



POST EVENT REPORT



Hosted in Jakarta, Indonesia on 19-20th of September, the 3rd Sankalp Southeast Asia Summit aimed at creating a more collaborative ecosystem to help unlock the region's entrepreneurial potential for impact.

With a deep-rooted culture of entrepreneurship along with a dynamic private sector, the Southeast Asian region presents a tremendous opportunity for market based approaches to address developmental challenges. Sankalp is built upon the strong regional need to link various stakeholders in order to jointly strengthen the ecosystem for social enterprises and market based models for development.

One of the crucial growth drivers in Southeast Asia has been a focus on entrepreneurship development and innovation, as is reflected in an expanding SME sector. A continued impetus to supporting entrepreneurship and innovation is pivotal to the sustained growth and development of Southeast Asia. Keeping this in mind, the summit showcased innovative businesses from across the region through the Sankalp Southeast Asia Awards.



ABOUT SANKALP

Sankalp Forum was initiated in India in 2009 by Intellecap to create a thriving ecosystem for business-led inclusive development. Over the past

seven years, Sankalp has built one of the world's largest impact enterprise focused platforms that has supported over 900 social enterprises with connections to over 400 investors, mentors, and business support providers. Over 40 social enterprises recognized by Sankalp have gone on to raise more than USD 120 Mn in funding. Sankalp engages Governments, corporations, influential platforms like the G8 and G20, media and civil society to drive a paradigm shift in inclusive development approaches.

Industries/Sectors

Delegates represented

19 countries

10 High Impact

Enterprises

Showcased

340+ Delegates

attended the summit

Over 20 media

establishments present

Delegates belonged to

over 48

Discussions held

around 4 Key Themes

AGENDA OVERVIEW

PRE SUMMIT

19TH SEPTEMBER

HOW TO RAISE CAPITAL?

IMPACT FUND MANAGERS TRAINING

MAGIC IMPACT INITIATIVES

CORPORATE SOCIAL PARTNERSHIPS

HOW TO MARKET YOUR ENTERPRISE EFFECTIVELY?



20TH SEPTEMBER

WELCOME & INTRODUCTION

OPENING KEYNOTE

WOMEN'S ECONOMIC EMPOWERMENT THROUGH SME GROWTH

SANKALP SOUTHEAST ASIA AWARDS SHOWCASE

INVESTING OPPORTUNITIES IN LAST MILE CONNECTIVITY

BLIND MEN & THE WHALE : INNOVATION IN THE FISHERIES SUPPLY CHAIN

STRENGTHENING FINANCIAL INCLUSION IN SOUTHEAST ASIA



MAIN SUMMIT PRE LUNCH SESSIONS

MAIN SUMMIT

POST LUNCH SESSIONS

20TH SEPTEMBER

ENTREPRENEUR - INVESTOR NETWORKING
 INVESTING IN THE BLUE ECONOMY
 R&D FOR SOCIAL IMPACT: EARLY-STAGE EXPERIMENTATION AND PROTOTYPING
 FUTURE OF IMPACT INVESTING IN SOUTHEAST ASIA
 MARKET ENABLERS- TRANSFORMING THE ENVIRONMENT FOR WOMEN IN BUSINESS
 SOLVING BIG PROBLEMS OR CREATING NEW ONES : DEBATING THE CASE OF FINTECH FOR FINANCIAL INCLUSION
 BLUE BRIGADE: AQUA-PRENEURS SPEAK ON BUILDING THE ECOSYSTEM FOR PROFITS AND IMPACT
 BUILDING AN INCLUSIVE ASEAN: PATHWAYS TO FINANCING THE SDGS
 GENDER LENS INVESTING - ADVANCING GENDER EQUALITY, GENERATING FINANCIAL RETURNS



SESSION HIGHLIGHTS

MAIN PLENARY:

OPENING KEYNOTE : SHUICHI OHNO, SASAKAWA PEACE FOUNDATION - 09:45 AM - 10:00 AM Shuichi Ohno, the Director of Sasakawa Peace Foundation delivered a powerful keynote on the role of women entrepreneurship in Asia. He mentioned that while grants are indispensable, they have some limitations against achieving sustainable impact. In his keynote, he launched a \$100 million fund named 'Asia Women's Impact Fund' that aims to empower and improve gender equity.

Women's Economic Empowerment through SME Growth - 10:00 am - 10:45 am

The limited growth of women entrepreneurs and/or women-led enterprises in the emerging nations when compared to the developed ones, act as a major hurdle in the overall growth of the economy. A classic example is Indonesia, where more than 57% of university graduates are women, 47% of entry level jobs are occupied by women employees, and 20% of mid-level management executives consist of women. However, only 5% of the SMEs have women at CXO level positions which shows that climbing up the ladder has not been easy. As indicated by the data on finance to SMEs, Banks and financial institutions in the region also seem to prefer organizations with men at the top.

TRACK : FINANCIAL INCLUSION

Investment opportunities in last-mile connectivity: The underlying infrastructure for digital development and the digital economy - 12:30 pm - 01:30 pm

The social and environmental impacts from digital economy investments such as mobile money services or off-grid energy companies all rely on underlying connectivity infrastructure. However in many developing economies, traditional mobile network operators (MNOs) and internet service providers (ISPs) are focusing their margin investment dollars on urban areas with higher-income consumers. A new crop of entrepreneurs however are demonstrating profitability and scale with innovations in technology and business models that can serve marginalized communities. The session included lightning talks from entrepreneurs from across the region who are building last-mile connectivity enterprises in the Philippines, Indonesia and Thailand and investors who are supporting these initiatives because of their social impact

and commercial returns.

Solving big problems or creating new ones : Debating the case of fintech for financial inclusion - 4:00 pm - 5:00 pm

An engaging conversation between 4 fin-tech entrepreneurs from Indonesia on how their enterprises are addressing financial inclusion. Teguh from Pinjam.co.id, Adrian from Investree, Anthony Kosasih from Jurnal and Akshay Garg from Finacel each spoke about their venture and brought forward interesting points. Investree focuses on SMEs in urban areas, receivables financing with a duration of 2 months, they are a market place that started off with retail lenders like friends and family and now has 10k lenders. Jurnal is an accounting software for SME's in Indonesia, that has raised series of funds,. It helps prepare standardised financial reports and also connects with accountants. Finacel is a credit scoring platform and POS that provides a digital credit card and manages all its data digitally.

TRACK : BUILDING A BLUE ECONOMY

Blind Men and the Whale- Innovation in the Blue Economy Sector - 12:30 PM - 01:30 PM

This session highlighted some of the new/innovative ideas that are shaping the ocean economy sector both in wild catch fisheries and aquaculture, and how its changing bringing fish to our dinner plate. The session highlighted how Innovation and consumer preferences are fast shaping sustainable fisheries management. The session featured reputed speakers such as Lida Pet-Soede from PT Hatfield Indonesia, Andrew Bassford from Marine Change and Michael Arbuckle from FINNZ Limited.

Investing in the Blue Economy - 2:30 pm - 3:30 PM

Investing in the blue economy sector comes with its own challenges. This session focused more on what these challenges are, and if there is potential on forming an informal association where investors could exchange ideas/lessons and best practices , on this sector. The speakers represented experts from TLFF Indonesia, Rare & Meloy Fund, Aquaspark and Aavishkaar.

SESSION HIGHLIGHTS

TRACK : FINANCING THE SDGs

STRENGTHENING FINANCIAL INCLUSION IN SOUTHEAST ASIA - 12:30 PM - 01:30 PM

Large parts of the global population have limited access to financial services. An increasing number of institutions worldwide have specialized in offering financial services to this group. This session covered the stories of Dutch investors who presented various business cases and models in advancing financial inclusion while also contributing to the SDGs. Rob Swartbol, Ambassador of Kingdom of Netherlands in Indonesia was the key speaker in this session.

Unusual Suspects for Innovation: Forming multi-sectoral partnerships towards SDGs - 12:30 pm - 1:30 pm

To achieve any of the SDGs in any country, no single player nor sector can do it alone. Not even some of the biggest corporations, foundations, and institutions in the world. We need effective synergies between like-minded partners to channel resources for collective impact. This session will draw on examples from some of the largest players in the region in forming creative partnerships with 'unusual suspects'. The session also discussed the different roles of corporates, impact investors, philanthropists, and social impact organizations.

R&D for Social Impact: Early-stage experimentation and prototyping - 2:30 pm - 3:30 pm To meet the unmet needs in the context of SDGs, there is a clear need for experimentation, rapid prototyping, and minimum viable products (MVPs) in the social impact space. These are proven R&D approaches that help ideas to germinate, pivot, and grow in the private sector. This session will discuss gaps in the upstream of the innovation funnel in the social impact space and how some of the leading players are activating their R&D engines to develop solutions for further testing and iteration.

Future of Impact Investing in Southeast Asia - 2:30 PM - 3:30 PM

Early stage investments, especially in enterprises started by first generation entrepreneurs, were unspoken for 10 years ago in South East Asia. Newly crowned unicorns of Indonesia had their fund raise only 6-7 years ago. While LPs are intrigued with Investing in South East Asia, they are still making up their mind about investing in the geography in a big way. One of the primary reasons for this could be that the region has yet to demonstrate big exits. This clearly sums up the distance venture and Impact Investing have to travel in South East Asia. As a way forward, there lies a need of

diversity of resources and grants to subsidize cost of ideation and go to market, impact investments to help attain scale in the region for business models to thrive and become self-sustainable.

Building an Inclusive ASEAN: Pathways to financing the SDGs - 4:00 pm - 5:00 pm

This session seeks to encourage investors, corporations and policymakers to explore the potential of inclusive business by helping them understand how to navigate this emerging field.

SESSION HIGHLIGHTS

TRACK : investing in women

Blended Finance to Mobilize Capital for Women's SMEs - 12:30 pm - 1:30 pm

The session explored the strategic use of development finance and philanthropic funds to mobilize private capital flows to women's SMEs in emerging and frontier markets. Promoting women SMEs in emerging economies should be driven through an ecosystem based approach. With the focus of grant making institutions shifting to Government Missions from the 'perceived' high risk sectors, there is a need to catalyse other sources of capital / mechanisms which could act as pioneers of development. First Loss Default Guarantee mechanism by foundations and focussing investments in seed stage investments rather than early stage will enable the ecosystem too flourish. In order to ensure sustainability,

Market Enablers- Transforming the Environment for Women in Business - 2:30 PM - 3:30 PM

According to GIIN Impact investor survey, 33% of investors had considered gender lens investing in 2015 which has increased to 58% in 2017. This indicates the importance of gender lens in the investment strategy of impact investors. Impact investors categorize gender lens investing in three broad buckets

- investment in enterprises which benefit women (women as primary customers),
- investment in enterprises which have large number of women as employees and have proactive policies to support their interest;
- investment in women led enterprises (women as CXOs)

In the last 12 months, 2-3 women centric funds have been launched thus boosting the focus on gender lens investing. With an objective to mitigate these challenges, GIIN and Investing in Women have formed a Working Group to study the gender lens investing opportunities in the region, finance requirements and design investment structures. The Group shall also focus on knowledge dissemination through case studies and publications.

Gender Lens Investing – Advancing Gender Equality, Generating Financial Returns - 4:00 pm - 5:00 pm

This session initiated on an interesting question, "what is gender lens investing"? The participants emphasized that gender lens is not just about women, but gender in general which includes men as well. The ideal way to study gender lens investing is to incorporate gender analysis into financial analysis while evaluating or giving valuation to enterprises before investment. Gender analysis should include analysis of beneficiaries across the value chain of the business and the specific impact it has on all the stakeholders including men and women.



SPEAKER HIGHLIGHTS



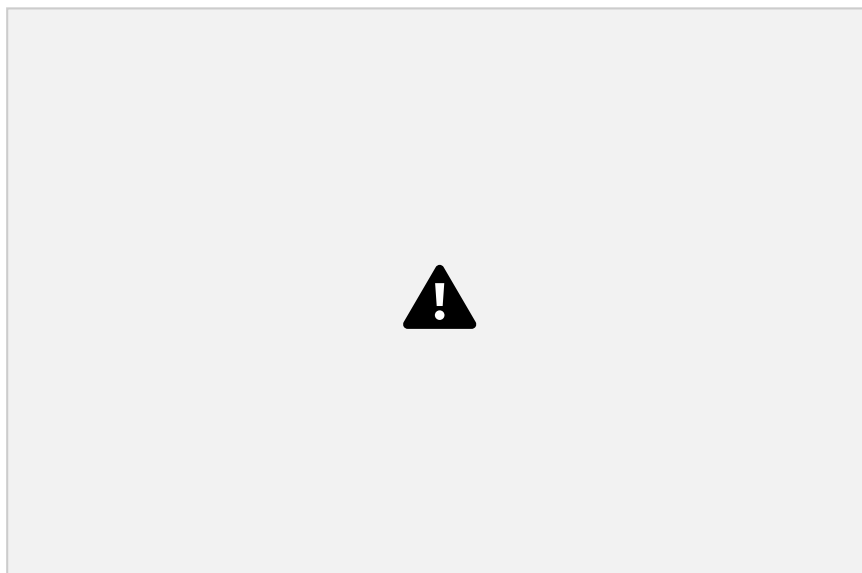
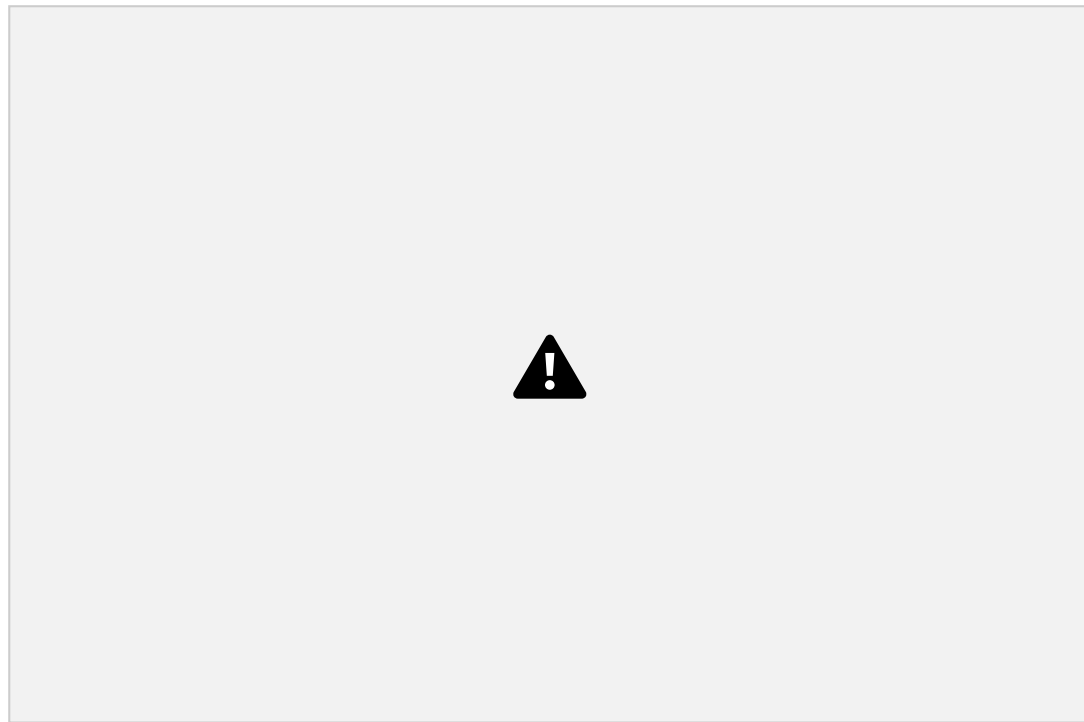


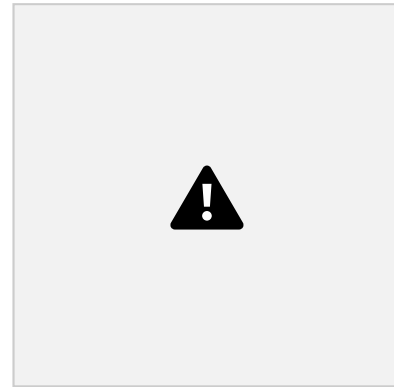
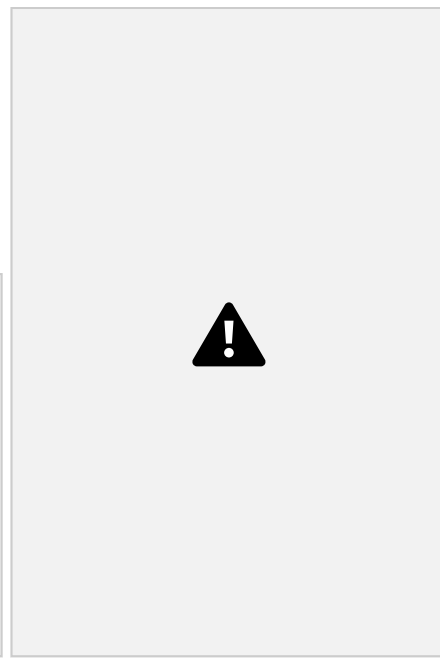
SHUICHI OHNO
Sasakawa Peace Foundation

JULIA
NEWTON-HOWES

Investing In Women
DONDI HANANTO

Patamar Capital
RUBIN JAPHTA IFC





TOMOHIRO
HAMAKAWA Kopernik

ASHRAN GHAZI
Malaysia

MaGIC SUZY HUTOMO Body
Shop Indonesia

NODIRAA. Nexus

SANKALP SOUTHEAST ASIA AWARDS

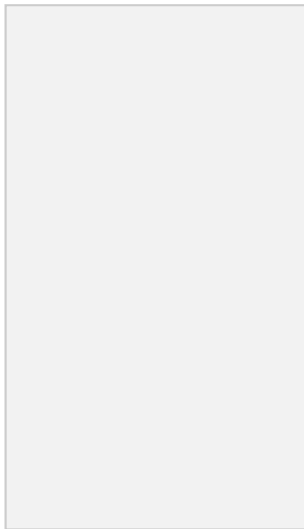




The Sankalp Southeast Asia Awards recognize and celebrate early stage enterprises that exhibit the potential to scale and create sustainable impact. As a part of the 3rd edition, this year's Sankalp Awards had representation from over 10 countries, and covered niche sectors like the Blue Economy as well.

The winning enterprise was Amartha, from Indonesia, focused on peer to peer lending in the Microfinance space. Runners-up were Energaia, from Thailand, that focuses on Spirulina cultivation, and MyCash Online, from Malaysia, that provides an online marketplace for migrants.

DELEGATE PROFILE



Summit saw over 340 delegates attend. The delegates were a balanced mix of social entrepreneurs, government officials, investors - among other profiles. The delegates at the summit represented a total of 19 countries and over 48 different industries/sectors. This blend of backgrounds gave way to conversations among players who belong to different sectors and in turn paved the path for powerful collaborations.

The 3rd Sankalp
Southeast Asia

**top audience
PROFILES BY
SECTOR** (In
Percentage)

Management
Consultants
NPO Management
Investment
Management
International Trade
and Development
Renewables &
Environment
Farming

68.2%

Financial Services

5.0%

audience profiles by countries



11.1%

2.

MEDIA HIGHLIGHTS

PARTNERS

STRATEGIC PARTNERS



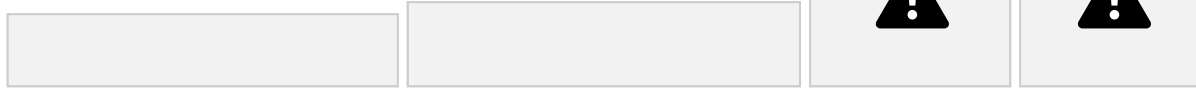
KNOWLEDGE

PARTNERS



COUNTRY PARTNER

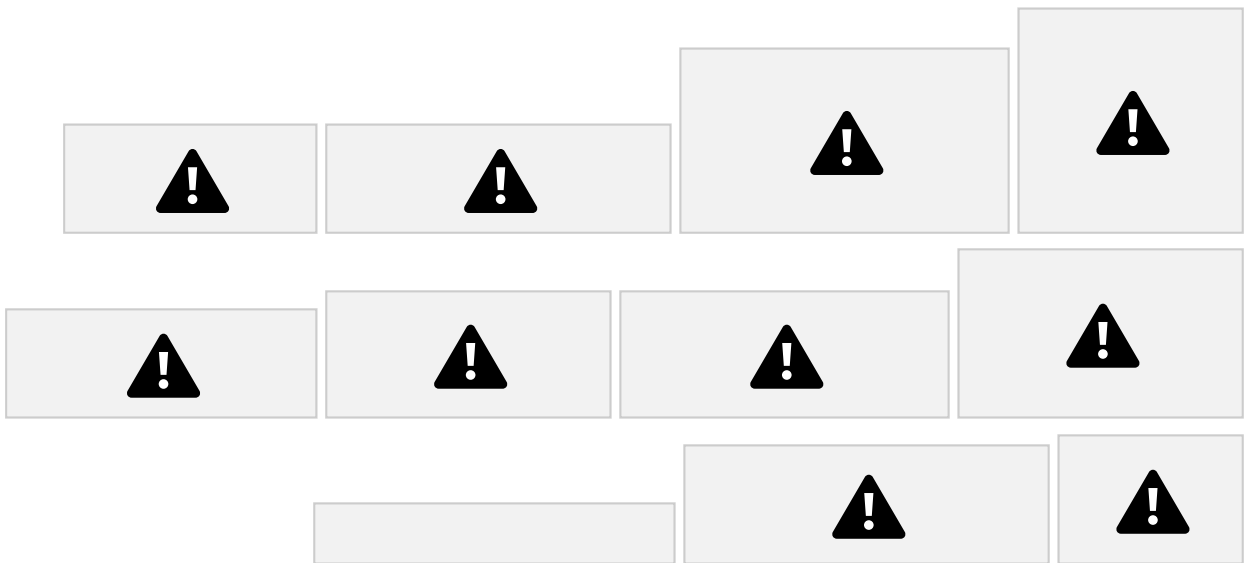
PARTNERS



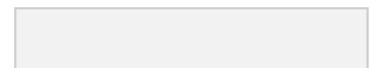
ENTERPRISE SUPPORT

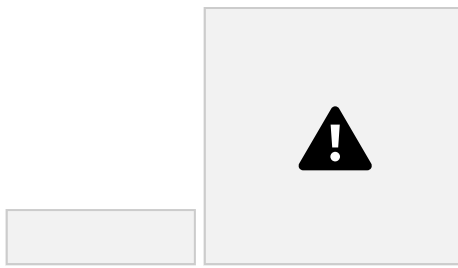


NETWORK PARTNERS



TICKETING PARTNER MEDIA PARTNERS





KEY TAKEAWAYS

The 3rd edition of Sankalp Southeast Asia Summit was successfully convened on the 19th-20th September, 2017 at Jakarta, Indonesia. This year, the summit was designed to be more focussed towards channelizing sharper conversations around specific topics/ tracks and moved away from generic topics. The idea was to engage key influencers and leaders in this space. Summit focused on building deeper knowledge and curated conversations on some key themes that are emerging as the most promising areas for entrepreneurship, viz. blue economy, financing the SDGs, etc. Additionally, the region is witnessing a larger number of events on entrepreneurship and investment and hence there are many competing or similar events happening at the same time as Sankalp Summit, therefore we made a strategic decision to build depth in the conversations through dedicated tracks. The summit design took a considered approach to quantity vs quality this year. We focused on making sure that the most relevant stakeholders participated in the summit this year. For example, the dedicated track on Investing in women, saw engagement from some of the largest investors and foundations in the region who are committed to the cause of women' emancipation through increased investment. Some of the key leaders included, who attended include:

- Julia Newton Howes, CEO of Investing in Women (Supported by Government of Australia)
- Shuchi Ohno, President of Sasakawa Peace Foundation, launched a \$100M fund for women

Dolores Torres, CARD Bank Vice Chairperson and Dean of CARD CMDI College

- Bob Webster, Managing Director – Impact Investing Strategy, Small Enterprise Assistance Funds
- Marcelina Alcantara, Assistant Regional Director, Department of Trade and Industry, Republic of the Philippines
- Phạm Vũ Thanh Giang, Founding Member, Ho Chi Minh City Association for Women Executives and Entrepreneurs (HAWEE)

Similarly, each of the tracks had focussed deliberations with key set of leaders and influencers who were convened through a curated outreach from Sankalp Forum. As a result, the summit was more contained in terms of number of attendees; however the diversity and profile of representation saw a significant increase. We have excellent momentum building in the region with diverse participation and feel very confident that we have been able to play a role in catalysing the impact ecosystem in

Indonesia. This was evident from the quality of enterprise applications received and the stellar jury composition that got formed. This year we saw participation from more than 19 of countries as well as participation of corporates. For the first time, the summit saw speakers from corporates including Go Jek, Body Shop and Mandiri Capital.