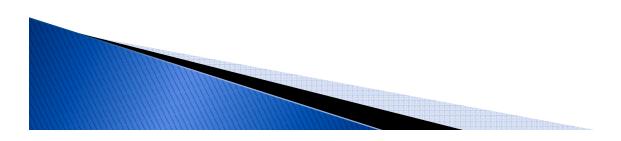


23rd XBRL International Conference

"XBRL: Enhancing Business Performance" 25-27 October 2011 Montreal, Quebec, Canada

IRIS

Impact Reporting & Investment Standards Wilson So (Hitachi), C J Fonzi (GIIN) Oct, 27th, 2011 *Impact Investing* is the use of for-profit investment to address social and environmental challenges.



Global Examples

Education



First capitalized by a high-net-worth venture capitalist, the Indian School Finance Company provides loans to effective low-cost private schools so that they can expand their capacity to serve students in urban slums

Urban Affordable Housing

NEW YORK CITY ACQUISITION FUND LLC

Smaller, subordinated debt and guarantee Investments were made by the City of New York, The Rockefeller Foundation, and The Ford Foundation in order to attract mainstream investment banks J.P. Morgan, Bank of America, and HSBC to capitalize which is paying for 30,000 affordable housing units in New York City.

Solar Power

Zara Solar, Ltd. Clean energy-focused impact investing fund E+Co made a \$350,000 loan to Zara Solar, which has used the capital to expand their business of bringing solar panels to off-grid rural homes in Tanzania

Google Search on Impact Investing

	bogle.com/search?hl=zh-CN&rls=com.microsoft%3Azh-cn%3AIE-SearchBox&q=impact+investing&btnG=Google+%E6%90%9C%E7%B4%A2 Table Liste	&oq=impact+investing& 👻 🚱 🗙	-
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Google	impact investing Q 高級機套		
搜索	找到约 162,000,000 条结果 用时 0.14 秒)		
所有结果	Impact investing - Wikipedia, the free encyclopedia		
图片	en.wikipedia.org/wiki/ Impact_investing -翻译此页 ன		
地图	Impact investing is an investment strategy whereby an investor proactively seeks to place capital in businesses that can generate financial returns as well as an		
	piace capital in businesses that can generate infancial returns as well as an		
视频	Global Impact Investing Network		
新闻	www.thegiin.org/ - 翻译此页 ன		
购物	thegiin.org is the online hub for the Global Impact Investing Network, a nonprofit		
更多	organization dedicated to increasing the effectiveness of impact investing.		
£9	Harnessing the Power of Impact Investing :: The Rockefeller		
	www.rockefellerfoundation.org//harnessing-power-impac 翻译此页 +1		
网页 中文网页	See how Rockefeller Foundation's Harnessing the Power of Impact Investing initiative		
简体中文网页	helps address social and environmental problems and turns a profit.		
翻译的外文网页			
	Impact investing: Happy returns The Economist		
时间不限	www.economist.com/node/21528678 - 翻译此页 [Impact investing. Happy returns. The birth of a virtuous new asset class. Sep 10th 2011		
过去1小时内	NEW YORK from the print edition. Tweet. "BACKING someone to live,"		
过去 24 小时内 过去 1 周内			
过去1 向内	Wall Street must wake up to impact investing - Thomas Kostigen's		
过去1年内	www.marketwatch.com//wall-street-must-wake-up-to- imp 翻译此页 🖅		
自定日期范围	24 Jun 2011 - Some on Wall Street have woken up to investors' desires for more		
更多搜索工具	information on impact investing, in which greed does good, writes Thomas		
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The Impact Reporting and Investment Standards (IRIS) is a common framework for defining, tracking, and reporting the financial, social, and environmental performance of impact investments.



IRIS is...

Financial Performance

Normas Internacionales de Información Financiera (NIIF)

ESPANOL 2008

~Analogous~

Environmental & Social Performance







IRIS 2.0 Framework



Indicators that focus on the organization's mission, operational model, and location

Indicators that describe the organization's products and services and target markets

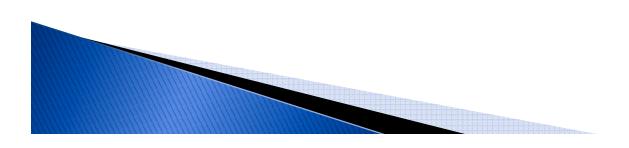
Commonly reported financial indicators

Indicators that describe the organization's policies, employees, and environmental footprint

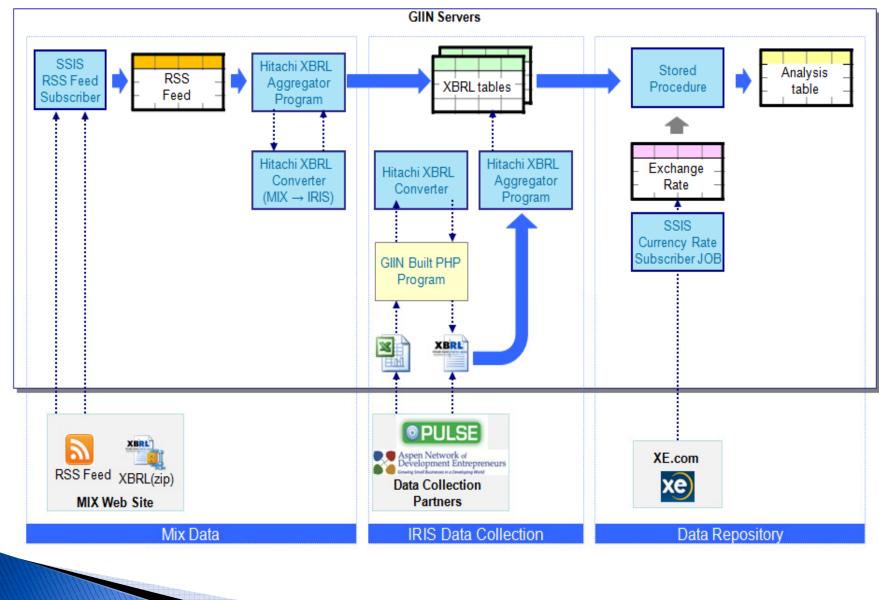
Indicators that describe the performance and reach of the organization's product and services

IRIS Data Repository

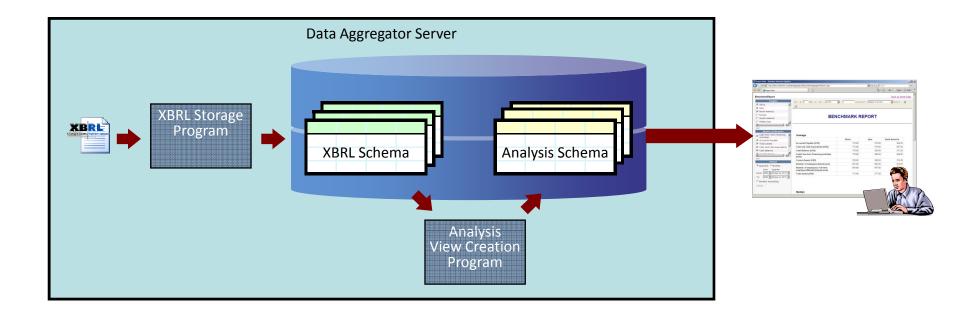
- Benchmark & track success of impact investment by aggregating data from similar funds
- Cross fund taxonomy (Impact Reporting & Investment Standard) consisting of entity information, financial performance indicator, financial indicator, and nonfinancial indicator
- Aggregator (i.e. data aggregation engine) to combine data from investees/capital recipients and funds



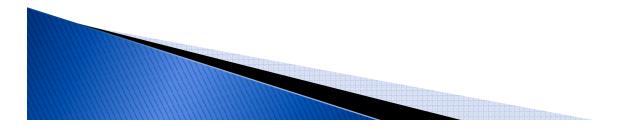
IRIS Data Repository Technical Infrastructure



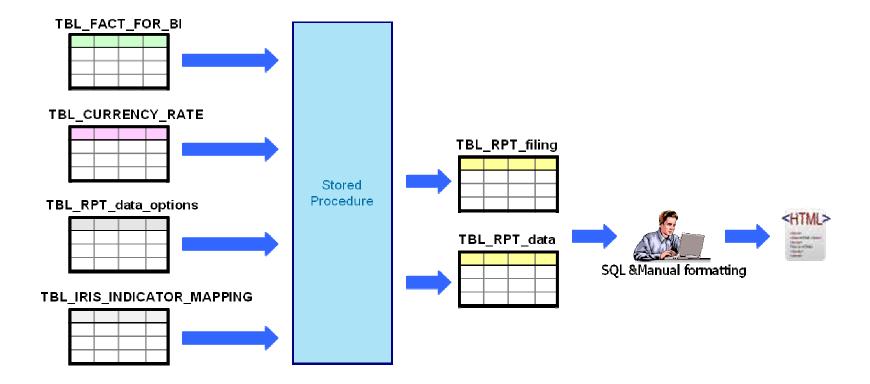
The Data Aggregator



- XBRL Storage Program processes XBRL and stores the data in XBRL Schema. XBRL schema is designed based on XBRL 2.1 spec. All XBRL meta data information is stored together with the actual data.
- Analysis View Creation Program copies necessary data from XBRL Schema to Analysis Schema. Analysis Schema is designed for reporting purpose. Monthly smoothing, calculating monthly value from quarterly value, is also done in this process.
- Both programs are triggered by the nightly batch job.



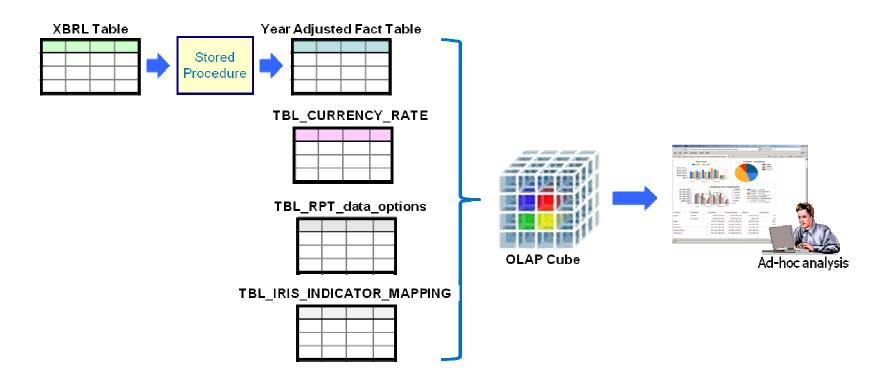
As-is Analysis



Highlights

- Some companies submit their data in monthly. To create a report, yearly values need to be manually calculated.
- Lack of a user friendly front-end for ad-hoc analysis. Users are required to understand SQL and analysis tables structure.
- Analysis table structure depends on taxonomy.

Enhancements to Ease Usability



Highlights

- > Monthly values are aggregated to yearly with a stored procedure.
- OLAP Cube is created from tables. This allows fast analysis of data by dimensions. (e.g. average revenue of the companies who sell solar panel and whose total asset is more than \$1M)
- > Business users can connect to the cube via Excel and create report without knowing SQL.

The IRIS Reporting & Analysis Portal

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A Co.		A Co.	Peers	A Co.	Peers	A Co.	Pee
Rollup Peers		Average	Average	Median	Median	Mode	Mod
Sector Activities:	Revenues	\$673,877.50	\$734,662.00	\$673,877.50	\$734,662.00) #N/A	#N/
All	Cost of goods sold (COGS)	\$452,325.00	\$73,229.00	\$452,325.00	\$73,229.00) #N/A	#N/
Primary Reagion Served:	Operating expenses (OPEX)	\$207,500.00	\$161,433.00	\$207,500.00	\$161,433.00) #N/A	#N/
All	Net Income/(loss)	\$14,252.50	\$15,987.50	\$14,252.50	\$15,987.50		#N/
	Gross Margin	36.00%	22.00%	36.00%	22.00%		#N/
Primary Country Served:	Profit Margin	3.00%	2.20%	3.00%	2.20%	#N/A	#N/
From: 2009 1Q 1 I To: 2009 1Q 1 I Select Metrics/Indicators							
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IRIS – MIX Hitachi Blog Post



http://hitachidatainteractive.com/2011/04/27/speaking-xbrl-but-talkingsocial-impact-data/

First IRIS Data Report

TOTAL NUMBER OF ORGANIZATIONS REPORTING

463

TOTAL NUMBER OF COUNTRIES REPRESENTED Based on location of organization's operations

1,951

58

TOTAL "Earned Revenue" \$1,434,980,390

N = 387 organizations | Median = \$1,104,267

TOTAL **"Clients**" SERVED **7,994,642** N = **71 organizations** | Median = **438**

TOTAL **"Suppliers: Individuals**" SUPPORTED **914,831** N = 243 organizations | Median = 570

TOTAL "Permanent Employees" 23,355 N = 288 organizations | Median = 18

TOTAL NUMBER OF MICROFINANCE INSTITUTIONS REPORTING PERCENT OF ORGANIZATIONS THAT ARE PROFITABLE N = 121 organizations, based on "Net Income" for most recent reporting year

Full Report Available: http://iris.thegiin.org/data-andbenchmarking

