

# A guide to Charitable Bonds

Information for foundations and trusts

## Introducing Charitable Bonds

Citylife's Charitable Bonds are unique financial tools that combine grants with programme related investment. For foundations and trusts, Charitable Bonds provide a simple and sustainable way to recycle capital for social benefit.

### The benefits of investment in a Charitable Bond

- a secure, programme related investment
- releases instant funds for charity
- investment supports development of affordable housing
- capital remains on balance sheet
- initial investment returned in five years' time

## About Citylife

Citylife is a national charitable organisation supporting causes that give people a better future. It is a society registered with the Financial Services Authority (FSA), recognised by HM Revenue and Customs as a charity and governed by independent trustees. As such Citylife is permitted to offer and issue certain bonds to the public in the United Kingdom based on the exemption under the Financial Services and Markets Act (section 85(5) and Schedule 11A).

Citylife's Charitable Bonds provide a unique and innovative way to raise new funds for social benefit.

## How Charitable Bonds work

Citylife's Charitable Bonds work by providing a combination of grant funding and capital loans.

At the request of one or more charities, Citylife may create an offer of bonds on their behalf. Individuals and organisations may subscribe to invest in the bonds during a set offer period.

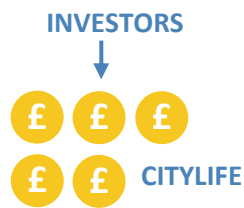
When the offer period closes, around 80 per cent\* of the total raised is loaned at a commercial rate of interest to a registered provider of social housing. The housing provider is regulated by the Tenant Services Authority, and will use the loan as part of its business to develop and maintain affordable housing. The remaining 20 per cent or so after costs is immediately given as a tax exempt grant to the charity (or charities).

After five years, the housing provider repays the loan with interest – taking the fund to its original 100 per cent level – and bondholders are repaid in full. So on an investment of £100,000 for example, around £20,000 will immediately go to charity while the rest will work to create affordable places to live.

\* Exact figure depends on commercial interest rates at time of issuing the loan – see example below.

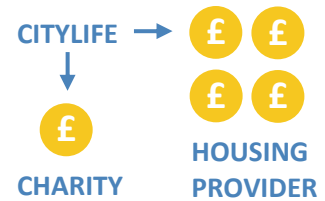
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Investors put their money in a fixed term Bond with Citylife



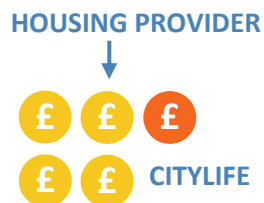
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Citylife immediately gives around 20% to charity and loans the rest to develop affordable housing



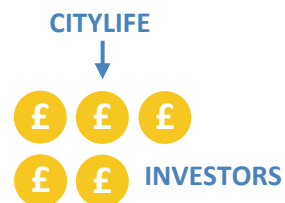
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After five years the loan is paid back plus interest that matches the sum given to charity



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Citylife gives investors back all the money they put in



### Example

Citylife offers bonds on behalf of a charity which raise £1 million. Based on a commercial rate agreed in advance, Citylife will lend an exact proportion of this to a housing provider so that the sum repaid after five years is exactly £1 million. For example, at a rate of 5% per annum the proportion of the investment loaned would be £783,526.

This leaves a balance of £216,473 from which the costs of issuing the Bond are deducted, and the remainder is given as an unrestricted tax-exempt grant to charity.

Five years later, the housing provider pays back Citylife the money it borrowed plus £216,473 in interest. This totals £1 million, which is then used to pay back bondholders in full.

## Benefits of investing in a Charitable Bond

“This approach to making money work harder is a challenge to grant makers, who are usually averse to lending over giving, but the Northern Rock Foundation trustees wished to set an example for others to follow and hope that other grant making trusts will seek to maximise their assets in a similar way. It is an exceptional contribution which demonstrates that we can be flexible in delivery methods with our grants. Again, we can recycle our money whilst using it to leverage far greater social value than conventional investment and grants could ever have achieved on their own.”

*Fiona Ellis, former Director of Northern Rock Foundation (NRF), speaking after NRF invested £500,000 in a Citylife Bond. At maturity of the Bond, NRF rolled its investment over to a second Bond and added a further £500,000 to make a total £1 million investment.*

## **Programme related investment**

Investing in a Charitable Bond will deliver social benefits from 100 per cent of your capital.

Around 20 per cent of the capital invested is given as a grant to charity, which is effectively the same as if a foundation or trust gave the grant directly. However, the benefit of the Bond is that it is a combined package.

The remaining 80 per cent or so is loaned at a commercial rate to one or more not-for-profit registered providers of social housing. These are government regulated housing providers that build, develop and maintain housing for local communities and key workers. They typically support people in need through provision of low-cost rental accommodation and through financial schemes, such as shared ownership, to help those who cannot afford to buy their own homes outright. They may also offer other services such as sheltered housing or at home care.

So with a Charitable Bond, you can use both your grant funds and assets to meet your charitable objectives in a secure way.

## **Lever additional investment**

Citylife's Charitable Bonds provide an additional source of income for charities by attracting investment from individuals and businesses above what would normally be given through donations and grants. Many of these potential investors may be more likely to invest, and to invest larger amounts, in a Bond if they can see that others have already made an investment.

Therefore by supporting a Charitable Bond your money has the potential to achieve more because of the additional finance it could lever.

## **Initial investment returned in five years' time**

You will receive your principal investment at par five years from the date of issue of a Charitable Bond, allowing you to recycle it again for further social benefit. At this point you may choose to roll all or part of your investment into a subsequent Bond if available.

## **Purchasing bonds**

There are different values of bond that you can buy, at £1,000,000, £100,000, £10,000, £1,000, and £100. This allows you to buy a combination of bonds for the amount you wish to invest, and after five years to invest some or all of the bonds in a new Bond if available, or to donate some or all of the bonds to charity.

Once the offer document for a Bond has been published, you need to complete an application form and send us payment for the amount you wish to invest. The bonds are officially purchased on the issue date when you will be sent a certificate confirming your purchase.

## **Level of risk**

Citylife believes the risks of investment in a Charitable Bond to be very low.

## **The housing provider**

The loan to the housing provider will be made for a term of five years and at a commercial rate of interest. The total amount repayable under the loan including interest will equal the amount required by Citylife to

repay bondholders in full. The loan is assigned to an independent trustee (see below), which means that investors are taking credit risk on the housing provider's ability to repay the loan, not on Citylife's financial standing.

Registered providers of social housing are regulated by the Tenant Services Authority (TSA), the government regulator for affordable housing. Part of the role of the TSA is to protect tenants' interests by ensuring that registered providers remain financially viable and settling the affairs of any providers who become insolvent.

Citylife only lends to providers that it is fully satisfied are of suitable credit based upon reports by the TSA and credit ratings by a bank or independent ratings agency. Details of the provider that Citylife will lend to for a particular Charitable Bond will be given in the offer document for that Bond.

### **The guarantee**

Depending on the arrangements for a particular Charitable Bond, the loan to the housing provider may be backed by a bank guarantee. While the loan is considered by Citylife to be a very secure investment, the guarantee provides a further layer of protection. In the event that the housing provider is not able to repay the loan in part or at all, the guarantee means that the bank would pay the shortfall.

The arrangements for a particular Charitable Bond will be described in the offer document for that Bond.

### **The Trustee**

The loan, and any associated guarantee, is assigned to a trustee. This means that even if Citylife were to stop trading, the trustee is in place to receive repayment from the housing provider and then to pay monies it receives to bondholders at maturity.

### **Possible risks**

Like any financial investment, investing in a Charitable Bond contains certain risks. Some of the risks that Citylife believes are material are set out below. However, please note that there may be other risks involved in investing in a Bond and certain risks may be due to your individual circumstances. If you are concerned about these risks you must consult your independent financial advisor.

### **Social investment and access to capital**

A Charitable Bond is a social rather than financial investment. The bonds do not pay interest or provide any capital gain and, except at Citylife's option (which it may not decide to exercise), the bonds are only repayable on the repayment date. The bonds are transferable, although there is a risk that you may not find a purchaser for bonds, and any purchaser may only be willing to buy the bonds at a discount.

This means that the bonds are not suitable for investors who require income or capital gains from their investment or investors who need ready access to their capital.

### **Credit risk on the housing provider**

The bonds are limited recourse to the loan to the housing provider. In the event that the housing provider does not or is unable to repay the loan in full (or at all) then bondholders will not be repaid in full (or at all) on the repayment date. The general assets of Citylife are not available to make payments to bondholders.

As described above, Citylife only lends to housing providers with a low risk of default.

### **Credit risk on the guarantor**

In the event that the housing provider does not repay the loan in full (or at all) then bondholders who have invested in a Charitable Bond with a bank guarantee may benefit from monies received under the guarantees. However, in the event that the guarantor does not or is unable to pay under its guarantee then bondholders will not be repaid in full (or at all) on the repayment date.

### **Financial Services Compensation Scheme**

The Financial Services Compensation Scheme does not apply to an investment in a Charitable Bond.

### **Contact us**

We're happy to talk to you directly if you have any further questions about how Charitable Bonds work, although we cannot give you any financial advice. If you are in any doubt about whether an investment in a Charitable Bond is suitable for you or in respect of the tax consequences of the Bond then you must consult an independent financial advisor.

You can contact us at:

**[bonds@citylifeltd.org](mailto:bonds@citylifeltd.org)**

**01223 323481**

## **Support for other Citylife Charitable Bonds**

“When London businesses invest in the East London Bond they know they are getting value for their money, supporting East London charities more effectively than they could through an equivalent amount made up of smaller donations.”

**Baroness Jo Valentine**  
**Chief Executive, London First**

“Business in the Community is delighted to champion this innovative and powerful approach to supporting two excellent organisations in East London, who are working hard to tackle the most pressing social issues in the area.”

**Paul Buchanan**  
**London Regional Director, Business in the Community**

“At Sage we are proud to have invested in a Citylife Bond that has funded enterprise support in the North East. Part of our CSR strategy at Sage is based on giving back to the communities around us and our involvement with the Bond allows us to do just that. It continues to provide exciting opportunities to take enterprise directly into the hearts of communities, offering support and inspiration to the people who live in them.”

**Alastair Mitchell**  
**Finance Director, Sage (UK) Ltd**

“The Sheffield Bond is good for the people and the City of Sheffield, and DLA Piper is proud to participate in it.”

**Richard Taylor**  
**Partner, DLA Piper**

“Here at Hays Travel we were delighted to invest in a Citylife Bond and support a project which encourages enterprise, regenerates local communities and helps unemployed people get back to work. What’s more, the Bond is fully repayable so it doesn’t even cost us anything to help out. This is a fantastic scheme that we’re proud to be involved with.”

**Hays Travel**

“The Sheffield Bond played an important part in our Community Social Responsibility programme as it certainly helped to build a strong spirit of social, ethical and environmental responsibility within business communities in the city.”

**Jill Davies**  
**Chief Executive, Westfield Health**

## **Glossary of terms**

### **Application**

Investors who wish to buy a bond must complete an application form based on the terms of the offer document. The bond is officially purchased on the issue date, or if for any reason the bonds are not issued, the money is returned to investors. Applicants can change their mind at any point up to the issue date and receive their investment back in full.

### **Beneficiary**

The charity or organisation that receives a grant as a result of money invested in a Bond.

### **bond**

A contract that is bought by an investor from an organisation, in which the organisation promises to repay the value of the bond at a later date on certain terms and conditions.

### **Bond**

The collective term used in this document to refer to a particular offer of bonds.

### **Bondholder**

The investor, whether an individual or company, who buys a bond.

### **Capital**

The money invested in a Bond.

### **Charitable Bond**

A type of Bond offered uniquely by Citylife to support social causes.

### **Closing date**

The end of the offer period during which investors may subscribe. The date is published in the offer document but may be extended at the discretion of Citylife's trustees by notice in writing to each applicant.

### **Commercial rate**

The agreed rate of interest that the housing provider will pay on the loan it borrows from the capital raised by the Bond. The rate is comparable to rates available to housing providers from other lenders, and is calculated by an agreed formula based on a standard measure which will vary according to market conditions. This means the actual interest rate, and therefore the percentage of the Bond fund given to the beneficiary, cannot be specified exactly in advance.

### **Compound interest**

Interest that is calculated on both the original sum and the interest already accumulated. So if £100 is loaned at 5% annual interest, after one year the amount owed would be £105. After two years a further 5% on the £105 is owed, i.e. £110.25. Therefore if £100 is loaned for five years at an annual rate of 5%, the total amount owing after five years is £128, which is equivalent to 28% interest over five years.

### **Credit rating**

The credit rating of a company is an evaluation from an independent ratings agency that states the risk of lending to that company. It measures the ability and willingness of the company to meet its financial obligations in full and on time.

### **Default**

In financial terms this means a failure to satisfy the terms of a loan obligation or pay back a loan.

### **Financial Services Authority (FSA)**

The FSA is an independent body that regulates the financial services industry in the UK. It is also the registering authority for societies which register under the Industrial and Provident Societies Act 1965.

## **Financial Services and Markets Act 2000**

The Act that currently governs UK financial market regulation, under which Citylife is permitted to offer certain bonds to the public in the UK.

### **Fixed-term**

Citylife's bonds have a fixed term of five years, meaning that investments will be repaid five years after bonds are issued. This period is fixed, meaning that Citylife cannot retain the investment longer than five years, and investors cannot withdraw their money during the period except by negotiation with Citylife.

### **Guarantee**

The loan to the housing provider may be supported by a bank guarantee. In the event that the housing provider does not pay some or all of the loan when it is due then the guarantor will be liable to pay Citylife.

### **Guarantor**

The provider of a guarantee.

### **Industrial and Provident Society**

An industrial and provident society (IPS) is an organisation conducting an industry, business or trade, either as a co-operative or for the benefit of the community, and is registered under the Industrial and Provident Societies Act 1965.

### **Issue**

The issue of bonds is the point at which the bonds are officially purchased. The decision for Citylife to issue bonds must be approved by its trustees, and the offer of bonds does not guarantee that they will be issued.

### **Limited recourse**

Each Charitable Bond is limited recourse to the proceeds of the underlying loan made from the investment in that Bond. This means that Citylife is only liable to repay the bonds to the extent that it has received repayments under the loan and, where relevant, the guarantee. The general assets of Citylife are not available to make payments to bondholders.

### **Maturity**

Maturity is the end of the fixed-term of a Bond when money is returned to investors.

### **Money laundering**

Money laundering is the criminal practice of disguising illegally obtained funds so that they seem legal. Citylife has obligations under the Money Laundering regulations, the Proceeds of Crime Act, and The Terrorism Act to report any suspicious or unusual transactions to the authorities. Applicants for a bond on the basis of the offer document to be issued by Citylife may therefore be required to provide evidence of identity, address or both.

### **Offer document**

A legally authorised document that sets out the information that potential investors need to know about a Bond before applying to invest. Applications for a Bond can only be made on the basis of an offer document.

### **Offer period**

The period in which investors can apply to purchase a bond on the basis of the offer document. This period can be extended at the discretion of the trustees of Citylife. After the offer period closes, no further investments can be made in a Bond.

### **Redemption**

The act of paying money back to investors.

### **Register**

The bonds are in registered form. This means that ownership of the bonds will be recorded by the registrar in a register. The name of the bondholder, or in the case of joint bondholders the first named bondholder, as recorded in the register will be conclusive as to the owner of the bonds.

**Registered provider**

A registered provider of social housing, approved and regulated by the government through the Tenant Services Authority (TSA). Registered providers typically support people in need through provision of low-cost rental accommodation and through financial schemes, such as shared ownership, to help those who cannot afford to buy their own homes outright. They may also offer other services such as sheltered housing or at home care.

**Registrar**

The registrar of a Bond holds all the records of investors and should be contacted in the event of any change of details.

**Roll over**

At the end of the fixed term of a Bond, bondholders may be offered the opportunity to roll all or part of their investment over into a subsequent Bond.

**Subscription list**

A financial term to describe the list of investors applying to buy bonds. The start and end of the offer period may be referred to as the opening and closing of the subscription lists.

**Tenant Services Authority (TSA)**

The regulator for affordable housing, which was set up as a result of the 2008 Housing and Regeneration Act. Its purpose is to protect the interests and needs of tenants, and part of its role is to monitor the performance of registered providers and ensure that they remain financially viable.

**Transfer**

Charitable Bonds are transferable, meaning you could sell your bond to someone else and that person would be paid the value of the bond at maturity.

**Trustee**

The trustee for a Bond is an independent organisation offering trustee services, which holds rights to the loan, and any connected guarantee, made by Citylife to the housing provider under trust for the bondholders. This means that even if Citylife were to stop trading, the trustee is in place to receive repayment from the housing provider and then to pay monies it receives to bondholders.

The trustee for a Bond should not be confused with Citylife's trustees, a board of volunteers who are legally responsible for the overall management and decision-making of the charity.

**Zero interest**

Charitable Bonds are zero interest, meaning that investors get back after five years exactly what they put in.