at Charity Finance Forum



The Conduit, London, July 2019 – Roundtable discussion on supporting tech impact ventures in emerging markets



Following our launch of the [Investor Toolkit with a focus on girls and young women](#) in December 2018, we continue to advocate for gender lens investing. Throughout 2019 we were also involved in the Steering Group of the Women in Safe Homes Fund, and continue to write on Forbes on these topics.



We also convened events to advance cross-sector partnerships: co-organising the inaugural [Charity Finance Forum](#) in Hong Kong, sponsored by Deloitte and Schroders; and regular events in London with female investors through coordinating Women in Social Finance.