

Sankalp Global Summit 2018

Sessions Details

Date	Session Title*	Description
11-12-2018	Registrations	
11-12-2018	Opening Plenary 1: Agenda 3 Billion - Building Entrepreneurial Ecosystems	<p>Millions of social enterprises exist today across sectors, and varied geographies. Conceived with the idea of solving development challenges, they strive to make businesses work to improve the lives and abilities of the three billion underserved around the world. Over the last ten years – numerous social enterprises have emerged across markets, and key stakeholders such as the private and public sector enabled their proliferation globally.</p> <p>To truly create impact and transformation however – social enterprises required an enabling ecosystem of knowledge, networks, and capital over time and in different forms. Ten years ago, when this ecosystem was still in its early stages – the need of the hour was to address the multiple development challenges that faced us. Social enterprises too were in their early stages and were mostly supported by grant funding or philanthropy, with pioneers in the impact investing space beginning to make the concerted ‘impact’ based equity investments.</p> <p>Enterprises emerged with dynamic, contextual, and transformative solutions – and over time, grew to develop robust and sustainable businesses. Today, with numerous enterprises scattered across the globe, receiving investments from impact funds, traditional equity - and others, and revenues going beyond the US\$ 1 million mark – the need of the hour has shifted from starting these social businesses to scaling them. There are numerous success stories across the globe of social enterprises that have grown and achieved some level of significant scale, yet there are some that still remain at a smaller stage – even when they have the potential to grow. Over the years, we have worked to develop an enabling ecosystem to bring key stakeholders together to drive the inclusive development agenda and achieve the UN sustainable development goals. We know the UN SDGs are extremely important for us to achieve our ‘agenda 3 billion’, and we also know that based on a recent UN estimate, there is a USD\$ 2.5 trillion investment gap across developing countries to achieve the 17 SDGs. If we have to truly achieve these goals, scale, and transform inclusive businesses – we need stakeholders from across the public and private sector to come together and drive the startup to scale-up shift.</p> <p>To truly understand this shift, and highlight the relevance of social enterprises in the development agenda, the 10th Sankalp Global Summit’s opening plenary aims to provide a platform for social enterprises to be heard. The plenary is focused on understanding the ways in which we can mobilize policy, the private sector, and other global actors to achieve business transformation. It will bring together key enterprises from across the globe, along with the private and public sector, to understand the support needed from the ecosystem, and what is required to scale each enterprise to a multi-billion dollar entity.</p>
11-12-2018	Tea Break & Networking Session	
11-12-2018	Target Plenary 1: Is Digital Financial Inclusion A Myth?	<p>Financial Inclusion can boost productivity, economic growth and open up new economic opportunities, particularly for women and disadvantaged communities. However, the push towards financial inclusion so far has mainly focused on opening accounts and making transactions. However will savings, deposits and credit penetration also possible through digitization? At Sankalp we will discuss and debate the current approach of the industry and uncover if digital financial inclusion can become a reality for India.</p>

11-12-2018	Breakout Session 1: Promoting Ag-tech To Improve Farm Productivity	<p>The use of technology can significantly impact farmers' incomes by helping improve productivity, reduce cost of cultivation, fetch better prices for the produce and reduce vulnerabilities arising from vagaries of weather. These technologies figure across the crop cycle starting from pre-sowing through post-harvest phases. While technologies are available, the major challenge lies in helping their use scale among the small holder farmers. The adoption of these technologies at scale needs their incubation, piloting, scaling and replication at a pace much faster than what we have been able to achieve thus far. Therefore, there is a crying need for strengthening the eco-system for incubating, piloting, scaling and replicating agriculture technology across the country. At this session investors, entrepreneurs, and technology developers will gather to talk about the future of agtech in India and ways to overcome barriers to scale.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •What are some of the key challenges to promoting and scaling agricultural technologies in emerging markets? •What is needed to promote an enabling regulatory environment for 'AgTech'? •What is the role of the private sector in promoting AgTech adoption and developing solutions?
11-12-2018	Breakout Session 1: Providing Energy Access And Mitigating Climate Risk For 3 Billion	<p>How we can create an ecosystem and support entrepreneurs to create a better future?</p> <p>Improving access to energy and mitigating climate change remain the most critical factors contributing to economic growth and development in today's rapidly developing world. Despite this recent progress, more than 1 billion people globally still lack access to electricity, and more than 2.7 billion people lack access to clean cooking facilities - among other basic needs and resources. In addition, studies suggest that climate change will force up to 150 million climate refugees to move to other countries by 2050 - worsening the situation as well as stressing development resources in densely populated areas. This situation remains acute to most developing economies, including Asia and Africa due to existing challenges, and one of the ways to fix this is by improving access to energy for the underserved population.</p> <p>Key Points of Discussion:</p> <ul style="list-style-type: none"> •How private sector, government organisations, development finance institutions (DFIs), philanthropies are working on addressing climate change and providing energy access? •How private sector, government institutions, DFIs and others organizations developing an ecosystem by working with entrepreneurs? •What are the key emerging areas/gaps that are strategic priorities for key stakeholders? How entrepreneurs can tap these opportunities/address these gaps?
11-12-2018	Breakout Session 1: The Path To IPO (Initial Public Offering)	<p>While most companies aspire to go public, how do you know if it is actually the right path for you? In this session we will discuss a few factors to consider when exploring whether to go public; what challenges one should expect with perspectives from different stakeholders (regulator, banker ,promoter, investor) . On this panel experts will discuss the life 'before and after' taking a company public.</p> <p>If you are an entrepreneur looking for a learning opportunity please Click Here to sign up for the session.</p>

11-12-2018	Breakout Session 1: Women Investing In Women- Gender Lens Matters!	<p>The global financing gap for women entrepreneurs is estimated at \$285 billion. Women-owned businesses receive less than 9% of venture capital in emerging markets. Additionally, the loan approval rates for women entrepreneurs are reportedly 15-20% lower than that for men. Over time, however, gender-lens-investing has been increasingly adopted, often led or influenced by women investors or women HNIs. An increase in the number of women in finance globally, who leverage their experience, capital and networks to build the field of gender lens investing has the potential to bridge the prevailing capital gap through investments in enterprises that are ‘by women’, and ‘for women’. This session aims to bring together panel of women involved in various aspects of finance to deliberate on the role of women in gender-lens investing.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •How is the emerging trend of ‘women investing in women’ expected to bridge the gender financing gap? •What are the innovative financing structures being used by women investors for investing in women? •Can capacity building support for women HNIs help convert them into gender lens investors?
11-12-2018	Lunch	
11-12-2018	Breakout Session 2: Catalyzing Capital- Transforming The Environment For WASH Entrepreneurs	<p>Join this engaging dialogue with key global experts, commenting on ‘big shifts’ in the WASH sector and levers for market transformation. Market enablers (such as donors, industry networks, and policy makers) continue to explore ways to strengthen the ecosystem for WASH entrepreneurs. This session highlights some key perspectives, such as business incentives to improve the ecosystem, industry initiatives to galvanize support for Water and Sanitation solutions, and efforts to address market failures through de-risking mechanisms.</p> <p>Key discussion points:</p> <ul style="list-style-type: none"> •How can the existing market failures in the WASH ecosystem be sustainably addressed? •Can right business incentives for stakeholders’ help bridge the existing coverage gaps in the space? •How can we effectively encourage WASH enterprises and help them minimize their risks? •In what ways can the existing WASH ecosystem be strengthened? •What are the chief deterrents towards emergence of innovations in WASH? How can be foster new and innovative solutions in the sector?
11-12-2018	Breakout Session 2: Pathways To Scale In The Neighborhood And Beyond	<p>Traditional approaches to development have their limitations. However, innovative finance, business models, technologies, and communication tools lead to more efficient and cost-effective pathways for results in India and abroad. Donors are increasingly supporting programs that are tested and scaled up in India and then replicated cross-border, mostly with the combined efforts of public and private sectors. A few such examples include the first ever DIB in the education sector (Educate Girls), innovative use of simple technology (ZMQ), Ag innovation being diffused abroad, and innovative finance that supports returnable capital to address development challenges. To hear more about some revolutionary work done by amazing entrepreneurs with innovative approaches, as well as developments regarding the United States Government’s recently announced Build Act, please join us in this session.</p>

11-12-2018	Breakout Sessions 2: Bridging The Gender Gap At Work	<p>There are more than 860 million women of employable age across the globe, who are currently not part of the workforce. Across economic segments, women as leaders, entrepreneurs and employees face discrimination in terms of insufficient opportunities, gender-blind policies at the workplace, a wage gap and unfair performance recognition. Women in political and corporate fora face glass ceilings, with less than 4.6% elected heads of state and only 4.8% of the Fortune 500 CEOs being women. Against this backdrop, this session seeks to deliberate on various aspects that constrain women from being more equitably represented in the workforce. We recognize that this is a conversation that may be repeated often, but until we change the statistics and keep reiterating that there needs to be a systemic change in the organizations we won't see a change in the workforce.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •Are there inherent biases for promoting women in executive or senior management positions? •What are some of the gender-focused government and corporate policies and their current state of implementation? •How can access to/ shifts in social infrastructure promote participation of women at work? •What is the potential impact of providing equal opportunities for women at work?
11-12-2018	Breakout Sessions 2: How Much Money Does It Take To Change A Light Bulb?	<p>Intelicap supports DRE enterprises across products segments including mini-grids, products, rooftop installations, among others in accessing capital by working with them on their commercial attractiveness as well as facilitating investor connects. Thus, our advisory support solutions are geared towards improving the profitability and viability of these enterprises. Along with financial institutions, our network access support seeks to promote partnerships with Micro- finance institutions & NGOs in order to solve problems such as affordability of DRE solutions and last mile distribution in rural markets.</p> <p>Our access to capital initiatives will focus on designing alternative financial structures (including use of outcome based designs as well blended finance principles that can better meet the requirements of these enterprises. The session will provide an opportunity to different investors and enterprises to discuss key investment requirements and road to successful fundraising.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •Examples of successful green finance initiatives •How can lending be made attractive to the private sector?
11-12-2018	Target Plenary 2: Will Women In The Developing World Always Be Financially Excluded?	<p>Women in Indian households have been the cash management specialists, managing their day-to-day expenses efficiently. However, most of these specialists still remain excluded from the formal financial channel. FinTechs and financial services providers have been working on closing this gap but with limited success. At Sankalp we will deep dive into the challenges faced by low income and under banked women in adopting any digital technology. Further, we will also discuss how soon can low income and under banked women really adopt technology & digital financial services.</p>
11-12-2018	Indigenous Australia: Culture And Community Through Enterprise	<p>In this session we will hear from Indu Balachandran and Carol Vale who will be speaking about the indigenous populations in Australia and enterprise led development. At Sankalp this year, voices beyond our borders give us a chance to challenge our conventional understanding of developing and developed countries and be inspired by indigenous populations of Australia.</p>

11-12-2018	Impact Report Launch: Unpacking Impact - Insights from Ankur Capital's portfolio	<p>Can a young startup really make a meaningful impact, if one considers the large base of underserved population in India? If an enterprise is coming in with an innovative model to focus on one of the many opportunities that this segment offers, the answer is a resounding YES. That's what Ankur Capital's first published impact report, undertaken halfway through the life of its first fund, clearly brings out. In 2017, 1.2million lives, spread over 79% of India's districts were positively impacted by the fund's investee companies, as they refined their models and scaled-up their business footprint. These numbers account for only the direct impact; in many cases, the innovation is driving fundamental change in the ecosystem that would reflect in a larger number of lives being positively impacted over a period of time. The session will have three entrepreneurs share their journeys, including the many challenges they faced, and bring to life the potential for large-scale change through the impact investing approach followed by funds like Ankur Capital.</p> <p>Key Points of Discussion:</p> <ul style="list-style-type: none"> •The path to impact – the larger theses for creating impact and the logic model approach to tracking and measuring this •Looking beyond just direct impact – thinking about structural change to create impact at large scale over a period of time •Showcasing two impact models in agriculture – Cropin (digitizing farming to help farmers maximize value per acre) and Tessel (bridging the cold chain gap to reduce losses in the agri value chain) •Showcasing two impact models in healthcare– Niramai (early stage breast cancer detection) and ERC Eyecare (affordable eyecare for India's underserved regions)
11-12-2018	Tea break & Networking Session	
11-12-2018	Breakout Session 3: Online Platforms - Powering Women Entrepreneurship!	<p>This session explores the power of online platforms to create market linkages for women entrepreneurs. We will celebrate the journeys of the leading women entrepreneurs in India who have created online communities to in turn enable millions of women entrepreneurs. Further, leaders from various online platforms and other women economic empowerment stakeholders will join us to build the narrative for the future of women entrepreneurship in India.</p>
11-12-2018	Breakout Session 3: Reverse Pitch- Going Beyond CSR for High Impact Solutions in Health & WASH	<p>Corporate leaders come together to present their vision of creating a sustainable social impact and pitch for solutions, ideas and partnerships. An interesting mix of deliberations on meaningful profit making and opportunities that go beyond the contemporary CSR approaches of funding will be explored during the session. Key sectors like Education, Livelihoods and Health have been supported by mechanisms like government schemes or till recently through CSR initiatives. However, there is a recent and growing realization that the sectoral value chains provide for potential business opportunities to be tapped and explored. This opens up these sectors to innovative financing mechanisms like blended finance, impact investing and others. This session deliberates on the scope for innovating and funding sustainable social ventures and programs beyond CSR.</p> <p>Key points of discussion</p> <ul style="list-style-type: none"> •How can the private sector be engaged in high impact and sustainable solutions beyond CSR? •How do you identify potential business opportunities to encourage triple bottom lines across sectoral value chains? •What are the various financing options that can be leveraged to achieve maximum impact at the last mile? •In what ways can government schemes and CSR initiatives work in synergy to achieve the common goals of ubiquitous and affordable access to developmental services for every citizen?

11-12-2018	Breakout Session 3: Taking The Focus Of Mobility Beyond Cities (Round-table Discussion)	<p>Mobility in India is underdeveloped and impacts livelihoods of a majority of its population. Sustainable mobility is a more acute problem in rural India. Owing to lack of services and ownership - more than 50% of the people work at home or walk down to their workplace in the absence of adequate transport facilities resulting in loss of skilled manpower. This also impacts multiple students and youth who can not access schools or college to pursue higher education or learn new skills. The challenge further extends into the realm of gender, where estimates suggest workforce participation by women is one third of men in rural areas - 55% of all women in rural areas continue to work at home in absence of safe travel services. The challenges are aplenty but the prominent ones that limit sustainable mobility in rural India are aggregation of demand, unviable business models, and unsupportive policy frameworks. There is a need to create sustainability rural mobility solutions which are universal, affordable, safe, and clean. This session will focus on how sustainable mobility solutions can be designed, and implemented to solve the challenges of demand aggregation and customization, and develop supporting business models</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •Challenges in effective mobilization of electric vehicles in India •Required infrastructure and innovative measures taken to augment the growth of electric vehicle market •Innovative entrepreneurship models for supporting electric vehicles •Private sector partnership and financing innovations for electric mobility <p>Key participants of the discussion:</p> <ul style="list-style-type: none"> •Pawan Mukultala, World Resource Institute •Wybren van der Vaart, Asia Electric •Rohan Choukkar, Bharat Innovation Fund •Sharath Chandangoudar, Logistimo •Naveen, SMV Green Solutions •Arunima Singh, Yunus Social Business •Alex Wang, China Impact Ventures
11-12-2018	Breakout Session 3: The Food-Agriculture-Investment Equation	<p>Between 2000 and 2018, agriculture and allied services accounted for less than 5% of the total foreign direct investment [FDI] flows into India. While FDI flows have been marginal, investors have contributed to the agriculture sector, but have only recently begun to see some exits. In addition, the investment landscape in India for food and agriculture is faces many challenges such as the lack of a strong pipeline of investable enterprises and high return expectations. Bridging this gap will require committed will and intent from investors to support social enterprises in building sustainable businesses. As the sector matures, a clearer demarcation of funds focused on supporting enterprises at different stages of growth is also beginning to emerge, and investors are beginning to find innovative ways to offset the risk of investing in high-risk sectors. The session will bring together investors of various kinds, and enterprises to understand ways in which we can overcome the challenges and catalyse investments into the food and agriculture sector in India</p> <p>Key points of discussion</p> <ul style="list-style-type: none"> •How can we overcome key challenges in the food and agricultural investment landscape in India? •How can we create financial products and collaborative investment platforms to make investors ‘risk-takers’? •Why is the contribution of agriculture to India’s FDI inflows small and how can it be improved? •How can we incentivize investments into more early stage enterprises to commercialize them for later stage investments?
11-12-2018	Target Plenary 3: Fintrek – Exploring New Frontiers In Digital Financial Services In India	<p>At Sankalp, we will bring together the key components of the digital finance industry – including fin-techs, traditional bankers, and policy experts from India and abroad. We will question what the future and role of each stakeholder really look like? Will the fin-techs and new age banks be able to scale and survive long term? Is there scope for International players to enter the market? How will the system converge?</p>

11-12-2018	Debate - Philanthropy: Sunrise or Sunset (Invite Only)	<p>Close door session</p> <p>As the social sector embraces impact investing, it is time to examine the effects of new financing models on conventional philanthropy. This debate aims to discuss different models and their effectiveness in financing scale in the social sector. In particular, we aim to pit conventional philanthropy against social impact investing, with the umbrella term “social impact investing” being used to cover a variety of innovative financing models. The objective of this session is to bring alive the concepts the audience has heard through the day and have key leaders in the sector critically assess the role of conventional philanthropic capital in the age of innovative finance. By hearing perspectives for and against philanthropy, we expect the audience to gain a finer understanding of the varied financing approaches that the development sector requires, beyond conventional philanthropy.</p> <p>The debate aims to address questions such as:</p> <ul style="list-style-type: none"> •In our aim to positively impact a billion Indian lives, what is the best use of money in the development sector to drive scalable solutions? Impact investing or philanthropy? •What are the trajectories to scale in a philanthropic intervention and in a social investment? •Given the differing needs of sectors, e.g. education vs. sanitation, can one umbrella model be used across sectors? Or do philanthropy and impact investing play mutually exclusive roles? •How can philanthropists maximize impact for different sectors using varied financing models? •Critics may call social impact investing merely philanthropy in window dressing. Given the fine line separating philanthropy and impact investing, how can we distinguish the two?
12-12-2018	Breakfast Session: Aavishkaar- Intelicap HR Induction (Closed Door)	Close door session
12-12-2018	Breakfast Session: Insights On Fund-raising And Building A VC/PE Investment Business (Closed Door Session)	<p>This closed door session is for premium ticket holder only. To get a premium please Click Here.</p> <p>To launch a fund is a dream that most investment professional aspire for. However, to raise a fund and build a Fund House that can raise multiple funds over time, requires much more than just ambition. Aavishkaar, a global pioneer in the impact fund space, and one of the few home-grown Indian fund houses that has a global footprint will be sharing their experience in this Masterclass on Fund-raising and Building a Funds Business for aspiring and first time Fund Managers.</p> <p>What can you expect to discuss in the Master Class</p> <p>1.How to start a fund: It all begins with creating a differentiated positioning of the fund, dreaming about it and executing on it. The most critical aspect about the fund is finding the right founding partners and a strong investment team. The fund raise process begins with creating a solid pitch but does not end with hitting its first close!</p> <p>1.How to manage a fund: Once the investment process has been laid down, building the deal pipeline and making those investments is not just science but an art the fund manager is always refining on. How not to ignore the Back Office function which is backbone for funds and your relationship with LP’s. And your fund is as good as your last exit – so how to think about exits and ingrain it in your investing thought process is vital.</p> <p>1.Building the fund business: Once in the fund business, you are almost always raising funds while deploying capital and managing the portfolio. One needs to constantly plan the subsequent funds and build strategies to scale the business. How do you design your AMC so that it can accommodate and scale various aspirations, how to plan your second, third and fourth fund and scale AUM without leaving your differentiation.</p>
12-12-2018	Registration	

12-12-2018	Breakfast Session: UNDP She Trade Workshop	Closed door session
12-12-2018	Breakout Session 4: Enhancing Effectiveness Of Public Capital In WASH	As the largest payer for sanitation services in the country, it is imperative to unlock Government of India funds to pay for results, impacts and/or services directly. At the same time there are structural, legal and traditional barriers that have created barriers to effective private sector engagement. There are limited numbers of successful public private partnership models in WASH in India, the Andhra Pradesh Faecal Sludge Management project being one of them.
12-12-2018	Breakout Session 4: Runway To Circularity: A Workshop To Identify Circular Opportunities In The Apparel & Textile Industry	<p>Closed Session (Invites only)</p> <p>With India being the second largest textile and apparel producer in the world – it is critical that we transition to a more circular apparel economy. To solve the challenges to sustainability and circularity within the textile and apparel industry in India, it is imperative that we build a collaborative co-creation platform that brings together key stakeholders within and outside of the industry.</p> <p>In light of the need for a co-creation platform, Intellectap, supported by the DOEN Foundation launched the Circular Apparel Innovation Factory [CAIF] an initiative that brings together a variety of stakeholders in the textile & apparel industry in India to shift the industry from its current ‘take-make-dispose’ approach, to one that is more circular and sustainable across the lifecycle.</p> <p>Through CAIF, we aim to:</p> <ol style="list-style-type: none"> 1.Scope and understand challenges to sustainability and opportunities for circularity across the textile value chain 2.Identify circular economy business opportunities across value chains and build solutions on a co-creation platform 3.Facilitate partnerships between enterprises/innovators and other stakeholders to drive the transition to more circular value chains <p>During the Runway to Circularity innovation workshop, we will discover and diagnose key challenges across the textile and apparel value chain, ideate on ways to drive circularity, and co-create solutions along with key stakeholders.</p> <p>To apply and be a part of this workshop, write to karan.kumar@intellectap.net with details about your work in circular fashion or in the textile and apparel industry in India.</p>
12-12-2018	Opening Plenary 2: Back to Basics - Let's First Regenerate Natural Capital and Build Human Capital	In this session, Mr. Vijay Mahajan will address the urgent and massive challenge of regenerating the natural resources necessary for our survival - air, water, oceans, land, forests, biodiversity and energy. There is a need to invest in human beings- all of us, not just the elites, for the very continuity of civilization. And there is a critical need for what the world of finance can do about this.
12-12-2018	Opening Plenary 2: In Conversation Between Mr. Arun Maira & Mr. Ravi Venkatesan	

12-12-2018	Opening Plenary 2: Is Impact Investing Extending Its Frontier Or Diluting Its Focus?	<p>In 2008, twenty-five individuals came together at the Bellagio Centre in Italy to collaborate and agree to use the term “Impact Investing” to represent their work. Ten years ahead, in 2018, the Impact Investing industry claims to have US \$250 billion of assets and is touching the lives of millions of people worldwide. Government’s across the world see impact investing as a critical instrument to meet the Sustainable Development Goals and it has now also attracted the attention of large funds such as Bain, TPG, KKR. New Investors, sovereign wealth funds, musicians, artists, and Presidents are throwing their weight behind the new industry.</p> <p>At Sankalp Forum, in this plenary panel on “ Is Impact Investing extending its Frontier or diluting its focus?” we would like to explore how has this industry evolved globally. We would talk to the new entrants and understand their thinking on impact investing – is it impact that brings them into this space? Or is it the idea of making better investments? Would they measure success on impact or returns and is there a process they have in mind?</p> <p>To those who have been investing in the space for long – we would explore the experience on returns and if impact investing does live up to the idea of returns while making impact? The panel would also explore the term ‘Impact Washing’ which has been gaining currency as people are making investments that are purely commercial in intent but provide the fig leaf of impact ... How does the impact industry see these developments? Perils of scale and mainstreaming of the industry or does this worry them for severe consequences down the line?</p>
12-12-2018	BreakOut Session 4: New Indian Healthcare Ecosystem: A Fireside Chat with Dr.Indu Bhushan	<p>This session will be a fireside chat with dr. Indu Bhushan, CEO of Ayushman Bharat - India’s National Health Protection Scheme (NHPS) on changing role of governments as financier of health with the launch of the national health insurance scheme and what it means for the private sector.</p>
12-12-2018	Tea break & Networking Session	
12-12-2018	Breakout Session 4: South-South Corridor - Business Model Replication Across The Global South	<p>South-South transfer refers to exchange of resources, technology and knowledge between emerging markets commonly referred to as countries from Global South. Many enterprises that have demonstrated success in building businesses serving the low-income communities in emerging markets typically use innovative business models. These business models and technologies are often more attuned to the needs and conditions of these developing countries, generally recession proof, and more flexible and adaptable than solutions from developed markets. Replicating business models along the south-south corridor has the potential to increase bilateral and regional trade, enable job creation, and improve access to affordable goods & services, making them more affordable for underserved communities.</p> <p>With a successful track record of not just building impact businesses but also supporting ecosystems that nurture and support these businesses across South and South-East Asia, Aavishkaar Intellectap Group is well-positioned to play a leading role in driving this transfer of innovations and knowledge from India and South East Asia to Sub-Saharan Africa. As the Group enters its 6th years of Intellectap's operations in Africa, we are furthering our commitment to the region with the launch of a US\$ 150 Mn Aavishkaar Africa Fund.</p> <p>Through this panel we will explore the journeys and learnings of enterprises that have replicated business models across the global south. We’ll also discuss Aavishkaar’s strategy of replicating its successful investment thesis followed in India and South East Asia to Africa and how the fund intends to bring the group’s learnings from the global south to the African continent.</p>

12-12-2018	Breakout Sessions 4: Catalyzing Economic Empowerment Of Women With Energy As The Enabling Medium	<p>Women (across all age groups) are critical productive resources who are entrenched in the local context and are involved across a spectrum of value chains often as manual laborers especially in rural areas. Through our ecosystem of knowledge, network and capital we promote interventions in three critical areas:</p> <ol style="list-style-type: none"> 1. Quality of life- by increasing access to energy products /services for women 2. Gender parity- by identifying opportunities to gainfully induct women in workforce for enhancing last mile access to energy products 3. Value creation- by developing women entrepreneurs and supporting existing women led enterprises in the energy value chain. <p>Key points of discussion:</p> <ul style="list-style-type: none"> •Role of energy interventions in improving gender dynamics in rural communities by enhancing their productivity in household as well as commercial activities •How can such interventions be promoted? What are the critical missing gaps in the ecosystem?
12-12-2018	Target Plenary 4: Driving The Fork-to-Farm Shift- Market Linkages To Improve Efficiency	<p>Globally, 1.3 billion tons of food is wasted or lost per year due to a variety of reasons ranging from the lack of near-farm, affordable, and context-appropriate storage and handling, to unstable access markets and an inability to participate in diversified value chains. Inputs are also often overused to a point of unsustainability. Water for irrigation, for instance is one such input. Driving the 'fork-to-farm' shift is essential also since farmers often lack information to plan production in response to market demand and potential earnings. This, and the institutional apathy in access to markets for small farmers especially reduces their ability to take action and grow produce in accordance with market demands; resulting in a situation where they grow produce without sufficient demand in market, or produce that is not likely to fetch remunerative prices given overall demand supply dynamics. This session will explore this shift through the perspective of key market players across the value chain and deliberate on ways in which we can create more market linked and demand driven food systems today.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •How can we ensure market advisories retain their credibility and accuracy in a broken supply chain scattered with informal players? •Do market-linked and farmer centric advancements have the potential to create sustained interest in farming? •What is required for stakeholders to integrate services across the value chain to promote a 'demand-driven' food system? •What are potential agri-nutrition linkages that promote household access to nutritious food in the market?

12-12-2018	Speed Networking: Entrepreneurs And Impact Investors (Pre-registration Required)	<p>Attendees: Impact investors (7 impact funds & 12 investors participating) and entrepreneurs (100-150)</p> <p>Funds participating in this session: Aavishkaar Venture Management Services, Aspada Investment Advisors, Asha Impact, Ankur Capital, Bharat Innovation Fund, Mumbai Angels Network</p> <p>This session provides an opportunity to the entrepreneurs attending Sankalp to interact with the leading impact investment funds from across the country. Batches of entrepreneurs will interact with assigned set of impact fund managers during this curated event. Through this format, the entrepreneurs will get a platform to ask their burning questions and receive candid responses from the investment community at the forum.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> • Snap intros of entrepreneurs to provide context of participating batch to the investors • Q&A by the entrepreneurs and experience sharing by impact fund managers <p>If you are an investor interested in joining us for this session, please Click Here to sign up for the session.</p> <p>If you are an entrepreneur looking for a networking opportunity please Click Here to sign up for the session.</p> <p>Please note that you will be required to register for Sankalp before signing up for the session</p>
12-12-2018	Lunch	
12-12-2018	Breakout Session 5: Unusual Alliances: Pathway to a Circular Economy	<p>Hosted by: The Embassy of the Kingdom of the Netherlands in India</p> <p>Globally, there is an increased recognition that there is a need for an alternative to the linear growth model and its negative externalities. Over the past few years, industry leaders, large global corporates and international institutions, as well as smaller regional and local stakeholders have become increasingly aware of the negative environmental impacts of using non-renewable resources, toxic substances, and creating waste, and in turn have begun to make bold and ambitious commitments to move towards more circular business models. Likewise, governments and regulators have started to take action such as banning harmful substances such as plastics, changing the 'level playing field' for the industry at large.</p> <p>One such forum that is leading the charge is the Indo-Dutch INDUS-forum, which embodies the motto - "Let's make all trade and investments between India and the Netherlands sustainable and inclusive." This online sustainability forum aims to create win-wins for the private sector, by forging B2B-connections that provide for both business opportunities and sustainable solutions. Since its launch in 2017, more than a hundred companies have gathered on the platform [http://www.indus-forum.com] to match challenges and solutions in the field of sustainability.</p> <p>This session – organized by the embassy of the Kingdom of the Netherlands in India – takes a closer look at 'unusual alliances' and innovative partnerships that are a key instrument to drive innovation for a more circular economy. We believe, by sharing perspectives and experiences on partnerships that drive circularity, key stakeholders from the public and private sector, as well as foundations and investors, can take these 'unusual alliances' to a next level. The session is intended to showcase the potential of co-creation and collaborative action in driving circularity. In doing this, it is our hope that other corporates, stakeholders, and other organisations endorse existing initiatives and join the movement towards achieving a circular economy.</p>

12-12-2018	Breakout Sessions 5: Has Promoter Dilution To Private Equity Investors Paid Off? (Pre-registration Required)	<p>Although debt has been a preferred choice of funding for business needs, Private Equity has gained prominence and has become one of pivotal source of funding option for any corporate for the last few years. However, many entrepreneurs generally have a question in their mind – whether or not they should dilute their stake in favour of a private equity investor and whether such dilution has paid off.</p> <p>Join this engaging discussion with marquee private equity investors and entrepreneurs who will share their view points on this topic. This session will highlight some of the key perspectives and considerations before and after a fund-raise from private equity funds.</p> <p>Key points of discussion</p> <ul style="list-style-type: none"> •How long a company should be bootstrapped ? When should they seek funding •Is PE / VC the only viable option ? what are the alternatives •Value addition of Private Equity investors •Promoter aspiration vs investor expectations : valuations, business operations (Ease of decision making with PE investors on board), growth milestones, exit <p>If you are an entrepreneur looking for a learning opportunity please Click Here to sign up for the session.</p> <p>Key participants of the round-table:</p> <ul style="list-style-type: none"> •Vinit Rai, Director, JM Financial Fund (Moderator) •Mohit Gulati, Managing Partner & CIO ,ITI VC Fund •Evert Ludding, Investment Manager, Oiko •Manav Bansal, CEO, Neev Fund •Dr. Vikram Popli, Director, Orbimed •Namit Arora, Managing Partner, IndGrowth Capital •Mitesh Agarwal, MD & CEO, Radha Madhav Corporation Limited •Mani Mamallan , MD & Chairman, Electronic Payment and Services (P) Ltd. •Nikhilesh Tiwari, CEO & Co Founder, Collateral Medical Private Limited •Dr. Shuchin Bajaj, Promoter & Founder Director, Cygnus Hospitals •Dr. Shivpreet Samra, MD, Grecian Hospitals •Prashant Parameswaran, MD, Kottaram Agro (Soulful) •Harith Budhraj , MD, HolyLand Group
12-12-2018	Breakout Sessions 5: Innovative Approaches To Reach The Last Mile For TB Eradication By 2025	<p>This session will focus on exploring of role of blended finance models along with private sector participation in TB Control in India. India has set an ambitious goal to eradicate TB by 2025, five years before ‘The End TB Strategy’ deadline. The possible roles of the private sector in the control and eradication of TB control spans across the entire TB lifespan, from diagnosis to treatment to adherence to complete cure and restoring good-health. However, there are various challenges that the private sector has faced, which have remained unaddressed. One of the key challenges being being that of the high cost for diagnostic infrastructure, the others being those of limited buy-in from the practitioners, limited number of social enterprises working in the TB space and a high out-of-pocket-expenditure for treatment of TB in patients. This session will address some of these challenges across the spectrum of TB and its cure, through the lens of financial interventions required to meet the GOI’s ‘Eradicate TB by 2025’ goal.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •In what ways can the private sector contribute towards India’s goal of eradicating TB by 2025? •What innovative consumer and provider financing models can be leveraged to address the challenges that currently exist in TB diagnosis and care in India? •Is it feasible to create an environment to foster more innovations for TB care and eradication? How can we ensure innovations as well as long-term sustainability of solutions for TB Control? •How can we reduce the out-of-pocket expenditure for TB patients at the last mile?

12-12-2018	Breakout Sessions 5: New Development Paradigm- Social Enterprises & Women Collectives	<p>In India, there are currently about 8 lakh individual cooperatives spread across sectors including credit and banking, fertilizer, sugar, dairy, marketing, consumer goods, handloom, handicrafts, fisheries, tribal development, labor and housing, catering to over 24 crore members. Cooperatives have the potential to act as an effective point of entry to address a variety of social as well as economic issues facing women in India. Given the patriarchal set-up of the Indian society, specifically in rural areas, cooperatives provide women with a cohesive platform to build their capacities, network and bargaining power, thereby helping them to establish economic and social independence in society. Cooperative societies help develop skills among their members and are able to attract credit, given the nature of business activities being undertaken. Over years, cooperative members also have an opportunity to earn elsewhere on the basis of their experience and skills gained with the cooperative societies. Owing to its growth potential, the cooperative model could be scaled to boost women entrepreneurship in India.</p> <p>Local/regional cooperatives, specifically in rural India, face challenges in access to global markets, lack technical skills to align their products and services to changing market dynamics and have limited access to capital to scale their operations. For profit Social enterprises have recently emerged as one of the key enablers that provided required technical and financial support to scale women-led cooperatives in India. However, given the diversity and complexity of issues being faced by women cooperatives, players across the value chain need to come together to resolve these.</p>
12-12-2018	Target Plenary 5: Co-creating Enterprise Ecosystems To Catalyze Rural Economy In Uttarakhand	<p>Hosted by: UFRMP in partnership with JICA and NRMC</p> <p>Conventional approaches to livelihood security in India are focussed on addressing marginalisation, limiting the sustainability of impact. Experience suggests that public investments in enhancing rural livelihoods are constrained by time bound projects following stereotypical approaches, creating an inadequate ecosystem of services. UFRMP* is a JICA financed project implemented by Government of Uttarakhand. The session is aimed to initiate a dialogue with impact investors, entrepreneurs, technology enablers and implementing partners to collectively deepen impact by creating an enterprise ecosystem. The partnerships with businesses would improve efficacy, efficiency, and scale of impact thus enabling sustainability of outcomes. We invite you to engage, explore "and co-invest in this session titled "Co-creating enterprise ecosystems to catalyze rural economy in Uttarakhand." *Uttarakhand Forest Resource Management Project</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •How can the UFRMP and Government of Uttarakhand create an enabling environment that attracts investors and enterprises for impactful business opportunities? •What are the possible models of engaging enterprises to catalyze livelihood development beyond marginalisation thus leading to sustainability of impact? •What are the factors critical for the rural ecosystem to sustain and continue to benefit the actors?
12-12-2018	Tea break & Networking Session	
12-12-2018	Breakout Session 6: Financial Inclusion 2.0: The Future Of Microfinance And New Age Banks	<p>Over the last 2-3 decades Microfinance Institutions have considerably loosened the gap for informal lending and empowered the unbanked across the world. However, what's next for microfinance? And how can new age Small Finance Banks take it to the next level? At Sankalp, we will explore how data and technology can be leveraged to graduate microfinance customers, how rural banking can be more profitable and how the MSME segment can be penetrated beyond credit services.</p>

12-12-2018	Breakout Session 6: Haste Makes Waste And Waste Makes Money	<p>Every year, about 55 million tones of municipal solid waste (MSW) and 38 billion liters of sewage are generated in the urban areas of India. In addition, large quantities of solid and liquid wastes are generated by industries. Waste generation in India is expected to increase rapidly in the future. As more people migrate to urban areas and as incomes increase, consumption levels are likely to rise, as are rates of waste generation. It is estimated that the amount of waste generated in India will increase at a per capita rate of approximately 1-1.33% annually. This has significant impacts on the amount of land that is and will be needed for disposal, economic costs of collecting and transporting waste, and the environmental consequences of increased MSW generation levels. Both the government and the private sector have been working to address this challenge and Intellectap intends to support the private sector interventions and develop an ecosystem for waste management.</p> <p>Through this session, we will seek to identify sources, partnerships, and structures, for channelizing long term low-cost capital to support high CAPEX cost in the sector; screening and identifying innovative business models for investors; developing effective supply chains by incentivizing the waste generator for aggregating waste through access to low cost capital equipment; and support in undertaking impact assessment studies for domestic as well as foreign investors to attract patient capital.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •What are the difficulties in setting up a sustainable waste/biomass supply chain? •How are leaders across the world managing the challenge of waste management? •How can India learn from these global practices? •Participation of private players and the PPP model to augment waste management initiatives in India.
12-12-2018	Breakout Sessions 6: Investing In The 'Agri'-Gator- Workshop For Farmer Producer Organisations (Invites Only)	<p>Indian taxation rules regarding Farmer Producer Companies [FPCs] have recently changed to make FPCs exempt from paying taxes for the next 5 years. This is likely to result in the most efficient FPCs having healthier balance sheets, making them an attractive proposition for banks to lend to. However, less efficient and adept FPCs may continue to struggle to run their businesses. While tax reform in the sector has opened up an opportunity to facilitate the flow of debt capital into FPCs, the law currently governing FPCs does not allow equity investments and similar structures of investment into them. This limits their growth potential. It is hence imperative to explore possible alternate structures that to facilitate venture capital into FPCs and understand the potential for guarantee funds and insurance structures for lenders</p>

12-12-2018	Breakout Sessions 6: Leveraging Growth- Access To Debt Capital For Emerging Enterprises (Pre-registration Required)	<p>While businesses are generally diverse in terms of products / services / customers etc etc, some aspects around capital needs are surprisingly common. Most enterprises start with promoter ideation, sweat and equity; further build up on idea to attract customers and external equity... and then seek growth through leverage. This is where the similarity is highest - almost all enterprises find it challenging to access debt funding at a reasonable rate for a reasonable amount and tenor. While there are multiple ways and sources to raise equity, debt funding remains simple and boring. Mortgage the business including assets and cashflows; find secondary collateral including liquid securities and physical assets such as promoter's personal house. Add to this mostly mandatory credit rating which works on a bottom-up approach and gets bettered only at turtle speed. All this comes at a cost which is just about lower than equity returns and suddenly the business which is supposed to grow at multiple times ends up becoming another victim of debt trap. To top it up, unrelated events (like defaults by IL&FS) make funding costly and unavailable overnight.</p> <p>Sounds terrifying ?Sounds familiar? !! Well, it is. Not unless you put extra effort to understand what a lender is seeking instead of taking it for granted. And supersede that with making some more efforts to make the lender aware of the business and its ability to service debt obligations.</p> <p>Through this session, we aim to bring lenders and borrowers together to identify some of the oft-repeated challenges experienced by emerging enterprises in procuring debt funding. And would attempt to find possible solutions amenable to both lenders and borrowers. Also looking to share awareness about the current dynamics impacting the credit markets in general. And NBFCs in particular.</p> <p>Key points of discussion:</p> <ul style="list-style-type: none"> •Has lending to Emerging Enterprises by Banks/NBFCs come to a standstill? •Is the slowdown in funding to enterprises impacting broader economy? •Is innovation possible in debt financing for emerging corporates with minimum reg requirements? •How can cashflow based lending become more acceptable? •Can Venture Debt work with enterprises having traditional business models? <p>If you are an entrepreneur looking for a learning opportunity please Click Here to sign up for the session.</p>
12-12-2018	Target Plenary 6: The Youth Perspective: What is The Best Way To Create Widespread Social Change?	<p>The session will be a fast paced discussion by youth leaders part of the World Economic Forum's Global Shapers Community who have created social change via a variety of fields - Social Enterprise, Private Corporate Sector, Non-profit, and Volunteer Community Action. We will debate on the merits and demerits of each field to create impact at scale from the perspective of today's youth. The session will be an engaging debate that will also rope in the audience's perspectives and views at various points.</p> <p>The session will begin with a 10 minute speech by Marcus Ranney - General Manager [India], Thrive Global; on entrepreneurial wellness and the role of entrepreneurs in shaping development outcomes. Following this, the Global Shapers Mumbai Hub will conduct their session on youth leaders and their role in creating social change.</p>

12-12-2018	Closing Plenary & Announcement Of The Sankalp Award Winners	<p>To truly understand this shift, and highlight the relevance of social enterprises in the development agenda, the 10th Sankalp Global Summit's closing plenary aims to provide a platform for industry leaders to be heard and discuss the need for domestic institutional capital from both the private sector and government. The focus is on understanding the ways in which we can mobilize policy, the private sector, and other global actors to achieve business transformation. The plenary session needs to look ahead as to what the landscape of enterprises and capital will bring for the next 10 years. We will also look to wrap up and bring to conclusion the two days of engaged discussions, debates and conversations that have happened across the two days of the Summit. We will also be announcing the Sankalp Awards at the Closing Plenary that celebrate leading social enterprises that have been selected after an extensive selection process and a Grand Jury deliberation.</p> <p>Sankalp Awards are one of India's most prestigious social enterprise awards. Over the years the awards have recognized more than 1500 social enterprises, facilitated 500 + mentoring connections and raised more than USD \$250 million equity investment. The Awards are designed to support emerging social enterprises, strengthen their business strategies, provide fund raising opportunities and access a global network of entrepreneurs, investors, and funders.</p>
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