

# Sankalp Africa Summit 2020

## Sessions Details

Date	Session Title*	Description
27-02-2020	Rise and Shine Yoga!	Get your Sankalp experience started with the right energy at morning yoga.
27-02-2020	Invitation Only   Meet Rwanda's Rising Stars (Breakfast Session)	<p>Do you want to enter the Rwandan market or expand your investments there? Join us to network with 10 top entrepreneurs from Rwanda to learn about the exciting investment opportunities and value-add of the Rwandan market.</p> <p>As the 2nd easiest place to do business in Africa, Rwanda is rapidly becoming an investment destination of choice. In this session you'll learn why this is and also have the opportunity to hear compelling pitches from current businesses. You will also connect with transaction advisors and investors currently in Rwanda who can give you tips on how to tap into Rwanda's vibrant and growing entrepreneurial scene.</p> <p>This session is hosted by DAI Global, BiD Network, Market Intelligence Africa, and NISK Capital all implementing partners of the Feed the Future Rwanda Nguriza Nshore Project, funded by USAID as part of Feed the Future, the U.S. Government's global hunger and food security initiative.</p> <p>To RSVP to this session, please reach out to <a href="mailto:mark.mutaahi@bidnetwork.org">mark.mutaahi@bidnetwork.org</a>.</p>
27-02-2020	Invitation Only   Miller Center Alumni Breakfast	This breakfast session is being hosted for Miller Center alumni only.
27-02-2020	Registrations	
27-02-2020	Opening Plenary   Reality Check: With Just 10 Years To Go To Achieve The SDGs, Will We Make It?	<p>193 countries agreed to end poverty, hunger, and inequality by 2030 when they adopted the of the United Nations' Sustainable Development Goals to achieve a better and more sustainable future for all.[1] Despite the fact that the world has committed to these ambitious development goals five years ago, there are only ten years to go and slow progress has been made on the African continent.</p> <p>The current financing gap to achieve the SDGs in Africa is estimated to be between \$500 billion to \$1.2 trillion annually, and impact investments alone cannot bridge this gap. Financing is far from the only challenge – because two-thirds of African countries are categorized as “low human development,” they struggle with basic human rights like education and healthcare, making a 10-year timeline extremely improbable.[5] Additionally, less than half of the SDG indicators are accompanied by data, which means it is nearly impossible to plan appropriate interventions or to track progress accurately.[6] Awareness, understanding, and collective buy-in are the final challenges for Africa to achieve the SDGs – all developmental players from impact enterprises, policy-makers, international and local corporations, to non-profits and foundations need to be engaged in this dialogue.</p> <p>Are the SDGs merely symbolic to further international political agendas or actually achievable to create meaningful impact for those living at the bottom of the pyramid? Assuming they are ambitious yet achievable, how can we increase our chances of realizing the SDGs by 2030? Are the next 10 years really enough time?</p>
27-02-2020	Announcements and Report Launches	
27-02-2020	Sankalp Africa Awards 2020	The top 5 finalists, coming from across the continent, will take the stage with our host, Jeff Koinange. The finalists emerged on top out of a pool of 350+ applicants. Witness these promising entrepreneurs talk about their business & impact, followed by the announcement of the Sankalp Award winners.
27-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.

27-02-2020	Impact Lounge   Climate Risk in Africa: What does it mean for your investment strategy?	<p>African nations have contributed the least to the accumulation of greenhouse gases in the atmosphere, and have had the least contribution to global warming, yet these countries are the most affected by climate change[1]. In an unfair irony, for those of us living in Africa, we are among the worst places in the world to endure climate change.[2] In fact of the 50 countries which are ranked with high-to-mid vulnerability, more than half of these are in Africa.</p> <p>We have seen this first-hand in Kenya: the rains are becoming less and less predictable, with an increase in extreme weather such as floods and drought, causing serious food security challenges.[3] This should come as no coincidence given that since 2000, Kenya has experienced a 9.8% decrease in tree cover and 103Mt of CO<sub>2</sub> emissions.[4]</p> <p>How can your investment strategies account for climate risk, and help tackling this mounting issue of climate change?</p> <p>[1] Africa: The least responsible, but most vulnerable to climate change. Available at: <a href="https://www.downtoearth.org.in/news/climate-change/africa-the-least-responsible-but-most-vulnerable-to-climate-change-60669">https://www.downtoearth.org.in/news/climate-change/africa-the-least-responsible-but-most-vulnerable-to-climate-change-60669</a>[2] ND-GAIN Country Index Research. Available at: <a href="https://gain.nd.edu/our-work/country-index/">https://gain.nd.edu/our-work/country-index/</a>[3] Relief Web. "Climate Change Profile: Kenya," Available at: <a href="https://reliefweb.int/sites/reliefweb.int/files/resources/Kenya_2.pdf">https://reliefweb.int/sites/reliefweb.int/files/resources/Kenya_2.pdf</a>[4] Global Forest Watch, Kenya Dashboard. Available at: <a href="https://www.globalforestwatch.org/dashboards/country/KEN">https://www.globalforestwatch.org/dashboards/country/KEN</a></p>
27-02-2020	Meet & Greet   Microsoft	
27-02-2020	Meet & Greet   Disability Innovations for Inclusivity	<p>Inequality rates are especially high in Kenya and people with disabilities are amongst the ones who are more often left behind, with approximately 67% of them living below the poverty line.</p> <p>Disability innovation represents a huge opportunity for Kenya to ensure that the country's growth is truly an inclusive phenomenon. Additionally, new strides in assistive technology could help Kenya attract international talents and funding from private and public agencies, pushing the country in a worldwide leading position for disability innovation. Unfortunately, for many entrepreneurs, the assistive technology market is very difficult to enter as it requires start-ups to engage in rigorous R&amp;D trials which are costly, time-consuming and often require complex multidisciplinary expertise that might not be available in-house.</p> <p>The Global Disability Innovation Hub, as a part of the DfID funded AT2030 programme, has developed a series of strategic partnerships with NGOs, DPOs, government agencies and the private sector to create an assistive technology innovation ecosystem called "Innovate Now". Meet the Innovate Now team and see some of the innovations they are working to scale up!</p>
27-02-2020	Building An Ecosystem To Accelerate Transition Towards Circularity	<p>The reformative circular-economy system is in its infancy in Africa, however, there are success stories that can be seen in pockets where, through innovation, we are seeing new business streams and even new industries come to the fore. Waste disposers or management companies are merging into reprocessing industries, and significant focus is being placed on reuse, recycle, repurpose. In cases where recycling and reusing isn't possible, we are seeing growth in safe destruction facilities as well as growth in the waste-to-energy space. But how can these success stories tie into a larger agenda for the continent?</p> <p>The workshop will explore how to do this, by discussing what's already happening today and how the process can be accelerated. We will use successful use cases to inform the discussion and identify the areas for intervention. We will ultimately end with ideas for systems transformation to drive a circular economy in Africa.</p>
27-02-2020	Deal Room   Matchmaking Investors	<p>At the 2019 Africa Summit, investors told us that they wanted to meet other investors. We heard you! This Deal Room will be dedicated to help facilitate connections between investors.</p> <p>This session is limited to financiers only, which may include (but is not limited to): (Investment Funds, Fund Managers, DFIs, International NGOs, Banks, High Net Worth Individuals, Incubators who provide seed funding, Family Offices, and Philanthropists/ grant-makers, etc.</p> <p>Participants must sign up in advance -- and sign ups have already closed.</p>

27-02-2020	How to Make Farmers Rich: Financial Inclusion Across Agribusiness Value Chains	<p>Access to finance (A2F) is critical for any agribusiness, whether a farm or small company. A2F enables smallholder farmers and entrepreneurs to expand their existing operations or create new ones, and thus escape the vicious cycle of low input, low output. Finance allows “upstream” companies to increase capacity: input manufacturers can offer more or higher quality products, and service providers can upgrade the range and quality of support they offer to farmers. Finance allows “downstream” companies to increase processing capacity, purchase larger volumes from farmers, and offer better value to consumers. Improved A2F can bring value chain actors together to align their investments, improve coordination, and increase profits. This, in turn, will accumulate savings, part of which can be reinvested for further growth.</p> <p>Despite these obvious benefits, only 8% of adults in rural areas in developing countries have borrowed from formal financial institutions, and only 48% have bank accounts (World Bank, 2014). All sources of finance, together, provide only 20% of the \$33 billion needed for smallholder borrowing in sub-Saharan Africa (Rural and Agricultural Finance Learning Lab, 2016). To improve financial literacy and access to finance, a number of challenges must be overcome. Financial institutions see farming as a risky business; the cost of lending smallholder farmers is high; there is inadequate financial literacy; and most agri-loans are unfit for farmers etc.</p> <p>2SCALE collaborates with companies and organizations that provide financial services to overcome these challenges in target agri-food value chains. These include Agtech and Fintech companies providing digital innovations to smallholder farmers. Through collaborations with these companies, financial inclusion/services has been facilitated for smallholder farmers and other value chain actors. During this summit, 2SCALE together with two of its private sector partners (Agri-wallet and Agri-Yielder) will demonstrate how PPP models can drive financial inclusion for especially smallholder farmers.</p>
27-02-2020	Is Money the Problem, Or Is It Really Management?	<p>Aspen Network of Development Entrepreneurs (ANDE East Africa) and RENEW will host a panel discussion on lessons learned and best practices in closing the middle management gap.</p> <p>Please join us for this fiery conversation.</p>
27-02-2020	Mainstreaming the SDGs in Today's Boardroom: A Trillion Dollar Opportunity (Invite Only)	<p>The increasing market demands for food, housing, energy, and access to healthcare are growing exponentially, particularly for Africa. In fact, the estimated market to meet those basic needs is worth at least \$1.1 trillion dollars in Africa alone. [1] The businesses that will be the game changers for society – and our ability to reach the SDGs – are those who are able to pool risk and deliver innovative products and services for mostly untapped markets.</p> <p>Today, more than ever before, it makes perfect business sense to build new markets and set business strategy in alignment with the United Nations Sustainable Development Goals (SDGs). Working towards a sustainable and equitable world is not only good for everyone, but it's good for business, too!</p> <p>The SDGs provide a universally recognizable framework for all of us to build upon when creating a sustainable and equitable society where an increasing number of individuals have discretionary and disposable income, equal economic opportunities and improved standards of living. The private sector is an integral component of society and can pave the way for real social change by addressing the SDGs, adopting inclusive business practices, and demonstrating responsibility to their customers and society at large – all while growing the business, and the market share.</p> <p>This interactive session on ‘Mainstreaming the SDGs in Today's Boardroom’ will explore the opportunities for today's most proactive and advanced businesses that are interested in addressing the big challenges of our time.</p> <p>If you're interested to learn more about this session, please reach out to Nancy Kairo, AVPA's Executive Director for E.A. at: <a href="mailto:nkairo@avpa.africa">nkairo@avpa.africa</a>.</p> <p>[1] “Better Business Better World: Sustainable Business Opportunities in Africa.” Business &amp; Sustainable Development Commission. February 2017. Available at: <a href="http://s3.amazonaws.com/aws-bsdc/BetterBusiness-Africa.pdf">http://s3.amazonaws.com/aws-bsdc/BetterBusiness-Africa.pdf</a></p>

27-02-2020	The Role of Faith in Financing the SDGs	<p>Religions around the world have been a driving force for social good, since...well, forever. 'Impact Investing' was only coined a term in 2007 and the SDGs were established in 2016, but religions have been at the forefront of expanding social good for thousands of years and are seamlessly aligned with the current SDGs. Therefore, it is no surprise that they are becoming more and more involved in the impact investing community globally. Buddhists are trying to find a balance between economic and human progress;[1] Pope Francis is actively advocating for an impact investing strategy for the Catholic Church; Jewish law instructs followers to use provide loans to those in need to build up their own capacity for growth rather than to give gifts;[2] and even UNDP Indonesia has engaged with the national Zakat collection body to mobilize funds toward achievement of the SDGs.[3] (Zakat is a Muslim form of philanthropy wherein eligible Muslims donate at least 2.5 percent of their accumulated wealth.) A number of faith-based initiatives, networks, and consortia have formed to either create their own impact investing strategies, leverage their assets for the benefit of society, and blend economic objectives with social good.</p> <p>So what does all this mean for realistically reaching the SDGs by 2030? Religions across the world hold massive assets, deep community-level roots, and global reach throughout the world. They have a common narrative throughout history of driving social improvement, and are a force that cannot be ignored, but which should be embraced by the entire sustainable development community. This session will focus on how we can build better bridges between the faith-based development and impact investing communities and unearth opportunities for collaboration that can help Africa reach the SDGs in the next ten years.</p> <p>[1] "Buddhist Values and Economics: Investing in a Sustainable Future." Available: <a href="https://www.buddhism.hku.hk/conference2019/schedule.pdf">https://www.buddhism.hku.hk/conference2019/schedule.pdf</a></p> <p>[2] Jewish Philanthropy. "What's Jewish about Impact Investing?" Available: <a href="https://ejewishphilanthropy.com/whats-jewish-about-impact-investing/">https://ejewishphilanthropy.com/whats-jewish-about-impact-investing/</a></p> <p>[3] UNDP. "Zakat for the SDGs." Available: <a href="https://www.undp.org/content/undp/en/home/blog/2018/zakat-for-the-sdgs.html">https://www.undp.org/content/undp/en/home/blog/2018/zakat-for-the-sdgs.html</a></p>
27-02-2020	Transition From School To Successful Entrepreneurship in Africa: Can It Work?	<p>In this session, we will explore key drivers, enablers and opportunities that equip high potential young Africans to transition from high school/university to entrepreneurship, creating jobs for themselves and others without prior work experience.</p> <p>Following extensive desktop research and consultative workshops, the Anzisha Prize has developed a solid framework for a desired future where young Africans with leadership potential choose entrepreneurship as a career and hire their friends and peers. In so doing, the youth can contribute to the unemployment challenge the continent faces.</p> <p>We are looking for delegates from Sankalp – experts in their fields - to interrogate and add additional thinking to this important work.</p>
27-02-2020	Meet & Greet   Advance Consulting	<p>Are you an entrepreneur struggling to access financing? Do you need help navigating the murky waters between grants, equity, and concessional finance? Meet with the Advance Consulting team to see what's possible for your organization!</p>

27-02-2020	Meet & Greet   Investing in Smallholder Farmers & Agri SMEs	<p>In many developing countries, smallholder farmers and rural SMEs are the backbone of the economy and the main producers of food. They have high potential for growth and can drive social development for their communities and countries. But they often lack the capital to grow and reach that potential. Investing in smallholder farmers and agri-SMEs enables them to increase their productivity, improve their livelihoods, strengthen their resilience to climate change, and better benefit from participation in value chains. Notably, targeted investment helps generate employment and economic opportunities for millions of rural women and young people.</p> <p>The Agri-Business Capital Fund (ABC Fund) invests in smallholder farmers and small-to-medium sized rural agribusinesses (SMEs) in developing countries to support sustainable and inclusive agricultural value chains. The ultimate aim is to help reduce rural poverty, feed the planet and build food systems resilient to climate change.</p> <p>If you're an SME, cooperative, or farmers' organization operating in under-financed yet profitable segments of agricultural and agribusiness value chains, come meet the Bamboo team to learn more!</p>
27-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.
27-02-2020	Meet & Greet   Up and Coming Entrepreneurs	Spend some time speaking with some of the many entrepreneurs we have at Sankalp. The Sankalp Launchpad is featuring innovative technologies, circular economy, clean water, and more! Pay them a visit to explore what products they have on offer.
27-02-2020	Impact Lounge: How Prepared is Africa for Another Epidemic?	Africa has seen its first case of Corona virus in Egypt just a few weeks back. Given the strong trade and development ties between China and Africa, the continent seems doomed for yet another massive epidemic. Did we learn anything from the Ebola outbreak from 2014-2016? Or is Africa as ill-prepared as ever? With health systems across the country that are struggling to provide basic affordable services, will the health system always be overwhelmed?
27-02-2020	Meet & Greet   Investing in Healthcare Enterprises	If you're a seasoned entrepreneur with track record and a disruptive healthcare solution, and looking to raise investment, do visit the Johnson & Johnson team. J&J is launching an investment fund for healthcare enterprises who are looking to raise between \$500K - \$1.5M USD. Visit them today and become one of their first investee companies!
27-02-2020	Meet & Greet   Chevening Scholarship to Study in the UK	The Chevening Scholarship is an international scholarship scheme which enables students with leadership qualities from over 170 countries and territories including Kenya to undertake postgraduate study or courses in universities in the United Kingdom. If you're interested to build your business skills abroad, apply for a scholarship today!

27-02-2020	Frontier Economies   Spotlight on Sierra Leone	<p>Despite a tragic civil war in the '90's and then an Ebola outbreak in more recent history, Sierra Leone is seeing substantial economic growth in recent years. The Ebola epidemic provided an unexpected market opportunity for innovation and risk takers like Union Trust Bank, and the recent elections, Sierra Leone was the first country in the world to integrate block chain technology for 70% of its voters.</p> <p>Despite challenges, impact entrepreneurs in these fragile markets often emerge in areas where government and other mainstream businesses are unable to provide products and services to the low income population. Impact of long term conflict, low incomes, and the absence of basic products and services cumulatively impact those at the base of the pyramid (BoP) to rehabilitate in the fragile countries. On the other hand, private sector market challenges make it difficult for the mainstream businesses to build solutions for the last mile. The large mainstream businesses often tend to focus on few sectors such as mining, telecommunications and construction which are backed by the governments or the development aid programs. Impact entrepreneurs target the market gaps to serve the low income population with critical products and services in response to the development challenges. They either engage with the low income population as consumers to give them 'access' to products /services or build their 'ability' as partners in enterprise value chain and/or skill development.</p> <p>Interventions to build entrepreneurship ecosystems in fragile context countries by providing financial and non-financial support to the entrepreneurs will contribute to sustainable development goals and socio-economic development of these countries. To be able to showcase business and investment opportunities in fragile countries, there is need to bridge the knowledge gap &amp; create an opportunity mapping. There is still very limited information available on the entrepreneurship ecosystems in fragile countries. More so, in-depth mappings on the various sectors and stakeholders involved are almost non-existent. Through provision of key data points and insights this could shed light to the investment opportunities in these countries, as although private sector investments are currently low, their economies are growing and ripe for anyone willing to take the risk to invest. Data aggregation and digitization can go a long way in bridging the information gap and make it easier to create beneficial interventions in these countries.</p> <p>The Frontier economies track at 7th Sankalp Africa Summit 2020 aims to open up discussion on fragile countries and provide not only evidence of investible opportunities and sectors but outline a business case towards supporting private sector in fragile countries.</p>
27-02-2020	A New Approach To Change the Food System In Practice	<p>How do you collaborate to achieve systematic change throughout the value chain by supporting entrepreneurs? We will be curating a session around how Enviu works from an issue analysis, and from there builds interventions to work towards a system change, in which they are supported by a range of different type of funders.</p> <p>Some of the pertinent questions we seek to answer are:</p> <ol style="list-style-type: none"> <li>1.How does the DOEN foundation try to accelerate the transition towards a more sustainable food system and what type of capital and funders do you need for this?</li> <li>2.What does that mean for an entrepreneur?</li> </ol> <p>This session will look at the ReChain program as an example throughout the discussion.</p>

27-02-2020	CONNECT for Impact   Digital Solutions To Tackle The Funding Gap?   Advanced RSVP Required	<p>The working Session will discuss, validate and actively pursue the development of promising digital options that aims to</p> <ul style="list-style-type: none"> <li>•reduce due diligence costs for investors</li> <li>•support urgently needed smaller deal-sizes</li> <li>•reduce the operational costs of financial reporting for start-ups and SMEs</li> <li>•provide them with market-leading business management and accounting tools</li> <li>•help them to run their organizations effectively</li> </ul> <p>Project CONNECT will address these objectives by designing and launching an online platform that provides unique, data-rich connectivity between investors and social entrepreneurs by using artificial intelligence, blockchain and data analytic technology. This live infrastructure would be available to investors and social entrepreneurs globally.</p> <p>The session will also introduce the results of a recent mini survey on existing similar platforms, specific demands from entrepreneurs and investors and preconditions for active usage and acceptance.</p> <p>In a second step participating entrepreneurs and finance experts are invited to work on identified open questions and pain points, give valid feedback and to define framework conditions and components of approaches such as Project CONNECT.</p> <p>The approach has been a promising outcome of a Round Table on “Innovative Finance for Social Entrepreneurs” that was organized by Siemens Stiftung in Cairo in July last year. Around 35 experts from different sectors of the ecosystem had discussed funding challenges that impact start-ups face, analyzed reasons and developed new ideas to decrease investment risks and facilitate a larger deal-flow into impact-driven small-medium enterprises.</p> <p>Audience: 30-35 investors/funding organizations, social entrepreneurs (Invitation &amp; registration only)</p> <p>If you'd like to attend this session or learn more, please write to Carola at <a href="mailto:Carola.Schwank@siemens-stiftung.org">Carola.Schwank@siemens-stiftung.org</a></p> <p>The session is hosted by Siemens Stiftung and organized in collaboration with The Value Exchange, BID Network, and Studio Nima.</p>
27-02-2020	Deep Impact   Unlocking Local Capital's Potential   By Invitation for Pension Funds & Investors Only	<p>Like most emerging markets, East Africa is working hard to bridge the financing gap required to sustain expanding populations, increasing urbanization, rising per capita incomes, and a growing and consuming middle class. These changing dynamics are all contributing to a pension fund industry that urgently needs to diversify its investment portfolios.</p> <p>The growing interest of pension funds in non-traditional asset classes will no doubt further stimulate the investment landscape in this region, where pension funds, in their choice of asset class, are poised to upscale their contribution to economic growth. With the region's under-developed capital markets and lack of long-term finance, private equity (including venture capital and impact investing) provides an attractive solution for African companies in search of growth capital.</p> <p>The East Africa Private Equity &amp; Venture Capital Association (EAVCA) will lead this session to shed light on the change in strategy of African pension funds to stimulate the alternative investments markets in Africa, highlight local case studies - whilst aiming to answer the question: What will it take to unlock the significant amounts of capital available for private equity from Africa's pensions industry?</p> <p>For more information on this session, please reach out to Esther at <a href="mailto:Esther@eavca.org">Esther@eavca.org</a>.</p>

27-02-2020	Design Hack   Building on Core Assets to Support the Entrepreneurial Ecosystem	<p>The last 50-60 years in Africa has seen a wealth of non-profit organizations channeling funds to development programs, yet the continent has a whole has seen slow progress towards the SDGs. With the advent of impact investing, many traditional non-profits have been exploring how they can also improve sustainability efforts, both internally, and for the programs they have supported.</p> <p>Enterprise challenge programs and investment funds are a seemingly low-hanging fruit, but are these activities the best use of funds and expertise from non-profits and NGOs? What other structures are working well in the space? How else can they diversify revenue streams and increase sustainability? How can they develop programs without increasing dependencies, crowding the market, or creating market distortions?</p> <p>This design hack will generate ideas, possible solutions, and new ways of thinking! Expect high levels of participation and out of the box thinking.</p>
27-02-2020	Invest in Kenya   Invitation only for Investors	<p>Interested in finding good investments in Kenya? Join us at “Invest in Kenya” where 12 established enterprises will present their investment-ready opportunity. In 90 minutes, you will be immersed in exciting opportunities ranging from agribusiness, energy technology, fintech sectors, among others, seeking over \$50 million in capital.</p> <p>This invite-only event is hosted by Feed the Future Kenya Investment Mechanism, a USAID activity that provides investment-ready opportunities to investors. If you are serious about investing in Kenya, you don’t want to miss!</p> <p>To RSVP to this session, please reach out to <a href="mailto:INVESTinKenya@thepalladiumgroup.com">INVESTinKenya@thepalladiumgroup.com</a></p>
27-02-2020	Shit Happens   A Deep Look At Faecal Sludge Management	<p>Context</p> <p>According to a report of the Nairobi river pollution investigative project, the river is suffocating with a cocktail of raw, untreated sewage from everywhere, thus transforming the stream into a large open sewer. It has been reported that 80% of human waste in informal settlements in Nairobi City is released into the Nairobi River.</p> <p>While we understand that shit is a part of everyday life, the negative part of all this excreta is that if it is not managed properly, these waste products cause diseases and environmental pollution. Even as primary responsibility of managing this waste rests with the government, there is a need to engage private sector innovatively and effectively to achieve safe sanitation. The objective of this session is to understand how other countries like India have integrated private sector models in FSM and to showcase innovations by few private players across the FSM value chain. The session will also have discussions over effective integration and scaling of these innovations such that engagement of private sector can be enhanced in resolving sanitation issues of a given community.</p> <p>What to expect</p> <p>The session is designed as a showcase followed by a panel discussion session. The session is divided into 2 parts viz:</p> <ul style="list-style-type: none"> <li>•Innovator showcase: 2-3 enterprises working in access/ containment, transport, treatment and/or re-use can be showcased</li> <li>•Panel discussion: A set of varied stakeholders deliberate over the support ecosystem existing as well as gaps in the same, for catalyzing as well as scaling private sector engagement in the FSM value chain. They can also discuss how public-private partnerships can be strengthened and what regulations (if any) need to be enacted for the said purpose. Learnings from other developing countries can be shared with suitable customization for the African context.</li> </ul>
27-02-2020	Meet & Greet   Recruitment and Hiring Strategies for Social Enterprise	<p>Any organisation is only as good as its people, and investment has to be hand in hand with talent. Companies not only need find inspiring leaders but also to nurture and develop them individually and collectively. If you want to consider leadership development programmes for your aspiring and current leaders that will help increase levels of employee engagement as well as the capacity and skills of your workforce, have a chat around talent with Oxford HR.</p>

27-02-2020	Meet & Greet   Engineering for Africa	Visit the Royal Academy of Engineering pavilion to meet some of Africa's most innovative engineers. The Africa Prize provides crucial commercialisation support to ambitious African innovators developing scalable engineering solutions to local challenges, demonstrating the importance of engineering as an enabler of improved quality of life and economic development.
27-02-2020	Meet & Greet   Artists of Sankalp	This year at Sankalp, we are exhibiting several local artists in the lounge areas -- this is your chance to meet the person behind the painting. Hear their stories, what inspires them, and their journeys as artists.  All artwork on exhibit is for sale, and can be purchased at the registration desk.
27-02-2020	Meet & Greet   Shopping You Can Feel Good About!	This year Sankalp has invited promising sustainable and circular businesses to showcase their products. Take a stroll through the bazaar and pick up some memories of your time at Sankalp.
27-02-2020	Meet & Greet   Transform Your Business with Stanford SEED	If you're a CEO or founder of a company or market-driven social enterprise who want to grow and scale your businesses, and positively impact your community, you should apply for the Stanford SEED program. Take advantage of a world-class curriculum from Stanford GSB and the innovative thinking that has shaped some of the most successful companies in Silicon Valley.
27-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.
27-02-2020	Meet & Greet   Catalysing Jobs & Employment for Africa	Are you an entrepreneur who has a game changing employment solution that can provide huge numbers of jobs? If so, talk to the Catalytic Jobs Fund to apply for their programming support!  The Kenya catalytic jobs fund is a £5 million 4 year programme funded by DFID through a mix of technical assistance and grant support, this programme is testing competitively selected innovations that have potential to unlock market constraints and create jobs.
27-02-2020	Building Impact Economies in Africa	We know that impact investment is one of the most relevant approaches to finance the achievement of all the SDGs. In Africa, several countries are on track to build conducive ecosystems to unlock further private capital for public good.  They do that by setting up "National Advisory Boards" (NABs). These are newly formed local platforms representing all the stakeholder groups needed to redirect significant capital flows towards social and environmental impact, and achieve the SDGs. Co-created by and for locals, private-sector led, yet in close partnership with national governments, NABs:  <ul style="list-style-type: none"> <li>•raise awareness and educate investors,</li> <li>•create market intelligence and data,</li> <li>•change policies,</li> <li>•introduce innovative products,</li> <li>•and mobilize additional financial resources, all to benefit people and planet.</li> </ul> The work of the NABs in Africa and elsewhere makes it easier for investors to channel impact capital towards the myriad of existing investable opportunities, creating clear and measurable benefits for the most underserved communities.  The session will create a unique opportunity for exchange and discussion on how NABs can accelerate impact creation.

27-02-2020	Deal Room   Investors & Entrepreneurs	<p>Advanced sign ups for the Deal Room have closed.</p> <p>If you are a up-and-coming enterprise looking for investment, you should apply for the Sankalp Deal Room!</p> <p>The Deal Room is a platform that will connect high potential African companies with angel investors and venture capital funds with the aim of helping them raise capital and accelerate their growth. Intellecap will vet qualifying companies, support their preparation to meet investors and establish meetings with capital providers for high potential businesses. Please ensure you complete your enterprise summary sheet to upload in this application. You can download a sample summary sheet here.</p> <p>NOTES:</p> <p>The available slots are limited and high priority shall be given to proven, high growth business models. Once accepted into the Deal Room, Intellecap will notify you, assist in setting up Deal Room meetings, and help prepare you for these meetings. If your enterprise is invited to participate in the Deal Room, you will be requested to sign a mandate with Intellecap. Enterprise Deal Room applications will be reviewed on a rolling basis until midnight EAT, Friday, January 24th 2020.</p>
27-02-2020	East Meets West: Lessons Learned from Enterprises Who've Crossed the Continent	<p>Are you based in East Africa and are planning to scale your operations to West Africa or vice versa? Have you already expanded your operations in either markets? What are some of the barriers that you're still grappling with?</p> <p>Join ANDE and Intellecap for a knowledge sharing, and structured networking session, to help you better plan and execute your entry into either market.</p>
27-02-2020	Moving from from donor-centric to entrepreneur-centric ecosystems   Invitation Only	<p>A good entrepreneurial ecosystem allows entrepreneurs to quickly find required knowledge and resources throughout all the stages of growth and development. For this, people and resources must be connected and work together. Early stage ecosystems however are often characterized by a strong degree of fragmentation. Part of this fragmentation stems from the fact that most support actors are relatively new and still try to navigate what their role is. On the other hand, most actors depend on subsidies (donor or government support) which has led to a situation in which support organizations see (international) donors as their main customers and not necessary the entrepreneurs. This is further re-enforced as each donor agency has their own indicators of success which are not linked to collaboration or specialization nor sustainable success beyond the lifespan of their own programs. As a result, most support organizations are disjointed and respond to their own individual interests which further accelerates fragmentation.</p> <p>Against this background, we'd like to invite donor agencies to discuss with us and critically reflect on the current approach. We'd like to talk about alternative options on how to avoid being trapped by focusing on short-term objectives which in the long-run may end up being counter-productive as the actors may internalize the benefits, turning the ecosystem into a rent-seeking economy, contributing to more fragmentation of the ecosystem rather than breaking down the silos.</p> <p>For more information on this session, reach out to Beny at <a href="mailto:beny.meier@swisscontact.org">beny.meier@swisscontact.org</a>.</p>
27-02-2020	Navigating Grant & Commercial Capital in the Healthcare Sector	<p>More than any other sector, healthcare has a disproportionate amount of non-returnable capital in the sector, and many commercial investors are focused on the sectors of agriculture, clean energy, and tech. As a result, some entrepreneurs follow the "free" money instead of the commercial market opportunity. What are other implications grant capital that is available in the market for entrepreneurs in the healthcare sector? How do entrepreneurs navigate the capital spectrum to bridge non-returnable capital with commercial impact investment? How can entrepreneurs be selective with their fundraising strategy so as not to divert them from their long-term plans to scale their businesses?</p>

27-02-2020	Sankalp Film Festival   Becky   Msupa wa Nganya	<p>Cinema has proved to be one of the most powerful mediums of communication across generations. In our quest to further the agenda of entrepreneurship for achieving the Sustainable Development Goals, we will be hosting the Sankalp Film Festival at the Sankalp Africa Summit 2020 in Nairobi, Kenya. Following each of these short film screenings will be a Q&amp;A with the producer of the film.</p> <p>Becky - 200 million women and girls have had part or all of their genitals ritually cut from their bodies. Becky, is an unexpectedly uplifting story about one woman's resilience on her journey to feel complete. By Nicola Cross</p> <p>Msupa wa Nganya - Three women who have separate lives are brought together on one fateful day where their resolve is pushed to the limit. - By Naomi Mwaura</p> <p>Starring - 2019 Kalasha International Film Festival Nominee:  - Best Actress (Mourine Obare)  - Best Film in Local Language (Robert Mūnūku)</p>
27-02-2020	Scaling Partnerships In Somalia For Innovation	<p>Somalia is among one of the most conflict affected countries in Africa. Over the past 30 years, the country of 15 million people has experienced a collapse of many of its key GDP contributing sectors, such as Agriculture.</p> <p>Recurrent shocks including droughts and conflict compromise community resilience and livelihoods. At the same time, Somalis pay some of the highest prices in the world for energy and other necessary inputs to meet basic needs and foster economic growth, including in the agricultural sector.</p> <p>How have these needs been met, why are current practices unsustainable, and what is missing in the country/broader ecosystem?</p> <p>This panel will showcase select innovations in agriculture, pastoralism, and energy, while asking the innovators and entrepreneurs to reflect on how they have built national and international partnerships for scaling their critical solutions to Somalia's development challenges.</p>
27-02-2020	Workshop ! Increasing income of East African smallholder farmers through innovative Agribusiness Service Models	<p>While the global demand for food is continuously increasing, yield in most of the countries has plateaued. Sub-Saharan Africa (SSA) has the potential to meet this global food demand by increasing its area under production as well as by increasing its yield, which is currently at meagre 24% of its total potential according to FAO estimates. Almost 80% of Africa's food supply comes from smallholder farmers, most of whom are amongst the poorest on the continent. Further, this problem is aggravated by the lack of agribusiness services in SSA which have the potential of increasing efficiencies across the value chain. The session will aim to answer the following key questions</p> <ul style="list-style-type: none"> <li>•How do we design solutions for agri-services such as input provisions, financial services, warehousing, logistics, and market linkages etc. that are scalable, sustainable and replicable? What is the role and importance of technology in regards to such solutions?</li> <li>•Increasing adoption or adopting a tech solution has significant costs for the service provider and for the farmer, respectively. Some of the existing solutions in India and Africa are managing to balance the benefits and costs for both the business and the farmer? What can we learn from these cases?</li> <li>•What types of partnerships need to be facilitated to kick-start some of the recommended solutions?</li> </ul> <p>The session is designed as a design workshop. The session will kick off with a brief presentation of proposed agribusiness service business models namely 1: Integrated Input and Market Linkage Model and 2: Warehousing and Trading Platform. The presentation will introduce the different design questions to be assigned to each group huddle for deliberation.</p>
27-02-2020	Impact Lounge   How do we make next generation businesses gender inclusive?	<p>The discussion will explore the range of interventions required - from gender audits, gender sensitization of stakeholders, capacity building of intermediaries and capital providers, gender-aware mentorship to building the business case for gender-inclusive businesses - that will help make the next generation of businesses gender inclusive, irrespective of the gender of the entrepreneur.</p>
27-02-2020	Impact Lounge   How can you get involved in Sankalp Impact Week?	

27-02-2020	Meet & Greet   Clean Cooking Solutions for Africa	Cooking with charcoal has significant negative impact both on the environment from cutting trees and health due to exposure to smoke inhalation. Clean cookstoves can offer better cooking conditions, more efficient use of charcoal (or alternative charcoals), and reduced smoke emissions. Check out the clean cookstoves at the Burn exhibition booth to see some of the most advanced technology for clean cooking in the industry.
27-02-2020	A PlusPlus Happy Hour	PlusPlus is a new crowdfunding platform launching soon in Europe. During Sankalp Summit 2020, we are ready to launch to our most important group: you, the entrepreneurs! Through crowdfunding, we will raise capital for small and medium-sized enterprises in the agricultural sector to provide access to finance and create a lasting impact. To read more, visit <a href="http://www.plusplus.nl">www.plusplus.nl</a>
28-02-2020	Meet & Greet   Commercializing Local Innovations	The Africa Enterprise Challenge Fund has invested across 26 countries in Africa to drive agribusiness, clean energy, and gender inclusion. If you are an entrepreneur looking to raise capital, or an investor who's looking for an investable pipeline of enterprises, do visit the team from the Africa Enterprise Challenge Fund.
28-02-2020	Rise and Shine Yoga!	Get your Sankalp experience started with the right energy at morning yoga.
28-02-2020	Breakfast Meeting For GIIN Members   Invite Only	Members of the Global Impact Investing Network (GIIN) are invited to attend a breakfast convening. In addition to sharing the GIIN's 2020 plans and opportunities for members to engage throughout the year, this morning gathering also will build on conversations from the previous Sankalp Africa Breakfast focused on mobilizing more grant capital to support frontier finance investments.  Specifically, GIIN members will be invited to reflect on their experiences in utilizing grants in frontier finance and how they determine the effectiveness of those grants. Discussions will help to inform resources being developed by the Frontier Finance Working Group.  To RSVP for this session or for more information, please contact Diari Dieye at <a href="mailto:ddieye@thegiin.org">ddieye@thegiin.org</a>
28-02-2020	Main Plenary   Women Who Drive Investment, Accelerate Development	Men are from Mars, Women are from Venus. We heard this adage often, and harkens to the point that one gender is not better than the other, but that women and men are simply wired differently. This is even more important to embrace as we try to build a more gender-inclusive society. Women and men may have very different strengths, but the reality in the gender gap is undeniable.  We have seen progress in recent years towards improved gender balance in the investment space: globally venture capital funding to women has increased from \$3.1BN in 2015 to \$26.2B in 2018, which is the highest amount of funding that has ever gone to women. However, compared to the \$102.3 BN raised by male founders in 2018 it is almost a bleak number, but progress nonetheless.[1] As of 2012, nearly 1 in 8 S&P 500 boards were all male, but now, 27% of all S&P 500 board seats are taken by women.[2]  But even with the numbers moving in the right direction, women are still far under-represented in leadership and decision-making positions – acutely so in the investments and finance space. Ultimately, this creates a vicious cycle of a male-dominated industry, investing in male-led companies, but it's not necessarily anyone's fault. "Birds of a feather stick together," a principle scientifically referred to as the the homophily principle means that individuals who come from similar racial, ethnic, or gender backgrounds are more likely to work together, and the investment space is a clear example of this.[3]  So, what's the root issue here? Do men need to be more sensitive when evaluating companies? Do women need to be more aggressive when it comes to raising capital? This discussion will consider whether increasing the number of women in leadership in the investment and finance sector will accelerate the inclusivity of society. Can women at the steering wheel give the world a better chance at achieving the Sustainable Development Goals in just the next 10 years?  [1] Crunchbase. <a href="https://news.crunchbase.com/news/2018-sets-all-time-high-for-investment-dollars-into-female-founded-startups/">https://news.crunchbase.com/news/2018-sets-all-time-high-for-investment-dollars-into-female-founded-startups/</a> [2] Equilar and ISS Analytics[3] Wharton Business School. "Why VCs Aren't Funding Women-led Startups" <a href="https://knowledge.wharton.upenn.edu/article/vcs-arent-funding-women-led-startups/">https://knowledge.wharton.upenn.edu/article/vcs-arent-funding-women-led-startups/</a>

28-02-2020	Report Launch   Mainstreaming Gender Lens Investing: An assessment of women-owned enterprises in developing countries	
28-02-2020	The Longest Mile: Journeys of Leadership from Inspirational Women	These women will share their personal stories on how they have reached the top of their fields and industries.
28-02-2020	Microsoft Announcement	Stay tuned for more details.
28-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.
28-02-2020	Impact Lounge   Increasing Profit & Hope: Digitizing Rural Value Chains	Intelcap has been working with a number of partners to digitize rural value chains in India and Africa in a bid to enhance efficiencies in the value chains, build a digital footprint for the farmers with the ultimate goal of enhancing financial inclusion. In India we have been working with USAID and FHI, to create a digital ecosystem for farmers in the dairy, poultry and food and beverage value chains. In Madagascar, we supported the IFC to identify value chains with the highest potential for digitization and built an engagement framework for building a digital ecosystem in cocoa and beans value chains. Our work has demonstrated immense impact so far while some of our initial learnings can be leveraged to replicate and scale up value chain digitization initiatives.
28-02-2020	Meet & Greet   Driving Investments in Kenya	
28-02-2020	Meet & Greet   Building Ecosystems, Skills & Linkages Between the UK & Kenya	
28-02-2020	Deal Room   SME B2B Partnerships	This is a curated session where we will set up meetings with enterprises working in your ecosystem to facilitate partnerships for your business development. You can meet potential value chain partners, distribution partners, sales partners, and more!  This Deal Room will be limited to first 30 people who sign up, and registrations are now closed.
28-02-2020	Debate   Is the Impact Investing Bubble Starting To Pop?	Just within the last few years we've seen several social enterprise "darlings" in the region hit some rocky roads. Several well-established, and well-invested social enterprises filed for insolvency, had massive layoffs, and experienced shifts in their impact play.  Is this the beginning of the end for impact investing? Or is it simply market fluctuations that should be expected?

28-02-2020	Diagnosing Healthcare: Driving Better Health Outcomes	<p>Context</p> <p>For Kenya to achieve universal health coverage (UHC) over the next five years, we have to identify and adopt medical technological innovations that improve early detection and prevention of diseases while lowering the cost of treatment. Technological innovation in health care has been shown to have major economic benefits. Adoption of the latest medical technology has gained traction in Kenya in recent years. The government through the medical equipment leasing programme sought to boost screening, diagnosis and treatment of diseases in key public health facilities. However, there is a need to adopt a more focussed approach to adopt private sector led innovations for achieving health outcomes.</p> <p>What to expect</p> <p>The session is designed as a showcase followed by a panel discussion session. The session is divided into 2 parts viz:</p> <ul style="list-style-type: none"> <li>•Innovator showcase: 2-3 enterprises working in point of care, innovative approaches to improve access to quality healthcare shall be showcased</li> <li>•Panel discussion: A set of varied stakeholders share their experiences of adopting private sector led models for achieving universal health coverage. The discussion shall primarily focus on scaling up of solutions and reducing out of pocket expenses. Learnings from other developing countries can be shared with suitable customization for the African context.</li> </ul>
28-02-2020	Frontier Economies   Spotlight on Zimbabwe	<p>After a 37-year reign as the leader of Zimbabwe, in 2017 a new president of Zimbabwe came into power, but in the wake of serious development challenges and an economic crisis. Inflation stands at 300%, food security is threatening the food security of millions, and power shortages. However, innovative solutions are arising, nearly \$200M moves every day through mobile money, and Tesla is attempting to mitigate power outages with its Powerwall technology.</p> <p>Despite challenges, impact entrepreneurs in these fragile markets often emerge in areas where government and other mainstream businesses are unable to provide products and services to the low income population. Impact of long term conflict, low incomes, and the absence of basic products and services cumulatively impact those at the base of the pyramid (BoP) to rehabilitate in the fragile countries. On the other hand, private sector market challenges make it difficult for the mainstream businesses to build solutions for the last mile. The large mainstream businesses often tend to focus on few sectors such as mining, telecommunications and construction which are backed by the governments or the development aid programs. Impact entrepreneurs target the market gaps to serve the low income population with critical products and services in response to the development challenges. They either engage with the low income population as consumers to give them 'access' to products /services or build their 'ability' as partners in enterprise value chain and/or skill development.</p> <p>Interventions to build entrepreneurship ecosystems in fragile context countries by providing financial and non-financial support to the entrepreneurs will contribute to sustainable development goals and socio-economic development of these countries. To be able to showcase business and investment opportunities in fragile countries, there is need to bridge the knowledge gap &amp; create an opportunity mapping. There is still very limited information available on the entrepreneurship ecosystems in fragile countries. More so, in-depth mappings on the various sectors and stakeholders involved are almost non-existent. Through provision of key data points and insights this could shed light to the investment opportunities in these countries, as although private sector investments are currently low, their economies are growing and ripe for anyone willing to take the risk to invest. Data aggregation and digitization can go a long way in bridging the information gap and make it easier to create beneficial interventions in these countries.</p> <p>The Frontier economies track at 7th Sankalp Africa Summit 2020 aims to open up discussion on fragile countries and provide not only evidence of investible opportunities and sectors but outline a business case towards supporting private sector in fragile countries.</p>
28-02-2020	Government Regulations in the Impact Investing Ecosystem	Stay tuned! More details to come on this session.

28-02-2020	Online Agri-Trading Platforms: A Panacea For All That Ails Forward Linkages?	<p>Context:</p> <p>Kenya plans to launch a commodity exchange in early 2020 to help farmers sell their produce at real-time market prices and cut out the middlemen in the fragmented supply chains. The exchange is expected to address constraints faced by both smallholder farmers and consumers by providing an organized market through a single platform where buyers and sellers meet. Other benefits include providing access to proper storage and warehousing especially for primary producers and farmers during bumper harvests. The exchange will also facilitate local, regional and international trade, enable price discovery, offer risk management system and organize assaying of produce to provide credible information on the quality of produce put up for sale.</p> <p>Apart from government trading portals, private portals such as Star Agri are also planning to launch operations in Kenya to enable farmers to get a fair price for their produce by eliminating the middlemen. Commodity exchanges and online platforms face multiple challenges due to lack of technical knowledge among the farmers, quality assurances of the produce, constantly changing prices among others. The session at Sankalp aims to probe various means of providing forward linkages to the farmers which helps maximizing smallholders' income.</p> <p>What To Expect:</p> <p>The session is designed as a case study. It will be a presentation on the role of commodity exchanges in agricultural trade across the world. list of good practices followed on online trading, examples of government and private exchanges across the globe among others. The presentation would be followed by expert comments from relevant stakeholders including regulatory, finance, agri processors, agri traders among others.</p>
28-02-2020	Sankalp Film Festival   Thank You for the Rain	<p>Cinema has proved to be one of the most powerful mediums of communication across generations. In our quest to further the agenda of entrepreneurship for achieving the Sustainable Development Goals, we will be hosting the Sankalp Film Festival at the Sankalp Africa Summit 2020 in Nairobi, Kenya. Following the film screening will be a Q&amp;A with the producer of the film.</p>
28-02-2020	Success on Every Corner   Turning Africa's Small Retail Stores into Engines of Growth and Innovation	<p>Micro-retailers like dukas and mom-and-pop shops form part of the landscape of every city and town in Africa and across the developing world. But how often do we think of them as engines for growth and innovation?</p> <p>This interactive session will help open eyes to the economic opportunities in the micro-retail sector and explore how to unlock this potential.</p>

28-02-2020	Workshop   Beyond Capital: How Foundations Can Build Competencies in Investees For Long Term Scale & Growth	<p>According to the Global Impact Investor's Network (GIIN) 2019 report 'Unlocking the potential of frontier finance',</p> <p>Investors are compelled to allocate capital to frontier opportunities by their significant potential to create deep, lasting impact on low and lower-middle income populations, whether through the products and services investees produce, through the creation of quality jobs, and fostering of sustainable supply chains. However, the conversation among impact investors and grant funders seems to be overly focused on the deployment of capital to small and growing business and social enterprises, rather than the non-financial 'venture support' that provides these enterprises with a path to grow and scale and generate outsized impact.</p> <p>The workshop session will focus on venture support strategies that funders can deploy around talent development, financial management, board engagement that could help make a significant contribution to both the individual enterprises and the wider entrepreneurial ecosystem.</p>
28-02-2020	Youth Entrepreneurship	
28-02-2020	Meet & Greet   Tackling Malnutrition in Africa	Are you interested in the nexus of agriculture and healthcare? Nutrition plays a critical role in the health and well being of everyone. However, oftentimes, healthy eating is a luxury that many people cannot afford. Chat with the GAIN team to understand how they are tackling malnutrition in Africa through supporting innovative entrepreneurs.
28-02-2020	Meet & Greet   Local Leaders Driving Change	Are you an early stage ventures that exists to improve access to education or healthcare, create jobs or build safer homes? YGAP is looking for 'local leaders' who have solutions to local problems in some of the world's toughest communities. Meet the YGAP team and apply to their program today.
28-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.
28-02-2020	Meet & Greet   Sanitation Solutions for the BOP	The Sanitation Economy is the business opportunity of the decade. Opportunities at this kind of scale don't come along very often - 4.5 billion people, over half of the world's population currently live without access to safe sanitation. Meet the SATO toilet and learn more about the Sanitation Economy through their innovative toilet solution for low-income users.
28-02-2020	Impact Lounge   Growth by Design	
28-02-2020	Meet & Greet   Africa's Next Generation of Leaders	
28-02-2020	Meet & Greet   Accelerating Fintech Solutions for the World's 3 Billion Underserved	
28-02-2020	Are there negative consequences to gender lens investing?	Stay tuned! More details to come on this session.
28-02-2020	Augmenting Energy Access Through Off-Grid Solar Lighting In Africa	<p>Key Discussion points:</p> <ul style="list-style-type: none"> <li>•Existing barriers to scale for off grid solar enterprises in Africa</li> <li>•Successful business models for distribution of off grid solar in Africa</li> <li>•Initiatives by different stakeholders such as financiers, governments, donors etc. to promote off grid solar</li> <li>•Other emerging opportunities in the sector</li> </ul>

28-02-2020	Healthy Foods, Happy People, Prosperous Planet	<p>In Sub-Saharan Africa and Asia, one in three children suffers from stunting as a result of undernourishment. Simultaneously, more people are becoming overweight or obese in these regions, as urbanization brings consumers closer to highly processed, convenient foods. Together, these realities increase the threat of noncommunicable diseases and pressure on public health systems.</p> <p>The food systems we have today are failing to deliver affordable, safe, and nutritious foods to places and people that need it most. As a global society, we struggle to balance the needs of our rapidly growing population within the context of our rapidly declining planetary health. The challenge is complex, multi-faceted, dynamic and so our response must be filled with clarity, purpose and optimism.</p> <p>Transforming a food system that has evolved into its current state over the past 4,000 years will be no easy feat. It will require a wave of innovations aimed at key leverage points in the food system to catalyze long-term change. Fortunately for us, there is no shortage of innovations in the food and nutrition space.</p> <p>This session and design sprint will zoom in on one such food system solution for localized processing: the solar dryer. This processing and value addition closer to the point of production reduces post-harvest loss, ensures nutrient retention, and increases the volume of nutritious foods on the market. There are numerous solar dryers in the market, but how do we know which retain the best nutrients, improve food safety, and are accessible to farmers? Your inputs in this design sprint will help to drive the solar dryer industry forward and inform program strategies that will be ultimately implemented by GAIN and its partners.</p>
28-02-2020	Innovators Forum: Harnessing The 4th Industrial Revolution (Hardware Innovations) To Drive UHC In Africa	<p>The 4th Industrial Revolution is powering Africa's march to achieving UHC. Are you an innovator working in the medical devices and diagnostics space? Are you a health program administrator, investor, entrepreneur, or policymaker in health, industrialization or science, technology and innovation? Join us for a round table discussion on how 4IR is transforming the health landscape in Africa and how you can be a part of it.</p> <p>Join the first in this series of partnership brokering sessions where we expect every participant to walk away with at least one partner and a clear way forward!</p>

28-02-2020	Mapping Social Investment in Africa - New Research	<p>Many different social investors have a role to play in addressing the US\$ 2.5 trillion[1] Sustainable Development Goal (SDG) funding deficit: from foundations, impact investors, bilateral donors, DFIs and governments, to diaspora networks, family offices and high net worth individuals.</p> <p>New research from the African Venture Philanthropy Alliance (AVPA) will map current activity by diverse social investors across 18 sub-Saharan African countries and highlight opportunities to increase the impact of capital flowing into SDG relevant sectors. The study will focus on potential for collaboration amongst diverse funders in order to efficiently scale impact. Such partnerships will be increasingly essential to achieve the SDGs.</p> <p>During this session, the study team will present our initial research findings and invite participants to help frame and answer research questions going forward to the launch of the study in June 2020.</p> <p>This session will explore research questions including:</p> <ul style="list-style-type: none"> <li>•How much local capital is available for SDG finance across the continent? How is it being deployed currently?</li> <li>•How could local and international funders collaborate more effectively for scale?</li> <li>•How can grant-makers deploy their finance most effectively to achieve impact in line with the scale of the SDG challenge?</li> <li>•Could blended finance structures be simplified to engage more effectively with diverse funders?</li> </ul> <p>The session will also present case studies on Youth Employment to demonstrate how diverse social investors can work together to address specific social challenges at scale.</p> <p>The session will adopt a workshop and round-table discussion format. The participants will be presented with research findings, questions and case studies for discussion. Further, participants will share their ideas through a brainstorming session meant to inform the direction of the social finance landscape study research.</p> <p>[1] World Investment Report - Investing in the SDGs: An action Plan, 2014, UNCTAD</p> <p><a href="#">Click Here to register for the session.</a></p>
28-02-2020	Masterclass   Fundraising 101 for Startups	<p>Fund raising is a tedious process; entrepreneurs have to balance day-to-day business operations with preparation of investment collateral, attending pitch events and investor road shows. On the other hand, investors are a picky lot, they reject over 90% of the proposals they receive.</p> <p>How does one break out of the crowd and create a strong impact on the investor?</p> <p>Aavishkaar Capital has designed a power packed session for early stage entrepreneurs to deliver;</p> <ul style="list-style-type: none"> <li>•Insider insights on how investors think. Train you on the best strategies to catch an investor’s imagination</li> <li>•Understand what kind of investors to target and how</li> <li>•Design and develop a fund raising plan</li> <li>•Panel discussion with different kinds of investors where you will get a chance to interact with the investors and hear directly from them on what works</li> </ul> <p>The session’s content will be drawn from a combination of case studies and practical experiences and is ideally suited for a small group of 35 - 40 participants.</p>
28-02-2020	Targeting the middle   Capacity building on gender mainstreaming for business support organizations	<p>The discourse around gender lens investing, especially in emerging economies has focused on supporting women entrepreneurs in various ways, and, increasingly on building investor capacity to effectively adopt a gender lens. However, there has been limited focus on gender-mainstreaming for business support organizations, to ensure that all businesses receive gender-aware support, irrespective of the gender of the entrepreneur. This will ensure that gender-lens-investing is mainstreamed in its wider avatar - beyond supporting women entrepreneurs. Indeed, the requirement of support of women is typically similar to male entrepreneurs, and ensuring gender considerations are weaved into all businesses will serve to educate the wider entrepreneurial community on gender, and create a pipeline for gender lens investors beyond women entrepreneurs.</p>

28-02-2020	Why Rwanda Should Be Your Next Investment Destination	<p>Over the last two decades, Rwanda has rapidly reformed itself economically and socially with the aim of becoming a middle income, service-based country like Singapore. The country has seen a high annual gross domestic product (GDP) averaging 8%, aggressive governance reforms, and a transformation of its business enabling environment. This paved the way for Rwanda to jump from a position of 190 to now being the 2nd easiest place to do business in Africa on the World Bank's Doing Business Survey</p> <p>Join this session to hear from experts who already invest in Rwanda and learn why Rwanda should be your next investment destination.</p> <p>This session is hosted by DAI Global, BiD Network, Market Intelligence Africa, and NISK Capital all implementing partners of the Feed the Future Rwanda Nguriza Nshore project, funded by USAID as part of Feed the Future, the U.S. Government's global hunger and food security initiative.</p>
28-02-2020	Meet & Greet   Building Investable Ecosystems in Somalia	
28-02-2020	Impact Lounge   Linking Entrepreneurs to Markets	
28-02-2020	Networking Break	Connect with the rest of the Sankalp community over tea and snacks in the main lawns where you'll be able to meet our exhibitors, or grab a lounge for a meeting.
28-02-2020	Impact Lounge - How can you get involved in Sankalp Impact Week?	
28-02-2020	Meet & Greet   Scaling and replicating inclusive business models	<p>Are you an inclusive businesses provide goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the pyramid making them part of the value chain of companies as suppliers, distributors, retailers, or customers?</p> <p>The Inclusive Business Action Network (iBAN) is a global initiative supporting the scaling and replication of inclusive business models. Through its strategic pillars iBAN blue and iBAN weave, iBAN manages an innovative online knowledge platform on inclusive business (<a href="http://inclusivebusiness.net">inclusivebusiness.net</a>) and offers a focused Capacity Development Programme for selected companies and policymakers in developing and emerging countries. See how you can get involved!</p>
28-02-2020	Building A Corridor For Collaboration In Circular Textiles & Apparel	<p>The textile industry is the 2nd most polluting industry after oil. While waste is produced and environment is polluted through various stages of textile production its impact on society is also adverse. Countries in Africa are emerging as potential game changers of the linear textile value chain. While innovations in agriculture, new materials, recycling and up-cycling are emerging in these countries there is a need to stay connected and work with the global circular textile movement. A collaborative and more connected approach with the global circularity movement will enable integration of the region with the rest of the world and support the formulation of circular transformation pathways that are aligned to the local context. So what does this mean for innovators and the circular apparel ecosystem in Africa?</p> <p>The workshop will explore what's already happening in Africa and how the region can build a narrative in the global circular textile and apparel movement. We will use successful use cases to inform the discussion and identify the areas for knowledge transfer and replication. We will ultimately end with ideas for Ecosystem Building and Acceleration in the local context.</p>

28-02-2020	Digital Lending Debate   Increased Access To Digital Loans Creates A Vicious Cycle Of Debt	<p>Context</p> <p>Since the launch of the first digital credit product in 2012, the number of digital lenders in Kenya has grown to about 60. Digital lenders include banks (Eazzy Banking-Equity, Timiza – Barclays), FinTechs (Tala, Branch) and MNO-led digital lending products (M-shwari, KCB- Mpesa, Fuliza) with FinTechs dominating the market in terms of number of lending apps. Digital lending has played an important role in providing individuals with access to formal credit with over 6 million Kenyans having borrowed at least one digital loan.</p> <p>However, the rapid growth of digital lending has taken place in the absence of a comprehensive regulatory framework and this has seen the usage of non-regulated digital credit grow from 0.6% in 2016 to 8.3% in 2019. There are also concerns over the high cost of digital loans and multiple borrowing by digital borrowers that could be leading to debt stress and over-indebtedness. It is estimated that among borrowers in Kenya, 2.2 million individuals have non-performing loans for digital loans taken between 2016 and 2018. The use of unproven credit scoring models and significant lack of API integration for this data also questions the effectiveness of lenders in assessing the credit worthiness of borrowers. In 2019, a group of FinTechs formed the Digital Lenders Association of Kenya (DLAK) to promote ethical and professional standards in digital lending. However, questions still arise as to whether digital lending is promoting financial inclusion or is disempowering beneficiaries by pushing them further into debt.</p> <p>What to expect</p> <p>The session is designed to be a classical debate format, with equal representation for and against the motion. The debaters will be expected to argue their side of the motion, regardless of their professional linkage or alignment, and base their statements on facts or experiences. There will be considerable scope for rebuttals within the debaters, and then be opened out to the audience for another round of cross questioning. The audience will decide who wins the debate by consensus voting, at the end of the session.</p>
28-02-2020	Fail Faire	<p>Failure is almost synonymous to innovation. In the start-up innovation ecosystem, our personal and professional lives have become so fluid that failure in one domain consequently affects the other.</p> <p>The good news is failure can be positive depending on how we react to it. Join ANDE for a guided reflection on failure.</p> <p>During this session, you will be invited to reflect on your personal and professional failures, anonymously share them with attendees, discuss and explore how to reframe these failures to opportunities that could help advance your personal or professional growth.</p>

28-02-2020	Frontier Economies   Spotlight on Sudan	<p>After three decades in power, President Omar al-Bashir was deposed in 2019, opening the curtain on a transitional government. Despite recent economic, political, and even internet blockades recently, the entrepreneurial spirit cannot be dampened in Khartoum, technology and agriculture companies show promise in a hugely untapped market.</p> <p>Despite challenges, impact entrepreneurs in these fragile markets often emerge in areas where government and other mainstream businesses are unable to provide products and services to the low income population. Impact of long term conflict, low incomes, and the absence of basic products and services cumulatively impact those at the base of the pyramid (BoP) to rehabilitate in the fragile countries. On the other hand, private sector market challenges make it difficult for the mainstream businesses to build solutions for the last mile. The large mainstream businesses often tend to focus on few sectors such as mining, telecommunications and construction which are backed by the governments or the development aid programs. Impact entrepreneurs target the market gaps to serve the low income population with critical products and services in response to the development challenges. They either engage with the low income population as consumers to give them 'access' to products /services or build their 'ability' as partners in enterprise value chain and/or skill development.</p> <p>Interventions to build entrepreneurship ecosystems in fragile context countries by providing financial and non-financial support to the entrepreneurs will contribute to sustainable development goals and socio-economic development of these countries. To be able to showcase business and investment opportunities in fragile countries, there is need to bridge the knowledge gap &amp; create an opportunity mapping. There is still very limited information available on the entrepreneurship ecosystems in fragile countries. More so, in-depth mappings on the various sectors and stakeholders involved are almost non-existent. Through provision of key data points and insights this could shed light to the investment opportunities in these countries, as although private sector investments are currently low, their economies are growing and ripe for anyone willing to take the risk to invest. Data aggregation and digitization can go a long way in bridging the information gap and make it easier to create beneficial interventions in these countries.</p> <p>The Frontier economies track at 7th Sankalp Africa Summit 2020 aims to open up discussion on fragile countries and provide not only evidence of investible opportunities and sectors but outline a business case towards supporting private sector in fragile countries.</p>
28-02-2020	Masterclass   Decoding Term Sheets	<p>Founders of early stage start-ups seeking to raise capital can talk to dozens of investors before they receive a term sheet. The term sheet outlines the key terms of the proposed investment, is non-binding on the parties and is used as a blueprint for the definitive agreements. Entrepreneurs will encounter a litany of jargons and legal terms in the term sheet and for most this will be a daunting experience.</p> <p>Learning to read and negotiate the fine print of a term sheet is vital to sealing a win-windeal.</p> <p>Aavishkaar Capital has designed an interactive session to help early stage entrepreneurs;</p> <ul style="list-style-type: none"> <li>•Understand complex clauses within a term sheet</li> <li>•Understand the good practices to follow while reading and negotiating a term sheet</li> <li>•Have one on one engagement with investment professionals to discuss nuances of particular clauses within the term sheet</li> </ul> <p>The session's content will be drawn from a combination of case studies and practical experiences and is ideally suited for a small group of 35 - 40 participants.</p>
28-02-2020	Sankalp Film Festival   Watamu Whales	<p>Whales are air – breathing warm-blooded mammals and nurse their young with their own milk. Since 2011, Humpback Whales have increasingly been spotted at the Kenyan coast. Michael Mwang'ombe, a conservation hero who has dedicated his life to protecting marine life. As a child, Mike was fascinated by watching whale documentaries from other countries. He joined the Watamu Marine Association when he heard there could be some in Kenya. Michael Mwang'ombe has been studying whales in Watamu since 2015. He is a self-taught whale expert who has been studying and documenting these animals.</p>

28-02-2020	Value Addition Through Food Processing   The Road Ahead	<p>From 2013-2017, agriculture sector, on an average, contributed 21.9% of gross domestic product (GDP) in Kenya, with at least 56% of the total labour force employed in agriculture in 2017. Agriculture is also responsible for most of Kenya's exports, accounting for up to 65% of merchandise exports in 2017. As such, the sector is central to the government's Big 4 development agenda, where agriculture aims to attain 100% food and nutritional security for all Kenyans by 2022. The Government of Kenya has envisaged food processing to be one of Kenya's major industries by 2030 and as such has various schemes which promote agriculture and food processing. These policies and schemes include Kenya Vision 2030, Agriculture Sector Development Strategy (ASDS, 2010-2020), East Africa Common Market Protocol for free movement of goods, among others.</p> <p>Several challenges are faced by the food processing industry including poor access to finance, paucity of qualified human resources and inadequate access to market linkages (often resulting in sub-standard raw material procurement) among others. Intellectap aims to generate debate and understand perspectives around steps that need to be taken to further improve the food processing industry in Kenya and East Africa. It is Intellectap's endeavor to facilitate exchange of ideas and views of various stakeholders (Government, Funding Institutions, NGOs, Advisors etc.) to realize the goal of improving the food processing industry and thereby adding value to the agricultural produce.</p> <p>The session is designed as a spectrogram where various sector experts and other stakeholders would be consulted for an overall idea of the current industry and trends for the future.</p>
28-02-2020	Meet & Greet   Public-Private Partnerships for Inclusive Agribusiness and Food Industries	<p>2SCALE is an incubator program that manages a portfolio of public-private partnerships (PPPs) for inclusive business in agri-food sectors and industries. 2SCALE offers a range of support services to its business champions (SMEs and farmer groups) and partners, enabling them to produce, transform and supply quality food products. These products go to local and regional markets, including to base of the pyramid consumers. Visit the 2Scale team to learn more on how to get involved.</p>
28-02-2020	Meet & Greet   Debt Crowdfunding for African Enterprises	<p>If you'd like to learn more about how entrepreneurs can crowdfund support for their enterprises, talk to the PlusPlus team to understand how they will raise \$14 million from thousands of private investors to fund 30 businesses that could ultimately benefit as many as 30,000 small farmers, and boost the expansion of many scalable agri-food businesses that would ultimately contribute to sustainable economic development and the fight against hunger and poverty.</p>