

## Growing Philanthropy: Insights and Strategies for Driving Impactful Giving

### SPEAKERS' BIOS

#### Andrew Blair

Andrew is a partner and serves as head of U.K. private client and charity business development. He has over 25 years of investment industry experience.

Prior to joining Brown Advisory in 2021, Andrew was a director at Rothschild & Co where he worked for six years in the charities and asset management teams. Previous to his experience at Rothschild & Co, Andrew has worked as both sales and marketing director at Mirabaud Asset Management and sales director for Skandia U.K.

#### Nana Francois

Nana joined Opportunity International UK 2022 and is now the CEO of Opportunity Microfinance Investments Ltd. She joined from FaithInvest where as Director of Investment Solutions she led a team helping faith-based organisations put their money where their values are. Prior to this she worked in the corporate financial services sector for almost twenty years, holding a number of positions with Gartmore, with J.P. Morgan and with Barclays in South Africa.

Alongside her Barclays role in South Africa, Nana was heavily involved in church programmes that sought to make projects more sustainable, and in funding and supporting female entrepreneurs in Ghana. Through this work she saw first-hand the impact that enterprise support, education, agriculture and financial access can have in uplifting individuals and a whole community.

Nana has also held a number of governance roles - as a vice chair on the Board of the Finance Innovation Lab, with a mission to drive financial services access and justice in the UK, and as a Non Executive Director at the Impact Investing Institute supporting Impact Investing in the UK and Africa.

## Growing Philanthropy: Insights and Strategies for Driving Impactful Giving

### Rory Brooks

Rory was the first member of his family to attend university. He graduated from Manchester University in Management Sciences in 1975. He joined the Bank of Boston in London and spent thirteen years there, including nine years in the US (Boston and New York). Upon returning to London, Rory founded in 1988 what is now MML Capital, a leading European mid-market growth capital provider. MML has offices in London, Paris, Dublin and New York. He stepped down as Chair in 2023.

Rory and his wife, Elizabeth, established their family philanthropic foundation in 2005 with a focus on social disadvantage, education, and arts. Rory was chair of the philanthropic board of Manchester University for ten years (honorary doctorate 2010), hosted poverty summits in South Africa, and has served as trustee and/or chair of The Centre for Social Justice, IntoUniversity and Quintessentially Foundation. Among other government appointments, he was the donor member of the Pearce Review into philanthropy in HE (2012). He has consistently promoted philanthropy and was awarded the CBE in 2015.

### Amy Ross

Amy is a Senior Adviser in the Impact Accelerator team at CAF, providing strategic advisory support to private clients wanting to develop more meaningful and impactful giving strategies. This involves working with clients to identify their core values and mission, exploring their giving preferences, and articulating the impact they want to have with their philanthropy.

She has 15+ years' experience in the nonprofit sector including strategic and leadership roles in international NGOs and grantmakers. Having also worked in fundraising, programme management, impact evaluation, and governance within frontline charities, she understands the sector from multiple vantage points and seeks to bring those insights to bear when advising philanthropists on how best to drive philanthropic impact.