Neil Heslop OBE Chief Executive, Charities Aid Foundation

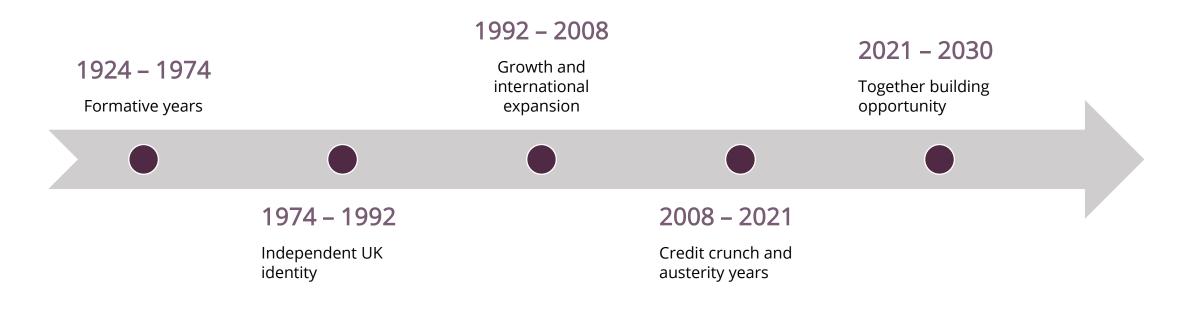




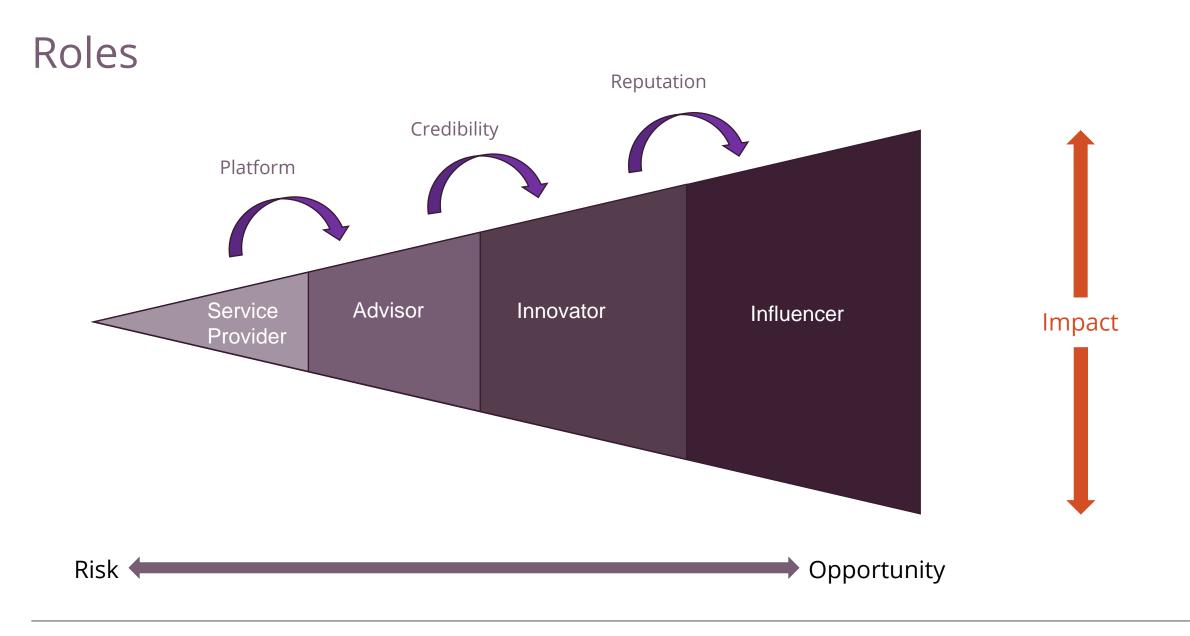


To accelerate progress in society towards a fair and sustainable future for all

Context



- We now have new challenges and choices
- We must grow sustainable impact
- We must enable philanthropy, build charity resilience and extend international reach



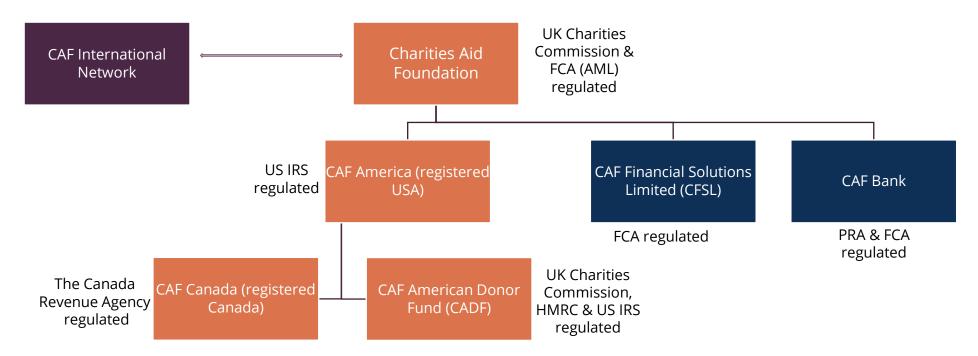
Beliefs

- Population level outcomes result from a complex ecosystem
- Without ecosystem change, interventions fail to make a lasting difference
- Scalable interventions require mainstream adoption
- Social movements are key to progressive societal change
- Ecosystem stewardship is needed
- CAF provides stewardship in selected areas

Together Building Opportunity

PURPOSE	To accelerate progress in society towards a fair and sustainable future for all				
PROPOSITION	We provide the global cor	nnections, infrastructi	ections, infrastructure and vital resources to power social progress		
2030 VISION	A global digitally-enabled platform for giving, connecting people to accelerate social progress				rogress
PHASE		BEGIN TO GROW 2023-2025	SCALE II 2025 - 2		
ROLES	SERVICE PROVIDER	ADVISOR	INNOVATOR	INF	LUENCER
ACTION	We partner with donors to realise greater impact through their giving	We enable charities to do more life-changing work with lasting benefits for all		We collaborate across sectors and borders to inspire innovation so civil society can thrive	
DRIVERS	Be Audience Centric Simplify Service Excellence	Accelerate Data Innovation	Build Winning Team	Optimise Business Model	Grow Sustainable Impact
VALUES	Act with integrity	Move forward together		Shape the change	

Entities



- A consolidated group of UK and North American charitable and corporate entities
- Two 100% owned for-profit, mixed-motive, trading subsidiaries
- An international membership network of like-minded independent charities

Structure

Giving and Impact

CAF America and CAF Canada CAF Bank And CAF Financial Solutions Ltd

Group Services Marketing, Operations, People, Finance

- We partner with donors to realise greater impact through their giving
- We enable charities to do more life-changing work with lasting benefits for all
- We collaborate across sectors and borders to inspire innovation so civil society can thrive

Regulators

UK

CAF charity is regulated by the Charity Commission and registered with the Financial Conduct Authority for anti-money laundering.

CAF Bank is regulated by the Financial Conduct Authority (FCA) and the Prudential Regulation Authority (PRA).

CAF Financial Solutions is regulated by the FCA.

North America

CAF America is regulated by the US Internal Revenue Service and also complies with State regulations for registered charities and data privacy protections.

CAF Canada is regulated by the Canadian Revenue Agency and complies with provincial regulations in the provinces where it is registered.

- We adhere to UK, US and EU financial sanctions obligations defined by the Office of Financial Sanctions Implementation and The Office of Foreign Assets Control of the US Treasury Department.
- CAF complies with local regulation and legislation in any Network country in partnership with its local member.

Charity Commission

- Independent, non-ministerial government department accountable to Parliament with Charities Act powers.
- Registered charities must prove charitable purpose for public benefit, and sound governance for tax exemptions. The CC:



Maintains a register of 180,000 approved organisations



Takes enforcement action when there is malpractice or misconduct



ensures charities meet legal standards including providing annual reports



makes information about charities publicly available



provides guidance and online services to help charities run effectively



Partners

We work with an ecosystem of partners to advocate for cross-border giving and grow our sustainable impact.

CAF Network

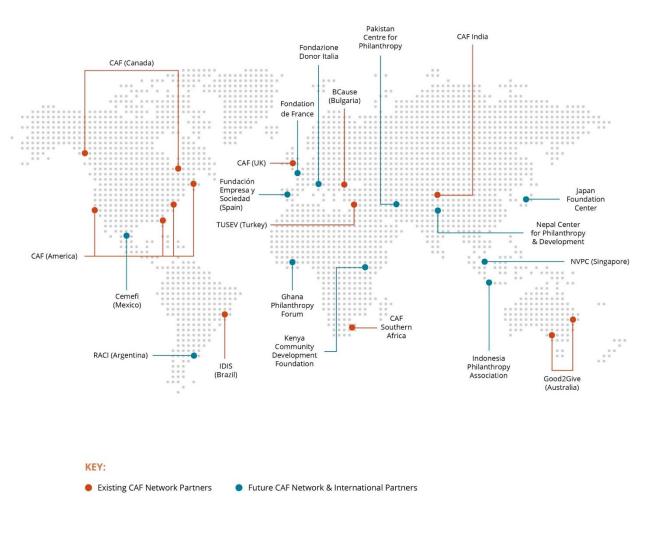
We partner with independent charities to increase the impact of international donations. Countries within the Network are identified based on where our donors give and where there is greatest need.

Membership Bodies

We collaborate with membership bodies to extend our international reach and enable safe and effective cross-border giving.

TGE Network

We co-founded Transnational Giving Europe to facilitate secure donations into and across 21 countries in Europe.



Principles

Borderless Giving

Common "Gold" standard non-profit validation and donation distribution

Localisation

Funds granted directly to charities guided by local insight

Enabling Philanthropy

Giving and Impact Services Mark Greer, Managing Director



Agenda

- UK giving landscape
- Giving and Impact Services
 - Private Clients
 - CAF American Donor Fund
 - Corporate Clients
 - Impact Accelerator





Tax deductible giving in the UK

- Income tax relief (charitable deduction) can be obtained at full rate (100%) when donation is made to a UK Registered Charity.
- Additionally, UK Gift-Aid increases value of gift to the charity by 25%
- Capital Gains Tax relief on gifts of shares and other assets, gifts of shares also attract income tax relief
- Inheritance tax reduces from 40% to 36% if 10% of estate left to charity
- Tax relief on cross-border donations is permitted



Charitable giving in the UK

giftaid it

25% government match on donations to UK charities

Cash donations

Higher rate (40% and 45%) taxpayers claim back the difference between their tax rate and the basic tax rate on the value of their donations

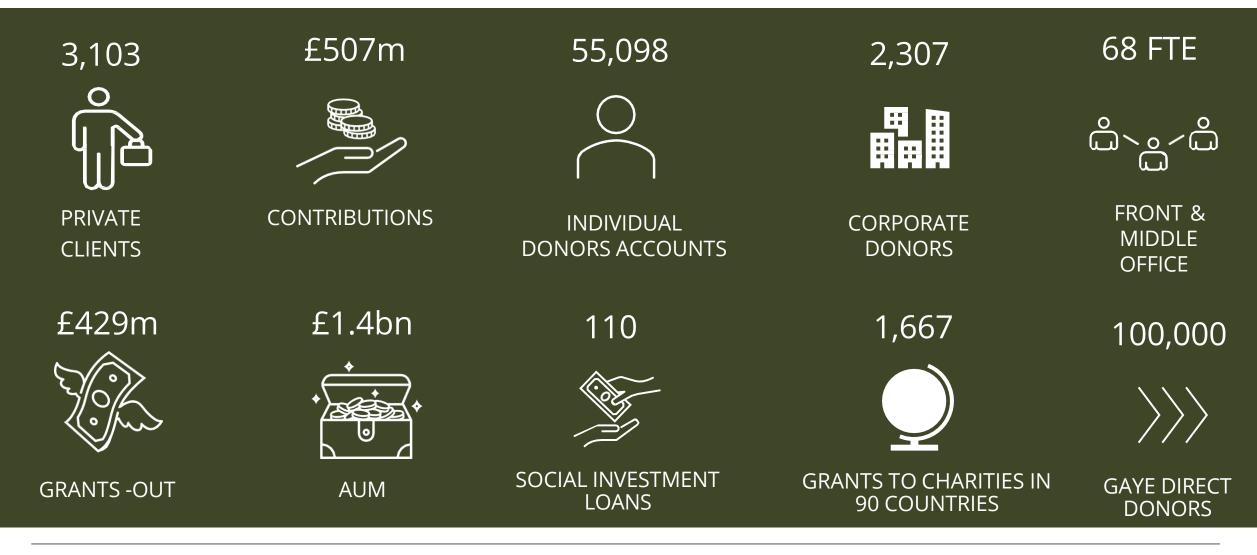
45% taxpayer giving £100,000

- Charity receives £125,000
- Taxpayer claims back £31,250
- Net cost to donor £68,750

Organisations like CAF can help donors use Gift Aid for donations to non-UK charities



Giving and Impact Services





LARGEST DAF OUTSIDE OF NORTH AMERICA

> ORIGINAL AND MARKET LEADING DUAL QUALIFIED DAF

ORIGINAL PAYROLL GIVING AGENCY WITH 50% MARKET SHARE

CURRENTLY WORKING WITH ~55% OF THE FTSE 100

PIONEER OF SOCIAL INVESTMENT

Giving and Impact Services

Donors

Private clients Corporate clients CADF Charity Account

Meeting place in the middle

Grant making Social investment Advisory Impact Investing Charity Search CAF Donate Charities

Dashboard Global Charity Database Payments Verification

Two main philanthropic options

Establishing independent registered foundation If the donor does not want to deal with liabilities, Trustees, reporting, legal, audits etc. then...

...a donor advised fund is a simple, cost effective, tax effective, admin free, anonymous giving option.

Establishing a Donor Advised Fund (DAF)



Donor Advised Funds

A donor advised fund (DAF) is a vehicle for charitable giving

- The donor sets up a fund/account with CAF
- They then make donations into their fund
- Money can sit in the fund, and potentially grow
- The donor then suggests gifts from their fund to charities
- CAF undertakes all compliance and takes the risk away from the donor

Private Clients – What we do



FEATURES AND BENEFITS OF CAF CHARITABLE TRUST (DAF):

- Ring-fenced money for long or short-term charitable giving
- Estate planning that can be modified without extensive legal fees
- Flexible gifting options
- Tax efficiency
- The ability to name a fund or stay anonymous on a grant-by-grant basis
- Ease of reviewing giving history and investments within one trust account
- The freedom to give to charities across the world from one vehicle without time constraints, with the responsibility for due diligence handled by the DAF provider
- Family to be involved and planning for your clients' giving to continue beyond their lifetime
- Additional advisory and strategic support to help your clients have more impact and achieve their philanthropic goals

How does the CAF Charitable Trust work?



Gift

Clients can gift various assets into our donor advised funds.

- Cash (GBP, EUR, USD) NB offshore (Jersey) account available for UK resident non-doms or other international clients
- Shares (permitted public shares may be held, whilst non-permitted shares can be gifted and then liquidated)
- Non-cash assets such as art or property

All gifts are an irrevocable charitable donation and full legal and beneficial title passes to CAF.

CAF will issue a UK charity tax exemption receipt for the value of all gifts once accepted and cleared to the client's account.



Grow

Clients can request investment of the assets in a DAF for the long-term.

See Investment Management Options section 2.1:

- Third-party DFM segregated portfolios (for investible philanthropic portfolios of £1m+)
- A broad range of publicly traded equities, bonds and funds (for investible philanthropic portfolios under £1m+)
- Social/Impact investment see
 Useful Information section



Grant

Clients can request distribution of funds to charitable organisations and initiatives anywhere in the world and via a range of financial structures from one-off grants to structured loans.

CAF's specialist charity verification team undertakes due diligence on any requested charities, social enterprises and charitable projects on a local and global scale, ensuring that our clients' assets are deployed and protected for its intended purpose.

CAF's in-house legal team can negotiate and draft legal agreements where required to underpin complex forms of giving; e.g. Loans, matchfunding pledges or other instruments.

CAF Charitable Trust dashboard

CHEER REF Madeter	A & AW Charitable Trusz V My account	Log out
A & AW Charitable Trust Trust menter: #778 (Prenet Sanker) MANAGE MY TRUST		
Your Private Client Manager is here to help you get the most from your giving. Anna Fraser Private Client Manager. Ta: 44(0) 900 122013 ExFraser@cafonline.org		
Trust overview	Transactions Account summary	•
Overall valuation Account summary > £544,053.59	Quarterly statements View my Trust's transactions	>
Total cash Top up now > (E) £16,517.23	Top up my Trust Top up my Trust Top up my Trust Donations	\$
Total investments View investments >	My Trust's donations My Trust's donations Make a new donation Make an overseas donation	۔ د د
	Manage my Trust's regular donations	3
Non-cash figures correct as of close of business on the previous UK working day.	Set up a new regular donation	
Non-cash figures correct as of close of heatness on the president of working day.	Share giving Leave a legacy	د د
How much have I donated?	Share giving Leave a legary	د د د د د
	Share giving Lanve a legacy Trust investments View my Trust's investments Mole as investment request	د د د د د د د د
How much have I donated?	Share giving Leave a legacy Trust investments View my Trust's investments Mole an investment request Investment request Investment policy outlined	3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3

CA CA	Carlier.	A & AW Charitabi	e Trust V My account	Log out	Carter Automation		CDI A & AW Charitable Trut	My account	Log
BACK TO MY T	RUST				< BACK TO MY TRUST				
ook up your trai urrency or trans	nsactions using t action type. Plea	RANSACTIONS the date range or select "Show more advanced features" to look up by see note that recent transactions and some overseas donations may				NARY in a number of different ways. You car breakdown of your current Trust hold			
e shown until p	rocessed.				Trust overview				
Available	cash	New donation Top up now			Overall valuation £544,053.59	Total cash (E) £16,517.23	Total investments		
E £6,7	is your combined to	3 No account I was account I was account I was account and Cash Deposit Account I total. See the Account Sammary			Total Jaab, saving and invastments in C Sterling		account as well as the L st holdings.	ns to reveal the features and po eding conversion rate equivalen s of close of localities on the pro	re of any Euro i
rom	т	o Filter by currency						Downle	oad Account
		All GBP £ USD \$	EUR €		Account type	Account number	£ Sterling	\$ US Dollar	
ow less filters	1-	Filter by transaction type Altransactions	9		Income Account Available cash 🕥	30167667 (E. Sterling) 76067956 (E. Sterling)	£0.00 £1,770.00	Nio account	No acco
		Apply filters Reset filters		Download transactions >	Cash Deposit Account Interest bearing cash deposit @	74000812086	\$4,950.92	Accounts are not content these currencies	rtly available (
Date	Туре	Description	Debit	Credit	Capital Account Cash assisting settlement @	64000812085 64000918163	£9,781.31 £15.00		
19 Apr 2022	Internal Transfer	Cash Deposit-Income transfer, PL 19:04:2022, A & AW Charitable Trust		£10.00	Cash total		£16,517.23		
19 Apr 2022	internal Transfer	Cash Deposit-Income transfer, PL 19.04.2022, A & AW Charitable Trust	£10.00		Investments Purchase cost 🥥		£30,456.24	Investments are not val currencies	kard in these
19 Apr 2022	Donation	Regular Donation, Test, Dogs Trust	£10.00		trivestments gains & losses. Since purchase ⊘		6497,080.12		
11 Apr 2022	Internal	Cash Deposit-Income transfer, PL 11.04.2022, A & AW		£100.00	Investment total		£527,536.36		
11 Apr 2022	Transfer Internal Transfer	Charitable Trust Cash Deposit-Income transfer, PL 11.04.2022, A&AW Charitable Trust	£100.00		Overall valuation To determine that 5 Sorring equivalent account heldings, hover over each @ t	of your \$ US dollar or form of the table	£544,053.59		
	Donation	Regular Donation, P J CAT RESCUE	£100.00			Move money between Income and Cash Deposit Accounts			
11 Apr 2022				649.00	Move money into your locome Acto Interest. View current trust interest	unt to make a donation or into your Cash De retes	epener nodelare 15 karn		
11 Apr 2022 05 Apr 2022	Internal Transfer	Cash Deposit-Income transfer, PL 05.04.2022, A & AW Charitable Trust		1.43.00					

BUSINESS DEVELOPMENT

Growing Impact

The DAF partner of choice to the UK's Elite Wealth Managers

OPTIONS FOR MANAGING Y	OUR INVESTMENTS
-------------------------------	-----------------

GROW: INVESTMENT OPTIONS	SELF ADVISED	SELF ADVISED WITH AN AUTHORISED ADVISER*	SEGREGATED PORTFOLIO	
Who do we accept investment requests from?	Donors Authorised signatories	Donors Authorised signatories Authorised advisers see relationship structure below	CAF establishes account with the Donor's preferred Investment Manager from CAF's panel of approved partners	
How do we process transactions?	Via CAF's broker trading account	Via CAF's broker trading account	All trades managed by Investment Manager under the terms of a Discretionary Investment Mandate	
What limits or restrictions apply?	As per investment options outline below	As per investment options outline below	Minimum £1 million	



cg/Canaccord Genuity



C obrd∩ Julius Bär

BREWIN Dolphin



Rathbones Look forward



Charities Aid Foundation

The Guide to Giving

Realise greater impact through your giving

1.0

BUILDING THE FOUNDATIONS OF YOUR GIVING STRATEGY

Why are you giving and what do you want to get out of it?

How to identify the problems you care about and want your giving to address

How to research your cause area

How to think about your timeline for giving

Investing your philanthropic capital

2.0

FORMING THE BUILDING BLOCKS OF YOUR STRATEGY

What type of philanthropist are you?

Determining your attitude to philanthropic risk

Systems change versus direct intervention

Supporting communityled initiatives

Building a giving portfolio

Responding to humanitarian crises



IDENTIFYING YOUR PARTNERS

Evidence versus impact

What is evidence and where can you find it?

Is there ever a situation where using evidence is unhelpful? 4.0

REFINING YOUR LIST

Big versus small charities

Overhead costs

5.0

OTHER FACTORS TO CONSIDER

Philanthropic leverage

Involve your family in your giving

Beyond financial giving: how to give your time well

APPENDIX

Helpful definitions

The spectrum of impact

 $\textcircled{}{} \blacksquare \ \bigcirc \ \bigcirc$

CAF American Donor Fund

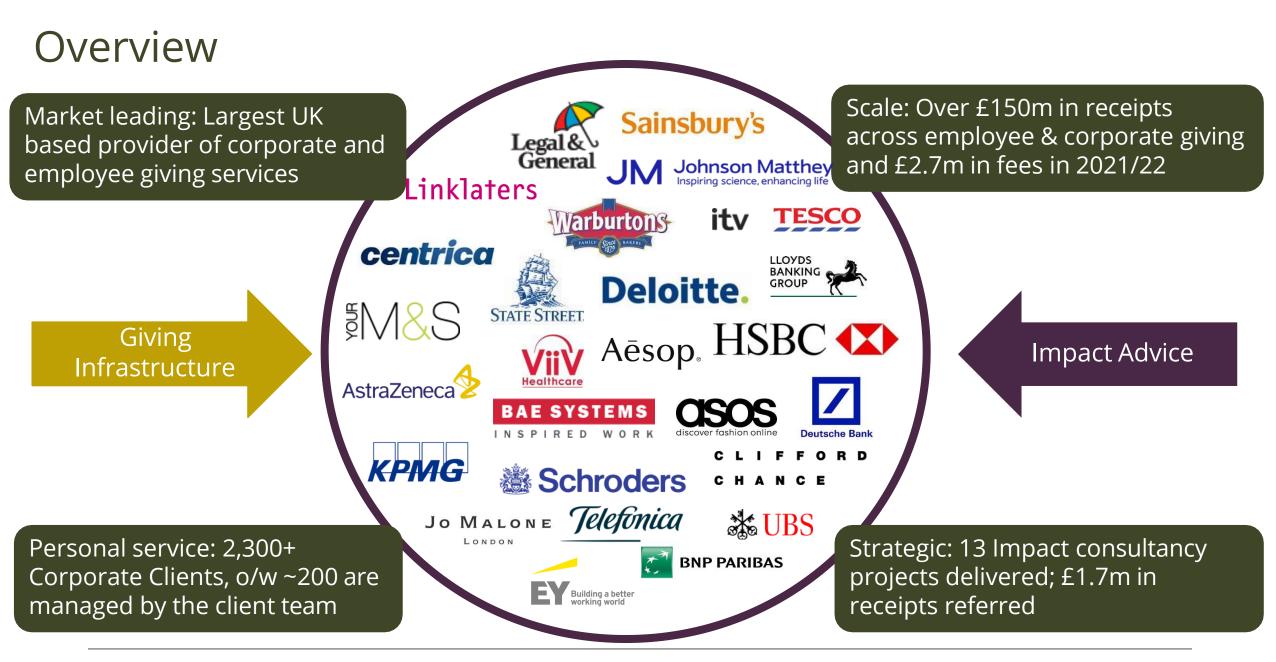




The CAF American Donor Fund is a dual registered donor advised fund that allows clients to make donations to charities worldwide and receive tax relief in the US and UK



Corporate Clients





How we support our clients

Employee Giving

- Give As You Earn is CAF's payroll giving product, launched in 1987
- CAF is the UK's largest Payroll Giving Agency, facilitating schemes for 2,300+ clients and nearly 150k employees that give ~£70m annually

• Difference uses of GAYE:

- to support disaster relief,
- sponsorship requests,
- to contribute to an EAP,
- to directly support a charity/ies every month,
- to donate their bonus tax effectively

Corporate Giving

- CAF works with ~200 clients across all sectors on their corporate giving programmes
- The main vehicle is the Company Account where clients house their philanthropic budget
- Our advisors support with:
 - Housing a foundation at CAF
 - Tax-efficient international donations
 - Fines, levies, dormant assets
 - End-to-end grant-making
 - Employee/consumer fundraising
 - Matching programmes
 - Grant agreements

Impact Advisory

- CAF's Impact Advisory service helps corporates conceive, develop and implement their strategic giving programmes
- Impact Advisors' expertise ranges from charity search & select, to strategy development and internal business case building, so is suited to clients at all stages of their philanthropy journey
- Clients often use CAF's giving infrastructure (GAYE / Company Account) but others only require advisory support



Impact Accelerator

Impact Accelerator

CAF's theory of change: how we accelerate progress in society towards a fair and sustainable future for all

Grant making

- Working with the three primary audiences (HNW, corporate, public sector)
- Deploying our discretionary funds in line with our ToC

Social investment

- Working with the three primary audiences (HNW, corporate, public sector)
- Deploying our discretionary funds in line with our ToC

Advisory

- Working with the three primary audiences (HNW, corporate, public sector)
- Advice underpinned by our own ToC
- Advice enhanced by the examples from our own discretionary funds
- Potential for co-funding opportunities
- Consolidation = scalability

Impact Accelerator is where clients go when they want to take their impact to the next level

Social Investment

Since 2002



Currently managing £15m + in philanthropic capital.

42 blended finance grants (since 2020) totalling £1m. Supported 530 charities, social enterprises and community groups.



708 loans (mostly unsecured), standby facilities, quasi-equity and social impact bonds totalling £62m



Recognised as the most active social investor* in our area of the social investment market (lending £25k - £400k).



Introduction to CAF America and CAF Canada

Ted Hart, President & CEO Jessie Krafft, SVP External Affairs Brooks Reed, VP Thought Leadership & Philanthropy



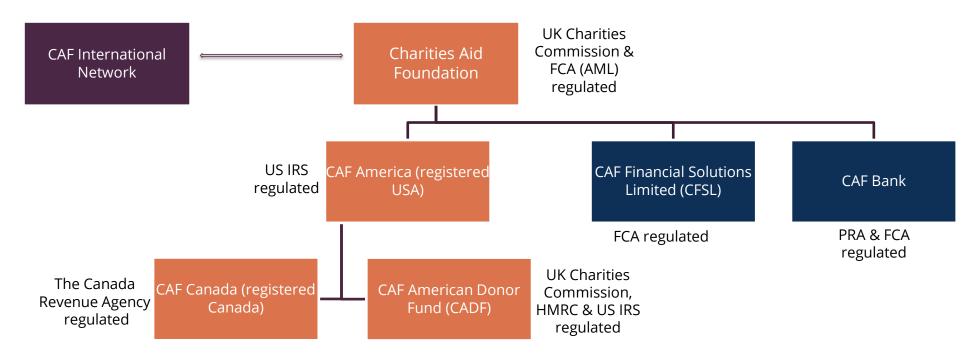


Agenda

- 1. About CAF America & CAF Canada
- 2. Our Framework for Due Diligence
- 3. Charity Validation
- 4. How to become Eligible to receive Funds
- 5. Charity Validation Badge
- 6. Expedited Grantmaking
- 7. Grantmaking Oversight and Responsibility
- 8. Site visits



ENTITIES



- A consolidated group of UK and North American charitable and corporate entities
- Two 100% owned for-profit, mixed-motive, trading subsidiaries
- An international membership network of like-minded independent charities



CAF America streamlines global and local donations for individuals, foundations, and corporations, **reducing** risk, burden & boosting impact. CAF America (Charities Aid Foundation America) is a **US public charity**.

About CAF America

About CAF Canada **CAF Canada** boosts giving, making it easy for Canadians to donate globally & locally. Canadians can now make a lasting, positive impact worldwide! CAF Canada is **a registered** Canadian charity.

About CADF The CAF American Donor Fund (CADF) enables dual taxpayers, filing tax returns in the UK and the US, to make tax-effective charitable donations. CADF is both a US registered charity (CAF America) and a UK charity, able to tax receipt for both governments.



GROWTH OF CAF AMERICA (CAF America, CAF Canada, CADF) 2017 - 2023 (millions USD)

In USD (0	00's omitted)						
\$1,000,000 -							
 \$750,000							\$802,300
						\$685;793	
\$500,000 -					\nearrow	1	
- \$250,000 -			0000.01	\$318 , 325	\$37,2;701		
-	\$136 , 706	\$1.56,137	\$238;015				
\$0 -	FY 2017	FY2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023



FRAMEWORK FOR CHARITY DUE DILIGENCE

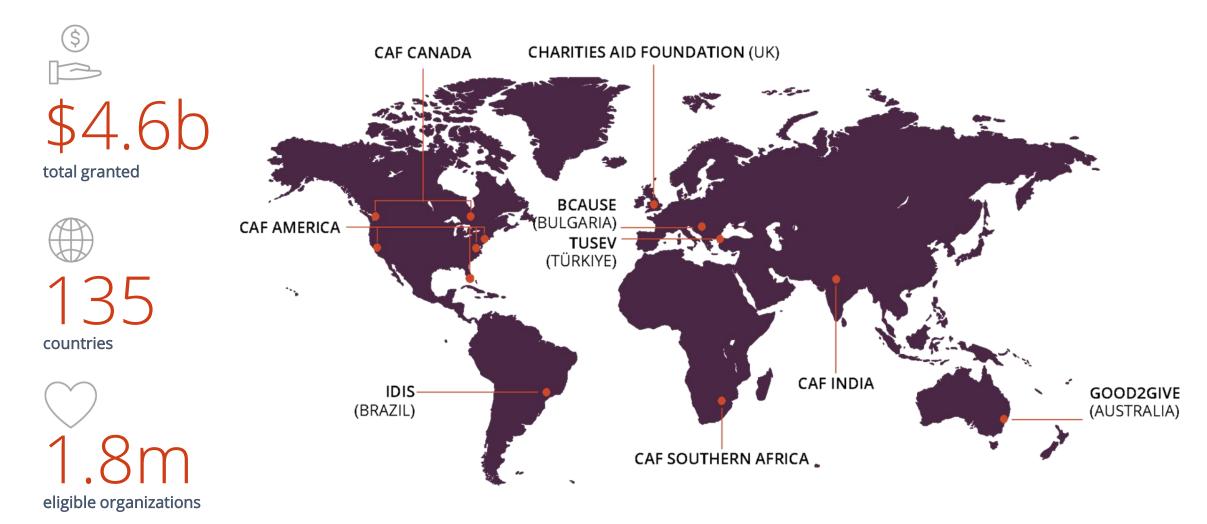
CAF America is a trusted partner for international philanthropy. Donors can give anywhere safely thanks to our commitment to the three principles of cross-border grantmaking:

Our Services and Support Guarantee

- **Regulatory** Compliance
- Risk Management
- Reputation Protection



CAF AMERICA'S GLOBAL IMPACT





CAF AMERICA PROGRAMS AND SERVICES

\$ = = =

Donor Advised Funds DAFs have become the most soughtafter way for donors to manage and achieve their philanthropic goals. **\$**-~~

Donor Advised Gifts Donor Advised Gifts (DAGs) are the perfect solution for U.S. donors who want to give globally without establishing a



Expedited Giving Expedited grants can be made to charities that are eligible within CAF America's global database.



Friends Funds A CAF America Friends Fund is an exciting, cost-effective alternative for foreign NGOs seeking to improve their support from US donors.



Validation Services As the leader in crossborder giving, CAF America's due diligence processes ensure that the beneficiaries



CAF American Donor Fund CAF and CAF America have joined together to offer a giving solution exclusively for individuals paying tax in both the US



DONOR ADVISED & RESTRICTED GRANTS

CAF America and CAF Canada ensure charities and donors are supported through every step of the giving process.

Donor makes donation to CAF America or CAF Canada advising funding to a charity, charity project, or fund.

Charity completes CAF America or CAF Canada vetting process.



CAF America or CAF Canada processes contribution & issues a donation receipt to donor once the distribution has been paid.



CAF America or CAF Canada reviews/approves grant recommendation and makes advised grant to charity - charity is alerted via payment letter and confirms receipt of funds.



CHARITY VERIFICATION BADGE (CAF America and CAF Canada)

	CAF GROUP				
	VETTED DRGANIZATION CAF GROUP Didinal coder Britansis		VETTED ORGANIZATION		
	[recipient.name]		CAF GROUP		
	ugh our extensive review to ensure again unny komdering, or other illicit activities		GLOBAL CHARITY DATABASE		
[credential.issued_on]		[credential.expired_on]	Unindride		
Innue Date		Expiration Date			



CAF AMERICA'S EXPEDITED GRANTMAKING

What is expedited grantmaking?

Our expedited grantmaking programs provide immediate access for US donors to quickly support charitable work utilizing the extensive nonprofit networks of our global partners.

Donation Processing Transfer Payment A US donor makes a CAF America CAF America sends Grant is distributed processes the gift and gift to CAF America, the funds to a domestically to the provides the donor charity through the grantmaking partner advising a grant to a for disbursement. foreign charity. with a US tax receipt. grantmaking partner.

Step-by-Step: The Expedited Grant Process



CURRENT EXPEDITED GRANTMAKING PARTNERS





OUTFLOW: CONTEXT FOR CROSS-BORDER GIVING

United States

- Expenditure Responsibility for funding charitable programs via a grant agreement.
- Equivalency Determination for funding charitable organizations, allows for unrestricted grants and capital expenditures.

Canada

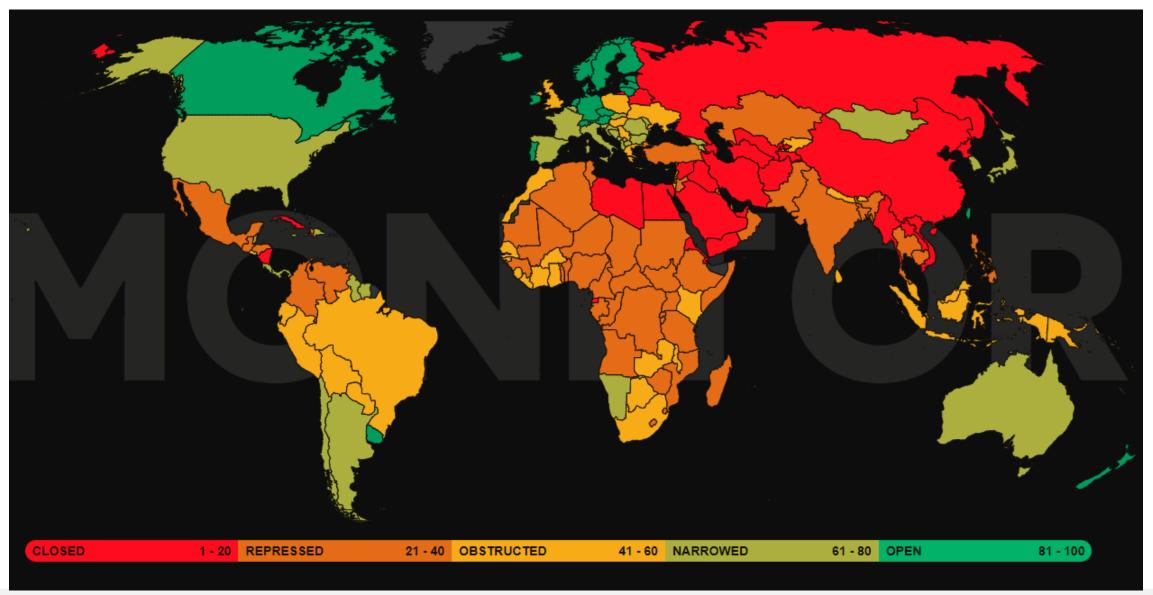
- International Project Funding via a Project Agreement to fund charitable projects owned and solely funded by the Canadian donor organization.
- Funds must:
 - Go towards the advancement of the charitable objects of the funder
 - Support a complete and exclusive charitable project

United Kingdom

- Cross-border grants may only fund projects that are considered charitable.
- Grantees must be reevaluated for eligibility at least annually



INFLOW REQUIREMENTS: LOCAL COUNTRY CONSIDERATIONS





HOW WE HOLD CHARITIES ACCOUNTABLE

All CAF America cross-border grants are made after executing a grant agreement. We use the following tools and strategies to hold our grantees accountable:

- For most grants we require **annual reporting** on the use of our grant funds.
- We conduct **Site Visits** to ensure that work is progressing as intended.
- If we suspect that a grantee has acted incorrectly, we will investigate as needed and, when applicable, pursue legal action.

Our risk-based approach is designed to minimize the risk in our grantmaking portfolio, and we aim to only use these tools when we absolutely need to.



CAF AMERICA'S SITE VISIT PROGRAM

From time to time, CAF America will travel to conduct a Site Visit with our charity partners. Our Site Visit Program has three primary objectives:

- 1. Site Visits advance our Risk and Compliance priorities by resolving specific, intentional oversight questions.
- 2. Site Visits support the development and reinforcement of CAF America's understanding of the charities we validate, as a critical resource we can draw on for philanthropic services.
- 3. Site Visits strengthen connections between our donors and the charities they advise grants to, making their philanthropic partnerships with CAF America more meaningful.





CAF AMERICA & CAF CANADA THOUGHT LEADERSHIP

CAF America & CAF Canada maintain a Thought Leadership program to educate our donor clients and charity partners about how international grantmaking and cross-border funding works from the US and Canada. We partner with external experts, highlight internal voices, and collaborate with the

Types of Content Level News Alerts **Blog Posts** BASIC Stories of Impact Casa Ctudias White Papers **Survey Reports** INTERMEDIATE Webinar Series Caring Q Funding Dodgast Conferences/Symposiums Major Reports (COVID Series) **FLAGSHIP**



CAF America & CAF Canada Thought Leadership (Examples)

OFAC Issues General Licenses for Humanitarian Activities in Sudan





Questions?



HQ 225 Reinekers Lane, Suite 375 Alexandria, VA 22314

West Coast Office 50 California Street, Suite 1500 San Francisco, CA 94111 South Florida Office 801 Brickell Avenue, 8th Floor Miami, FL 33131

East Coast Office 405 Lexington Avenue, 9th Floor New York, NY 10174

www.cafamerica.org

