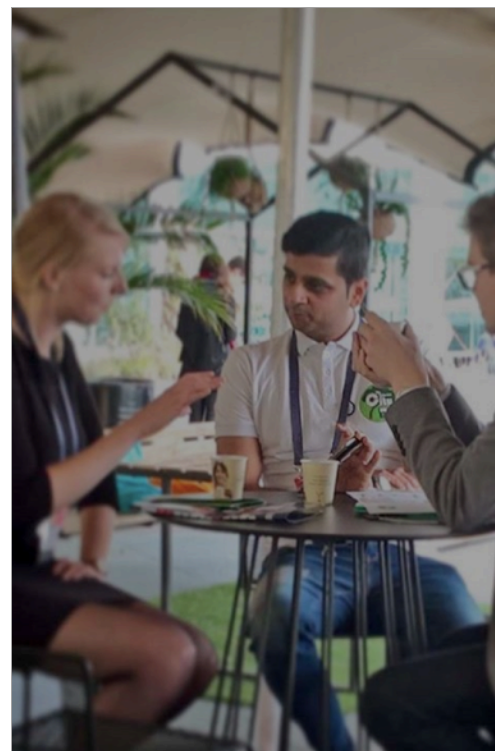




POST EVENT REPORT



SANKALP EUROPE IMMERSION 2017

INTRODUCTION

Sankalp Forum, initiated by Intellectap, a global development advisory firm, is a platform to converge dialogue and action towards global sustainable development. Established in India in 2009, Sankalp has built one of the world's largest common action platforms' that has supported over 900 social enterprises with connections to 400+ investors, mentors, and business support providers. Over 50 social enterprises recognized by Sankalp have gone on to raise more than US\$ 200 Mn in funding. Annually, Sankalp brings together 3000+ stakeholders from Governments, corporations, influential platforms like the G8 and G20, media and civil society through convenings in India, Kenya and Indonesia.

In a first of its kind partnership, Sankalp Forum collaborated with the City of The Hague to bring forward conversations on emerging market innovations and business models to the Global North. Designed as a Sankalp Immersion program, a mini convening to globalize the conversation on emerging markets, the event brought on the opportunities for entrepreneurship, innovation and impact investing targeting the Next Billion consumers in the emerging markets.

Sankalp Forum hosted a track titled "Gateway to Emerging Markets" at Startup Fest Europe – with events across The Hague and Amsterdam at the Impact Startup Fest and Amsterdam Capital Week respectively.



KEY HIGHLIGHTS



Matched **15 impact investors** with over **30 impact entrepreneurs**



Delegation of **25+ entrepreneurs, investors and business support providers** from emerging markets



2 cities | 2 events | 2000+ delegates



Global media coverage



6 sessions on emerging markets



3 enterprises initiated expansion into Netherlands



7 investor - entrepreneur conversations continued post event

5 KEY TAKEAWAYS

- There is a demand for emerging market innovations and vice versa in specific sectors like Agriculture, Clean Energy, and Healthcare
 - Global markets are seeking efficient and cost effective innovations, a strength in emerging markets
 - Emerging markets are looking to bring “best in class” exponential technologies to solve problems at scale
- Netherlands is emerging as a hotbed for innovations and The Hague is a center for impact led innovation and entrepreneurship
 - Known as the city of justice, The Hague held a prominent position in the global community
 - It is now increasingly leveraging its international infrastructure to build enterprise and innovation friendly policies
- There are social innovators from Netherlands, India and Africa who are in early stages of exploring replication/ knowledge sharing across the markets
 - Early movers across regions are exploring partnerships and business opportunities across these markets
- Significant impetus from governments to enable partnership and business transfer across these countries
 - The government is leading the way in bridging the gap – examples of countries and cities pioneering such initiatives – Impact City – by The Hague, Netherlands – Karnataka (India) B2B partnership
- Need for more knowledge exchange and context building between both regions to accelerate collaboration opportunities
 - Development challenges around the world are increasingly resembling each other – largely driven by stress on resources such as water, electricity, food
 - While the challenges are quite similar, the context in which they exist, therefore for technology transfer and adoption across markets to become successful, it is critical to build deep understanding of market realities
- Corporations are leading the way in building unusual alliances through strategic partnerships with startups in emerging markets – it’s becoming the norm
 - Corporates have deep pockets and expansive networks enabling them to lead the way in experimentation around cross border collaboration
 - Examples of such corporations include: Unilever, Novartis, Philips



SESSION HIGHLIGHTS

IMPACT ON THE BEACH

A curated group of impact startups met global impact investors and impact fund managers in a relaxing environment. Entrepreneurs ranged from early stage impact startups to international renowned scale-ups, all working on innovations for a better world.

- **Key Entrepreneurs:** Shardul Sheth, Agrostar | 14 high potential enterprises from across emerging markets of Asia and Africa (*Detailed list in Annexure*)
- **Key Investors:** Rise Fund | Acumen Fund | iFund | Cottonwood | Africa Venture Partners

CORRIDORS FOR SHARED PROSPERITY: FIRESIDE CHAT ON INTERNATIONALIZATION

In an increasingly inter-connected world, driving business across and between continents is more commonplace than ever. Through this fireside, 2 key leaders brought forward the conversation on international expansion and need for high quality Dutch Startups to bring their best in class solution to solve emerging market challenges and vice versa

Speakers:

- [HRH Prince Constantijn, Chairman, Startup Fest Europe](#)
- Nisha Dutt, CEO, Intellectap

UNPACKING THE AFRICAN HEALTHCARE ECOSYSTEM – WITH AMREF

Amref have created an access to Africa hub allows start-ups to enter the African market. The purpose is to develop scalable health solutions. Through a showcase of 2 key healthcare enterprises – Momala and Microclinic Technologies – they discussed the need for increased capacity building, innovation transfer and technology replication between the markets.

FUTURE OF IMPACT INVESTING AND HOW TO KEEP THE IMPACT IN IMPACT INVESTING

The impact industry has enjoyed tremendous growth in the last decade. For the coming 10 years, the sector has huge potential to create real impact and help tackle the SDGs. This session reviewed the balance between financial and social returns and emphasized on the impact side of the equation. Some of the key conclusions included the fact that while attracting more capital and investors, the sectors needs to increase its focus on impact and the needs of the enterprises themselves.

COLLABORATIONS FOR IMPACT: MAKING UNUSUAL ALLIANCES WORK

Intellectap and Acumen joined hands with C-Change a local convening partner to conduct a knowledge sharing session to collect lessons and advance thinking on impactful collaborations and 'unusual alliances' between corporations, small and growing businesses and innovators to scale innovative business models in high impact sectors. This is against the background that globally corporations and small and growing businesses (SGBs) aim to create impact through innovative business models, products or technologies that create value for the 3 billion people at the "base of the pyramid".

Key takeaways from the session included that over the past years, different engagement models have been tried and tested to drive the design and development of high impact innovations that improve the lives of low -income consumers. With the Sustainable Development Goals and the estimated USD 12 trillion business opportunity, corporate-social enterprise partnerships should become the norm

SESSION HIGHLIGHTS

STAR TREK TECH FOR SOCIAL GOOD – PIPE DREAM OR INEVITABLE FUTURE?

Exponential technologies such as AI, robotics, internet of things, and 3d printing have made the leap from science fiction of the 80s and 90s to reality of today. From self-driving cars to human organ printing, the future is not just here but also consumerized. The impact of these technologies is all pervasive: no industry will remain untouched.

The learning lab at Sankalp Europe explored questions around how the potential for such technology be harnessed to build equitable and sustainable societies. The lab brought together 50+ innovators, entrepreneurs and technology leaders to discuss key shifts such as:

- **Cheaper, Faster, Better: Leveraging technology to build efficiency from all aspects.** Some of the showcased enterprises included –
 - Twende: Uber for motorbikes in Uganda, providing on demand and safe transport services
 - iSikCure: Using predictive data analysis to overcome barriers related to access to quality and affordable medicines
- **Developing deeper insights into consumer behavior patterns: Leveraging consumption patterns to predict usage and credit worthiness,** enterprises showcased included –
 - SimGas: A pay as you go biogas company
 - Agrics: On demand farm inputs
- **Personalization and Customization: Developing user centric models based on consumer preferences**
 - Trussbot: Customized job search and matching app
- **Democratized Access to Information: Leverage networks to create quick, easy, on demand and democratized access to knowledge:**
 - Yapili: Licensed doctor at hand
- **Exponential Technologies: The pace at which technologies are developing can potentially disrupt the speed of problem solving:**
 - Happystry: Creating a new currency in an online market place

This session was hosted in partnership with Impact Hub and Crosswise Works as part of Amsterdam Capital Week's Unpack Impact Event.

QUOTES FROM THE EVENT

"We bring together different stakeholders with different perspectives around global challenges. It's all about collaboration from a shared purpose. It's not about scaling that one perfect solution, but about the context in which different solutions must scale"

- Sonja Van Meerbeek, founder at Ideas from Europe

Need to move away from judging the success of an enterprise only based on valuation. How can we get #innovation from & to #EmergingMarkets? @Dutt_Nisha: 'Through #entrepreneur collaboration, govt should enable it'

"The global challenges that are facing us today are beyond human understanding. We have to bring back relationships. We have to bring back values into our global economy. I want to congratulate you, as you are all embodying this change here today,"

- Severn Cullis-Suzuki

"Frankly, there is a lot of skepticism. What we're doing is very bold. We've got a lot of work to do to show that we can be catalytic"

- Steve Ellis, Senior Partner at The Rise Fund



"Intellectap is bringing emerging market opportunities to Netherlands and we are happy to partner with them to build the corridor for internationalizations "

– Bastiaan Meijer, COO, New World Campus

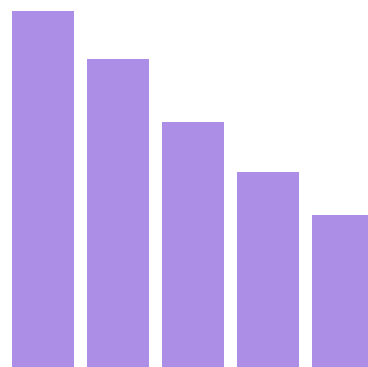


Thank you Intellectap for bringing me to Impact Startup Fest, this was a fantastic experience and I look forward to building deeper connections in the region through you

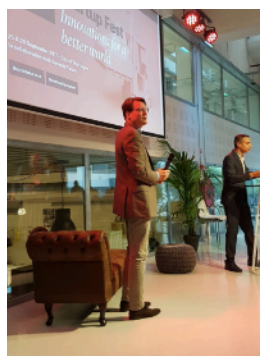
– Shardul Sheth, Agrostar

"Corporate – Startup partnerships should be the norm and not considered "unusual" "

– Philips Foundation



GLIMPSES FROM THE EVENT



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PARTNERS



CROSSWISE
WORKS



ABAN



ImpactCity



OXFAM



ANNEXURE

1	SimGas B.V	Sanne Castro	Simgas is an innovative, design and production company that focuses on clean, affordable and high quality energy and sanitation solutions. The enterprise is involved
2	Frontier Markets	Ajaita Shah	Frontier Markets is an Indian enterprise focused on bringing best in class energy solutions to low income markets. They are involved in 2 segments - Last mile
5	Agrostar	Shardul Sheth	Agrostar uses expertise in agronomy, data analytics and m-commerce to deliver customized solutions for the Indian farmer and helping them digitize their farms.
6	Bidhaa Sasa	Rocio Perez Ochoa	Bidhaa Sasa delivers quality household goods to clients in Kenya's rural heartlands, for whom they provide in-house credit, making modern products accessible and affordable
7	Microclinic Technologies	Moka Lantum	Specializes in health care management and health systems. Zidi is one of their products. ZiDi developed by Microclinic Technologies Ltd., is
8	Trussbot	Hatim Baheranwala	Trussbot has designed a unique platform that leverages artificial intelligence to match the recruiters requirements with profiles of job seekers
10	Ourfoods	Bala Reddy	Ourfoods is a platform to connect farmers and bulk buyers through a chain of warehouse cum processing centres at farm level.
11	Happystry	Rajesh Nair	Uses block chain technology to create a happier connected world. Entrepreneurs can showcase their products to individuals and corporates while corporates and social
13	Jibu	Mark Mutaahi	Jibu aims to provide lasting access to affordable drinking water for everyone and build a network of locally-owned franchise businesses in East Africa and beyond
14	Build the World	Sahil Mittal	BUILDtheworld is a social network that connects people, social organizations, and corporates to harness the energy of today's youth to the shared ambition of inclusive