



## ***Social Impact Bonds & Positive Futures in Yokohama City***

ソーシャルインパクトボンド  
横浜のより良き未来に向けて

**Dr Chih Hoong Sin, Traverse, 26 November 2019**



**@traversepeople**





こんにちは  
私はChih Hoong (志宏)です  
よろしくおねがいします

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What has been happening in the UK?

英国の状況の概観

Significant challenges

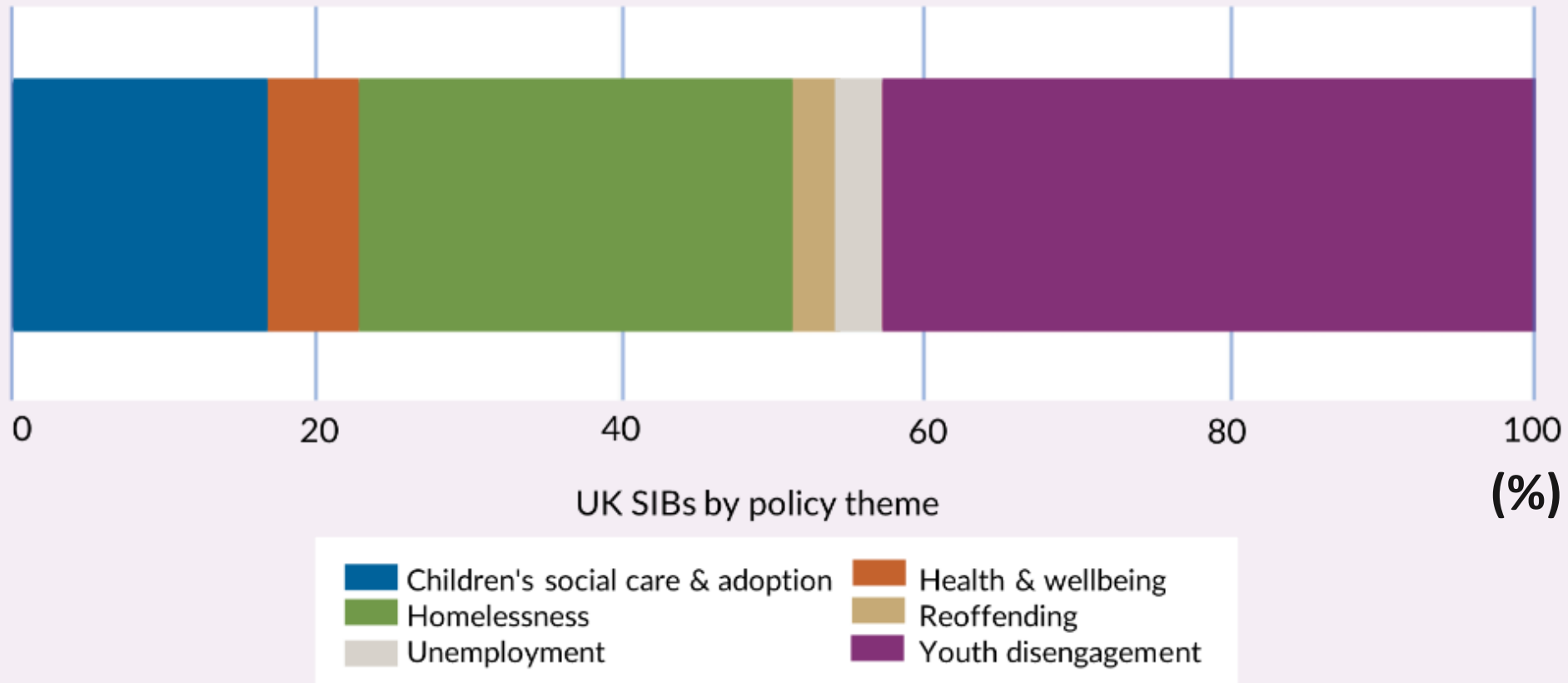
重大な困難

What worked well, and why?

うまくいったこととその理由

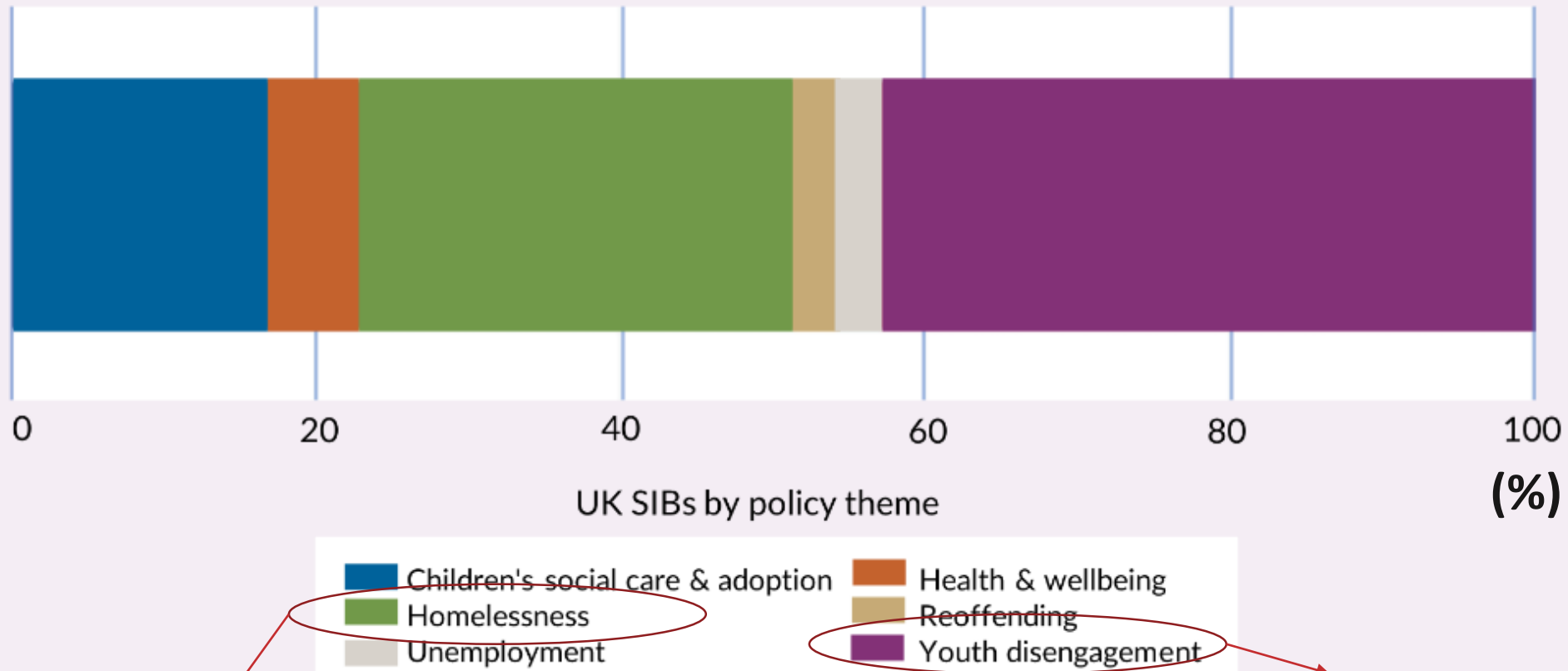


## 英国には70のSIBがあります





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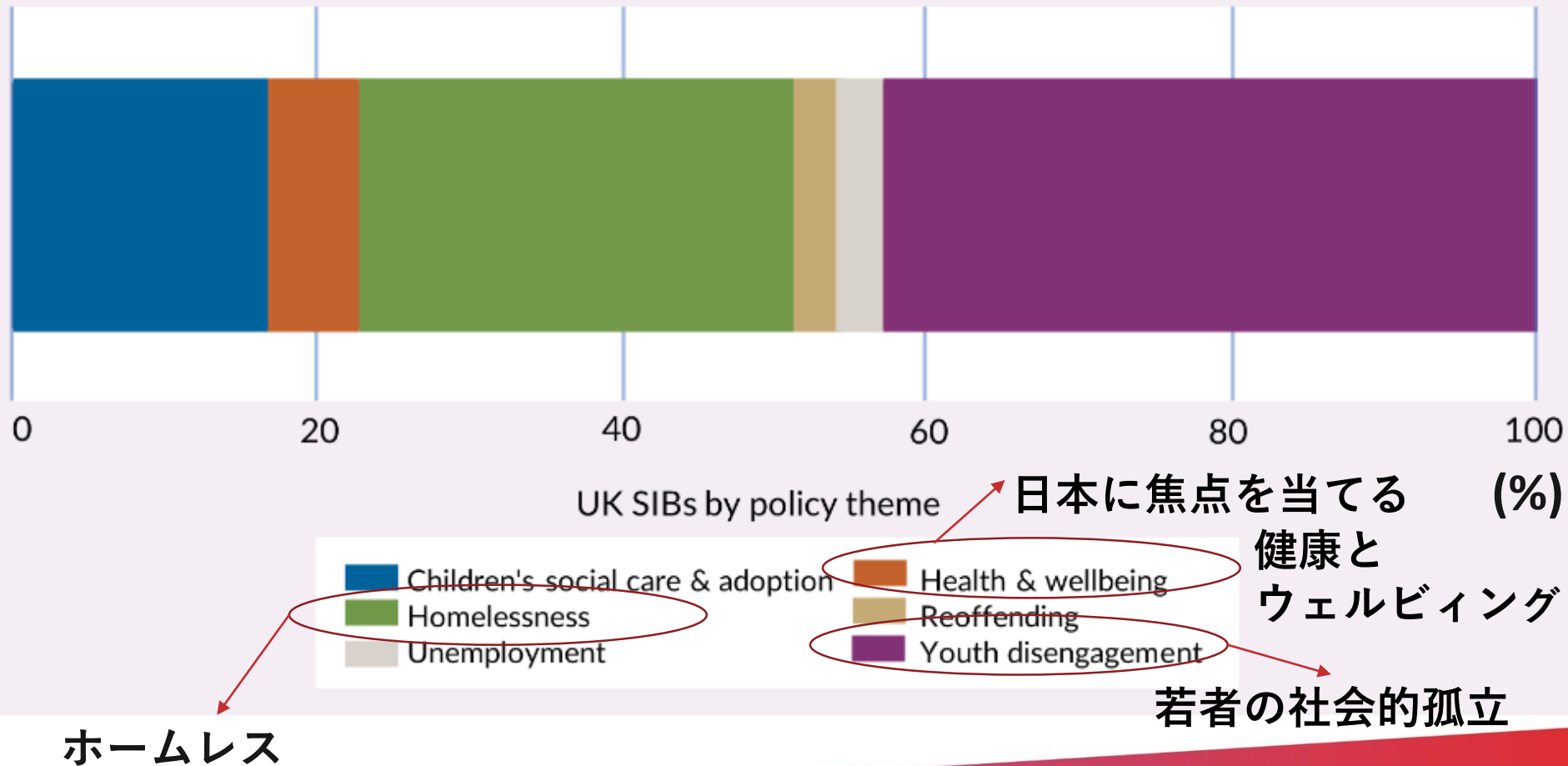


ホームレス

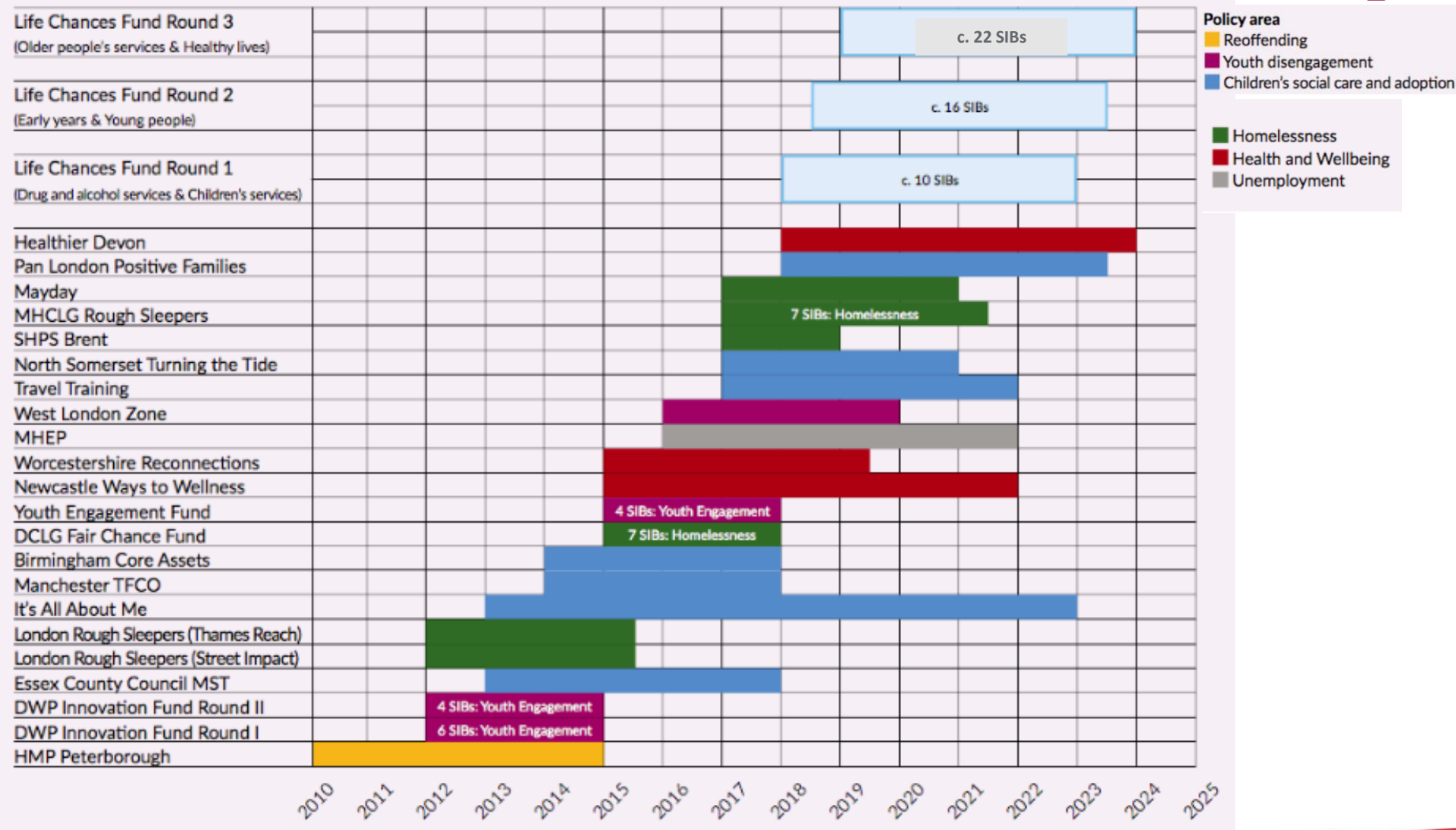
若者の社会的孤立



## 英国には70のSIBがあります



# What has been happening in the UK?





最近

Recently

- High transaction costs
- Lack of awareness
- Pricing outcomes
- Contracting
- Evaluation

Initially

最初は

- Multiple outcome payers
- Fixed ideas around SIBs
- Pushing into 'new' policy areas
- Scale up
- Lack diversity of players
- Transparency



## Multiple outcome payers

- Started with 'easy' topics. Payment & benefit link is direct (e.g. children in care – saves local authorities money)
- Now, tackling cross-cutting issues. 'Who pays' and 'who saves'?

## Fixed ideas

- Local authority model influential
- Assumption that SIBs are only to save government money

## New policy areas

- High transaction costs
- Tend to be areas where (a) outcomes not easy to measure, (b) attribution unclear

## Scale up

- Numbers of SIBs, geographic coverage, numbers of beneficiaries, size of deal
- Want to join up, but also want bespoke

Lack  
diversity of  
players

- Dominance of one social investor
- Intermediary market shrinking

Transparency

- Lack of openness about data, especially on financials, returns



## 子どもたちの支援

### Grow reach

- Reach bigger cohorts through same intervention
- Benefit more, sometimes lower cost per outcome

### Influence other SIBs

- Specific features from a children's services SIB to make another SIB easier (e.g. NEET)



## 子どもたちの支援

### Features of success (1)

- Key outcome defined by local authority and related to fiscal saving. This is consistent across all children's services SIBs in UK.
- Rationale for payment, and budget for payment, are very clear
- Supplementary outcomes can be decided on case-by-case basis (e.g. family functioning, engagement with schools, mental wellbeing, etc)





## 子どもたちの支援

### Features of success (2)

- ‘Model’ of SIB is mature and well-known
- Providers are known, and good quality.
- Known investors interested in topic.
- Governance set up to ensure outcome payer, social investor and provider works closely together
- Attribution is key, and rely on historic data and ongoing sense-making by professionals





## 健康管理

### Off-the-shelf

- Identical evidence-based intervention, outcomes, metrics, cohort
- Enabling replication

### Bespoke

- Locally-driven needs, priority cohorts, outcomes, providers, delivery models
- Driving innovation





## 健康管理

### Features of success (1)

- Health-related outcomes are system defined and clear
- Service-use outputs/outcomes are system defined and clear
- Accepted methods for measuring other forms of subjective wellbeing using validated instruments (e.g. WEMWBS, Outcome Star for Mental Health, etc)





## 健康管理

### Features of success (2)

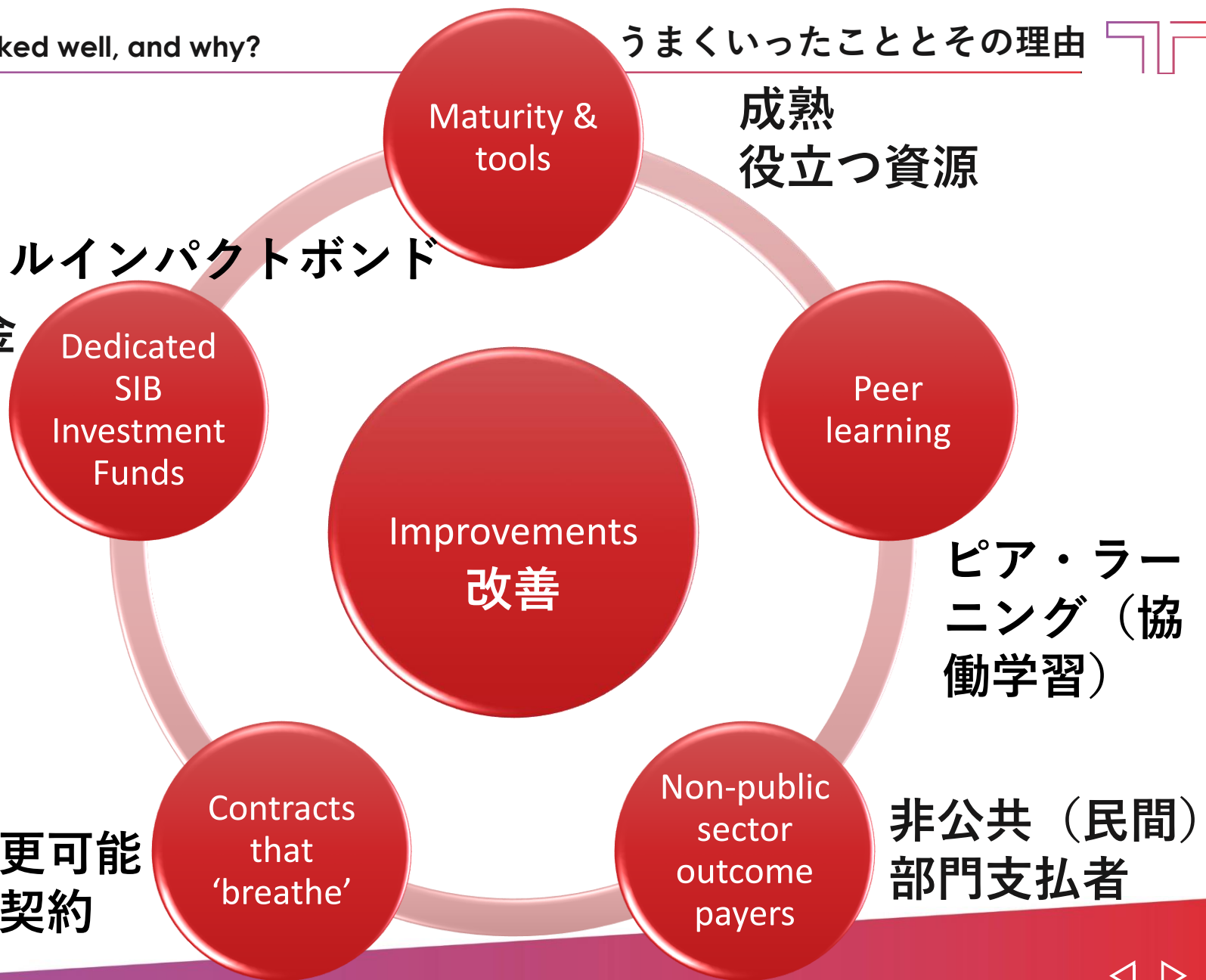
- Supplementary outcomes defined with wider partners (e.g. person-defined goals)
- Interventions clearly described, and can be replicated
- Governance set up to support collaboration across outcome payer, social investor, provider
- Attribution is clear
- Known providers, and good quality





専用の  
ソーシャルインパクトボンド  
投資資金

変更可能  
な契約



*Thank you.*



ありがとうございます



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