



**SANKALP  
FORUM**

AN INTELLECAP INITIATIVE

# SANKALP + 2013 Unconvention Summit

APRIL 17 - 18, 2013  
Mumbai, India

**LOOKING  
BEYOND  
IMPACT**

**SEEKING  
TRANSFORMATIONAL  
CHANGE**

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for all the ways to keep up with Summit buzz

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# SANKALP FORUM

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“The National Innovation Council (NIC) is focused on creating an Innovation Roadmap for India for the decade with a focus on inclusive growth. We especially want to encourage platforms such as Sankalp which are engaged in driving innovation and entrepreneurship at the bottom of the pyramid.”

**DR. SAM PITRODA,**  
Chairman of the 1000Cr. National Innovation Fund focusing on inclusive businesses, addressing Sankalp Summit 2011

2009

Sankalp Forum launched

First Sankalp Summit held in Mumbai with 400 delegates

Receives 150 nominations from social enterprises for Sankalp Awards

Launches *Beyond Profit*, a new magazine focused on social entrepreneurship

2010

Sankalp Summit becomes a 2-day event

Sankalp Summit hosts 500 delegates in Mumbai

Started the Sankalp Mentoring Clinics

2011

Sankalp Summit hosts 600 delegates

Receives support from over 25 partners

Launches online community **Sankalp Connect** to help connections around the year

Launches the Intelicap Impact Investment Network (I<sup>3</sup>N)

Organizes two Capacity Building Workshops for social enterprises

# OVERVIEW

In 2008, there was a growing acknowledgement globally that social enterprise and impact investments are beyond just fringe activity; with impact investments in India alone totaling to around US\$140Mn. Simultaneously, the sector was witnessing an increase in the number of young entrepreneurs who were launching double or triple bottom line enterprises. However, the two sides - investors and entrepreneurs - were still far apart. Intellectap's interactions in the space suggested a strong need to establish a collaborative platform that converged diverse efforts to present the force of this emerging industry; driven by similar intent and with common challenges. Thus was born Sankalp Forum.

Sankalp Forum was established in 2009 to build a collaborative platform designed to:

- **Source, Identify and Recognize** scalable social enterprises with significant social impact.
- **Catalyze** the infusion of investments into such enterprises.
- **Ensure a consistently enabling ecosystem** that works towards the growth of social enterprises through capacity building and mentoring initiatives, workshops, local-level knowledge forums
- **Bring all stakeholders** including policy makers together in order to garner nation-wide support in the growth of this industry.



## 2012

Sankalp Summit hosts 720 delegates in Mumbai

Announces a grand prize, with support from Artha Platform, of US\$40,000 for one social enterprise

Also announces a special recognition for women impact, supported by DFID

Launches social enterprise landscape report and another on human resources challenges in the social enterprise sector

Organizes a successful Regional Summit in Patna, Bihar (in India) with a focus on low-income states

Signs landmark partnership with Villgro to build a cohesive national strategy for supporting social entrepreneurs; rechristens Sankalp Annual Summit to Sankalp Unconvention Summit

Organizes 4 capacity building workshops for over 50 social enterprises, outreach activities in over 10 cities in India

## 2013

Receives over 100 nominations from social enterprises nationally to Sankalp Awards

Adds a new category of recognition for Clean Cookstoves, supported by the Global Alliance of Clean Cookstoves

Set to host over 1000 delegates at the Annual Summit

Established in India, but with its eyes set globally, Sankalp Forum emerged as a unique platform dedicated to catalyzing investments in business models capable of scale and impact. Sankalp is designed to support the growth of social enterprises and catalyze impact investments.

The Sankalp Forum engages a community of over 15,000 stakeholders, including entrepreneurs and investors, through year-round activities such as the annual and regional summits, mentoring programs, capacity-building workshops, networking opportunities and access to knowledge and information.

# IMPACT

- **30+** Sankalp enterprises have received cumulative investments of approximately **US\$120MN**
- **200+** enterprises have received intensive mentoring and capacity building support
- **90+** scalable social enterprise models from India and Asia have been recognized through the Annual Sankalp Awards
- **25+** investment funds have been represented on the Sankalp jury panels, with an average fund size of **US\$55MN**
- **400+** early stage enterprises sourced through the Sankalp Awards, providing a substantial dealflow pipeline for mainstream and impact investors
- **800+** social enterprises, **300+** investors and funders, and over **15,000** other global stakeholders are members of the Sankalp community.

## YEAR-ROUND

# ACTIVITIES

In the past year, Sankalp Forum has expanded its reach across India through strategic interventions and engagement with entrepreneurs and partners.

**REGIONAL SUMMIT** The first ever Sankalp Forum-Samridhi initiative for India's low-income states was organized as a daylong summit with the aim to bring forth sustainable and scalable businesses in India's underserved regions – *Bihar, Chhattisgarh, Jharkhand, Madhya Pradesh, Odisha, Rajasthan, Uttar Pradesh and West Bengal.*

The initiative saw participation from 200 delegates and focused on fostering an enabling entrepreneurship environment in India's poorest states. The forum sourced 40+ new enterprises and recognized 10 among them.

**CAPACITY-BUILDING WORKSHOPS** Sankalp recognizes the need for emerging enterprises to constantly build capacity towards investment-readiness and scale. Sankalp's Capacity-Building Workshops support entrepreneurs with the skills, knowledge and insights they need to achieve scale.

Over the course of this year, Sankalp organized 2 capacity-building workshops for over 50 entrepreneurs on business model planning and human resource management in Guwahati, Assam and Bengaluru, Karnataka respectively. A total of 45 Sankalp Award finalists also participated in two residential bootcamps at Birla Institute of Management Technology, Greater Noida and Indian School of Business, Hyderabad to help them refine their business models and develop the most effective investor pitch.

**RESEARCH REPORTS** Sankalp Forum launched 3 research reports that include a detailed landscape study of the social enterprise sector in India, *On the Path to Sustainability and Scale*; an analysis of the talent management challenges in social enterprises, *Understanding Human Resource Challenges in the Indian Social Enterprise Sector*; and an overview of the regional social enterprise landscape in North East India, *Compass Due North-East: Mapping the Regional Social Enterprise Landscape.*

**ENTERPRISE SHOWCASE** Sankalp Forum built strategic interventions to showcase impact enterprises to a wider audience and network. The enterprises received access to one on one interaction with sector experts and investors, created a compendium of case studies that featured our enterprises and organized pitch sessions with investors.

Over the past one year, Sankalp through its partners has successfully distributed cash grants of over INR4.5Mn to 9 Sankalp enterprises and directed equity investments of over US\$15Mn towards 5 Sankalp enterprises.

**ENTERPRISE OUTREACH** The Sankalp Forum team has travelled the length and breadth of the country working closely with its partners to discover grassroots entrepreneurs working in Tier II and Tier III cities of India.

This year, the team travelled to 10 cities and initiated 50 entrepreneurs into the Sankalp network and plan to continue to create maximum value through on ground interactions with partners and local entrepreneurs.

# SANKALP + UNCONVIENED SUMMIT 20

# CONVENTION 2013

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“Being a startup, our main highpoint was the opportunity to be able to present and learn from the experience.”

**DITI KOTECHA**, No Nasties  
Participant at Sankalp Investor-  
Entrepreneur Clinic 2012

# OVERVIEW

Sankalp Forum's annual summit was launched in 2009 by Intellectap as the first platform for social enterprises in India, and rapidly became the world's largest. The Summit brings to fore the work of Sankalp Forum and its global network of partner organizations. It is a convergence of global knowledge, investment and dialog geared towards building a more inclusive ecosystem for high impact, pro-poor businesses. Each year, the Summit brings several social enterprises to the forefront, showcases them to the world and connects them to enablers, mentors and crucial networks.

In 2013, the Sankalp Summit joined forces with Villgro's Unconvention to create the Sankalp Unconvention Summit. A strong thematic focus with engaging content will allow for industry-level discussions to happen alongside mentoring, capacity building and real-time problem solving for entrepreneurs.

## THEME

### LOOKING BEYOND IMPACT: SEEKING TRANSFORMATIONAL CHANGE

Despite a nascent history, for-profit social enterprises and impact investors have cornered the global imagination. The promise of impact investing has led to talent and capital being mobilized towards social enterprises; to form an industry that desires to make the world a better place. In this fifth year of the Summit, we decided to take stock of where the industry is headed and seek some honest answers.

As we bring the focus back on changing the lives of every single individual at the base of the economic pyramid, let us pause to ask ourselves if we are on the right path and if we are adopting the right approaches. Are we using the levers of talent and capital available to us at the right places?

Across the Global South, the impact investing industry has matured. With over a decade of intense experimentation, several successes and some failures, India has clearly emerged as a frontrunner in this space. But can the growing impact investing industry around the world especially in other emerging economies learn from India?

At the Summit we will raise these issues, create discourses and share experiences to determine what has worked to create transformational change and what course correction is needed before our community dedicates the next decade to scaling a collective hypothesis.

CREATE, CONNECT, COLLABORATE

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977

FOLLOWERS

REPORT LAUNCH

### PATHWAYS TO PROGRESS

#### A Sectoral Study of Indian Social Enterprises

Sankalp Forum and Intellectap will launch the Social Enterprise Sector Overview Report 2013. The report is a compendium of 5 sector reports (Agriculture, Sanitation, Clean Energy, Healthcare, Education) and will offer a bird's eye view of the 5 high impact sectors.

April 17 17:30 – 17:45

BLOGATHON

[sankalforum.com/blogs/blogathon](http://sankalforum.com/blogs/blogathon)



Catch all the live action through Sankalp's very first 36-hour Blogathon. Stay updated on sessions, speakers and all the buzz at the summit.

WALL OF IDEAS

Share thoughts, suggestions and questions on whether "we are really changing lives?" in a one-of-a-kind interactive wall in the Networking Area



VIDEOS

[sankalforum.com/videos](http://sankalforum.com/videos)



DISCUSS, DEBATE, ENGAGE @

SANKALP CONNECT

[sankalp.conferenceapp.com](http://sankalp.conferenceapp.com)

Use the Sankalp online networking platform to schedule meetings, continue conversations after the insightful sessions and identify partners to work with to create greater impact!

# OPENING PERFORMANCE

## Artist **Padmashri Shobana and her troupe**

Acclaimed danseuse and *Padmashri* Shobana will commence the recital of classical Bharatanatyam dance form with her ensemble. There will be a Sitar track for 7 minutes and 16 seconds; an unusual symphony that symbolizes celebration of the spirit of entrepreneurship at Sankalp. Shobana will come on stage and introduce Bharatanatyam and follow it up with the celebratory *Ashtapadi* for 11 minutes and 15 seconds. The third piece is about the celebration of good over evil – *Mahisasura Mardhini Sthothram* for 5 minutes – the dancers will be introduced on stage followed by a spectacular *Bharatnatyam* fusion on Bach – symbolizing how India is now one with the world.



# SESSION HIGHLIGHTS

## **Innovation, Impact and Transformation: Are we changing Lives?**

**April 17 10:00 – 11:15, Grand Ballroom**

The panel will discuss the emerging innovations around 'Impact Investing' and 'Impact Enterprises': the challenges around their definition, their role in impacting lives and to determine whether these innovations can scale up and transform lives to create a more equitable world. The panelists will address the key question: Can impact investing alleviate poverty or is it merely a financial innovation that reduces vulnerability and enhances livelihood opportunity for low-income economically active population?

## **South-South Collaboration in Impact Investing: Relevance of India's Experience**

**April 18 9:45 – 11:00, Grand Ballroom**

There is an opportunity for market leaders in India and other emerging hubs of impact investing like Singapore, Brazil, Mexico, Nigeria and Kenya to share knowledge around early successes and failures in scaling impact investing. Over a decade of trial and error in India have resulted in an increasingly mature approach to the above – some specific examples include formation of India's first angel network with an exclusive focus on impact investments, formation of an industry body of social enterprises, recognition of the importance of impact investing in the Government of India's Planning Commission strategy. At the same time, India has witnessed considerable challenges particularly around impact investments made in microfinance. Creating

a shared knowledge corridor can support all these hubs in leap-frogging the market growth cycle by building on each other's experience instead of seeking to re-invent the wheel in their own silos.

## **Mainstream to Impact: What Holds Angels Back?**

**April 17 12:00 – 13:30, Grand Ballroom A1**

Angel investing in India is booming with US\$70 million being invested into start-ups in 2012 alone. Despite this growth, early stage funding for impact enterprises has been very difficult to find, thus stunting their growth and reducing chances of survival. What stops angel investors from stepping into the impact zone? Through an exciting panel discussion with experienced angel investors, we seek to address these questions and talk about the opportunities, challenges, and risks involved for HNIs in impact investing.

## **Incubating the Incubators: Developing an Effective Framework for Change**

**April 17 12:00 – 13:30,  
Powai Ballroom 2 and 3**

This session will focus on issues surrounding the growth of 'social enterprise focused incubators' in India. Leveraging the diverse experience of panelists across the incubation value chain, the session will try to bring out the value proposition of Incubators and state of the incubation and seed funds in India. It will also address the efforts that have gone to scale-up incubators while debating the future scope.

## Spotlight on Asia **Impact Investing: From Promise towards Realization**

**April 18** 12:15 – 13:45, Grand Ballroom A1

Market estimates suggest that impact investing potential in Asia will be between US\$52Bn to US\$158Bn by 2020. While the promise of impact investing has led to funding being mobilized, the ability of social enterprises to take in the size and type of capital on offer is debatable. Parts of South Asia, South East Asia and East Asia are emerging as growing social enterprise and impact investing hubs. These regions face some common constraints – primarily around fragmented market infrastructure and regulatory bottlenecks. Given this, the panel will seek to explore what the big challenges are in realizing the promise of impact investing in Asia, and whether “regional level” solutions to these challenges can be developed.

## **G20 Inclusive Business Workshop in Asia**

**April 16** 9:00 – 18:00, Powai Ballroom

Sankalp Forum serves as the regional partner and host for G20 Inclusive Business workshop. It will bring together the winners of the G20 Challenge for Inclusive Business Innovation and other businesses that offer innovative, scalable and financially sustainable ways of working with low-income people, in order to promote lesson learning and exchange. Inclusive businesses will jointly develop multi-stakeholder approaches to foster inclusive business innovation.

## **Workshops and Mentoring Clinics**

**April 17 & 18** 11:00 – 16:00

Mentoring clinic will see experts who commit their time to helping entrepreneurs address their roadblocks. Raising Investment Capital 101 Workshop by Impact Law Ventures will focus on the basic tenets of fund raising. Untangling Legal Jargon for a Successful Social Enterprise by Trust Law will allow early stage social enterprises a chance to address questions on different legal structures to maximize impact and attract investors.

# SUMMIT AGENDA

DAY 1 April 17, 2013

9:15 – 11:15 Plenary Sessions

9:15 – 9:30 **Inaugural and Welcome Address**

Grand  
Ballroom

**Aparajita Agrawal** Director – Sankalp Forum, Intellectap

9:30 – 10:00 **Opening Performance**

Grand  
Ballroom



Acclaimed danseuse and Padmashri **Shobhana** will commence the recital of classical Bharatanatyam dance form with her ensemble. The performance will start with an unusual symphony on Sitar, that symbolizes celebration of the spirit of entrepreneurship at Sankalp. This will be followed by the celebratory Ashtapadi and Mahisasura Mardhini Sthothram which symbolizes the celebration of good over evil. The performance will close with a spectacular Bharatnatyam fusion on Bach – symbolizing how India is now one with the world.

10:00 – 11:15 **Plenary Panel Discussion**

Grand  
Ballroom



**Innovation, Impact and Transformation: Are we Changing Lives?**

This thought-provoking session will discuss the emerging innovations around 'Impact Investing' and 'Impact Enterprises'. The participants will address one key question: *Can Impact Investing alleviate poverty or is this a financial innovation that reduces vulnerability or enhances livelihood opportunity for low-income economically active population?*

### Opening Remarks

- **Vineet Rai** Chairman, Intellectap

### Moderator

- **Suresh Venkat** Independent Media Consultant

### Panelists

- **Paul Basil** Founder and CEO, Villgro Innovations Foundation
- **Antony Bugg-Levine** CEO, Nonprofit Finance Fund *via video conference*
- **Nisa Godrej** President, Human Capital & Innovation, Godrej Industries
- **Meenakshi Nath** Deputy Head, DFID India; Head, Private Sector Development
- **Jayant Sinha** Partner and Managing Director, Omidyar Network India Advisors
- **Mark Stoleson** CEO, Legatum

11:15 – 12:00 **Networking Tea and Coffee Break**

Through plenary and conversations with global thought-leaders and policy makers, Sankalp Unconvention Summit 2013 will raise pertinent issues cutting across **six core drivers of change**.

## 6 CORE DRIVERS

Collaboration



Innovation



Investment



Infrastructure

Inspiration

Policy

### 12:00 – 13:30 Parallel Sessions

#### Grand Ballroom A1



#### Mainstream to Impact: What Holds Angels Back?

Through a panel discussion, we aim to educate HNIs about impact investing - talking about the opportunities, challenges, and risks involved. It will address questions as well as inspire potential impact angels by sharing experiences of HNIs already involved in this space.

##### Panel and Subject Introduction

- **Aditi Shrivastava** Head, I<sup>3</sup>N, Intellectap

##### Moderator

- **Srikant Sastri** Active Angel Investor and Country Chairperson, Vivaki India

##### Panelists

- **Bob Patillo** Founder, Grey Ghost Ventures
- **Nandini Mansinghka** Active Angel Investor and Founder, Idyabooster.com
- **Reena Mithal** Founder and Managing Director, Sankhya Partners
- **Sujay Santra** Founder and CEO, iKure

#### Grand Ballroom A2



#### Building an Innovation Ecosystem for Inclusive Business Models: A Case for Private-Public Actions

Conducive framework conditions are a key success factor for the promotion of inclusive business innovations. Panelists will discuss the importance of creating an innovation ecosystem and the conditions required to strengthen innovation capacities in key sectors of inclusive businesses.

##### Moderator

- **Minu Hemmati** Adelphi

##### Panelists

- **Susanne Dorasil** Head of Division, Economic Policy; Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)
- **Dilip N. Kulkarni** President, Agri-Food Division, Jain Irrigation Systems
- **Rakesh Rewari** Expert in the Office of Adviser to Prime Minister on Public Information Infrastructure and Innovations, Government of India
- **Sahba Sobhani** Acting Programme Manager, Business Call to Action, UNDP

Grand Ballroom A3



**Mainstreaming Innovation**

The session will present a dialogue on perspectives that are critical to mainstreaming innovation, defined as deploying new ideas and approaches to social challenges on an increasingly large scale – “mainstreaming” the innovations.

**Moderator**

- **Jessica Seddon** Head - Knowledge Management, Villgro Innovations Foundation

**Panelists**

- **Srikanth Nadhamuni** CEO, Khosla Labs India
- **Abigail Sarmac** Program Officer of Incubation, The Lemelson Foundation
- **Sam White** Co-Founder and Director, Promethean Spenta Technologies
- **Neelam Maheshwari** Director of Grantmaking & Partnerships Program, Deshpande Foundation

Powai Ballroom 1



**How are Customer Insights Critical to Innovate and Build Social Enterprises? Workshop**

Valuable market and customer Insights can help a social enterprise create significant breakthroughs in its operations and scale. Join this workshop-style session to learn and apply a part of Innovation Alchemy’s Alchemize™ methodology, specifically the ability to seek and apply customer and market Insights, to build value propositions around an idea or model. Moderated by Innovation Alchemy.

**Moderator**

- **Parvathi Menon** Founder and CEO, Innovation Academy

**Guest Practitioners**

- **Sundeep Kapila** Co-Founder, Swasth India
- **Vinay Kumar** General Manager – Operations, The Akshay Patra Foundation

Powai Ballroom 2 & 3



**Incubating the Incubators: Developing an Effective Framework for Change**

What is the value proposition of incubators, where do the incubation and seed funds stand, what efforts have gone and what is needed in the future to scale up incubators – the session will focus on setting the future course of action.

**Moderator**

- **Ganapathy PR** COO, Villgro Innovations Foundation

**Panelists**

- **Ross Baird** Executive Director, Village Capital
- **Manfred Haebig** Head – Private Sector Development, GIZ
- **Dave Richards** Founder & Managing Partner, Unitus Seed Fund
- **Umesh Sachdev** Co-Founder, Uniphore

Through plenary and conversations with global thought-leaders and policy makers, Sankalp Unconvention Summit 2013 will raise pertinent issues cutting across **six core drivers of change**.

## 6 CORE DRIVERS

Collaboration



Innovation



Investment



Infrastructure

Inspiration

Policy

Nawab Sahib



### Beyond Equity – Innovations in Financing Social Enterprises

The session aims to discuss and debate the nature and quantity of debt demand among social enterprises in India; challenges social enterprises face with regard to financing instruments “beyond equity” as well as challenges financial providers face when providing finance to social enterprises and brainstorm around potential innovations in product development, financial-engineering tools for transferring risk, identification of specialized channels and/or innovative processes that can help address the gap.

#### Moderator

- **Anurag Khare** Engagement Manager, Intellectap

#### Panelists

- **Aseem Gandhi** Head – Development Banking & Financial Inclusion, Ratnakar Bank
- **B S Sivakumar** Executive Vice President – Agriculture, Corporate Loans & Finance, Kotak Mahindra Bank
- **Damian Miller** Founder, Orb Energy
- **Sanjib Jha** CEO, IntelleGrow
- **Srinath Komarina** AVP, Responsible Banking, YES Bank

Jasmine Room



### Leveraging Social Media: Going Beyond the Obvious Workshop

The session will focus on hands-on tactics and tools that can enable a social entrepreneur through the three crucial stages of their journey on social – creating compelling ‘content’, building mutual value and relevance in ‘engagement’ and making the first two aspects ‘scalable’ for the programme to be sustainable and impactful.

**Moderators** Amita Malhotra, Jyotika Malhotra Blogworks

Lotus Room



### Aligning Donors Agenda: Initiating a Value Chain Approach Roundtable

The roundtable session will bring together all the leading donors active in emerging countries on the same platform. Led by Sankalp Forum, we aim to create a platform that will delve into the approaches that can help create more synergy and collaboration between donors with similar objectives.

13:30 – 14:45 Networking Lunch Break

## DAY 1 continued

### 14:45 – 19:30 Plenary Sessions

#### 14:45 – 15:45 Ideas for Impact

Grand  
Ballroom



**Sankalp Award 2013 Finalists Showcase** Watch 14 Sankalp Award Finalists from the following sectors pitch their ideas for impact:

- **Agriculture, Food & Rural Business**
- **Health, Water & Sanitation**
- **Clean Cookstoves**
- **Women Impact**

Listen to each entrepreneur's passionate delivery of how their business can bring about change and also get a chance to ask them questions.

**Moderated by Suresh Venkat**

### 15:45 – 16:30 Networking Tea & Coffee Break

#### 16:30 – 17:30 Ideas for Impact

Grand  
Ballroom



**Sankalp Award 2013 Finalists Showcase** Watch 12 Sankalp Award Finalists from the following sectors pitch their ideas for impact:

- **Clean Energy/Clean Technology,**
- **Education & Vocational Training**
- **Technology for Development**

Listen to each entrepreneur's passionate delivery of how their business can bring about change and also get a chance to ask them questions.

**Moderated by Suresh Venkat**

#### 17:30 – 17:45 Report Launch

**Pathways to Progress: A Sectoral Study of Indian Social Enterprises**

#### 17:45 – 19:30 Awards Ceremony: Sankalp Awards + Villgro Awards

**Sankalp Awards** will honor sustainable and scalable enterprises with the potential to bring about large scale impact across 5 sectors and 2 special categories.

**Villgro Ecosystem Awards** will felicitate outstanding individuals, enterprises and institutions in the Innovation & Social Entrepreneurship ecosystem.

### 19:30 – 21:30 Networking Dinner Reception

Through plenary and conversations with global thought-leaders and policy makers, Sankalp Unconvention Summit 2013 will raise pertinent issues cutting across **six core drivers of change**.

## 6 CORE DRIVERS

Collaboration



Innovation



Investment



Infrastructure

Inspiration

Policy

### DAY 2 April 18, 2013

9:30 – 9:45

Grand Ballroom

#### Welcome Address and Recap Day 1

**Aparajita Agrawal** Director – Sankalp Forum, Intellectap

9:45 – 11:00



#### Panel Discussion **South-South Collaboration in Impact Investing: Relevance of India's Experience**

There is an opportunity for market leaders in India and other emerging hubs of impact investing like Singapore, Brazil, Mexico, Nigeria and Kenya to share knowledge around early successes and failures in scaling Impact Investing.

##### Moderator

- **Patrick Foulis** India Business Editor, The Economist

##### Panelists

- **Anil Sinha** Regional Head, South Asia Advisory Services, IFC
- **Florian Arneth** Senior Project Manager, KfW
- **Nisha Dutt** Director – Consulting Services, Intellectap
- **Kono Satoko** Founder and Director, Arun LLC
- **Vikas Nath** Associate Director, Future UN Development Systems

##### Experts in the Audience

- **Afeefa Sayeed** Senior Advisor Culture and Development, USAID
- **David Munir Nabti** CEO, AltCity, Lebanon
- **George Khalaf** Middle East and North Africa, Synergos

11:00 – 11:15

#### Launch **Council of Impact Equity Funds**

11:15 – 11:45

#### **Guru Mantra**



11:45 – 12:15

#### **Networking Tea & Coffee Break**

12:15 – 13:45 Parallel Sessions

Grand Ballroom A1



Spotlight on Asia **Impact Investing: From Promise Towards Realization**

Spotlight on Asia will bring together leading impact investors and incubators to explore challenges and discuss solutions for growth of Impact Investing in Asia.

**Moderator**

- **Harvey Koh** Director, Monitor Deloitte

**Panelists**

- **Philo Alto** Co-Founder, Asia Community Ventures
- **Sunit Shrestha** Director and Partner, ChangeFusion
- **Vinod Keni** CFO, Aavishkaar Venture Management Services
- **Kono Satoko** Founder and Director, Arun LLC

Grand Ballroom A2



Spotlight on India **Measuring Impact: Are We Doing it Right?**

There is a lot of anecdotal evidence to show that impact investing is creating 'impact' at the base of the pyramid. The objective of the session is to address three critical questions:

- Enterprise level impact metrics are fairly evolved. But, how does measuring impact benefit enterprises?
- Should the impact of a fund be synonymous with that of its investee companies?
- Do we need additional interventions to understand whether impact investing is indeed bringing about transformational change?

**Moderators**

- **Madhuri Vijaykumar** Social Performance Specialist, Aavishkaar Venture Management Services
- **Prashant Chandrasekaran** Engagement Manager, Intellectap

Through plenary and conversations with global thought-leaders and policy makers, Sankalp Unconvention Summit 2013 will raise pertinent issues cutting across **six core drivers of change**.

## 6 CORE DRIVERS

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### Grand Ballroom A3



### Spotlight on Afghanistan Impact Investing in Pre-Frontier Markets

With a focus on Afghanistan, the session will spotlight the business environment for entrepreneurs and the evolving investment climate. Moderated by the US Department of Defense's Task Force for Business and Stability Operations, panels will gather an array of Afghan entrepreneurs and investors, and offer the opportunity to hear from those who have their feet firmly planted in Afghan soil. The session will seek to shed light on how similar, and yet unique, investing in Afghanistan can be as compared to India.

#### Moderators

- **Albert Bossar** Director Investments & Investments, Task Force for Stability and Business Operations (TFBSO)
- **Brendan O'Donoghue** Director Investments & Investments, Task Force for Stability and Business Operations (TFBSO)

#### Panelists

- **Abdul Shakoor Qazizada** Chief Executive Officer, Marikh Tech
- **Ahmad Bassam** Partner, Afghanistan Financial Services (AFS)
- **Amina Osmani** Consultant/Sourcing Expert, Task Force for Stability and Business Operations (TFBSO)
- **Dave McCoy** General Manager, First Rate Afghanistan
- **Said Wahid Atef** Director of Special Projects, Afghanpharma
- **Samir Satchu** Partner, Satchu&Zhouand
- **Walid Ahmad Faqiri** Procurement and Logistics Officer, Herat Dairy and Ice Cream

### Powai Ballroom 1



### Raising Investment Capital 101 Workshop By Impact Law Ventures

Workshop will focus on the basic tenets of fund raising: how to raise angel funding and venture funding

#### Speakers

- **Bruce Campbell** Principal, Campbell Law Group
- **Pankaj Jain** Principal, Impact Law Ventures
- **Suhas Baliga** Principal, Impact Law Ventures

Powai  
Ballroom  
2 & 3



### Spotlight on Africa **Acceleration of SME-linkages and Collaborations between Africa and India**

Session will focus on Sub-Saharan Africa and India and how the two regions can set an example in technology transfer and collaborations.

#### Moderator

- **Nisha Dutt** Director – Consulting Services, Intellectap

#### Panelists:

- **Harold Rosen** CEO, Grassroot Business Fund
- **Jenny Everett** Associate Director, Aspen Network of Development Entrepreneurs
- **Ben White** Founder, VC4Africa
- **TCA Ranganathan** Chairman and Managing Director, Exim Bank

Lotus Room



### **Untangling Legal Jargon for a Successful Social Enterprise By Trust Law**

Early stage social enterprises get a chance to hear about different legal structures to maximize impact and attract investors. Enterprises get to ask questions to seasoned practitioners of the law.

#### Speakers

- **Arvind Kamath** Partner, AMT-Legal
- **Deepak Punwani** COO, Nuru Energy
- **Karthik Mahalingham** Director-Legal, Omidyar Network

13:45 – 14:45 **Networking Lunch Break**

14:45 – 15:15 **Plenary Sessions**

14:45 – 15:15 **Sankalp-Artha Grand Prize Award Presentation**

Grand  
Ballroom

Mr. Vijay Mahajan, Founder, BASIX and Ms. Audrey Selian, Director, Artha Initiative will recognize and award the winner of the Sankalp – Artha Grand Prize with a cash grant of US\$40,000.

15:15 – 16:15 **180° Debate Are We Really Transforming Lives?**

Grand  
Ballroom



Watch two opposing teams present compelling yet diverse perspective on how the industry is changing lives.

#### Discussants Group 1

- **Vineet Rai** Chairman, Intellectap
- **Mark Kahn** Partner, Omnivore Capital

#### Discussants Group 2

- **Harold Rosen** CEO, Grassroot Business Fund
- **Sachindra Rudra** India Director, Acumen Fund *TBC*

16:15 – 16:30 **Closing Ceremony**

Grand  
Ballroom



# SPEAKERS

## Philo Alto

**Co-Founder, Asia Community Ventures**

Philo has worked at firms such as Goldman Sachs, A T Kearney, and Citigroup across roles ranging from investment banking, debt capital markets, and strategy. Previously, he was an energy consultant to the Philippine government and was also a National Science Quiz champion and Ten Outstanding Young Scientists awardee by former Philippine President Cory Aquino. He is a board member of the Harvard Club of Hong Kong, senior advisor to SOW Asia Foundation and the founder of Asia Value Advisors.

He received dual degrees at Harvard Business School and the Kennedy School (MBA/MPA), a Master's degree in Industrial Economics at the University of Asia and the Pacific, and Bachelor's degrees in Physics and Computer Engineering at Ateneo University.

## Florian Arneth

**Senior Project Manager, KfW**

## Said Wahid Atef

**Director of Special Projects, Afghan Pharma Co Ltd**

Dr. Said Jawid Atef, who has a medical degree to his credit and has acquired post-doctoral qualification in Healthcare and Business Management, is mainly involved in developing long term business planning and strategy. He also assists the management in revising policies and strategies of the company in order to achieve the group's business objectives and goals and maintain smooth running of the business.

## Suhas Baliga

**Principal, Impact Law Ventures**

Suhas Baliga is a co-founder and Principal of Impact Law Ventures. Dabbling extensively at the intersection of the legal, regulatory and policy space, Suhas advises in a wide range of corporate legal advisory and transactional mandates involving venture capital, impact and early stage investments. As a lawyer-entrepreneur, he is passionate about simplifying the law for start-ups, growing businesses and social enterprises while at the same time working with commercial law practice to help adapt to the unique demands of the early stage ecosystem.

Prior to Impact Law Ventures, Suhas worked in private practice at Indian law firms – Luthra & Luthra Law Offices and Trilegal where his practice primarily involved advising on evolving a legal and policy framework for the creation of social and economic infrastructure through public private partnerships. Suhas has pioneering experience in advising governments and multinational corporations on sensitive and complex regulatory areas such as water supply, energy, environment, land acquisition and local government.

## Ross Baird

**Executive Director, Village Capital**

Ross developed the concept of Village Capital in 2009, leading the development of Village Capital programs worldwide. Before launching Village Capital, he worked with First Light Ventures, a seed fund focused on impact investments. Prior to First Light, Ross worked on the development of four education-related start-up ventures: the Indian School Finance Company in Hyderabad, India; the National College Advising Corps in Chapel Hill, North Carolina, and two ventures using technology to promote civic participation.

He has a MPhil from the University of Oxford, where he was a Marshall Scholar, and a BA from the University of Virginia, where he was a Truman Scholar and a Jefferson Scholar.

## Paul Basil

**Founder & CEO, Villgro Innovations Foundation**

Over the last decade, Paul has worked in discovering thousands of innovations and innovators, incubated around 60 rural businesses and these have impacted over 5 million households in rural India with many of these innovations. Paul co-founded the Lemelson Recognition and Mentoring Programme for Innovators and Villgro Innovation Marketing Pvt Ltd. Paul was awarded the Ashoka Fellowship in 2002 and has also been conferred the Samaj Seva Bhushan Award and the Star Entrepreneur Award.

Prior to setting up Villgro, Paul was part of the initial marketing team at Kerala Horticulture Development Programme (a collaborative programme of the Govt. of Kerala and the European Union) in developing farmers' markets. Paul started his career with National Tree Growers Cooperative Federation (subsidiary of the National Dairy Development Board) an organization involved in waste-land rehabilitation.

## Richard Biggs

**Managing Director and Co-Founder, D3Jubilee**

Richard is the founder and CEO of Firstfruits Ltd, a fresh fruit juice company in Seoul. He previously worked as an equity analyst for ABN-AMRO in London and Seoul. He holds a Bachelor's degree in Economics from the London School of Economics.

## Antony Bugg-Levine

**CEO, Nonprofit Finance Fund**

Antony Bugg-Levine is the CEO of Nonprofit Finance Fund, a US-based nonprofit and financial intermediary dedicated to mobilizing and deploying resources effectively to build a just and vibrant society. In this role, he oversees more than 265 million in loans, New Markets Tax Credits, grant funds, and a national consulting practice, and works with a range of

philanthropic, private sector, and government partners to develop and implement innovative approaches to financing social change.

Antony writes and speaks regularly on the evolution of the social sector and the emergence of the global impact investing industry. He is the co-author of *Impact Investing: Transforming How We Make Money While Making a Difference* (Wiley, 2011).

## Bruce Campbell

**Principal, Campbell Law Group**

With 15 years of experience as a corporate attorney, representing ventures from the smallest start-ups to Fortune 100 companies, Bruce brings a true depth of expertise to serve social impact funds and entrepreneurs. Bruce leads a global network of lawyers that assist businesses operating in over 15 countries on 6 of 7 continents.

He enjoys working as a partner and a facilitator while working with clients on all sides of the table - representing entrepreneurs, NGOs, and investors in over US\$80 million of transactions in the last two years. His practice regularly brings him to India and Africa, where he visits clients working in sectors ranging from housing and renewable energy to healthcare, agriculture and poverty alleviation. Bruce is a founding member and director of HUB Boulder.

## Prashant Chandrasekaran

**Engagement Manager, Intellectap**

Prashant has several years of experience working with SMEs and large corporations on market assessment studies, entry strategies, business plans and partner identification engagements. At Intellectap, Prashant worked with the IFC's Philippines office to identify the potential for sustainable energy solutions among microenterprises and low income households in that country. As part of that project, he also recommended financing (micro-loan) models that would help realize this market potential in the Philippines. He has also worked with a leading FMCG company on identifying financing and last mile distribution channels to drive outreach for their water purifiers among low income households in India.

Prior to Intellectap, Prashant worked with Netscribes, a leading business and financial research firm in India, on consulting engagements. Prashant has an MBA from the University of Oxford – Said Business School in the UK.

## Susanne Dorasil

**Head of Division, Economic Policy, Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)**

Susanne is in charge of sustainable economic development (economic policy, financial and private sector development), corporate social responsibility and innovative business models for development as well as ICT for development. She is currently serving as German co-facilitator of the G20 development pillar on Private Investment and Job Creation and as German co-chair of the Sub-group on SME Finance of the Global Partnership for Financial Inclusion.

Susanne was formerly Deputy Head of the Central Africa, West Africa II, Madagascar Division; Senior Advisor to the German Executive Director at the World Bank Group; Private Secretary to the Permanent State Secretary of the BMZ; and Deputy Head of the Legal Division. She studied law at the Free University of Berlin and holds a Master of Law degree from King's College London. She passed her bar examination in Berlin.

## Nisha Dutt

**Director – Consulting, Intellectap**

Nisha has over a decade of professional experience in managing strategy and operations projects involving global stakeholders in North and South America, Europe, and Asia. At Intellectap, she works on strategy, business model design, business planning, risk management, and research related projects across sectors. Nisha is also actively involved in providing strategic advisory services to the corporate sector in rolling out their products and services to the BOP market segment.

Prior to joining Intellectap, Nisha worked with Deloitte Consulting in areas of strategic assessments, mergers & acquisitions, devel-

oping alternate operating models, and transition planning. Nisha holds a Master's degree in Industrial Engineering and Management from Oklahoma State University and an MBA from Ohio State University.

## Jenny Everett

**Associate Director, Aspen Network of Development Entrepreneurs**

Jenny has fifteen years' experience in the private and non-profit sectors. Most recently, she was the Senior Program Manager, Membership and Individual Donors at Hispanics in Philanthropy. She has also worked with DoubleClick in San Francisco and the Concha y Toro winery in Santiago, Chile. During business school, she worked with Agora Partnerships in Nicaragua, Enterprise Solutions for Poverty in New York, and Investors' Circle in San Francisco. She currently serves on the Advisory Committee of the DC Social Innovation Project and is a former member of the Advisory Council of the New York Venture Philanthropy Fund and the Board of Refugee Transitions in San Francisco.

She has an MBA from the NYU Stern School of Business and a BA in Latin American Studies from Davidson College.

## Patrick Foulis

**India Business Editor, The Economist**

Patrick Foulis is based in Mumbai, where he set up a new editorial bureau for The Economist. He joined *The Economist* in 2008 and has been Banking Editor and Finance Correspondent. He is the author of the 2011 special report on business in India and the 2010 special report on banking in emerging markets.

He previously worked at the *Financial Times*, where he was deputy editor of the Lex column, and for six years as a financial analyst, mainly on UBS's number one ranked telecoms team. He studied at Cambridge and was born and brought up in Scotland.

## PR Ganapathy

### COO, Villgro Innovations Foundation

Ganapathy is an experienced business executive with global (US/India) leadership experience and a proven track record in scaling B2B businesses. A significant portion of his experience has been in the outsourcing, financial information/research and telecom sectors. In addition to mentoring rural social enterprises in the Villgro portfolio, Ganapathy volunteers a portion of his time with Teach For India in Chennai.

Prior to Villgro, Ganapathy's experience includes being Managing Director and Chief Executive of DSNL Ltd; Co-Founder and CEO, Gridstone Research; working 7 years at Infosys Technologies and its Business Process Outsourcing subsidiary, Infosys BPO, in Investor Relations, Finance & Administration, and Business Development role; and contributing 5 years as a member of the Tata Administrative Service, a cadre of select managers for the Tata Group. He has an MBA from the Indian Institute of Management (IIM), Ahmedabad, and a BSc (Hons.) in Mathematics from Hindu College.

## Aseem Gandhi

### Head – Development Banking & Financial Inclusion, Ratnakar Bank

Aseem brings 14 years of experience in financial services ranging in areas from process re-engineering to investment banking, corporate strategy, credit underwriting and setting up new business lines for Banks in the Development Finance and Financial Inclusion domain. At Ratnakar Bank, Aseem is spearheading the development and growth of a full suite of banking & third party products and services catering to the low income communities and micro-entrepreneurs in urban and rural geographies through branch based and alternate channels. He is also responsible for developing partnerships with intermediaries focusing on microfinance, micro-enterprise finance and micro-housing finance client segments.

Prior to joining Ratnakar Bank, Aseem had a short entrepreneurial stint, where he was advising a client for setting up of the first Microcredit Guarantee Fund in India. Prior to that Aseem

was heading microfinance for YES Bank. From 2000-2004, Aseem has worked in Rabo India Finance and Deutsche Bank with stints in Mumbai and Tokyo. Aseem holds a BCom (Hons.) from Shriram College, New Delhi and an MBA from XLRI, Jamshedpur.

## Nisa Godrej

### President – Human Capital & Innovations, Godrej Industries

Nisa is responsible for driving the Godrej Group's transformation efforts including efforts to attract and develop outstanding talent and make the culture more agile and innovative. Nisa's previous assignments within the Godrej Group have included the successful turnaround of Godrej Agrovet. She has also led the creation of a strategy cell for the group and the development of the FMCG strategy for the Group.

Nisa drives the Group's CSR strategy and is the point person for the operations of the Godrej Family Council. She is on the Board of Directors of Godrej Consumer Products, Godrej Agrovet, Teach For India and the Heroes Project. Nisa has a BSc degree from The Wharton School, University of Pennsylvania and an MBA from Harvard Business School.

## Manfred Haebig

### Director, Private Sector Development, GIZ

Manfred leads German International Cooperation programmes with India in the field of private sector development since May 2007. He is responsible for bilateral ventures in fields like small and medium enterprise finance and development, regional economic development, as well as corporate social responsibility and corporate governance. He is currently leading an initiative on Responsible Enterprise Finance, aiming to integrate ESG concerns in the financial sector. Before his assignment to India, he has held expert and management positions within GIZ in South America and Germany for more than 20 years.

## Minu Hemmati

### Senior Associate, Adelphi

Minu is a clinical psychologist with a doctorate in organizational and environmental psychology. Minu's work is focusing on multi-stakeholder change processes where her work includes designing, facilitating and coaching change initiatives that use dialogue and cross-sector partnerships among stakeholders to identify integrative, sustainable solutions, training and coaching, research and advocacy on political participation and stakeholder engagement, as well as gender aspects of sustainable development, with a recent focus on climate change.

Her wide experience includes multi-stakeholder processes at all levels, international policy making on sustainable development, climate change and related issues, and project implementation and evaluation in the field, particularly in Africa. She has published two books and over 50 articles, book chapters, and reports. From 1992 to 1998 she was a Senior Lecturer at the University of Saarbruecken, Germany, in the social psychology and gender studies group. Since 1998, she has been working as an independent advisor with NGOs, governments, international agencies, women's networks, corporations, and research institutions.

## Pankaj Jain

### Principal, Impact Law Ventures

Pankaj is a corporate lawyer by profession and specializes in venture capital and private equity matters, especially in the impact investing and venture philanthropy sector. He is also an ardent advocate of building bridges between law, development and entrepreneurship. He currently advises a number of start-up entrepreneurs, small and growing businesses, social business enterprises, non-profit organizations, impact investors and donor organizations on a range of legal and regulatory issues in India.

Prior to founding his independent law practice in early 2011, Pankaj worked in-house as the India counsel for Acumen Fund and was involved in working across agriculture, health-care, water, housing and energy portfolios as well as structuring transactions in the social

development space. Prior to joining Acumen Fund, he worked as an associate with the Indian law firm AZB & Partners in New Delhi on corporate advisory and private equity transactional matters. He received an integrated BA, LLB (Hons.) degree in arts and law from NALSAR University of Law, Hyderabad, Andhra Pradesh, India.

## Sanjib Jha

### CEO, IntelleGrow

Prior to his role at IntelleGrow, Sanjib was the CFO of Intellectap and its group companies. Sanjib has over 15 years of experience in business planning, mergers and acquisitions, transaction structuring, negotiation, execution, deal closure and portfolio management, management information systems, financial accounting, relationship management with institutional investors, venture capital funds, and key partners.

In the past, Sanjib co-founded ATS Services a domestic BPO and later joined Actis, where he concentrated on transactions and facilitated exits through public markets in the financial services, FMCG, pharmaceutical and automotive sectors. After Actis, Sanjib played a role in setting up Lok Capital in India. At Lok, he was also responsible for investments with major Indian MFIs. Sanjib is a qualified Company Secretary.

## Mark Kahn

### Venture Partner, Omnivore Partners

Mark helped found Omnivore Partners while working as Executive Vice President for Strategy & Business Development at Godrej Agrovet, one of India's foremost diversified agribusiness companies. At Godrej Agrovet, Mark has been responsible for corporate strategy, M&A, product development, and new business incubation. Mark Kahn joined Godrej from Syngenta, where he managed initiatives in corporate venture capital, emerging markets strategy, and business portfolio planning. He began his career as a strategy consultant with PFM.

Mark holds his BA (Hons.) from the University of Pennsylvania and an MBA from Harvard Business School, from which he graduated as a Baker Scholar.

## Arvind Kamath

**Partner, ALMT-Legal**

Arvind is a key member of the firm's Dispute Resolution practice and leads it in Bangalore. He has vast experience in handling a variety of disputes ranging from commercial to constitutional. He has appeared before Courts and Tribunals at different levels of litigation including trial, appellate and regulatory.

Arvind's skill set includes working out aggressive litigation strategy with foresight on protecting the clients' interests and expeditious settlement of disputes. Arvind's forte has been handling commercial and corporate disputes at the trial appellate stages. Arvind has been practising in the Karnataka High Court at Bangalore since 1994 and has gained significant bench recognition. In 2003, he was appointed as the Assistant Editor to the Karnataka Law Reporting Council, headed by the Chief Justice of Karnataka. Arvind served on the editorial team until 2006 preparing headnotes of reportable judgments of the Karnataka High Court and Supreme Court. Before joining ALMT Legal, Arvind had worked with a leading law firm in Bangalore and had thereafter set up a litigation team of his own. Arvind holds an LLB from Mysore University and an LLM from NLSIU Bangalore.

## Sundeep Kapila

**Founder, Swasth India**

Sundeep completed his BTech in Computer Science from IIT Bombay in 2001. While at IIT, he worked with a campus-based startup and subsequently with a Swedish company to develop a technology product which has been spun off as a separate company. Sundeep joined the India practice of McKinsey & Company in 2001 and worked with them for 6.5 years, specializing in the healthcare and development sectors. Sundeep left McKinsey in 2008 to pursue his passion in the development sector.

Subsequent to that Sundeep has completed LLB (G.M.) from Mumbai University, MD in Alternative Medicine from the Indian Board of Alternative Medicine and a Diploma of Associateship from the Insurance Institute of India. He is currently pursuing a Diploma in Actuarial Studies.

## Vinod Keni

**CFO, Aavishkaar Venture Management Services**

Vinod Keni leads the fund management process and plays an active role in helping seed stage companies in firming up the financial process. Vinod brings over 20 years of diverse experience across fund raising, BPO, outsourcing, treasury, corporate development, operations, M&A. Vinod has extensive experience with technology, healthcare services, BPO/KPO and VC/PE sectors.

Previously, Vinod has been the MD & CFO Partner at Aquarian CFO Services & Peachtree Capital Partners. He also has been the Investor/Director at Westrix Technologies, Consultant/General Partner at SCP Private Equity Partners, USA and IL&FS Investment Managers, India. Vinod has completed his Private Equity Development Programme from the Indian School of Business, Executive Management Education in Finance & Management from the Harvard Business School. Vinod also holds CPA from AICPA, MS in finance from Bentley college, Waltham, MBA from Johnson & Wales University, MS and BS in Finance & Accounting from Bangalore University and is also a CA from ICAI, India.

## Anurag Khare

**Engagement Manager, Intellectap**

Anurag brings over a decade of relevant experience to his current role at Intellectap and is currently overseeing a study that is exploring debt instruments for social enterprises. In his earlier roles, he has served as a management consultant at digiBlitz Technologies and a senior consultant with Capgemini US. He has also worked as a pro bono strategy consultant with CISCO, and an intern with Ecolodge San Luis and Research Station, Costa Rica.

He holds an MBA from Terry College of Business at the University of Georgia, MS in Industrial Engineering from IIT Delhi and BTech from Institute of Technology, BHU.

## Harvey Koh

**Director, Monitor Deloitte**

Harvey Koh is a Director at Monitor Deloitte with leadership responsibilities on the water, housing and research programs within the Inclusive Markets unit based in Mumbai.

In 2012, Harvey lead-authored *From Blueprint to Scale: The Case for Philanthropy in Impact Investing*, a report from Monitor in collaboration with Acumen Fund that highlighted the critical early-stage 'pioneer gap' and need for philanthropic support in establishing new inclusive business models. Previously at Monitor, Harvey focused on competitive and growth strategy for multinational clients in a range of industries including airlines, banking, consumer goods and life sciences. Previously, Harvey worked at Private Equity Foundation (PEF), The One Foundation, and New Philanthropy Capital. Harvey was born and raised in Malaysia, and was educated at the University of Cambridge.

## Srinath Komarina

**Assistant Vice President – Responsible Banking, YES Bank**

In his current role, Srinath is responsible for the Triple Bottomline Reporting at YES Bank. He has vast experience in the field of Sustainability Advisory and reporting. He strongly believes that the companies should approach sustainability from a business case perspective rather than that of philanthropy. In his previous role as a consultant with Ernst & Young and KPMG, in India and abroad, he worked with various MNC's to develop their sustainability strategy and oversaw their implementation.

He holds a BTech in Computer Science Engineering from JNTU and MBA in Environmental Management and Sustainability from NITIE.

## Satoko Kono

**President, ARUN LLC**

Her inspiration to promote social investment emerged from her ten years of experiences in Cambodia. Prior to founding ARUN, she was working with NGOs and international aid agencies such as JICA and World Bank through

which she gained outstanding knowledge and personal network in social development in Asia and Africa. Through social investments, Satoko hopes to establish a new international cooperation scheme that contributes both to the empowerment of the people and to sustainable development. She holds a Master's degree from London School of Economics and Political Science (LSE) and a Bachelor's from International Christian University (ICU).

## Dilip N. Kulkarni

**President, Agri-Food Division, Jain Irrigation Systems**

Dilip established Agri Food Research Foundation of India and served as its first Director. He occupies several positions in various academic and professional bodies and associations including committees of FICCI and CII. He is recipient of several awards and certificates. Dilip was member of the several sub-groups of Planning Commission, the Kolhe Committee, Swaminathan Committee, and ICAR National Coordinator for Food Technology and National Convener for Food Technology P.G. program. He was also involved in technology transfer, extension activity for farmers and entrepreneurs and has been consultant to several food industries.

Dilip had a scholastic career with Master's and Doctoral degrees with distinction in Food Technology from C.F.T.R.I., Mysore. He worked in academic institutions in India, Mauritius, Nepal, and Denmark in various positions.

## Vinay Kumar

**General Manager – Operations, The Akshaya Patra Foundation**

Vinay is a Chartered Accountant by qualification and has over 10 years of work experience in various industries. Vinay started his career in the field of accounts and finance with one of the FMCG companies in India; he then made a career shift to business process consulting and ERP implementation for small and medium enterprises in the bottom of the pyramid. Vinay has spearheaded over 15 projects in various industries like FMCG, electronics, telecommunications, manufacturing and distribution in his career with a

couple of international stints. He has also helped The Akshaya Patra Foundation, a popular NGO in the service of mid-day meals to government school children, adopt and implement Microsoft Dynamics AX to help improve its operational efficiency and manage growth.

He holds a degree in Commerce from Bangalore University and is also a Certified Information Systems Auditor.

## Vijay Mahajan

**Chairperson, BASIX Group**

Vijay started NGO PRADAN (Professional Assistance for Development Action) along with his friend Deep Joshi in 1983. In 1991, Vijay left PRADAN with a vague notion of working in the mainstream. In 1996, realizing the need to attract mainstream financial resources, Vijay conceptualized BASIX, a new generation institution devoted to promoting a large number of livelihoods for the poor and women on a sustainable basis.

Vijay had been a member of the Committee on Financial Sector Reforms, and Committee on Financial Inclusion. He serves on several boards and has been adviser to Planning Commission of India, RBI, NABARD and different state governments. He is the President of MicroFinance Institutions Network (MFIN) of India. Vijay has co-authored a book, *The Forgotten Sector*, on the rural non-farm sector in India. He has published over 60 articles on rural livelihood, development and microfinance in international journals. Vijay graduated from IIT Delhi in 1975 and did his MBA from IIM Ahmedabad in 1981.

## Karthik Mahalingam

**Director-Legal, Omidyar Network**

Karthik brings over ten years of experience in transactional corporate law to his role leading Omidyar Network's legal practice in India. He works closely with the investment team on for-profit investments and nonprofit grants and supports the firm's international growth strategy in Africa and Asia. Before joining Omidyar Network, Karthik was a partner at corporate law firm Amarchand Mangaldas. Most recently, he led the Hyderabad office, overseeing a

team of 14 lawyers, and was responsible for business development, execution and training.

Karthik received a dual BA and LLB with honors from the National Law School of India University, Bangalore. In 2009, he was awarded the Louis Vuitton Asia scholarship to undertake an executive global management program on luxury management, jointly conducted by ESSEC (France) and IIM (Ahmedabad). Karthik is admitted to practice law in India and England and Wales.

## Neelam Maheshwari

**Director of Grantmaking & Partnerships Program, Deshpande Foundation**

Neelam brings with her over ten years of experience promoting small enterprises, producer collectives and community-led microfinance. At the Deshpande Foundation, Neelam manages Hubli sandbox's livelihoods and small enterprises program; where she has helped several organizations develop revenue models of their program, launch community-led producer collectives and market-led livelihoods initiatives.

In 2011 she initiated Navodyami, a program to mentor small entrepreneurs in Northwest Karnataka. She is passionate about issues of gender, equity and entrepreneurship and was instrumental in launching the women's chapter of TIE Hubli. Before joining her current organization, Neelam taught several courses at SUNY Buffalo for two years and supported the fundraising efforts for a women's community fund in Boston. Neelam previously worked at Professional Assistance for Development Action (PRADAN). Neelam received her PhD in Gender Studies from the State University of New York in Buffalo in 2012 and her Masters in International Development from Brandeis University in Boston in 2007.

## Amita Malhotra

**Associate Knowledge Director, Blogworks**

Amita leads Knowledge & Learning at Blogworks. Her role includes research, knowledge transfer, mapping best practices and leading the thought leadership initiatives for the firm. In her previous role, she led the Corporate Practice where she worked on client programmes

such as Mahindra and GE Capital. She has worked on a series of thought leadership initiatives including the Blogworks India Social Media Survey, IndiaSocial Case Challenge and IndiaSocial Summit.

Prior to joining Blogworks, Amita worked with Genesis Burson-Marsteller, a public relations firm, where she managed campaigns for brands across corporate and lifestyle verticals. She studied English Literature at Lady Shri Ram College (LSR); she undertook her Masters in Communication Management from the Symbiosis Institute of Mass Communication, Pune.

## Jyotika Malhotra

### Insights & Ecosystem Strategy, Blogworks

Jyotika's role at Blogworks involves leveraging social listening tools for research and insights and environment mapping on the social web. She enjoys research and likes applying best practices into her work. Also a proponent of the 'social good' field, she keenly follows change makers in the social entrepreneurship space.

Prior to joining Blogworks, Jyotika worked with Hewlett-Packard (HP) as Business Analyst. She was part of the Global Analytics team supporting worldwide sales strategy and planning engagement for HP's Enterprise Business. Jyotika studied Statistics at Lady Shri Ram College, Delhi University; and pursued an MSc in Applied Operational Research from Delhi University.

## Nandini Mansinghka

### Member, Mumbai Angels

Nandini has over 13 years of experience across Investment Banking, Media and Education industries. As a part of the Mumbai Angels Network, Nandini is interested in investing in start-ups who have been able to demonstrate proof of concept and are looking to scale up with the next round of funding. Prior, she has worked for over 5 years with J P Morgan in India in leadership positions in the Investment Banking research group. Prior to J P Morgan, Nandini has worked for over 5 years with the Times of India Group, in the Corporate Strategy and Finance groups. She holds a professional degree as a Chartered Financial Analyst.

## Parvathi Menon

### Founder & CEO, Innovation Alchemy

Parvathi set up Innovation Alchemy in 2009 to bring together her passion for development challenges and a strong belief in the power of innovation and systems thinking to be the critical change ingredients. With a background in Communication, eLearning, Programme Management, Business Development and Consulting, she applies a broad spectrum of business, entrepreneurial and technology expertise to emerging market challenges.

Over her 17-year career in the corporate and entrepreneurial space, Parvathi has built a repertoire of knowledge in designing and implementing innovation solutions for a diverse set of clients. Most recently for Innovation Alchemy, she has led strategic engagements in applied innovation including facilitating the 2011 Development Marketplace Programme for the World Bank in low income states of India; accelerating social enterprises towards scale under a collaboration with the Marico Innovation Foundation; applying innovation to help facilitate business clusters in India to grow in partnership with FICCI and the National Innovation Council. Parvathi has a Masters in Communication from the Hyderabad Central University and is an alumnus of the Management Programme for Women Entrepreneurs at IIM Bangalore.

## Damian Miller

### Founder, Orb Energy

Damian is a leading expert on solar energy in emerging markets. He set up Orb Energy in 2006 in India. He has lived, worked and traveled extensively throughout Europe, Asia, and Africa, and currently resides in Bangalore, India. In 1998, Damian joined Shell, becoming Shell Solar's Director of Rural Operations and establishing solar subsidiaries in India, Sri Lanka, the Philippines and Indonesia. He also implemented a large-scale solar project in China and managed joint ventures in Morocco and South Africa. During this time he worked closely with multilateral and bilateral development agencies and emerging market governments to help grow local solar markets, overseeing the connection of more than 125,000 solar homes.

He was born and raised in New York City, before moving to Britain where he completed his schooling. He holds a PhD from the University of Cambridge (Trinity College), where he was based at the Judge Business School.

## Reena Mithal

**Founder & Managing Director, Sankhya Partners**

Reena has spent over two decades working in global financial markets and investment research. She was on the founding team and Board of Directors at CreditSights Inc., a global independent credit research firm. She managed the firm's Global Quantitative Risk Group and was the President and COO of the company's Asia business. Previously, Reena was part of US-based Emerging Markets research teams at Putnam Investments, Deutsche Bank and Lehman Brothers. She is currently a board member and investor in LabourNet, a Bangalore-based social enterprise that provides vocational training to unorganized workers across India. She is a member of I<sup>3</sup>N, Intelicap's Angel Investor network and Stern Fisher Angels.

Reena has a PhD in Economics and Finance from Columbia University's Business School, during which she worked on projects for the World Bank, IMF and the Council on Foreign Relations. She has an MA from The Fletcher School of Law and Diplomacy at Tufts University, an MA in International Relations from Jawaharlal Nehru University, and a BA from St. Stephen's College, Delhi University.

## Srikanth Nadhamuni

**CEO, Khosla Labs India**

He is currently CEO of Khosla Labs, a startup incubator that is looking to create and nurture startups using technology and entrepreneurial zeal to address key challenges.

He was Head of Technology at the UID Authority of India and set up the Technology Center for the development, design and operations of the Aadhaar system to issue a national ID to all 1.2 billion Indian residents. He helped create a biometrics-based National Identity platform that has enrolled about 200 million people to date. He continues to be adviser to the UID Authority of India.

He is also the Managing Trustee of the eGovernments Foundation which he co-founded with Nandan Nilekani in 2003. It focuses on improving governance and public service delivery in Indian cities using a suite of in-house Municipal ERP products. Currently eGov products are deployed in over 275 cities in India.

## Ashwin Naik

**Founder & CEO, Vaatsalya Healthcare**

Ashwin is the founder/CEO of Vaatsalya Healthcare, a hugely recognized social enterprise, focused on building a network of hospitals in Tier II and Tier III towns of India. While 70% of India's population lives in semi-urban and rural areas, majority of the healthcare facilities are in the urban areas and inaccessible to this large segment. With eleven hospitals in Karnataka and six in Andhra Pradesh, totaling 1200+ beds, Vaatsalya is the largest hospital network of its kind in India, bridging this gap.

Ashwin has a medical degree from Karnataka Medical College, Hubli and Masters from University of Houston, Texas.

## Meenakshi Nath

**Deputy Head, DFID India**

As Deputy Head, DFID India and Team Leader, Private Sector, Meenakshi Nath has managed a range of programmes at DFID India.

A graduate of IIM Ahmedabad, Meenakshi has been an entrepreneur, exporting leather goods to Europe; an adviser on issues such as social exclusion, trade policy, labour standards and microfinance; and worked on private sector issues in CARE-India.

## Vikas Nath

**Associate Director, Future UN Development System (FUNDS)**

Vikas is working on reforms needed in the UN development systems to make it more responsive to global challenges, and the role of BRICS and South-South collaboration.

Before that, he was Special Advisor to the Executive Director with "South Centre" in Geneva. Prior to it, Vikas worked as Policy

Analyst with the United Nations Development Programme (UNDP) in New York. He has worked with the Ministry of Environment and Forests, Government of India on Agenda 21 and sustainable development issues.

Vikas is the Chair of the World Information Technology Forum (WITFOR) and has organized WITFOR summits in Botswana, Ethiopia, Vietnam and India. Vikas is an Inlaks Scholar (2000-1) and holds Master's degree from the London School of Economics (UK) and the Indian Institute of Forest Management (India).

## Amina Osmani

**Senior Consultant/Sourcing Expert, Task Force for Business & Stability Operations**

## Bob Pattillo

**Entrepreneur & Founder, Gray Ghost Ventures**

Bob likes to start stuff. He began work in microfinance in 1998 then sold his 54 year old real-estate business in 2003 to focus solely on impact investment and enterprise development. In real estate he pioneered the "STCDE" shell, a spec building concept that took Robert Pattillo Properties to 8<sup>th</sup> on the list of the largest industrial developers in the United States. Bob's first microfinance work was on the board of the Deutsche Bank Microcredit Development Fund. ACCION board service soon followed, then work in the Mid-East and North Africa where he helped create a MFI network.

An early convert to for-profit social enterprises, he helped start the first CDO in microfinancing, the first secondary market fund (Antares), some of the first MFI ESOP's, and the first regional MFI accelerator in India, Bellwether. He helped found Gray Matters Capital, The Indian School Finance Company, Village Capital, IDEX Fellowship, CMI, First Light Ventures, and the APS School Rankings.

Bob is the son of a sharecropper, an eighth generation Georgian, and a graduate of Dartmouth College and the Harvard Owner/President Management Program. He has spoken widely, promoting impact investment to a range of audiences globally.

## Deepak Punwani

**COO, Nuru Energy**

Deepak directs Nuru Energy's operations in India. He has more than ten years of experience in strategic and operational roles across India, China and Middle East. In the past, he led the development of market-based solutions for rural consumers while working with Colgate Palmolive, Dabur India and Goodyear Asia Pacific. Deepak completed his Bachelor's in Business from Delhi University and has an MBA from INSEAD.

## Abdul Shakoor Qazizada

**CEO, Marikh Tech Co**

## Vineet Rai

**Founder & Chairman, Intellectap**

Vineet has over two decades of experience in leading innovative interventions in the development sector and brings a unique understanding of enterprise based development approach through his pioneering interventions in venture capital, micro enterprises, microfinance investments and social investment banking. He founded Aavishkaar, the fund advisory company that advises funds investing in rural enterprises in India.

Vineet has received numerous awards including the G20 SME Finance Award, and the UNDP-IBLF World Business Award on behalf of Aavishkaar. He has also received the Ashoka Fellowship and honorary membership of XLRI Alumni Association.

## TCA Ranganathan

**Chairman & Managing Director, Exim Bank**

Prior to this appointment, Ranganathan was Managing Director of State Bank of Bikaner & Jaipur. He is a career banker with 35 years of experience with State Bank of India (SBI). He has held diverse assignments including, *inter alia*, Chief General Manager, International Operations; Head, Corporate Finance; Regional Controller of Branches. He was also member of the Technology Planning Group set up by SBI in early 2000 for introducing new

technology and change management initiatives. He was also the North India Head of SBI Capital Markets Ltd and also General Manager, Mid-Corporate Group, New Delhi Region.

Ranganathan holds a Master's degree in Economics from Delhi School of Economics, and has also attended Executive Development Programs at Wharton and IIM Lucknow.

## Rakesh Rewari

**Expert in the Office of Adviser to Prime Minister on Public Information Infrastructure and Innovations, Government of India**

Rakesh Rewari has more than 30 years of experience in financial institutions where he worked in various areas including technology financing, SME and micro-credit, credit rating and risk management, and venture capital among others. Since February 2012 he has been an Expert in the Office of the Adviser to the Prime Minister on Public Information Infrastructure and Innovations of the Government of India to provide expertise on setting up the India Inclusive Innovation Fund (IIIF).

Rakesh holds membership in various committees such as the board of directors of National Small Industries Corporation Ltd, the board of trustees of Credit Risk Guarantee Fund Trust for low-income housing set up by the Government of India and the screening committee of technology business incubation at IIIT-Delhi. Prior to his current role, he served as Deputy Managing Director and Member of the board of directors of Small Industries Development Bank of India (SIDBI). He was responsible for setting up the SIDBI Venture Capital Ltd. Rakesh holds a BTech in Mechanical Engineering from the Indian Institute of Technology, New Delhi and an MBA from FMS, University of Delhi.

## Dave Richards

**Co-Founder & Managing Partner, Unitus Seed Fund**

Dave is an experienced entrepreneur, executive and global early-stage investor. He has been an early investor in microfinance and other emerging market sector businesses serv-

ing BoP (low-income) populations. Since 2005, he has been involved with the Unitus Group, helping to lead efforts to select and invest in BoP entrepreneurs in many developing countries. Dave led the Unitus Labs incubator for 2 years including the successful research and spinout of both Unitus Impact and Unitus Seed Fund. He also led Unitus Investment Management, the General Partner of Unitus Equity Fund (microfinance venture fund), was a board member of Unitus Capital (Bangalore-based investment bank for BoP sectors) and on the investment committee for Unitus Impact.

Previously, Dave developed multiple high-growth technology businesses at Real Networks, Sybase and Symantec from startup to multiple hundred million dollar global enterprises. He is currently a partner with Social Venture Partners Seattle and leads the Social Innovation Fast Pitch startup angel fund. Dave received his Bachelor of Commerce degree from the University of British Columbia.

## Harold Rosen

**Executive Director, Grassroots Business Fund**

Harold founded, in May 2004, IFC's Grassroots Business Initiative (GBI), which he managed until 2008, when it was restructured and spun off to become the Grassroots Business Fund (GBF).

Prior to his work with GBI and GBF, Harold worked with the World Bank Group for over 30 years. He served as an investment officer in IFC's Latin America and Africa Departments. He has both funded and managed large IFC investment portfolios and has played a major role in starting IFC's microfinance and SME activities. Harold has helped IFC move into a number of new approaches, geographic markets, products and services. In March 2000, Harold created and served as Director of the Small and Medium Enterprise department, a joint IFC/World Bank department. He worked with this group until creating GBI in 2004. Harold joined the World Bank Group in 1978 through the Young Professionals Program. He holds an MBA from Harvard Business School, as well as Bachelor's and Master's degrees in regional science from the University of Pennsylvania.

## Umesh Sachdev

**Co-Founder & CEO, Uniphore Software Systems**

Umesh heads Uniphore, whose solutions elegantly integrate speech recognition and voice biometrics with 3G and GPRS technology to deliver enterprise mobility solutions to businesses across industries. Under Umesh's leadership, Uniphore's patented technology solutions have grown to support nearly two million end users every month. In 2012, Deloitte named Uniphore the 17<sup>th</sup> fastest growing technology company in the country.

Prior to Uniphore, Umesh co-founded Singularis Technologies, whose mobile theft security product received global recognition. In 2009, Umesh was identified as an innovative entrepreneur by the Ministry of Science and Technology's Technopreneur Promotion Programme.

## Sujay Santra

**Founder & CEO, iKure Techsoft**

Sujay started iKure in 2010 and conceptualized the low-cost WHIMS application that can connect rural patients with urban doctors. Sujay oversees product development and business development for the company.

Sujay started his career in 1999 and has extensive experience across all phases of the software development lifecycle. Prior to taking the entrepreneurial leap, he worked for several years at Oracle & IBM and has strong technical knowledge in Siebel CRM, analytics, business intelligence and R&D. His can-do attitude & creativity has won him several awards & accolades during his career span. He holds an MCA from IETE, Hyderabad.

## Abigail Sarmac

**Program Officer, The Lemelson Foundation**

Abby serves as a Program Officer for The Lemelson Foundation, managing the Foundation's work to provide early-stage support to organizations that are incubating investment-ready, self-sustaining, invention-based enterprises that address significant human needs in developing countries. She joined the Foundation in April 2005 after living and working in Senegal, Ecuador, Italy and the US with several international

environmental organizations, including the World Conservation Union (IUCN), the Food and Agriculture Organization (FAO) of the United Nations, and the Wildlife Conservation Society (WCS).

Abby earned her MSc in Environmental Science from Yale University's School of Forestry and Environmental Studies. She also holds a BSc in International Politics from Georgetown University's School of Foreign Service. Abby is fluent in Spanish and French and conversant in Italian, Wolof and Tagalog.

## Srikant Sastri

**Country Chairperson, Vivaki India**

Srikant provides strategic leadership as India Chairperson for Vivaki, an entity created by Publicis Groupe, for leadership in the digital era. One of Srikant's key mandate as Vivaki Chairperson is to build digital dominance in India. Srikant has been a successful entrepreneur who built and exited two innovative companies; one in the marketing services space, Solutions Integrated, which was acquired by the Publicis Groupe, and the second one, Team4U, in outsourced staffing space, acquired by Randstad.

He also chairs a special interest group on Social Enterprises, at TiE Delhi/NCR, and actively invests in technology-enabled start-up firms via the Indian Angel Network. Srikant is an engineer from IIT Kanpur and an MBA from IIM Calcutta. He started his career with Unilever (Pond's) and McCann-Erickson before becoming an entrepreneur.

## Samir Satchu

**Partner, Satchu & Zhouand Ltd**

Samir has been working in the legal and regulatory environment in Afghanistan since 2003. Prior to establishing the firm in January 2011, Samir was General Counsel & Head of Government Affairs at Telecom Development Company Afghanistan Limited ("Roshan" – one of Afghanistan's largest companies by revenue and tax contributions) where he worked between September 2003 and December 2010. Samir headed Roshan's legal and government affairs team (comprising 3-4 expatriate lawyers, 3 Afghan lawyers and a government affairs team of 7) from December 2006 to December 2010.

Since January 2011, Samir has represented clients in the telecommunications, financial services, aviation, security, logistics, and non-governmental sectors in Afghanistan on a range of commercial, corporate and tax matters. Samir serves as a member of the New York State Board Association and holds a BA (Hons) from Cambridge and JD from Harvard.

## Jessica Seddon

**Head – Knowledge Management, Villgro Innovations Foundation**

Dr. Jessica Seddon Wallack's research and consulting focus on the interaction of institutions with information ecology and their joint effect on group behavior. She has a decade and a half of experience in the development sector, working with government, community and academic initiatives to build stronger organizations and institutions for infrastructure and service delivery, policy research, environmental regulation, urban governance, and other aspects of sustainable development.

Prior to coming to Villgro, she served as Head of Research at the Indian Institute for Human Settlements, Director of the Centre for Development Finance at the Institute for Financial and Management Research, and Assistant Professor at University of California, San Diego. She also holds advisory positions with the Wilderhill Global Clean Energy Index (NEX), Prakti Design, and the Global Alliance for Clean Cookstoves and is Adjunct Professor at the School of Public and Environmental Affairs, Indiana University, Bloomington. Jessica earned her PhD from Stanford University Graduate School of Business and her BA from Harvard University.

## Sunit Shrestha

**Director & Partner, ChangeFusion**

Sunit is a co-founder of ChangeFusion. He has managed projects focusing on social innovation development such as Internet-based social technologies. ChangeFusion, formerly known as Thai RuralNet, is a World Bank Development Marketplace's winner. He became an Ashoka Fellow in 2009.

## Aditi Shrivastava

**Head, Intellectap Impact Investment Network (I<sup>3</sup>N), Intellectap**

Aditi heads I<sup>3</sup>N, which is India's first angel network focused on impact enterprises. Prior to joining Intellectap, Aditi was a Portfolio Manager with Goldman Sachs based in New York. She has also served as a board member on the American India Foundation's young professional's board in New York. Aditi has a degree in Engineering from Princeton University, and is a CFA charter holder from USA.

## Jayant Sinha

**Partner & Managing Director, Omidyar Network India Advisors**

Jayant leads Omidyar Network's overall investment strategy and operations in India. In his role, Jayant manages and develops Omidyar Network's India-based portfolio across all of Omidyar's investment areas. Jayant brings more than 20 years of experience in investing and strategy consulting, as well as a deep understanding of managing investments and advising businesses in India.

Jayant is a well-known expert on India's Technology sector and authored two influential Nasscom-McKinsey reports in 2000 and 2005. He has advised the Indian Government on entrepreneurship and served on Advisory Committees for the Ministry of Finance and the Planning Commission. Jayant's experience prior to joining Omidyar Network include serving as Managing Director at Courage Capital Management, Partner at McKinsey & Company, President of Internet Business Capital, an early stage VC firm, and consulting positions at Stone & Webster and Synergic Resources Corporation.

Jayant has an MBA with distinction from the Harvard Business School, an MS in Energy Management and Policy from the University of Pennsylvania, and a Bachelor of Technology with distinction from IIT Delhi.

## Anil Sinha

### **Regional Head, South Asia Advisory Services, IFC**

Anil Sinha is based in New Delhi and has been with International Finance Corporation (IFC) since 1992 and worked in Africa, East Asia and South Asia and also in Europe and USA. He started his career in the UK in 1974 and has more than 30 years of experience in private sector development. He was Managing Director of an international project management and consulting company before joining IFC. He is also a member of IFC's Advisory Global Leadership team.

## B S Sivakumar

### **Executive Vice President, Agriculture Corporate Loans & Finance, Kotak Mahindra Bank**

Sivakumar joined Kotak Mahindra Finance in 2000, which later converted into a bank in 2003. He was given the responsibility to start the Rural and Agri Banking activities for Kotak Mahindra Bank in 2004. Sivakumar has over 23 years of experience in setting up and managing profit centers, business development & multi-regional operations in financial Services and exposure to the entire range of asset lending products. Earlier, he had two stints of five years each with the Shipping Corporation of India & with RPG Enterprises Group in their NBFC.

Sivakumar holds a Bachelor's degree from Mumbai University and MMS from SP Jain Institute of Mgt. Studies, in Mumbai.

## Sahba Sobhani

### **Acting Programme Manager, Business Call to Action, UNDP**

Sahba also serves as the Team Leader in the Innovation and Development Alliances Cluster of the Bureau for External Relations and Advocacy of the United Nations Development Programme (UNDP). He serves as the manager of UNDP's Growing Inclusive Markets Initiative (GIM), which is a research and advocacy initiative with a forthcoming 2013 Africa regional report on the role of enabling organizations in supporting inclusive businesses. Additionally, he is the lead author of the first GIM report,

*Creating Value for All: Strategies for Doing Business with the Poor*, and the 2010 report titled *The MDGs: Everyone's Business*. Sahba served as the first Interim Director of the UNDP Istanbul International Center for Private Sector in Development (IICPSD).

Previously, he managed two key private sector initiatives in the executive office of the former Administrator of UNDP, Lord Malloch Brown, including the Commission on the Private Sector and Development headed by Paul Martin, the former Prime Minister of Canada, and Ernesto Zedillo, Mexico's former President, and the African Financial Markets Initiative. Sahba has also worked in the private sector at Idealab in Palo Alto and Newscom Limited in Singapore. He is a graduate of Yale University and the Fletcher School of Diplomacy.

## Mark Stoleson

### **CEO, Legatum**

Mark Stoleson is Chief Executive Officer of Legatum, and has served with the firm for over 7 years in various capacities including Head of Group Investments. Prior to Legatum, he was a corporate finance and M&A attorney with Akin Gump Strauss Hauer & Feld in Moscow, Russia and Dallas, Texas.

He earned a BA in International Relations from Occidental College and a JD-LLM from Duke University School of Law.

## Suresh Venkat

### **Independent Media Consultant**

Suresh is an independent anchor, columnist and editorial consultant. Prior to this he was Technology Editor for CNBC TV18, India's pre-eminent business news network. He was also the creator of CNBC TV18's multi award winning personal technology Show, Tech Toyz.

Suresh's editorial expertise lies in the domains of technology, innovation, social business and green business. Suresh is widely renowned both for his unique insights into business and his irreverent style as an anchor. He is an occasional columnist, having written for Time Out, Mint Lounge, Conde Nast Traveller and NewsLaundry.com.

## Madhuri Vijaykumar

**Social Performance Specialist, Aavishkaar**

Madhuri Vijaykumar specializes in social and environmental due diligence, monitoring and reporting of Aavishkaar's portfolio and pipeline companies. She has over six years of experience in the development sector. Earlier, Madhuri worked with HSBC in their Corporate Sustainability Practice, where she managed the Bank's Education and Financial Inclusion portfolio and led Future First, HSBC's global education programme for street children, orphans and children in care. Madhuri has also worked with grassroots non-profit organizations in UK and Bangalore, India.

Madhuri has a Master's degree in Social Policy and Development from the London School of Economics and a Bachelor's degree in Commerce from Bangalore University.

## Ben White

**Co-Founder, VC4Africa**

Ben founded VC4Africa in 2007 as a community for entrepreneurs and investors dedicated to building innovative companies in Africa. He is a serial entrepreneur who joined his first startup at the age of 24. Ben has done extensive ethnographic research on the emergence of software cultures in and around Kampala, Uganda. He helped establish the East Africa ICT Entrepreneurship program at Hivos and has taught a course in Interactive Media and Entrepreneurship at the HvA. Ben is a founding member of AfriLabs, a network of African technology incubators.

## Sam White

**Co-Founder & Director, Promethean Spenta Technologies**

Sam White co-founded Promethean Power in Boston back in 2007. One of his proudest moments in his career was to witness the first farmer chill milk in a village in India without using a diesel generator. To help reach this milestone, Sam has used his rich network of business relationships to attack deployment challenges by helping Promethean Power (and its Indian joint venture, Promethean Spenta) seek strategic partners, customers, employees, funding sources and publicity.

Previously, Sam worked in Madrid for 5 years with the Institute of Management Resources. He directed Latin American business development for the Boston division of the Economist Intelligence Unit (Economist Group) and was the catalyst for rapid growth and deployment of new business models and technologies in his previous two start-ups, GetConnected and Smartleaf. Sam received his BA from Union College in Political Science and attended Santa Clara University's Global Social Benefits Incubator program.

# PARTNERS

## Organizer



## Strategic Partners



## Grand Prize Partner



## Support Partner



## Investment Partner



## Agriculture, Food & Rural Business Award Partner



## Special Recognition Partners



## Delegate Kit & Lanyard Partner



## Mentorship Partner



## Knowledge Partner



## Mentoring Partners



## Outreach Partners



## PR Partner



Sankalp + Unconvention Summit 2013

# ENTREPRENEUR SCHOLARSHIPS

The Sankalp Unconvention Entrepreneurship Scholarships were instituted to encourage high-potential, early-stage social entrepreneurs to attend the Sankalp Unconvention Summit. The initiative is aimed to encourage growing for-profit social enterprises to join in the dialogue and get hands on learning from the diverse sessions, making the summit more inclusive.

These need-based scholarships support winners with travel, accommodation and registration fees of winning entrepreneurs. They also include a two-day pass to the Summit and offer out-of-station attendees financial assistance.

The winners of Sankalp Unconvention Entrepreneurship Scholarship are:

- **Diana Jue** Bangalore, Essmart
- **Jaspal Shakya** New Delhi, OpportuneJobs.com
- **Sombodhi Ghosh** New Delhi, Aakar Innovations Pvt Ltd
- **Vivek Gupta** Delhi, Naandi Education Support and Training Pvt Ltd
- **Keasavan Pa** Coimbatore, Sri Thayal Natural Fibre
- **Rajesh Kumar** Delhi, mvirtualhealth.com
- **Sameer Segal** Bangalore, Artoo
- **Amit Grover** Delhi, Nurture Talent Academy
- **Rahul Phadnis** Pune, TAO Biofuels
- **Josh Engel** Delhi, Perspectiveful Advisors
- **Miheer Walavalkar** Mumbai, Zaya
- **Abhishek Thakore** Mumbai, The Blue Ribbon Movement / Social Leaders Program (SLP)
- **Shyam Patra** Lucknow, Naturetech Infrastructure Pvt Ltd
- **Sarabjeet Johar** Kanpur, Personal Kidney Care Kit
- **t** Delhi, Halabol Technologies Pvt Ltd
- **Deepika Rao** Navi Mumbai, GreenBug
- **Mithun Roy** Bangalore, Education Platform
- **Jainee Nathwani** Anand, IVRS Technology Menstrual Hygiene
- **Abhinav Kumar** Ahmedabad, Evomo Research and Advancement Pvt Ltd
- **Shubham Bansal** New Delhi, Joule Sense
- **Jery Althaf** Adhchini, DialBlood
- **Saravanan Sundaramoorthy** Chennai, Edsix Brain Lab P. Ltd
- **B Shubhram** Gorakhpur, Amogh Couriers
- **Chinmayi S K** Bangalore, The Bachchao Project
- **Gobinda Dalai** Bhubaneswar, Mission One Million



Sankalp can be an ideal ground for building the 21st century socio-economic development system in India.

**DR. APJ ABDUL KALAM,**  
Former President of India,  
addressing Sankalp Forum 2011

- **Sandeep Jaiswal** Chennai, FstTrack House
- **Madhumita Puri** Noida, Trash to Cash
- **Manohar Bompally** Ramayampet, Dist. Medak, Nava Jyothi
- **Ajaya Mohapatra** New Delhi, Justrojgar
- **Anu Gupta** Vellore, Saksham
- **Kelsang Tsering** Odeyarpala, Bhodpe Peanut Butter
- **C Rabten** Bajjnath, Tibet-Knit
- **Manoj Gupta** Delhi, Octave Simulation Services Pvt Ltd
- **Karan Shah** Mumbai, Grow-Trees.com
- **Rasik Pansare** Mumbai, Tribal Shades
- **Gunajit Brahma** Navi Mumbai, Jeev Anksh Eco Products
- **Sudarshan Lodha** Chennai, Coin-Side Technology Solutions Pvt Ltd
- **Nina Osswald** Hyderabad, Organicwala
- **Aimthy Thoumoung** Bangalore, Fuzion Crafts
- **Prabhat Kumar** Gaya, Watershed Organisation Trust, Pune
- **Vasundhara Vedula** Mumbai, Greenbug
- **Girish Mendiratta** Noida, Elements Akademia Pvt Ltd
- **Adithya Pasupuleti** Bangalore, 1 Billion Initiative
- **Sumit Dagar** Delhi, Kriyate Design Solutions Pvt Ltd
- **Nitin Jobanputra** Panjim, Advance Dia-bese Care Pvt Ltd
- **Shashank Kumar** Patna, Green Agrevolution Pvt Ltd
- **Arbinder Singal** Navi Mumbai, Medi-Angels - Angels Health Private Limited
- **Sasisekar Krish** Hubli, nanoPix ISS Pvt Ltd
- **Sujay Santra** Kolkata, iKure Techsoft Pvt Ltd
- **Anshika Chaudhary** Delhi, Utopia

# SANKALP AWARDS 2013

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Sankalp is one the best organised events around. It is a great place to feel the pulse of the impact sectors in the country. Sankalp is a leading catalyst in bringing this sector into the mainstream and attract the best investors and entrepreneurs to the space. The next big idea in India will emerge out of here.”



**ANAND LUNIA,**  
CFO, Seedfund  
Grand jury member,  
Sankalp Awards  
2011 & 2012

# OVERVIEW & CONTEXT

## SANKALP AWARDS FOR EMERGING BUSINESSES, 2012



Established to recognize some of the most innovative, sustainable and scalable businesses, the Sankalp Awards have come to be known as India's largest Social Enterprise Awards.

## 5 HIGH IMPACT SECTORS

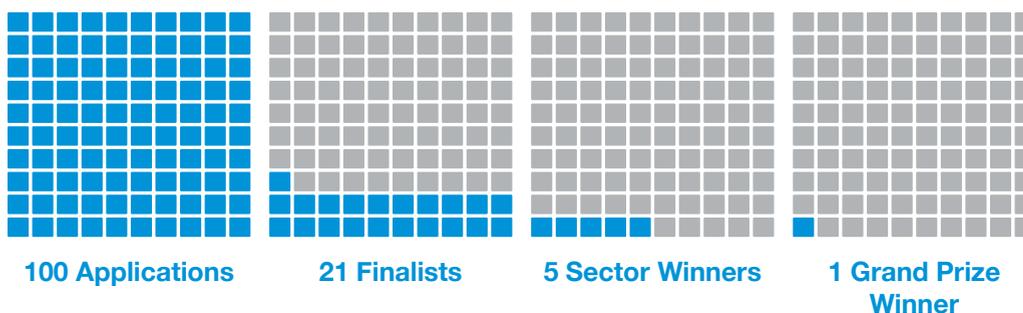


**US\$40,000 GRAND PRIZE** awarded in collaboration with the Artha Initiative.

The Artha Platform has partnered with the Sankalp Forum for the second year to award one sustainable and scalable enterprise from among the Sankalp Sector winners with a cash grant of USD 40,000.

The Artha Initiative is an online community and website dedicated to building relationships between impact investors and donors, and social entrepreneurs and capacity building support organizations working on or in India. It is an independent initiative supported by Rianta Philanthropy Ltd

## SELECTION PROCESS



# FINALISTS

## AGRICULTURE, FOOD & RURAL BUSINESS



### Eco Tasar Silks

**Khitish Pandya, Masuta Producers Co Ltd**

[www.ecotasar.com](http://www.ecotasar.com)

**Eco Tasar** produces textile home and fashion products for the domestic and export markets. It seeks to offer market linkages to the rural artisans and woman self-help groups focusing on pro poor production processes. It also keeps a check on the changing fashion trends and ensures that public interest is high in the products.

Eco Tasar uses handmade yarn to produce customized goods, thereby helping the sustenance of women making a living by spinning and reeling silk yarn. It sources hand made yarn from Masuta Producers Co Ltd and other NGOs like Grameen Sahara in Assam. Eco Tasar works with local and national retailers including Fabindia. Currently, Eco Tasar employs 1,388 workers in Assam, West Bengal and Bihar. They plan to introduce a new line of garments with efforts to increase exports through aggressive fair trade practices.

### Barrix Agro Sciences

**D Mayil Vaganan, Lokesh Makam**

[www.barrix.in](http://www.barrix.in)

**Barrix Agro Sciences** seeks to develop technology enabled cost-effective solutions to reduce the use of pesticides in crop production, and thereby increase pre and post harvest yield. Their pheromone products include the Barrix fruit fly traps that target 83 species of pests in fruit crops and the Barrix vegetable fly traps that target 226 species of pests in vegetable crops.

Barrix Agro Sciences has served about 15,000 farmers and sold around 50,000 traps in 16 districts of Karnataka, Andhra Pradesh and Tamil Nadu. Barrix distributes its products through live demos and workshops for awareness building. It plans to launch pheromone traps to protect agriculturally important crops like rice, wheat, sugarcane, brinjal and cotton in the future.



## Fabric Plus

**Dilip Barooah**

[www.fabricplus.in](http://www.fabricplus.in)

Fabric Plus offers market linkages to rural weavers, rearers, silk growers and artisans by exporting silk products made of eri and muga silk yarn. It has a pan-India presence, and caters to customers from middle and upper middle classes, with product cost ranging from INR 2000 to INR 20000.

Fabric Plus' technology driven software provides 3D simulation in the pre-production phase. This helps in customization of the products based on customers' needs.

The enterprise is based in Assam, and is the sole producer of fine eri yarn in North-East India. In rural Assam and North-East India, it has impacted 17,000 women directly and indirectly. Fabric Plus exports products to 11 countries across Europe, and has some of the top designers like Hugo Boss and Armani as its customers.

## Vindhya eInfomedia

**Pavithra Y S, Ashok Giri D**

[www.vindyainfo.com](http://www.vindyainfo.com)

Vindhya eInfomedia is a leading BPO in the microfinance space. It provides services in data processing, digitization, voice support and onsite project management support. Its other services include loan processing, sanctioning, data entry, data conversion and document management.

Vindhya eInfomedia has provided employment to nearly 250 differently-abled people giving preference to people from the lower economic strata of society. It offers specialized quality training facilities to match mainstream BPOs. It is based in Bangalore, and has a presence in Mumbai, Chennai, Hyderabad, Pune, Kochi and Visakhapatnam.

# FINALISTS

## CLEAN ENERGY/ CLEAN TECHNOLOGY



### Avani Bio Energy

Rajnish Jain

[www.avani-kumaon.org](http://www.avani-kumaon.org)

**Avani Bio Energy** seeks to create and supply low-cost electricity in rural Uttarakhand through small-scale, village-based power plants. These power plants will ensure easy and quick transport of pine needles over small distances involving maximum travel of 1500 meters. Avani Bio Energy developed the process of using pine needles in gasification systems to form 'producer gas' which is cleaned and used in internal combustion systems to generate power.

The village-level plant has an impact on employment, biodiversity and carbon emission. The recipient of many awards and recognitions, Avani Bio Energy's future strategy is to set up 20 new power plants, bringing electrical and cooking energy to 250,000 people. With the establishment of the new plants, Avani plans to generate 2000 jobs, restore 4000 hectares of forest and earn 60,000 carbon credits. Savings on carbon emissions will allow Avani to sell credits to organizations looking for projects to offset their carbon footprints.

### Claro Energy

Karthik Wahi, Soumitra Mishra, Gaurav Kumar

[www.clarovenures.com](http://www.clarovenures.com)

**Claro Energy** offers solar powered water pumping solutions to meet irrigation and drinking water needs in power deficit, rural areas, replacing diesel-powered pumps and reducing 25 tonnes of carbon dioxide annually. The newly constructed irrigation tube-well pumps have no operating cost, are pollution-free and have shorter payback periods when compared to Diesel. Claro Energy offers both AC and DC solar-pumping solutions that covers all types of irrigation needs.

Claro Energy is currently focused on business models which explore 'pay per use' for customers, and its strategy includes partnering with local companies to create 'shared sales channels'. By replacing diesel-powered pumps, Claro Energy has managed to reduce 25 tonnes of CO<sub>2</sub> annually, irrigated 1,580 acres of land to date, and generated 105 direct and indirect jobs. It maintains a first-mover advantage in Bihar, with 90% of the market share and 75 installations. Its future strategies include deepening its penetration in Bihar, Jharkhand, Uttar Pradesh and Madhya Pradesh. It also aims to expand internationally in Bangladesh, South-East Asia and Africa through channel partners.



## Frontier Markets

Ajaita Shah, Daniel Tomlinson, Rajesh Kumar

[www.frontiermarkets.com](http://www.frontiermarkets.com)

**Frontier Markets** is a sales and service distribution company for clean energy products, aiming to replace kerosene by providing reliable lighting in rural India. It specifically targets consumers who have limited access to electricity, clean water and education. The target households earn between INR 2000 – INR 3500 (US\$43 – US\$76) per month.

It has partnered with farmer cooperatives and women's groups to spread awareness about the products. Currently, Frontier Markets operates in rural and semi-urban Rajasthan and Andhra Pradesh. On average, the BoP households save US\$100/year in energy costs.

Frontier Markets aims to enlarge its team by over 600 men and women in 5 years, and to create 7,500 franchises to sell their clean energy and other socially relevant products through its brand name *Saral Jeevan*. A single retail hub covers 300,000 people, and Frontier Markets has expanded to five areas thus far. Frontier Markets targets a reach of 50 million BoP customers, dealers, suppliers and staff across four states within the next 5 years.

## Green Power Systems (GPS)

Mainak Chakraborty, Sreekrishna Sankar

[www.greenpowersystems.co.in](http://www.greenpowersystems.co.in)

Green Power seeks to solve the urban waste problem by utilizing local technologies and business models. In India, 25% of the 75,000 tonnes of biodegradable waste produced comes from mass kitchens in tier I cities. This market, which is estimated at US\$3 bn, is the market that Green Power Systems focuses on.

Green Power Systems has developed a waste-to-energy reactor called BioUrja (pending patent), a highly compact design producing 7 kg worth of LPG for every 100 kg bio-waste. Green Power Systems has also developed a GPS shredder, designed specifically for wet waste and GPS dewatering systems, separating solids from mixtures.

With a large customer base, Green Power Systems reaches its target audience through a captive model as well as decentralized congregated model. For every ton of bio-waste that GPS handles, it employs 5 people, and involves an average of 10 people in waste collection. It effectively handles waste generated by 7,000 people.

# FINALISTS

## EDUCATION & VOCATIONAL TRAINING



### ACE Experiences Asia

**S V Krishnan, Sudha V Krishnan**

[www.experienceace.com](http://www.experienceace.com)

**ACE Experiences/Dialogue in the Dark** endeavors to demarcate the boundaries between the abled and the differently abled. It aims to create awareness about the abilities of differently abled. It builds experiential learning tools that are managed and facilitated by people with disabilities. These initiatives are in public entertainment areas and at corporate houses in the form of workshops, demonstrations and simulations.

ACE offers employment opportunities to the differently abled. Since the launch, ACE has sensitized over 10,000 people. With one centre and 30 employees, ACE is currently functional in Andhra Pradesh. It seeks to expand its business in the coming years with 8 new centres in the short term.

### Hippocampus Learning Centre

**Umesh Malhotra**

[www.hlc.org.in](http://www.hlc.org.in)

**Hippocampus Learning Centre** aims to maximize the reach of education in India by providing basic and primary education to people in rural areas. It provides high quality, affordable primary education through fully equipped schools and libraries. It also improves livelihood opportunities by training women in villages to become effective teachers increasing employment and income in these underserved regions.

Hippocampus currently works in rural Karnataka through 80 centres and it has employed about 149 people. In the coming years, it also plans to introduce English language proficiency programs for rural citizens.



## Best First Step Education (IQST)

**Aditya B Malik**

[www.iqstindia.com](http://www.iqstindia.com)

**IQST** provides mark-oriented and affordable skill training to create sustainable livelihood opportunities in underserved regions like West Bengal and Jharkhand. IQST aims to offer effective solutions to overcome the growing problem of unemployment by developing marketable skills among Indian youth. It specifically targets unemployed and underemployed youth below the poverty line.

IQST focuses on an individual's portfolio to be able to provide right guidance with regards to the skills required for the job the individual is seeking. Based in West Bengal and Jharkhand, it has trained and placed 1000 students in the past 4 years. It holds a placement rate of 97% and has tie-ups with 200+ companies.

## Sudiksha Knowledge Solutions

**Naveen Kumar, Nimisha Mittal**

[www.sudiksha.in](http://www.sudiksha.in)

**Sudiksha Knowledge Solutions** endeavors to provide low-cost, quality education to children below the poverty line. Its business model is extended to developing a viable system of education to a large number of population. Sudiksha offers customized solutions across the value chain of affordable private schools.

Sudiksha has impacted 1500 underserved community children and 80 women. It is currently functional in and around Hyderabad with 18 pre-schools. With the vision to make education more engaging and effective it plans to expand its services to include hobby and computer coaching classes to build relevant skills among children at the base of the pyramid.

# FINALISTS

## HEALTH, WATER & SANITATION

### Axio Biosolutions

**Leo Mavely**

[www.axiobio.com](http://www.axiobio.com)

**Axio Bio Solutions** developed Axiostat, an emergency haemostatic dressing to prevent bleeding. This product is used for capillary wounds, arterial puncture, lacerations, abrasions, dental extraction, intravenous procedures and epistaxis. The technology utilizes unique sponge-like structures capable of treating deep wounds, known as natural bio-polymers. It seeks to replace traditional cotton gauzes.

The target clients for this product are: ambulances, hospitals, military/paramilitary units, and trauma centres. It is the first and the only product of its kind in the Indian market. Currently it is distributed in Gujarat and Delhi. Over the next 5 years, Axio Bio Solutions plans to scale up the manufacturing capacity to produce 1 million standard size units per annum, with a turnover of INR 500 million. It also aims to partner with large pharmaceutical or medical device companies to generate marketing strategies; expand its manufacturing facility to cater to large market demands and enter key markets such as defence and social marketing chains with international aid organizations such as the Red Cross and the United Nations.

### PharmaSecure

**Nathan Sigworth, Taylor Thompson**

[pharmasecure.com](http://pharmasecure.com)

**PharmaSecure** provides pharma companies with proposals to implement unique pSID coding solutions, targeted towards patients with access to SMS, mobile applications and the web. Its product range comprises of over 400 million coded packs of medicines.

PharmaSecure developed PSconnect, a free healthcare mobile application, offered in multiple languages.

To date, PharmaSecure works with 6 of the 10 largest pharma companies in India, has issued over 400 million codes, and protected INR 2 billion worth of dosages. Over the next 2 years, it plans to launch a consumer online health platform from which customers can manage their entire PharmaSecure experience. This will be a highly customizable, multi-platform system which will include enhanced web and mobile app features and will leverage patient, chemist, and doctor relationships.

Additionally, it plans to strengthen its presence in rural markets by providing psConnect in regional languages with voice-based services. It also plans to launch psConnect globally where local laws permit.

## ERC Eye Care

**Dr. Parveez Ubed**

[healthmarketinnovations.org/program/erc-eye-care-center](http://healthmarketinnovations.org/program/erc-eye-care-center)

**ERC Eye Care** provides affordable eye services through vision centres and satellite clinics, as well as primary medical services such as optical retail, pharmacy and consultation services in the semi-urban and rural areas. 80% of their primary target group of customers live on less than US\$1/day, and the balance 20% comprise of the lower class population (earning between US\$1-2/day) and the middle class (earning between US\$2-5/day).

ERC Eye Care aims to establish a hub hospital with optometrists and ophthalmologists providing surgical intervention and affordable care to underserved populations. The first hub hospital will be established in 2013 in Sibasagar, Assam.

Since June 2011, with a Jorhat clinic and two vision centres near Jorhat city, ERC Eye Care has impacted 8,000 to 10,000 people. In 2013, its objective is to reach at least 22,000 customers with 6 new satellites and vision centres aimed towards 30,000 people from the average district.

## Banka BioLoo

**Namita Banka**

[www.bankabio.com](http://www.bankabio.com)

**Banka BioLoo** offers unique and cost-effective solutions to human waste management. It is the first enterprise to commercialize DRDO's Bio-digester technology. It also offers household waste management solutions by converting household cesspits (septic tank) to bio-tanks. The innovative Bio-toilet system decomposes 99% of waste in shorter period of time making it more environment friendly and supporting better health conditions.

Its current projects include up to 12,000 installations in the Lakshwadeep and 1,000 others with partners across villages in Andhra Pradesh. Its flagship partnership is with Indian Railways, where it converts 'open toilets' in trains into self-sufficient bio-toilets that eliminate the need to drop waste on railway tracks.

## Kanungo Institute of Diabetes Specialities

**Dr. Alok Kanungo and Dr. Mamata Tripathi**

[www.kanungodiabetes.com](http://www.kanungodiabetes.com)

Kanungo Institute of Diabetes Specialities (KIDS) was established in Bhubaneswar, Odisha as a comprehensive diabetic care unit. It is a 100-bed hospital equipped with advanced medical technology to offer high quality in-patient and out-patient consultation on diabetes and allied complications.

The hospital also offers related services such as pharmacy, pathology, ambulance services, physiotherapy and counseling. KIDS organizes health camps in rural areas across the state to spread awareness about prevention and control of diabetes.

KIDS is recognized as the pioneer in diabetes research and innovation in eastern India. KIDS has organized five state-level workshops to discuss and advocate appropriate policy changes to fight diabetes. It has mobilized more than 2,000 volunteers across the state to understand practical ways to prevent diabetes. KIDS has also organized more than 200 health camps in 30 districts of Odisha to spread awareness about diabetes.

# FINALISTS

## TECHNOLOGY FOR DEVELOPMENT



### Awaaz De Infosystems

**Neil Patel, Tapan Parikh**

[www.awaaz.de](http://www.awaaz.de)

Awaaz De utilizes technology to create a mobile platform with voice enabled solutions that are customizable in local languages. These are non-internet based solutions delivered through telephony. Awaaz De's market is huge as the product is suitable for any organization that is trying to reach offline groups for internal or external communication.

Its flagship product 'Awaaz Otalo' has been developed to benefit farmers by providing them with access to timely advice on crops. Awaaz De has created 200 streams in five months reaching about 20,000 followers. While the focus remains on rural populations, the services are used in urban centres as well.

### Projectwell Management/ICH

**Parthajeet Sharma, Amber Malhotra**

[www.projectwell.com](http://www.projectwell.com)

Projectwell Management seeks to use technological advancements in the domain of housing to provide affordable mass housing services. Projectwell is pioneering the concept of 80% off-site manufacturing and 20% on-site assembly of houses, bringing in efficiencies of the manufacturing industry into construction.

The product is component-based and manufactured off-site. It is standardised, with little allowance for mass customisation. These are concrete home that are affordable, high quality and have almost zero wastage of resources.



## Rain Concert Technologies

**Abhilash R, M S Vinod, Seema A, Sajith Kumar K V**

[www.rainconcert.in](http://www.rainconcert.in)

Rain Concert Technologies focuses on utilizing technology in the domain of safety and security. It offers reliable and sustainable security solution through safety service products for both indoor and outdoor locations. These products are built with high safety standards to include safety map technologies, control room technology, security guard technology and alerts.

It has three flagship products that help improve safety standards in homes, buses and offices. Currently, it operates in Kerala and has served about 300 households.

## Transerve Technologies

**Amresh Chaturvedi, Ashwani Raut**

[www.transervetechnologies.com](http://www.transervetechnologies.com)

Transerve Technologies offers geospatial products and solutions all over the country. It seeks to improve the much needed survey, mapping and decision making process. It provides the customers with faster and more accurate survey-based products. It also provides them with digital map-based products for better visualization of terrain and better decision making.

Transerve Technologies uses DGPS technology for specific and customized requirements. It offers a reflection of scenario to the customers by efficient collection of data and helps improve decisions. Transerve Technologies is functional all over India and counts the Government of India and energy-related companies as its customers.

# FINALISTS

## SPECIAL RECOGNITION

In its quest to offer more value to the enterprises in its network, Sankalp Forum has announced two strategic partnerships to recognize and support entrepreneurs that are impacting society and offer customized solutions to impact women or promote the use of clean cooking fuels.

### **Sankalp – Global Alliance for Clean Cookstoves Award for Innovation in Clean Cooking Solutions**

The Sankalp Forum and the Global Alliance for Clean Cookstoves have formed a strategic partnership to launch the Sankalp – Alliance Award for Innovation in Clean Cooking Solutions aimed at recognizing and supporting entrepreneurs who are pioneering innovation in the clean cooking sector in India.

**The winning enterprise will receive a cash grant of US\$15,000 along with the opportunity to be considered for the Alliance’s Spark Fund and strategic mentoring advice from sector experts.**

#### **Sakhi Unique Rural Enterprise**

**Prema Gopalan, Upmanyu Patil, Narhari Rao**

[www.sureindia.co.in](http://www.sureindia.co.in)

**Sakhi Unique Rural Enterprise** empowers women and the community by providing rural women with livelihood opportunities by creating a supply chain, dealing in clean energy products, thereby offering alternate energy means. These products are supplied at affordable prices and include energy efficient smokeless biomass stoves, water purifiers, organic agricultural inputs, solar products that help improve the living conditions of rural households.

It has also set up a micro pelettiser manufacturing plant at Osmanabad, Maharashtra capable of producing 500 kilograms per day which has effectively brought down the cost from INR 18 per kilogram to INR 10 per kilogram saving INR 2,400 per month for rural consumers.

Sakhi envisions creating an energy hub operating out of the micro pelletizer plant which shall serve a catchment area of 500 households owned and run by women entrepreneurs, or ‘Sakhis’, where they will engage in selling the *Oorja* cookstoves.

#### **Navdurga Metal Industries (Bharat)**

**Saurabh Sagar Jaiswal , Arvind Sagar Jaiswal**

**Navdurga Metal Industries** NDMI-Bharat has a target to set up at least 25 state level suppliers/ franchises with a network of more than 400 district-level entrepreneurs working to boost the sales of cookstoves at the grassroots level.

## Project Dharma

**Gaurav Mehta, Vivek Makhija, Ankit Agarwal, Lucio Baron, Rahul Kapoor, John Reade, Siddharth Mathur, Nicolas Leschke**

Project Dharma aims to create sustainable livelihoods by recruiting underprivileged youth and women, who go door-to-door and provide socially relevant products to consumers at the base of the pyramid (BOP) at an affordable cost.

Project Dharma addresses the problem of indoor air pollution, waterborne diseases, malnutrition, lack of energy access and livelihood products by providing access to products like advanced cookstoves, water purifier, iron-fortified nutritional drink, solar lights, cycles and sewing machines. The products are sourced through its multi-national partners and are of the highest quality. Product sales are conducted through its own network of (Village Level Entrepreneurs) VLEs, who contribute to the company's revenue while increasing income for them.

Project Dharma aims to significantly contribute to the Alliance's goal by targeting the sales of 10,000 clean cooking solutions for 2013 and growing 5x in the next 2 years.

## DFID Samridhi – Sankalp Recognition for Women Empowerment Enterprise

For the second year running, Sankalp Forum and Department for International Development, India are offering an INR 5 lakh cash grant and an opportunity to be funded by Samridhi Fund – a social venture fund managed by SIDBI in collaboration with DFID.

The cash grant is for social enterprises that are either founded/managed by women entrepreneurs or are focused on providing solutions that improve the quality of life of women and young girls.

## Rural Shores Business Services

**Sujatha Raju, Murali Vullaganti, CN Ram, VV Ranga, GS Srinivas, Sudhakar Ram**

**Rural Shores** manages rural BPOs to provide employment to youth in their own villages. It collaborates with local entrepreneurs in setting up centers to empower rural youth and build thus advancing holistic rural development.

RuralShores is a pioneer in the concept of RuralShoring, which is an innovative extension to the offshore business processing model. RuralShoring is an innovative application of broadband internet and telecommunications technology to enable business process outsourcing at rural areas and providing gainful employment to rural youth thereby creating a sustainable local ecosystem.

Almost half of its rural employees are women and this initiative has brought immense empowerment to them. Women are increasingly being empowered by seeking and finding employment in various back office jobs such as data entry and research. One of its centers in Tamil Nadu has 80% women employees. Over the last four years, it has stimulated economic activity by transforming more than 1,300 rural youth into knowledge professionals.

## InVenture

**Shivani Siroya**

**InVenture** addresses the lack of transparency in India's financial ecosystem. Its core technology, InSight, allows individuals in the informal sector to perform daily accounting through any simple feature phone using SMS or voice technology at no cost. This data is then combined with demographic and district level data in its dynamic algorithm to generate a credit score that is accepted by its partner financial institutions.

InVenture's main revenue streams are from portfolio management, credit scoring, and licensing their technology to organizations that want to better understand the needs of their customers. InSight users are typically small informal business owners who want to expand their business.

InVenture is directly impacting the landscape of financing for women. The vast majority of InSight users are women; this is very relevant since the majority of micro-business owners are women but generally most small- to medium-sized businesses are owned by men, creating a gender bias in the large financing sector. InVenture is impacting not only women-owned businesses themselves, but also transforming a system that has been long embedded in gender inequality.

## Banka BioLoo

**Namita Banka**

[www.bankabio.com](http://www.bankabio.com)

**Banka BioLoo** offers unique and cost-effective solutions to human waste management. It is the first enterprise to commercialize DRDO's Bio-digester technology. It also offers household waste management solutions by converting household cesspits (septic tank) to bio-tanks. The innovative Bio-toilet system decomposes 99% of waste in shorter period of time making it more environment friendly and supporting better health conditions.

Its current projects include up to 12,000 installations in the Lakshwadeep and 1,000 others with partners across villages in Andhra Pradesh. Its flagship partnership is with Indian Railways, where it converts 'open toilets' in trains into self-sufficient bio-toilets that eliminate the need to drop waste on railway tracks.

# ROUND 1 JURY

## Agriculture, Food and Rural Business

- **Ajay Maniar** Principal, Aavishkaar Venture Management Services
- **S Venkatramanan** Vice President Investments, Rabo Equity Advisors Pvt. Ltd.
- **Ashutosh Sinha** CEO, Villgro-Stores
- **Siddharth Tata** Agriculture Portfolio Manager, Acumen Fund
- **Shalaka Joshi** Managing Director, Unitus Impact

## Education and Vocational Training

- **Akshay Dua** Investment Officer, ResponsAbility
- **Lokesh Gupta** Omnia Education
- **Priyanshu Gupta** Associate Vice President, Lok Capital
- **Raj Shastri** Principal, Kaizen PE
- **Sushma Kaushik** Investment Manager, Aavishkaar
- **Tej Dhami** Director Incubation Support, UnLtd India

## Clean Energy/Clean Technology

- **Alipt Sharma** Senior Vice President, Global Environment Fund
- **Dilip Kumar** Associate Vice President, SIDBI Venture Capital
- **Nandan Maluste** I<sup>3</sup>N member – Independent Investor
- **Shyam Menon** Principal, Infuse Ventures

## Health, Water and Sanitation

- **Anuradha Ramachandran** Director – Investments, Omidyar Network India Advisors
- **Karuna Jain** Healthcare Portfolio Manager, Acumen Fund
- **Rema Subramaniam** Partner, Ankur Capital
- **Sandeep Varma** Country Head, Altis Fund

## Technology for Development

- **Vinod Keni** CFO, Aavishkaar Venture Management Services
- **Madhukar Sinha** Partner, India Quotient Fund
- **Ritu Verma** Partner, Ankur Capital
- **Shashank Rastogi** Director Operations, CIIE

# GRAND JURY

## Prakash Bakshi

**Chairman, NABARD**

Prakash is Chairman of National Bank for Agriculture and Rural Development. A Doctor in Economics, he taught at Ravishankar University before joining NABARD in 1979. He has held various senior positions in NABARD. He was a member of the team that designed and replicated the Self Help Group – Bank Linkage Programme which is today the largest & fastest growing microfinance programme in the world. He was associated with committees set up by Government of India on cooperative credit structuring and on recapitalization of Regional Rural Banks. He is regularly invited by international agencies to deliver talks on microfinance. He was also invited last year by Warren Buffet to advise him on philanthropic work.

## William Hammink

**Mission Director, USAID/INDIA**

Since August 2011, William has been the Mission Director of USAID/India, where he oversees a US\$109 million program addressing the critical challenges of food security, climate change, and health. Under his leadership, USAID/India is engaged in a new model of development cooperation, where USt assistance is a powerful catalyst for the development of innovative models that can be scaled with funds from Indian public and private partners to reduce poverty in India.

Prior to this, William was the USAID Mission Director in Sudan where he stewarded USAID assistance to help the parties of the 2005 Comprehensive Peace Agreement to implement many of the agreement's provisions, including nationwide elections in April 2010.

He also served as Deputy Assistant Administrator in USAID's Bureau for Economic Growth, Agriculture and Trade. where he pro-

vided senior policy advisory and management services in sectors related to agriculture, economic growth, development credit, and education. He also held the responsibility of Director of the Office for Food for Peace. Prior to this, he was the USAID Mission Director in Ethiopia (2003-2006), managing one of the largest USAID programs in sub-Saharan Africa.

William received his Bachelor's and Master's degrees from the University of Minnesota.

## Sunil Kaushal

**Regional Chief Executive, Standard Chartered Bank**

Sunil Kaushal is responsible for Standard Chartered Bank's operations in South Asia, which includes India, Bangladesh, Sri Lanka, and Nepal.

Sunil has over 23 years of banking experience and has held several senior roles within the Bank across diverse markets including President and Chief Executive Officer for Standard Chartered Bank (Taiwan) Limited, Global Head Small and Medium Enterprises (SME) and New Ventures based in Singapore, Head of Originations and Client Coverage, Corporate and Institutional Banking in Singapore, as well as Head of Corporate Banking in UAE. Prior to joining Standard Chartered in 1998, he held various positions in investment banking, corporate finance and commercial banking and foreign exchange at National Westminster Bank, SocGen-Crosby, and American Express Bank in Mumbai.

Sunil holds a Bachelor of Commerce degree from Bombay University, India. He also holds a post-graduate qualification as a Chartered Accountant from the Institute of Chartered Accountants of India. Sunil has also completed general management courses at Harvard Business School, INSEAD, Oxford University, and London Business School.

## Audrey Selian

**Director, Artha Platform**

Audrey oversees the Artha Initiative associated with Rianta Philanthropy Ltd, a philanthropic initiative focused on impact investment in high-impact small and medium sized enterprises in India, with a concentration on the agriculture, livelihoods and small-scale renewable energy sectors.

Audrey is founder of the Artha Platform, a recently launched social network for impact investors interested in better coordination around due diligence on social enterprise deal flow in India. She has worked as a consultant

to the International Telecommunication Union at the United Nations, and as a subcontractor to USAID while based in the Caucasus. Prior to her work in development, she spent several years in management consulting at PricewaterhouseCoopers, in the PwC retail/consumer products practice in New York City.

She holds a PhD in Technology Policy & Development Studies from the Fletcher School at Tufts University, with a focus on information and communication technologies (ICTs) as a catalyst for development. She also holds degrees from the London School of Economics and Wellesley College, and is a former doctoral fellow at Harvard University's Kennedy School of Government.

# SECTOR JURIES

## AGRICULTURE, FOOD & RURAL BUSINESS

### Paul Basil

**Founder & CEO, Villgro Innovations Foundation**

Over the last decade, Paul has worked in discovering thousands of innovations and innovators, incubated around 60 rural businesses and these have impacted over 5 million households in rural India with many of these innovations. Paul co-founded the Lemelson Recognition and Mentoring Programme for Innovators and Villgro Innovation Marketing Pvt Ltd. Paul was awarded the Ashoka Fellowship in 2002 and has also been conferred the Samaj Seva Bhushan Award and the Star Entrepreneur Award.

Prior to setting up Villgro, Paul was part of the initial marketing team at Kerala Horticulture Development Programme (a collaborative programme of the Govt. of Kerala and the European Union) in developing farmers' markets.

Paul started his career with National Tree Growers Cooperative Federation (subsidiary of the National Dairy Development Board) an organization involved in waste-land rehabilitation.

### Arindom Datta

**Senior Director and Head, Rabobank**

Arindom is currently responsible for the rural and microfinance banking and advisory portfolio for Rabo India Finance, as well as projects in the agriculture, rural and microfinance business of the Rabobank Foundation. Arindom has over 18 years of experience in cooperative banking, rural finance, microfinance and agribusiness, having worked at NABARD for over ten years and serving as a Senior Manager at IDBI Bank and Director of CARE India. Arindom graduated from St. Stephens' College, Delhi, and has an MBA degree with specialization in finance and strategy from IIM Khozikode.

## Hemendra Mathur

**Managing Director, SEAF India Investment Advisors**

Hemendra oversees the management of a sector-dedicated private equity fund called SEAF India Agribusiness Fund.

Hemendra has about 17 years of experience in management consulting, investment banking and private equity. He has a proven track record providing strategic investment advice to Indian companies, international enterprises and government and multilateral organizations in the sectors pertaining to food, agribusiness, consumer goods and retail. His in-depth knowledge and experience includes consumer behavior, consumer products' supply chain and the retail environment. He has extensive experience working in India, Europe and South Asia.

Prior to working for SEAF, Hemendra has worked with YES Bank, Rabo India Finance (a 100 percent subsidiary of Rabobank International), KSA Technopak, and ORG MARG (now part of The Nielsen Company). Hemendra has played an important role in catalyzing reforms in the agriculture and food-processing sectors in India. In this capacity, Hemendra has participated in various government-appointed committees, has authored articles in leading business dailies in India, and has been invited to address various conferences on these sectors and their reform.

Hemendra has studied management at IIM Ahmedabad and holds a Bachelor's degree in Agricultural Engineering from Rajasthan Agricultural University, India.

## Thomas Muthoot

**Executive Director, Muthoot Fincorp**

Thomas Muthoot is an expert in micro-credit and micro-saving business with a great desire to serve the masses. He is innovative with need-based financial products. His knowledge of emerging markets and their functions have been harnessed in structuring the business interests of the Group.

Thomas Muthoot is also the Vice President of Ernakulam District Cricket Association and Managing Committee member of Kerala Cancer Care Society.

## Jinesh Shah

**Partner, Omnivore Partners**

Jinesh is the co-founder of Omnivore Partners, an early-stage venture fund investing in agricultural technology ("ag-tech") startups in India.

Jinesh has a background in fund management, in addition to his experience of working with Indian startups on operational and financial issues. Prior to co-founding Omnivore Partners, he served as CFO and Vice President at Nexus Venture Partners, a leading Indian early-stage venture capital firm. Earlier, he worked as AGM (Finance) at Datamatics, where he was responsible for M&A, Treasury and MIS functions. Jinesh has also worked as a Finance Manager at Patni Computers, where he served as Finance team leader for Patni's IPO, and at HCL Technologies.

Jinesh is a Chartered Accountant (ICAI) and holds an MMS (Finance) degree from Jamnalal Bajaj Institute of Management Studies.

## Surender Singh

**Managing Director, InfraCo Asia**

Surender has about 25 years of professional experience, most of which has been spent in developing and financing infrastructure projects. From 1999 to 2008, Surender was with AES, one of the world's largest global power companies comprising generation, utilities and alternative energy businesses, during which time he led development and operations in projects in South Asia, Southeast Asia, China and the Middle East. His last position at AES was Managing Director, Business Development – Asia and Middle East which he held until early 2008. Prior to that, he was with Merrill Lynch and Industrial Development Bank of India. In 2008, he founded En Capital Pvt Ltd, which is the sponsor of InfraCo Asia Management Pvt Ltd together with participation from the management team.

## CLEAN ENERGY/ CLEAN TECHNOLOGY

### Bala Deshpande

**Senior Managing Director, New Enterprise Associates**

Bala joined NEA in 2008 as Senior Managing Director for New Enterprise Associates (India) Pvt Ltd based in Mumbai. She is responsible for creating and building the India platform for NEA. NEA's investments in India will primarily be in the mid-market growth space with deal sizes ranging above US\$10 million.

Prior to this, she was Senior Director of Investments at ICICI Venture where she had been since 2000. At ICICI Venture, she used her operational experience to identify opportunities for investment and played a strategic role in shaping the future of investee companies. She was a Director in several companies including Pantaloon Retail, Air Deccan, Nagarjuna Construction, Welspun, TechProcess Solutions, Info Edge etc. Her private equity experience has seen the full cycle from nurturing young companies to executing multiple exits including IPO's, buy-backs, strategic sales, and capital market divestments.

Prior to ICICI Venture, Bala worked with leading multinational companies such as Bestfoods, Cadbury, and ICI. She was a part of the Strategic Planning Team at Bestfoods and was also nominated for the Women Leadership Forum held at Bestfoods, New York. Bala has a Master's degree in Economics and Business Administration from Jamnalal Bajaj, Mumbai.

### Pravan Malhotra

**Clean Technology Investments, South Asia, International Finance Corporation**

Pravan leads cleantech private equity investments in South Asia for the International Finance Corporation, a member of the World Bank Group. IFC's cleantech investments in India include Azure Power, Applied Solar Tech-

nologies, Kalkitech and Attero Recycling. Prior to joining IFC, Pravan was a Principal with ORIX Venture Finance in New York and was responsible for investments in venture-backed technology companies. Pravan has also worked with Metropolitan Venture Partners, a transatlantic venture capital fund in New York, and Global Bridge Ventures, an emerging markets focused venture capital fund in San Francisco.

Earlier in his career, Pravan was an investment banker at BMO Nesbitt Burns and a credit analyst at the Tokai Bank in Chicago. Pravan holds an MBA from the Wharton School, University of Pennsylvania.

### Vivek Mehra

**Managing Director, Aloe PE**

Vivek is an experienced finance professional, with several years of investment banking, corporate finance & corporate treasury management experience. During his career Vivek has worked as an intrapreneur, building several successful businesses for large corporates in India. He established the sustainability business for YES Bank, by setting up the Sustainable Investment Bank which provides investment advisory and banking services within the climate change and sustainability domain & co-sponsoring the South Asia Clean Energy Fund, with Global Environment Fund, USA.

Prior to this he was also Founder/Managing Director of VA TECH Finance in India, a boutique investment advisory and investment banking services firm based at Delhi. Vivek has a strong interest in the environment sector and is a regular speaker at conferences and has contributed to publications in the space. He holds an MBA from Banaras Hindu University.

## EDUCATION/ VOCATIONAL TRAINING

### Amit Banka

**Managing Director, Unilazer**

Amit leads the fund's investment strategy with an unconventional approach, through various listed and unlisted securities, debt and equity, across public and private companies.

In addition to being at the helm of Unilazer, Amit in his capacity as the Trustee of the SWADES Foundation has been responsible for structuring the organization during its expansion drive; providing vision and strategic direction in overall operations and team building.

Prior to Unilazer, Amit headed corporate finance, strategy and business development for UTV Group. During his long stint at UTV, Amit was responsible for several business initiatives, fund raising through public markets, public listing and de-listing of stock in India and overseas stock exchanges, M&As and divestments across business lines and the group's global strategy.

In a similar capacity, Amit has previously worked with Zee/Essel Group and Salora Group with comparable contributions in corporate finance, planning and strategy. Holding an MBA in Finance and Bachelor's in Science, Amit has led a distinguished career across sectors, identifying key trends and offering strategic solutions to businesses.

### Somak Ghosh

**Managing Partner, Contrarian Capital India Partners Limited**

Somak currently heads Contrarian Opportunities Fund – I (COF-I), that will invest in Series A funding in companies across sectors, seeking to create superior financial returns by delivering transformational social value to stakeholders (either producers or consumers).

Somak has been one of 3 professional co-founders of YES Bank and was Group President – Corporate Finance and Development Banking. He has been responsible for 70% of the Bank's assets and over 50% of the bank's profits. As a co-founder, he has been a key member of the Bank's Executive Management, the Management Credit Committee and the Asset Liability Committee.

At YES, while building the highly profitable Corporate Finance, Infrastructure & Realty Finance and Debt Syndication practices, Somak simultaneously founded the Development Banking vertical, with application of mainstream corporate finance structures for delivering financial services to previously underserved populations. His work in areas of agribusiness lending and consulting, sustainable investment banking, micro-finance & affordable housing lending, directly/indirectly created employment for over 1mn families annually (~5mn people) and led to several recognitions both individually and for the Bank.

### Thomas Hyland

**Partner, Aspada Investment Advisors**

Thomas is a founding Partner of Aspada Investment Advisors, an early stage venture investor in agriculture, healthcare, and education in India. Previously, he was one of the first employees of SeaChange Capital Partners, a social sector financial intermediary founded by former senior partners of Goldman Sachs and funded by Goldman Sachs, Gates Foundation, Omidyar Network, and private capital. He also worked at Goldman Sachs in San Francisco for one of the largest and most successful wealth management teams in the firm.

Thomas received a BA in Economics from Providence College and his MBA at the Indian School of Business (ISB) in Hyderabad. While at ISB he focused on innovations in early stage financing

and entrepreneurial ecosystems in India and other emerging markets and has worked and travelled extensively throughout India and Asia.

## Ankur Shah

**Head of Sector Strategies and Education Portfolio Lead, Acumen Fund**

Ankur leads overall sector strategy for Acumen's investments and has direct responsibility for the Education portfolio. Prior to this, Ankur has played multiple roles at Acumen, including Interim India Director and global Business Development Manager. Before he joined Acumen, Ankur worked for several years with leading private investors focused on financial access, energy and clean water for

low-income markets in India. He also helped set up WaterHealth India, which now serves ~600 villages with drinking water; and managed a project for Robin Hood Foundation to build libraries in 25+ New York City public schools, now serving ~20,000 students.

Ankur started his career with McKinsey & Company advising Fortune 100 companies in the US and Europe on M&A and growth opportunities.

Ankur has an Architecture degree from Cornell University, and a Masters in International Development from Harvard's Kennedy School, where he was a Reynolds and a Soros Fellow. Ankur is also an advisory board member for the Centre for Civil Society, an independent non-profit research and education organization in Delhi.

# HEALTH, WATER & SANITATION

## Ross Baird

**Executive Director, Village Capital**

Ross developed the concept of Village Capital in 2009, leading the development of Village Capital programs worldwide. Before launching Village Capital, he worked with First Light Ventures, a seed fund focused on impact investments. Prior to First Light, Ross worked on the development of four education-related start-up ventures: the Indian School Finance Company in Hyderabad, India; the National College Advising Corps in Chapel Hill, North Carolina, and two ventures using technology to promote civic participation.

He has a MPhil from the University of Oxford, where he was a Marshall Scholar, and a BA from the University of Virginia, where he was a Truman Scholar and a Jefferson Scholar.

## Tony Carr

**President, Halloran Philanthropies**

Tony joined Halloran Philanthropies as a founding member in 2007 after a career in hospital administration. He served as the CEO of the first surgical hospital in the Nation and

CEO of the first community-owned Heart Hospital in California. Tony is passionate about supporting outstanding entrepreneurs who are implementing great initiatives that address inequality, poverty alleviation and promote the well-being of communities.

## Reena V. Mithal

**Managing Director, Sankhya Partners Pvt Ltd**

Reena has spent over two decades working in global financial markets and investment research. She was on the founding team and Board of Directors at CreditSights Inc., a global independent credit research firm. She managed the firm's Global Quantitative Risk Group and was the President and COO of the company's Asia business. Previously, Reena was part of US-based Emerging Markets research teams at Putnam Investments, Deutsche Bank and Lehman Brothers. She is currently a board member and investor in LabourNet, a Bangalore-based social enterprise that provides vocational training to unorganized workers across India. She is a member of I<sup>3</sup>N, Intelicap's Angel Investor network and Stern Fisher Angels.

Reena has a PhD in Economics and Finance from Columbia University's Business School, during which she worked on projects for the World Bank, IMF and the Council on Foreign Relations. She has an MA from The Fletcher School of Law and Diplomacy at Tufts University, an MA in International Relations from Jawaharlal Nehru University, and a BA from St. Stephen's College, Delhi University.

## Jayesh Parekh

### Managing Partner, Jungle Ventures

Jayesh is an active angel investor with investments in various Venture Capital Funds in Silicon Valley and start-up enterprises across the broad technology and media space. Jayesh heads Jungle Ventures, a Singapore native global venture capital firm that provides early stage investments and business building infrastructure to startups.

Jayesh is also one of the Founders of Sony Entertainment Television, a major television network launched in collaboration with Sony Japan. He is a board member of Shemaroo Entertainment (media & entertainment) and One Animation.

Prior to the above ventures he spent over 12 years at IBM in various technical, sales and marketing positions based in Houston and Singapore, and was part of the team that brought IBM back to India. Jayesh served on the board of United Way International, SONG, Omidyar Network and Google. He is an advisor to Blume Ventures, Entrepre-

neur-in-Residence at INSEAD, a mentor at NUS Enterprise, Chief Mentor at the Hub Singapore, a member of TIE Angels, Indian Angel Network and Mumbai Angel Network.

## Dave Richards

### Managing Partner, Unitus Seed Fund

Dave is an experienced entrepreneur, executive and global early-stage investor. He has been an early investor in microfinance and other emerging market sector businesses serving BoP (low-income) populations. Since 2005, he has been involved with the Unitus Group, helping to lead efforts to select and invest in BoP entrepreneurs in many developing countries. Dave led the Unitus Labs incubator for 2 years including the successful research and spinout of both Unitus Impact and Unitus Seed Fund. He also led Unitus Investment Management, the General Partner of Unitus Equity Fund (microfinance venture fund), was a board member of Unitus Capital (Bangalore-based investment bank for BoP sectors) and on the investment committee for Unitus Impact.

Previously, Dave developed multiple high-growth technology businesses at Real Networks, Sybase and Symantec from startup to multiple hundred million dollar global enterprises. He is currently a partner with Social Venture Partners Seattle and leads the Social Innovation Fast Pitch startup angel fund. Dave received his Bachelor of Commerce degree from the University of British Columbia.

## TECHNOLOGY FOR DEVELOPMENT

### Brian Cayce

#### Vice President, Gray Ghost Ventures

Since 2005, Brian has been instrumental in establishing Gray Ghost's team focused on investing in early-stage impact ventures, assisting with fund raising, as well as building, managing and monitoring the investment portfolio.

Brian previously worked with best-of-class firms, KPMG and CARE. He was also an early employee with startup, Benevolink. He began his career as a United States Peace Corps Volunteer in Turkmenistan, Central Asia. Brian has the distinction of being a Kauffman Fellow.

Brian holds an MBA from Georgia State University and a BA from the University of Georgia, having graduated Summa cum Laude from the University's Honors Program. Brian completed a semester exchange at UC Berkeley as an undergraduate. Brian is a member of Phi Beta Kappa.

### Pravin Gandhi

#### Partner, Seedfund

Pravin has over 35 years of operational and entrepreneurial experience in the IT industry in India, and is a founding partner at Seedfund. With over 10 years of investing experience, he is extensively networked in the Indian investment and entrepreneurial scene and is an active private equity investor in the technology sector.

In 1972, he co-founded Hinditron Computers, India's first IT company, which subsequently merged with Digital Equipment Corporation in 1988. He is on the board of Avendus, Kale & Microland. He was also the Key Sponsor and General Partner of Infinity Venture Fund, the most successful early stage fund out of India.

Pravin holds a BS in Industrial Engineering from Cornell University, and serves on the board of several public and private corporations in India. Pravin is a former President of the Manufacturers Association of Information Technology and was formerly a member of the NASSCOM

Executive Council. He was the President and is currently the Trustee of The Indus Entrepreneurs (TiE), Mumbai, as well as on the board of SINE, the IIT (Bombay) incubator.

### Nikhil Khattau

#### Managing Director, Mayfield India Advisors

At MF Advisors, Nikhil focuses on the agriculture, financial services, retail, consumer services and media sectors in India. He sits on the boards of Consim Info Pvt Ltd (India's largest matrimony company), Geodesic Techniques (a specialty construction company), Marico Industries (a publicly-held packaged consumer goods company) and Sohan Lal Commodity Management Pvt Ltd (an agri-based supply chain management and logistics company). Nikhil is also on the national board of advisors of AIESEC in India.

Nikhil Khattau is an experienced banker, entrepreneur and private equity investor who has built and invested in companies in India for the last 16 years. Nikhil also has an additional 10 years of international work experience. Nikhil received his Bachelor's degree in Commerce from Bombay University and is an associate of the Institute of Chartered Accountants in England and Wales.

### Alok Mittal

#### Managing Director, Canaan Partners

Alok leads Canaan's investments in India, and focuses on digital media and mobile companies, as well as software services and other IT-enabled businesses. He is a regular speaker at prominent industry events held by TiE, NASSCOM, VCCircle, Adtech and more. Alok has a broad range of hands-on experience founding, funding and supporting early-stage technology companies.

Alok is a co-founder of Indian Angel Network, on the board of TiE (The Indus Entrepreneurs) in Delhi and an advisor to Adtech India. During

the course of his association with Canaan India, he has advised Canaan Partners in their investment in BharatMatrimony (Matrimony.com), Equitas, iYogi, mCarbon, UnitedLex, CarTrade and Happiest Minds.

Prior to joining the venture industry, Alok co-founded JobsAhead.com, a leading web-based recruitment business, which was acquired by Monster.com, the global leader in online recruitment. He also brings strong Telecom experience to Canaan having worked for Hughes Software Systems prior to that. Alok earned a BE in computer science and engineering from the Indian Institute of Technology Delhi and a MS in computer science from UC Berkeley.

## Dariu Trüb

### Managing Director, Kitendo Capital

Dariu manages Kitendo Capital an impact investment fund focusing on early stage investments in South East Asia and Africa. Dariu co-founded Better World Investment a start-up advisory and investment company and Chrysalis a management software and advertisement platform that later merged into Ringier's Africa operations.

Dariu holds a BA in Development Studies and African Studies from SOAS and an MSc in Management from Imperial Business School. Dariu sits on the board of the Dariu Foundation, a family foundation focusing on microfinance and education, and is also a member of the board of Best First Step Education, an upcoming vocational training company in India.

# SPECIAL RECOGNITION

## SANKALP - GLOBAL ALLIANCE FOR CLEAN COOKSTOVES AWARD FOR INNOVATION IN CLEAN COOKING

### Shyam Menon

#### Investment Principal, Infuse Ventures

Shyam works with his team at Infuse Ventures to build and scale up high-growth enterprises in the cleantech sector, by providing capital, knowledge and guidance to entrepreneurs.

Shyam has over 11 years' experience in

cleantech policy and investment space including investment management roles at Nadathur Holdings, a family investment office based in Singapore and at Conduit Ventures in London, a corporate backed early stage energy venture capital fund. As part of the Energy Sector Management Assistance Program (ESMAP) at the World Bank (2005-2007), he worked on Carbon Finance methodology development and tech-

no-economic analysis of energy use in India and China. He was also a materials research engineer at Acumentrics Corporation and Fuel Cell Energy, fuel cell technology based energy businesses in Boston, Massachusetts and Danbury, Connecticut from 2001-2004.

Shyam holds a Masters in Materials Engineering from the University of Missouri, a Bachelors in Metallurgical Engineering from National Institute of Technology (NIT) Nagpur, India and advanced energy policy studies at the University of California.

## Jennifer Tweddell

**Manager - Carbon Financing, Global Alliance for Clean Cookstoves**

Jennifer's role at the Global Alliance is to increase access to carbon finance in order to catalyze the market and increase adoption of clean cooking solutions. She is also building awareness of clean cooking enterprises in the investor community to drive investment in the sector. Prior to joining the Alliance Jen worked for Shell where she held global roles in the CO2 and Climate Change strategy group, as well as on the team leading the delivery of Shell's community investment program.

## P Pradeep

**Partner, Aavishkaar Venture Management Services**

Pradeep has been associated with Aavishkaar since its inception in early 2002 and has over 15 years of operational and investment experience in sectors such as agriculture, agro processing, renewable energy, healthcare services and delivery, microfinance and financial services. Pradeep leads the investment process at Aavishkaar and provides leadership to the investment team during due diligence and post investment mentoring process.

Currently, Pradeep represents Aavishkaar's interest on the boards of four companies including Belstar, Vaatsalya, Grameen Koota and Servals Automation. Pradeep holds a MBA with specialisation in finance and is a Bachelor in Applied Sciences (Engg.).

## Ashis Kumar Sahu

**CEO, SELCO Incubation Centre**

Ashis heads the SELCO Incubation centre, where he oversees the centres activities in supporting next generation sustainable energy entrepreneurs. Previously, he used to head operations at SELCO Solar Light Private Ltd as its COO for 5 years. Ashis brings extensive experience in sustainable energy, livelihood management, micro enterprises and microfinance having worked in BASIX, RCDC, Oxfam, and Urmul Trust prior to SELCO. He has co-authored a book titled *Development, Divinity, and Dharma* published by Practical Action.

Ashis is a mechanical engineer and an alumnus of Institute of Rural Management (IRMA), Anand.

## DFID SAMRIDHI - SANKALP RECOGNITION FOR WOMEN EMPOWERMENT ENTERPRISE

### Meenakshi Nath

**Deputy Head, Department for International Development - India**

As Deputy Head, DFID India and Team Leader, Private Sector, Meenakshi Nath has managed a range of programmes at DFID India.

A graduate of IIM Ahmedabad, Meenakshi has been an entrepreneur, exporting leather goods to Europe; an adviser on issues such as social exclusion, trade policy, labour standards and microfinance; and worked on private sector issues in CARE-India.

### Poonam Madan

**Group Head - Sustainability & Inclusion, Financial Technologies**

Poonam leads the sustainability and inclusion division at FT with a focus on inclusive business models through product innovation as well as cross sector partnerships. Poonam has over two decades of experience across the corporate, media, education and social sectors in India converging into inter-related issues of inclusive development, business responsibility and public policy.

She has held leading positions across these companies, working independently while collaborating with multiple stakeholders, internal and/or external. She was also responsible for creating a consulting business unit that provided research and consulting services in corporate responsibility strategy, programme and partnership development and monitoring & evaluation.

### Nagaraja Prakasam

**Angel Investor**

Nagaraja Prakasam is a member of India Angel Network and holds more than 19 years of experience in the software industry including 15 years in a variety of management roles in the USA and in India at CDC Software. Naga's expertise lies in product development, sales and managing offshore R&D, services and support operations for enterprise software companies. Naga advises Acumen Fund – New York based impact venture fund. He also serves as an independent director in one of its portfolio company, Guardian - a micro finance venture working in Water and Sanitation. Naga is also a Venture Advisor at United Seed Fund, which invests in early stage ventures serving BoP, and part of Ennovent' Impact Circle.

Earlier in his career he was the President of CDC Software (world's 12th largest enterprise software company) South and Southeast Asia (SSEA) responsible for 10 countries' operations managing sales and India Engineering Centre of Excellence in Bangalore, the largest RnD and support centre for CDC Software's enterprise software product lines. During his tenure CDC Software was shortlisted for prestigious NEXT Practices Award for "Promoting Innovation & Entrepreneurship 2011" by NASSCOM.

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