

# Sankalp Africa Summit 2019

Sessions Details		
Date	Session Title*	Description
21-02-2019	Rise & Shine Yoga!	Get your Sankalp experience started with the right energy, compliments of Africa Yoga Project's expert instructors!
21-02-2019	Breakfast Session: Investing to Improve the Lives of Adolescent Girls and Young Women	<p>The SPRING Accelerator will host a session to equip investors with the knowledge, tools and capability to perform more gender-smart investing that focuses on young women and girls. Whether participants are fund managers, financial service intermediaries, donors from a development organisation or a private investor, this workshop will demonstrate how to better assess business opportunities that have a positive impact on adolescent girls and young women.</p> <p>This highly interactive session will be led by Suzanne Biegel and apply learnings of SPRING's investor toolkit by featuring SPRING entrepreneurs who will provide context for breakout table discussions on topics ranging from due diligence to impact metrics.</p> <p>To RSVP for this session or for more information, please email <a href="mailto:Julia@springaccelerator.org">Julia@springaccelerator.org</a></p>
21-02-2019	Registrations	
21-02-2019	Opening Plenary: Accelerating Unlikely Alliances	<p>At Sankalp, our core philosophy is that sustainable development (economic and otherwise) will happen through domestic business opportunities that are targeting and benefiting low-income consumers, through innovative products and services led by entrepreneurs. Global investors have their sights set on Africa as the next frontier for booming business, nascent sectors offer business opportunities everywhere for innovative entrepreneurs, and the Silicon Savannah promises to leapfrog progress with technology. Additionally, global impact funds are gaining traction and are increasingly seen as the drivers that will bring the estimated 2.5\$Trillion dollars needed for the world to achieve the sustainable development goals. However, there is a recognized need to engage players beyond the development financial institutions, impact investors and traditional stakeholders to enable businesses to scale.</p> <p>To truly create impact and transformation - enterprises require an enabling ecosystem of knowledge, networks, and capital over time and in different forms. We need to bring actors to the table, who historically have had limited engagement with the entrepreneurship community at large in order to drive local and international business alliances; facilitate meetings between mainstream corporate and financial institutions with SME/Startups and increase government involvement with the private sector beyond policy frameworks.</p> <p>The opening plenary at the Sankalp Africa Summit 2019 is focused on understanding the ways in which we can mobilize unlikely alliances across stakeholders 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-million dollar entity.</p>
21-02-2019	Off The Cuff : In Conversation with Vineet Rai and Jeff Koinange	
21-02-2019	Report Launches	<p>Two exciting reports, full of industry insights &amp; knowledge, will be launched right after the Opening Plenary:</p> <ul style="list-style-type: none"> <li>- IDRC &amp; Intelicap : The Global Landscape of Gender Lens Investing</li> <li>- SDG Partnership Platform &amp; Intelicap: Innovative health financing models for universal health care</li> </ul>

21-02-2019	Sankalp Africa Awards	<p>The top 5 finalists, coming from Kenya, Rwanda, Tanzania and Uganda, will take the stage with our host, Jeff Koinange. The finalists emerged on top out of a pool of 350+ applicants. Witness these promising entrepreneurs talk about their business &amp; impact, followed by the announcement of the Sankalp Award winners.</p> <p>Meet the finalists: <a href="https://africasummit2019.sankalpforum.com/page/1364090/sankalp-awards">https://africasummit2019.sankalpforum.com/page/1364090/sankalp-awards</a></p>
21-02-2019	Tea Break	
21-02-2019	Closing the Gap in Clean Energy Access: Investing in Local Entrepreneurs	<p>Since 2013, the “Pay-As-You-Go” business model has allowed for more than 500,000 households in East Africa to have access to modern energy. Enterprises that provide these services have also secured the support of the international investing community.</p> <p>Despite this progress, the number of companies operating in the PAYG market is still in the single digits and these companies are almost exclusively foreign-owned and managed. Some figures have cited that as many as 20,000 delivery enterprises will be needed to meet the needs of the 900 million people without energy access and 2.8 billion without access to clean cooking facilities.</p> <p>The World Resources Institute with support from the DOEN Foundation and Wallace Global Fund is working on a project focused on supporting local clean energy entrepreneurs in East Africa. We believe that expanding the market by supporting local entrepreneurs provides both a choice to investors and consumers. The focus of our work is on exploring the barriers facing local clean energy entrepreneurs and articulating their ability to meet the financial and social goals of investors.</p> <p>During this session at Sankalp the World Resources Institute will bring together Kenyan fund managers, Kenyan entrepreneurs, and investors. The session will include presentations on the new investment opportunities present in Kenya, and a facilitated discussion with attendees about the needs of clean energy enterprises and how the ecosystem can better facilitate investment.</p>
21-02-2019	Escaping Innovation: Expanding the Notion of Impact to Include the Local Economy	<p>Impact investing is hitting its stride in many parts of Africa. Airport lounges across the continent bustle with the arrival of impact investors who are deploying capital to catalyze both social and financial returns. It’s an exciting moment.</p> <p>Yet, all too often, the impact sector exclusively looks toward innovation to expand impact. Impact investors prioritize new business models and new technologies over proven models and traditional businesses.</p> <p>In this session, CrossBoundary will bring together investors and entrepreneurs to discuss the opportunities to have real impact without doing anything new.</p> <p>Speakers will broaden the definition of impact to include brick and mortar businesses and will discuss the challenges and opportunities for local entrepreneurs when meeting impact investors and raising capital.</p>

21-02-2019	Ethiopia : Africa's Juggernaut Economy	<p>From a war-torn and famine-plagued country at the beginning of the 1990s, Ethiopia is today emerging as one of the fastest-growing economies in Africa. Growth in Ethiopia has surpassed that of every other sub-Saharan country over the past decade and is forecast by the International Monetary Fund to exceed 8 percent over the next two years. The government has set its eyes on transforming the country into a middle-income country by 2025, and into a leading manufacturing hub in Africa.</p> <p>New leadership has further ushered in unprecedented changes opening the country up for business and attracting international corporate expansions.</p> <p>These knowledge sharing sessions will aim to de-mystify some of these economies, explain recent economic and political developments, and highlight some of the very real opportunities for investment in these regions. The Spotlight Series is intended to showcase unexpected investment destinations as promising places to do business and create positive social impact.</p>
21-02-2019	Hard Talk : Unraveling the Investor - Entrepreneur Mindset	<p>The venture investing space is quite peculiar with both entrepreneurs and investors sometimes exhibiting contrarian, some would say hard to explain behavior. We see entrepreneurs replicating business models from the West knowing fully that some of these models are cash guzzlers and are fraught with profitability challenges. Strangely, some investors have dismissed these as "me too" businesses while others have backed these businesses with significant capital. We also see investors succumbing to 'herd mentality' and the FOMO (Fear of Missing Out) syndrome and investing in sectors only because their peers have made bets in the space.</p> <p>Through Hard Talk we'd like to discuss some of these peculiarities and understand from investors and entrepreneurs, why they do what they do. In particular we would like to focus on 3 emerging trends.</p> <ul style="list-style-type: none"> <li>• Investing in growth V/s Profitability - Entrepreneurs building traditional brick and mortar businesses are often left puzzled when they see investors investing huge sums of money at astronomically high valuations in companies that seem to have a long and uncertain path to profitability. What's the rationale behind this approach?</li> <li>• Local Expansion V/s International Expansion – Companies particularly in East Africa tend to have business plans centered on large cities (consumption centers) and more often than not seek to expand to big cities in neighboring countries despite the need to navigate new regulations and undergo fresh registrations and build a local team. What's the best use of scarce growth capital?</li> <li>• Expat V/s Local Entrepreneurs – Year after year venture funding reports come out with statistics like '90% of venture funds in East Africa go to expatriate entrepreneurs' Why is this so? Are local entrepreneurs not 'networked' enough? Are they not speaking the right VC language or are they not good enough after all ?</li> </ul>
21-02-2019	Is Your Baby Ugly: Valuations in Africa	<p>Investors and Enterprises more often than not get to an impasse when the valuation discussion comes up.</p> <p>The enterprise thinks the business is worth a lot more than what the investor is willing to agree to. Who is right? Who is wrong? Is there even a right or wrong?</p> <p>Join Intelicap in collaboration with East Africa Venture Capital Association (EAVCA) in this session as we try to tackle the valuation debate with Investors and Enterprises through an engaging workshop giving a practical view into valuation methodology.</p>

21-02-2019	<p>Making Primary Health Care Accessible in Kenya: The Role of Innovative health financing</p>	<p>Africa lags behind the rest of the world on all healthcare indicators. Global life expectancy at birth in 2015 was 71.4 years whereas in Africa it was 60 years.[1] Africa’s adult mortality rate at 339 per 1,000 people (in 2011), was more than double the global average of 160. Despite having the world’s largest disease burden, Africa has the lowest number of health workers per 1,000 people with a shortage of 6 million health workers predicted by 2030.[2]</p> <p>These challenges provide a tremendous opportunity in healthcare and the healthcare industry including pharmaceuticals, medical devices, insurance, government, investors and private healthcare providers has an essential role to play in increasing access to healthcare for Africa’s emerging markets. The Government of Kenya, with support of UN, is spearheading the Sustainable Development Goals (SDG) Partnership Platform. The Platform is a part of UN Development Assistance Framework (UNDAF), a flagship initiative which intends to take leadership on overarching facilitation, coordination and demonstration of how public-private-collaborations can effectively translate the SDGs into action on the ground. The SDG platform aims to guide and accelerate innovations, maximize impact and investments and optimize resource utilization in support of the realization of Kenya’s Vision2030 along with the “Big Four” Agenda.</p> <p>There is a growing need for Innovative Health Financing Models where traditional healthcare funding and more importantly the government funding has to be maximally utilized to catalyse funding from the private sector with an emphasis on sustainable and scalable models. Innovative health financing is an emerging approach to fund health interventions, through pooling of funds from different sources. Intelicap in partnership with SDGPP has identified innovative health financing models and instruments for achieving universal health coverage in Kenya. This session will bring together stakeholders from healthcare ecosystem (investors, private sector, public sector, NGOs, ecosystem enablers, DFIs, Foundations etc.) on a common platform to identify key avenues to implement identified innovative health financing instruments in Kenya.</p>
21-02-2019	<p>Scaling Access To Finance For Early Stage Entrepreneurs In Emerging Markets</p>	<p>Many SMEs in developing countries have difficulty securing the financial backing they need to grow. This group of businesses is often referred to as the ‘missing middle’: they have outgrown micro finance but do not yet have access to regular financial services. While challenges are abundant for all missing middle segments as captured by the estimated USD 5.2 trillion MSME finance gap in developing countries, early-stage enterprises face bigger hurdles, and the lack of financing is a major constraint to their growth.</p> <p>The recent DGGF report focuses on the challenges of financing early-stage businesses in emerging markets, either in pre- or post-revenue stage, that have demonstrated traction in the market and potential to scale up, and that are seeking to raise between USD ~10,000 and USD ~500,000 of investment. Early-stage finance is typically about providing a combination of working capital and capital expenditure financing, it will often need to be non- “asset-based”, and have some kind of business development support embedded in it.</p> <p>Recent DGGF report seeks to explore how to improve the scalability and viability of early-stage finance provision, thereby reducing the need for philanthropic capital and subsidies to the local providers of finance and support to early-stage enterprises. During this panel DGGF will reflect on the results of the study, and will discuss and identify key initiatives or efforts needed to accelerate appropriate capital to different types of early stage companies - together with key field building organizations, as well as representatives of different “ archetypes” of early stage finance provision – business accelerators, business angel networks and early-stage VC funds.</p>

21-02-2019	The Rise of Strategics as Early Stage Investors in African Startups	<p>It's every fund manager's dream to exit: having a portfolio company acquired by a large corporate who sees beyond the company's financial performance, and recognizes the strategic value of the company and growth opportunities it could bring to said corporate.</p> <p>These exits to trade or strategic buyers have accounted for 44% of exits in Africa over the last decade.</p> <p>However, we are now seeing these strategics evolving their strategies by not only focusing on acquisitions, but also becoming early-stage (often minority) investors in start-ups across Africa through internal corporate venture or a LPs in venture funds. Whilst this has been the norm in more developed markets - with 33% of VC investments coming from Corporate Venture Capital funds - we're seeing more strategics pursuing the allure of the African growth story by investing in Africa start-ups across many sectors.</p> <p>In 2018, VISA, Tencent and Paypal have invested in Paystack's Series A; GE Venture Capital led ZOLA's Series D; and AHL Venture Partners co-invested with Royal DSM into Zambian nutritional food company Java Foods.</p> <p>The goals for this session are:</p> <ul style="list-style-type: none"> <li>•To build awareness around the growing trend of early stage strategic investors and how to build and leverage these partnerships</li> <li>•To unpack the motivations and investment strategies of strategic early stage investors</li> <li>•To discuss and understand pros, cons and lessons learnt from local fund managers [and from the entrepreneurs] on partnering early with strategic investors</li> </ul>
21-02-2019	Untangling Training: Is Your Program Ineffective and A Waste of Time & Money?	<p>If you have managed people, you've probably asked yourself "how do I get them doing the right things, at the right time, in the right way?" Sourcing capable talent is hard enough, how do you then prepare them for the job in a way that yields results? And when you want graduate implementers into management roles, how do you prepare them for the demands of leadership?</p> <p>Globally, professional development is a massive industry that often receives criticism for 'reinventing the wheel' with content redundancies. In emerging markets, we see social businesses and NGOs slip into pitfalls with their training that wastes time and money. With important social missions and external expectations at risk, there is no time to waste with developing an effective training system to develop your talent - both team-members and team leaders.</p> <p>Through an interactive discussion, we invite you to unpack, demystify and simplify both the art and science of training and team development. The following are some of challenging topics that we can explore together:</p> <ul style="list-style-type: none"> <li>•Putting too much time into what to train rather than how to train</li> <li>•Teaching what to do without helping them understand why they should do it</li> <li>•Putting people in charge of a training that haven't practiced what they are teaching</li> <li>•Over reliance on 'playbooks' to develop people, instead of teaching managers to be leaders</li> <li>•Short, informative trainings that overwhelm people with information</li> </ul>

21-02-2019	Workshop   Partnering for Change: Connecting Talent with the Entrepreneurship and Corporate Ecosystem	<p>Nearly all small and growing businesses in emerging economies suffer from the challenge of recruiting, growing, and retaining talent. This interactive workshop seeks to address the following challenge:</p> <p>How can we strengthen the relationship between private sectors players and academic and technical/vocational training institutions in Africa to ensure that their programming is more responsive to market needs?</p> <p>How can we catalyze collaboration among key ecosystem players so that young people graduating from academic and training institutions are better equipped with the high-quality skills that meet market demand?</p> <p>Through a series of hands on activities participants will explore the opportunity to foster direct linkages between various key actors -- TVETs, university programs, entrepreneurship support organizations, and local and international corporate job providers -- generating new ideas for collaborations that will effectively prepare and channel youth into the workforce.</p> <p>Facilitators from MIT D-Lab will incorporate components of their participatory design methodology, entrepreneurship ecosystem model, and P-ACT Partnership Activation Tool in order to promote greater mutual understanding and creative problem-solving among the gathered participants.</p>
21-02-2019	Lunch Break	
21-02-2019	A New Leadership Approach for Progressive Fast Growing Organizations	<p>Having the right kind of leadership is critical for a fast growing organization to reach its growth potential, the challenge is that as you grow quickly so much is happening and leaders just start telling people what to do!</p> <p>Research has shown that there are more effective leadership styles for such environments, to discuss this and more African Management Initiative (AMI) will facilitate a session - in its signature experiential learning style- that will equip you with practical tools, techniques and insights to be able to lead your organization effectively.</p>
21-02-2019	Building the WASH Ecosystem – Moving Beyond the Traditional Delivery of Services	<p>Kenya is classified among the most water scarce countries in the world.</p> <p>With a population of 46 million, 41 percent of Kenyans still rely on unimproved water sources, such as ponds, shallow wells and rivers, while 59 percent of Kenyans use unimproved sanitation solutions. Only 9 out of 55 public water service providers in Kenya provide continuous water supply, leaving people to find their own ways of searching for appropriate solutions to these basic needs.</p> <p>With a project population of 65 Million and a population density of 114.9 persons / km2 by 2030, Kenya needs to move away from the donor-driver models to sustainable and scalable business solutions in order to achieve the Sustainable Development Goals. This requires an ecosystem approach than just money.</p> <p>This session will seek to answer the role of the key non-government actors including donors, support providers, private sector to achieve SDG 6 and the potential enabling environment that is required to ensure the effectiveness of ecosystem development.</p>

21-02-2019	Enabling Ecosystem for MSMEs : The Role of Climate Finance	<p>National governments, states, cities and businesses are trying to tap the opportunity of climate action, to enable employment, investment, and smarter growth to a cleaner, healthier future for all.</p> <p>Climate investment opportunities in emerging markets could be as much as USD 23 tn by 2030. Investment in sub-Saharan Africa, particularly for climate change and clean energy, represents a USD 783bn opportunity. The potential for renewables in sub-Saharan Africa stands at about 1,100 GW of solar capacity, 350 GW of hydropower and 109 GW of wind, among others.</p> <p>However, the opportunity and ways to tap climate finance is not very well understood by MSMEs.</p> <p>This session aims to bring together key decision-makers, financial institutions (including private sector investors and foundations), and enterprises to identify potential transformational investments to curb climate change. It will include discussion on emerging opportunities in renewable energy, battery storage, electric vehicles, and low-carbon air conditioning systems, among others. Overall this session will aim to support MSMEs understand the role of climate finance and mechanism to avail it, a new channel of investment for MSMEs.</p> <p>This session will result in re-defining the role of climate finance and ways on how it can be channelized effectively and efficiently to MSMEs.</p>
21-02-2019	Innovations Beyond Borders: Knowledge and Business Model Transfer Across Asia & Africa	<p>Africa and Asia are home to nearly 75% of the world's population and account for half of the global GDP. The two continents have thriving markets and opportunities for establishing and scaling businesses in various sectors through exchange of ideas, technology and innovation for inclusive growth and high impact.</p> <p>They also share similar challenges in solving their pressing needs in healthcare, agriculture, energy, manufacturing among others. Transfer of knowledge and replication of successful business models has emerged as the new avenue of collaboration between Asia and Africa and makes for new and exciting regional co-operation.</p> <p>However, questions remain on how successful knowledge transfer and replication of successful business models can be carried between the two regions to address their unique and shared developmental challenges.</p> <p>How can the two regions collaborate in setting up and accelerating high impact businesses while addressing bottlenecks in market access and linkages, innovation and technology exchange, and capital and technical assistance for mutual benefit?</p> <p>The session will aim to:</p> <ul style="list-style-type: none"> <li>· Identify business models, practices, innovations, technologies and ecosystems that form avenues of mutually beneficial exchange between Africa and Asia</li> <li>· Explore ways through which the two continents can accelerate replication of successful and transferable business models, transfer technology and share knowledge and experiences.</li> <li>· Understand the challenges and barriers that deter co-operation between Africa and Asia.</li> </ul>

21-02-2019	Pipelines and Partnerships: Positive Impact Investment Opportunities in Agribusiness	<p>The future of agricultural sector finance in frontier markets is changing – especially when it comes to private capital mobilization. Working through innovative partnerships with the private sector (PE, VCs, impact funds, institutional investors, transaction advisors, microfinance visionaries, ground-breaking entrepreneurs), USAID is working to de-risk and catalyze deal flow while achieving strategic humanitarian and related development goals. USAID activities like the newly launched Kenya Investment Mechanism, the East Africa Trade and Investment Hub, Power Africa and other Feed the Future supported programs are in a position to offer deep and unique market intelligence, investment ready pipelines, deal structure and due diligence support and a host of other tools - from first loss facilities to loan guarantees to assistance with IPOs and capital markets listings - to help drive returns for investors.</p> <p>From powering agriculture to empowering women and youth, this session is for investors interested in meaningfully contributing to the food security, resilience, enterprise and market systems development of East Africa and beyond; those who want to learn what has worked in similar markets, what is available for financing now and in the near future, and what is possible under USAID’s new Private Sector Engagement policy.</p>
21-02-2019	Reaching the Tipping Point for Impact Investing	<p>Thousands of key stakeholders from the impact field are working in their respective countries to build conducive ecosystems for impact investment, to benefit people and the planet.</p> <p>Many of them are doing so by building national structures, known as “National Advisory Boards – NABs”, engaging diverse players in dialogue, developing policy recommendations and implementing a range of innovative financial instruments. Kenya and many other African countries have an opportunity to become true Impact Nations, and attractive platforms for investors committed to Africa and the SDGs.</p> <p>A national body, such as a National Advisory Board, is a powerful tool to lift barriers and create a more fluid, more efficient ecosystem, unlocking further private capital for public good.</p> <p>The session will create a unique opportunity for exchange and discussion on how NABs can accelerate impact creation.</p>
21-02-2019	The Big Debate : Africa's next generation of leaders - Are They Ready?	<p>Africa is the youngest continent in the world, but is home to some of the oldest leadership on the globe. The age difference between Africa’s leadership and the average age of its residents is often upwards of a 50-year age gap, which is often double that of more developed economies.[1] A trend of aged leaders who often overstay their terms in power is precisely why we need a new generation of African leaders to usher in development progress.</p> <p>This session would look at what is needed to build Africa’s next generation of young leaders, and who is needed on this journey to build skills, education, and civic engagement? Leaders can go on to build businesses, drive social change through non-profits, and even lead countries, but their capacities must be built by the ecosystem at large. Several key initiatives like YALI and ALA already exist, but how can that work be amplified by working with and engaging other stakeholders?</p> <p>[1] “The world’s youngest continent will keep being run by its oldest leaders - <a href="https://qz.com/africa/1162490/the-youngest-continent-keeps-on-being-run-by-the-oldest-leaders/">https://qz.com/africa/1162490/the-youngest-continent-keeps-on-being-run-by-the-oldest-leaders/</a></p>

21-02-2019	Trash To Production   Circular Economies	<p>Building on 2018's Circular Economy session at Sankalp, this year's session would take a deeper dive into looking at Circular Economy Entrepreneurs.</p> <p>While last year's discussion looked at the larger environment and context for the circular economy and recognized that, particularly in Africa, the circular economy is particularly nascent needing for more awareness and policy advocacy. In 2019, we intend to focus on the entrepreneurs themselves, their business models, and their circular principles to better understand the support they need in order to scale.</p> <p>This workshop will explore how to do this, with examples and case studies of entrepreneurs who are already pioneering the circular economy across a variety of sectors – such as apparel, food, waste management, and water, among others. 3-5 enterprises will briefly present their business models, but then in small group discussions will dissect the business models (using their business model canvases) to better understand how circular principles contribute to the business model. By putting some of these models under the microscope using the business model canvas as a tool, the Sankalp community will be able to collectively understand what are business model scaling barriers and challenges, probe into the circular principles present in them, and thereby begin to identify some of the support measures required to help these types of entrepreneurs succeed.</p> <p>The session is designed as a lab/working session. It will begin as a TED talk style session in which participants will be guided through 4 circular businesses across a variety sectors. These entrepreneurs will then present their business model canvases to small groups who will then unpack the business model to understand the unique challenges of circular economy entrepreneurs, and identify some of the needed interventions of support for these entrepreneurs.</p> <p>Goals for this session are:</p> <ol style="list-style-type: none"> <li>1. Build awareness of the potential sectoral opportunities for circular economy entrepreneurs by highlighting some examples</li> <li>2. Identify business model gaps and challenges unique to these entrepreneurs</li> <li>3. Generate ideas on the unique support measures that could better support circular economy entrepreneurs</li> </ol>
21-02-2019	ZAMBIA: The New Investment Frontier	<p>For too long Zambia, the Southern African land-linked country, has been overlooked by many investors.</p> <p>This safe and secure country has a stable political regime and an exciting and growing pipeline of companies poised for growth.</p> <p>Join us to discuss why Zambia is the next destination to add to your investment portfolio. We'll provide you with an overview of why Zambia, showcase some of the exciting investment opportunities on offer and introduce you to the first movers who have already made successful investments in to Zambia and plan to continue to come back for more!</p>
21-02-2019	Deal Room   By invite only	<p>High-potential entrepreneurs who are looking for external investment have the opportunity to apply for the Deal Room.</p> <p>Intelcap will fast track a select number of enterprises (between 5 and 6), to be accepted into the deal room. Investors will then select which entrepreneurs they would like to meet with and meetings are set at Sankalp.</p> <p>For Investors interested to sign-up, please Register here to receive details on companies in the deal room.</p> <p>Please note that for Entrepreneurs, the applications are now closed.</p>
21-02-2019	AHL Venture Partners Happy Hour	<p>Join us as we kick off an exciting evening of drinks, games &amp; fun to wrap up Day 1 of the Sankalp Africa Summit! This happy hour will be supported by AHL Venture Partners.</p>
22-02-2019	Rise & Shine Yoga!	<p>Get your day started with the right energy, compliments of the expert instructors at Africa Yoga Project.</p>

22-02-2019	Breakfast Meeting   GIIN Member Meeting   Invite Only	<p>Members of the Global Impact Investing Network (GIIN) are invited to attend a breakfast convening.</p> <p>In addition to sharing 2019 priorities, the GIIN team will focus the greater part of the meeting on the topic of frontier finance. Specifically, participants will discuss how to address key barriers preventing increased capital allocations to investments that aim to improve the lives of low to lower-middle income populations.</p> <p>The discussions will advance the activities of the GIIN's Frontier Finance Working Group and wider work in this area.</p> <p>To RSVP for this session or for more information, please write to <a href="mailto:kngo@thegiin.org">kngo@thegiin.org</a></p>
22-02-2019	Breakfast Launch Event   Mapping the Landscape for Impact Measurement & Management (IMM) in East Africa	<p>We are excited to inform you that B Lab East Africa, in partnership with Genesis Analytics, have finalised the DFID-funded study into Impact Measurement and Management in East Africa, which is an initiative of the Aspen Network of Development Entrepreneurs (ANDE) East Africa.</p> <p>The study maps the impact measurement and management (IMM) landscape in East Africa, with the purpose of adding value to Metrics Learning Lab members and propel IMM and impact investing into the future.</p> <p>At this event, we will showcase the platform, which disseminates information on the available impact measurement tools, frameworks and standards used in the small and growing business (SGB) sector in East Africa and will serve as a reference point for anyone who wants information on the available impact measurement and management tools available in the market.</p> <p>Please join us and your colleagues to discuss, share your experiences, work towards recommendations and help us create a better understanding of how to measure and manage impact going into the future.</p>

22-02-2019	Main Plenary: Inverting The Pyramid - Scaling Millions of Women Entrepreneurs	<p>Research shows that globally women do 66% of the world's work but only earn 10% of the world's income and only own 1% of the world's property. [1]</p> <p>Women remain primarily invisible in the work they do, yet contribute enormously to its output and value. Gender issues fundamentally shape the totality of production, distribution, and consumption within an economy; from production to processing to disposal, 'gendered patterns' of behaviour condition men's and women's jobs and tasks, the distribution of resources and benefits derived from income-generating activities in the value chain, and the efficiency and competitiveness of value chains in the global market. [2]</p> <p>This represents a missed opportunity as it prevents women from achieving higher productivity and moving from low underpaid jobs to higher better quality jobs and business opportunities.</p> <p>There has been a positive move to promote gender inclusion, especially in increasing the participation of women in social, economic and political roles and the most common method being adopted by various stakeholders is increasing the number of women employed rather than focusing on the quality of jobs/work being done by women. While discussions have started around meagre percentages of venture capital going towards women led or women owned businesses, including the need for women investing in women, and diversity of fund managers (moving beyond all male fund management); the critical conversation of increasing women's involvement, at middle level of value chains, as managers or owners of businesses is missing. For instance, in agriculture sector women do majority of farm work but their representation in producer associations is negligible, it is further more difficult to find women as aggregators/traders of agriculture commodities. In health care sector, most of community health workers are women but when it comes to job at managerial level i.e. as clinic/hospital in-charge there is limited representation by women. Same goes for education sector where you will find women teachers but not many women principals. The story cuts across all the sectors; there is a need to move from interventions that marginally improve women's income levels and lives to the interventions that increase women's participation in more quality and meaningful roles higher up the value chain.</p> <p>The question to be explored in this session is, how do we move beyond a linear thinking of gender inclusion and design interventions that create women as successful managers/entrepreneurs to tackle the SDG's?</p> <p>Some of the points to be explored:</p> <ol style="list-style-type: none"> <li>1.Which are the sectors that are traditionally male dominated that can be led by women?</li> <li>2.What are the critical gaps in terms of accessing capital for MSME's? Are women entrepreneurs worse off in this area?</li> </ol>
22-02-2019	Are You Making The Right Connections @ Sankalp?	<p>Does this network event engage startups, investors, and others - do they share insights and forge relationships. We seek to analyse and see what the event data and insights reveal.</p> <p>So, is it true?</p> <p>Are these conferences good for Startups, SMEs and others Ecosystem Support organisations?</p> <p>For us the answer is YES, but we at Sankalp have enlisted the support of Luni from Fledge to use our trove of data, particularly the participant metrics and your insights behind an ecosystem conference engagement index factor.</p> <p>After all data speaks for itself. Our fingers are crossed for a high score on Connectedness!</p>
22-02-2019	Tea Break	
22-02-2019	Breaking the Paradigm of the 10x Return (a.k.a. How to invest in any company without worrying about an exit)	<p>The rarity of exits for startups clearly shows that the traditional venture model for seed investments is not the right fit for most startups. Meanwhile, other investment structures exist that can achieve desired returns without relying on 10x exits. How do we shift the paradigm from investing for exits to revenues? This hands-on workshop will provide evidence that this new investment strategy works, and it will demonstrate how it can be executed effectively.</p>

22-02-2019	Building ecosystems for Corporate-SME partnerships   Invite Only	<p>Working towards the Sustainable Development Goals has become a priority not only for the traditional development sector, but for most private sector businesses – from start-ups to well established international corporations. For the private sector, contributing towards achieving the SDGs is not just about corporate social responsibility, it's about making business sense. How can private and public businesses pioneer in traditionally ignored markets, offering goods and services for traditionally ignored populations? The business world clearly sees hugely untapped opportunities across the African continent, but oftentimes needs unlikely alliances to be able to effectively tap new markets with new products.</p> <p>The holy grail of effective partnerships has long been between corporations and start-ups, or SMEs. Younger, smaller companies are innovative, agile and risk-taking, while more sophisticated corporations have R&amp;D facilities, well-established distribution channels, and deep resources. While this sounds like a match made in heaven, the reality is not so rosy. These partnerships are incredibly difficult to cultivate, negotiate, and establish. In fact, the solution may not even be for corporations to partner directly with SME's but to take a systemic approach to working with the larger entrepreneurial ecosystem. SMEs are quite often products of their environments, which can be complex to navigate, overwhelming with different players, and even restrictive for SMEs.</p> <p>This closed door roundtable will be exclusively for international and local corporations who have interest in working more strategically with SMEs. This session will focus on how we can improve fragmented linkages in order to build ecosystems wherein corporations can tackle some of the issues around why it's so difficult for corporations to work with SME's:</p> <ul style="list-style-type: none"> <li>•What's the business rationale for corporations to work with SMEs? Why should corporations even care to work with SMEs?</li> <li>•What methods are already working? What examples can we look to for successful partnerships?</li> <li>•How do we take a systems lens to tackle the challenges of working with SMEs, given the depth and breadth of the existing entrepreneurship ecosystem?</li> <li>•Ultimately, can we create better pathways to help Corporates and SMEs engage?</li> </ul>
22-02-2019	Educating for the Skills of the Future	<p>University-based incubators are growing at a rapid rate in East Africa, with an increased interest in developing not just well-read students, but successful real-world entrepreneurs and business leaders. In countries where the vast majority of the population is under 30, but only a small fraction of those have the opportunities to obtain advanced degrees, the pressure is on universities to develop students into business and civic leaders.</p> <p>But what is the best way to develop a great theoretical idea into a thriving business model?</p> <p>The connection seems simple to have practical hands-on incubator programs to support strong business ideas to bridge the gap between textbook learning and real world relevance in an educational system where passing exams with high marks is of the utmost importance. But in present times, where the idea of a conventional education and degree is itself under heavy scrutiny, what then is the best way to equip the youth to be gainfully employed?</p> <p>Does the present academic system, spanning from school till higher education, offer enough resources, or are there serious lacunae that can only be addressed by external interventions? Whose role is it to encourage and advise appropriate policies and regulations that can further encourage a local entrepreneurial ecosystem?</p>

22-02-2019	Financial Inclusion 2.0: Digitizing Agricultural Value Chains  Can we Build an Alternative to M-Pesa?	<p>Africa has witnessed unprecedented growth of digital financial services access, making it home to more digital financial services deployments than any other region in the world, with almost half of the nearly 700 million individual users worldwide. African financial services providers from 2012 to 2016 have resulted in 7.2 million new digital financial services users on the continent (a 250 percent increase from the baseline), 45,000 new banking agents, and \$300 million in monthly transactions.</p> <p>However, the next leap in DFS would be to leverage the access for enabling economic growth of underserved markets and segments. While the uptake of digital loans and savings has been fast in individual urban customer base, there are still significant gaps for rural, low-income segments to access credit cost-effectively, tailored for value chains they operate in.</p> <p>It is becoming increasingly evident to financial services providers, both traditional and new, that catering to the underserved markets can directly lead to improved revenues and growth. But there are constraints and challenges which remain both from the demand and supply side. It will require an environment consisting of innovative models, catalytic partnerships, technology infusion and enabling regulations to reach scale in the underserved markets.</p> <p>The Financial Inclusion 2.0 session at Sankalp will aim to identify emerging business models, technologies and innovative practices which have the potential to drive the new wave of financial inclusion among the low income and under banked rural population.</p>
22-02-2019	Managing Intercultural Teams: The Magic Ingredients for Success	<p>It is hard to imagine the social enterprise and venture capital ecosystem without cross-cultural teams anymore. In our work with startups and companies across East Africa we interact with multicultural teams on a daily basis: Local and foreign founders, team members from different East African countries, local and foreign investors and board members, international fellows and consultants, and and and.</p> <p>While this diversity is an incredible opportunity to build innovative, winning and competitive companies, the day to day in the office with each other can sometimes be puzzling, draining or frustrating. What effort should be put into building teams that can leverage cultural diversity? How to avoid a dominant culture but promote integration?</p> <p>In this workshop we will discuss the realities of cross-cultural teams and companies in Africa, share good case practices with each other and answer some important questions regards Talent Management and HR processes in such realities.</p> <p>edge works with growing and fast-changing organizations around East Africa in building highly-effective teams.</p> <p>We help understand gaps and identify opportunities related to talent capacity and performance, and partner to make them happen through simple, focused and personalized support, strategic conversations, relevant data, tools and workshops.</p> <p>We have worked in-depth with over 50 start-ups, social businesses and grassroots organizations across East Africa since 2014 and with over 200 others globally.</p>

22-02-2019	Somalia : From Fragile to Frontier, What Will It Take ?	<p>Plagued by war and widespread violence erupting from a Civil War in the early 1990's, Somalia was at one time named the most volatile place in the World.[1] Somalia is often perceived as a 'failed' state and a country where lawlessness reigns and the country has little hope after a 20 year turmoil that is just now coming to an end.[2] The general market landscape is also high risk with rampant internal conflict slows infrastructure development, and accelerates the spread of disease - as a direct result of non-existent medical facilities - and extreme lack of food. Unsurprisingly, Somalia was also one of the last African countries to 'go online' in 2000.</p> <p>However, as the dust settles from the decade-long war, many young Somalis are returning from the diaspora to set up enterprises and settle down in Somalia making it a wide-open market for anyone willing to invest time, energy, and money. Somalia is turning out to be a new market that's undergoing a unique and positive transformation where unlimited business opportunities exist. For example, mobile money has superseded the use of cash in Somalia – more than 70% of Somalis use mobile money, whereas only about 15% have a bank account.[3] This incredible financial inclusion success story helps a heavily nomadic population facilitate trade, connects a large diaspora population through international remittances, and reduces security threats for businessmen by avoiding dealing in cash.</p> <p>Even 'simple businesses' offer a wealth of opportunity in Somalia such as dairy farming and dry cleaning, where zero to limited competition means unlimited potential for growth. Hubs and accelerators such as iRise and Innovate Ventures have also come up recently to help support emerging entrepreneurs. Somalia's vibrant entrepreneurship space is in its infancy – Somalia is emerging as a hot-spot for entrepreneurship opportunity and investment that is not to be overlooked!</p> <p>[1] <a href="https://www.telegraph.co.uk/news/worldnews/africaandindianocean/somalia/3814571/Somalia-named-the-most-volatile-place-in-the-world.html">https://www.telegraph.co.uk/news/worldnews/africaandindianocean/somalia/3814571/Somalia-named-the-most-volatile-place-in-the-world.html</a></p> <p>[2] <a href="https://www.howwemadeitinafrica.com/challenging-perceptions-about-somalia/19612/">https://www.howwemadeitinafrica.com/challenging-perceptions-about-somalia/19612/</a></p> <p>[3] Mobile money transactions in Somalia are overtaking Kenya, but there are significant risks. Quartz Africa: <a href="https://qz.com/africa/1422018/somalia-mobile-money-beats-kenya-mpsea/">https://qz.com/africa/1422018/somalia-mobile-money-beats-kenya-mpsea/</a></p>
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22-02-2019	Storytelling Workshops as Case Clinics for Social Entrepreneurs	<p>The empowering people. Network, initiated by Siemens Stiftung, connects currently more than 80 inventors and entrepreneurs who have developed simple technical solutions, and helps to expand their social impact in developing regions. It promotes these urgently needed smart solutions with the potential to simultaneously eliminate deficits in basic supply and create employment. By initiating new forms of collaboration and technology transfer, it supports social enterprises and organizations on their way to scale, replicate and expand.</p> <p>With a strong focus on organizational development and improved internal processes and structures, the Network offers a range of interactive training formats, expert knowledge and individual consulting to its member organizations.</p> <p>Since 2016 Siemens Stiftung has integrated storytelling workshops into its core-program of the empowering people, Network. Participants acquire practical knowledge on how to turn their own company history into a genuine unique selling point. They experience that storytelling is more than just the transmission of information, but convinces investors, employees and customers. Switching viewpoints leads to a deeper understanding of the other participants and enables players to see a social business from different perspectives. Narrative methods can unearth hidden or intangible conflicts in a form that enables a resource- and solution-oriented dialogue. Based on that the foundation will now develop storytelling case-clinics focused on organizational development.</p> <p>In this break-out session the Siemens Stiftung team will share their experience and introduce some of the narrative methods that intermediary organizations can use on supporting social entrepreneurs – including practical modules as a personal experience for the participants. The session will also introduce the use of a workbook available online as an open source offering.</p> <p>The session aims to:</p> <ul style="list-style-type: none"> <li>• Explain why and how storytelling and story listening can be used for organizational development.</li> <li>• Introduce methods and tools like the storyline graph, stakeholder landscape or narrative interviews.</li> <li>• Experience a change of perspectives through introducing elements of the tools in brief exercises.</li> <li>• Give exemplary insights into the feedback of entrepreneurs taking part in the workshops.</li> <li>• Share the latest developments of Siemens Stiftung’s work on using narrative methods in a new case-clinics approach.</li> <li>• Introduce the use of the storytelling workbook (free available) for own target groups</li> </ul> <p>To learn more about this session, please sign-up <a href="#">here</a>, Or write to Barbara Börner: <a href="mailto:boerner@bb-consult.info">boerner@bb-consult.info</a></p>
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22-02-2019	Tackling the Missing Middle: Access to Productive Clean Energy Services to Catalyse Economic Resilience	<p>In clean energy investments in African markets, there are major areas (“Missing Middles”) where investment and support has been limited:</p> <ol style="list-style-type: none"> <li>1. Size of energy/ clean tech applications (MW): projects above the household/microgrid size but below utility scale. 2. Deal size (\$): Transactions above ~\$2M, but below \$15M.</li> <li>3. Growth stage: Companies above micro-finance/startup stage but less sophisticated than well-established, larger companies (i.e., growth-stage small and medium enterprises (SMEs).</li> <li>4. Gender: Companies and projects that have as part of their ethos valuing the catalytic and resilient features of energy investing to support women's economic empowerment.</li> <li>5. Employment: Cities, towns, and rural areas where people live subsistence-based lives or are forced to live in/commute to the capital city to earn a living. These can generally be consolidated to three categories – (i) investment structure, (ii) industry/sector, and (iii) economic resiliency – and this panel is intended to unleash new ways of thinking to address these categories.</li> </ol> <p>Put in another way, this panel aims to address how one tackles multiple SDGs at once by catalyzing and growing proven business models and technology. Specifically, such investments would address SDGs 1 (no poverty), 5 (gender equality), 7 (affordable and clean energy), 8 (decent work and economic growth), 9 (industry, innovation and infrastructure), 11 (sustainable cities and communities), and 13 (climate action). It is our belief that the growth of SMEs and women's economic empowerment in energy are real keys to resilient economic growth. It is critical to shift focus from utility/household power connections to this approach.</p> <p>The session is designed as a very lively presentation + panel discussion. The presentation will be quick and concise in order to set the framework of the missing middles and the need to utilize clean energy as an enabler of economic resiliency. The panel discussion will take place through very pointed and direct questions that give the speakers an opportunity to be interesting/polemic. The questions will be crafted with each speaker to cover the buckets of missing middles.</p>
22-02-2019	Turning Intentions into Action: How to Boldly Implement Gender Lens Investing	<p>Many investors and capital providers have seen female founders outperform their male peers, yet female founders get only negligible amount of investment as compared to their male counterparts— highlighting a large untapped opportunity for investors. Further research has also shown that gender diverse teams can often deliver better returns with lower volatility and women control a large amount of consumer spending, creating a strong market for products and services that are directed to their needs. However, an International Finance Corporation (IFC) report identifies lack of access to finance as a key factor contributing to significantly lower growth rate of women-led enterprises compared to the average growth rate for businesses run by men[1].</p> <p>While investors have known the benefits of investing in women, it has not always resulted in positive changes in the way that investors are doing business. We are now at a critical moment. After all, looking at investments with a gender lens is not only good for business, it's a necessity if we are going to shift the balance of power relations and create a more equitable future for women and girls. While impact investors are often looked to as those who would lead this effort, it is for all stakeholders in the wider ecosystem to strongly commit to incorporating gender considerations in their processes.</p> <p>This session brings together individuals who have either successfully adopted a gender lens, or have started down that path, and aims to unpack the learnings at various levels, to uncover what the community can do to enable the process. This session will be supported by IDRC, and facilitated by Intellectap's gender vertical. Representatives from IDRC and the Intellectap's Gender vertical will be present on the panel to highlight the research already present in this area and the need for further dedicated action research and creation of enabling frameworks, tools and evidence to further the incorporation of gender into the PE/VC ecosystem.</p> <p>[1] Investing in Women Initiative Literature Review, 2015 <a href="https://dfat.gov.au/about-us/business-opportunities/Documents/se-asia-investing-in-women-literature-review.pdf">https://dfat.gov.au/about-us/business-opportunities/Documents/se-asia-investing-in-women-literature-review.pdf</a></p>

22-02-2019	Unlocking the Potential of Private Sector to Achieve Universal Health Coverage for the Last Mile	<p>“That almost every country has a mixed healthcare system, combining private and public providers, is accepted; but what that system should look like and what the balance should be often remains unclear.”- UN Sustainable Development</p> <p>Countries around the world have developed many different models for delivering healthcare. Some are fully public, some are mostly private, and others are an intricate mix of both. The truth is that no perfect model exists, and no country is starting from scratch. Every country must attempt to augment its existing health system to accommodate all of its residents, justly and effectively. However, countries in frontier markets with less developed economies, face unique challenges where the lack of functioning government systems usually results in increased private sector health coverage.</p> <p>Because of the inevitably complex nature of national health systems, many people who live in poverty-stricken areas face two problems:</p> <ul style="list-style-type: none"> <li>•Barriers to accessing the medical services they need, resulting in poor health outcomes; and/or</li> <li>•Catastrophic financial burden caused by paying for the medical services that do exist.</li> </ul> <p>It is in this context that the debate around Universal Health Coverage (UHC) is gaining traction. The inclusion of health for all and financial protection in the Sustainable Development Goals was a watershed moment for the movement to advance universal health coverage.</p> <p>Rwanda is one country that demonstrates what UHC can look like for Africa and why it is valuable. The unique circumstances of post-genocide Rwanda allowed the government to develop a community-based insurance scheme in 1999 which has grown to cover 90% of its 12 million people. The system utilizes a poverty map to categorize members into three groups based on economic status. The poorest members pay no premiums while the rest pay different levels of premiums and co-payments. Out of pocket health expenses dropped from 28% to 12% of total health costs.</p>
22-02-2019	Lunch Break	
22-02-2019	#Pitch2Incub8rs	<p>Unlike most pitching events, where entrepreneurs are pitching to investors, these early stage entrepreneurs are pitching their ideas to incubation &amp; acceleration programs. The judges aren't the only ones giving feedback in this session -- we welcome the entire Sankalp Community to support and provide valuable feedback on how to improve their pitch, business model, or overall presentation.</p> <p>All are welcome to join this session -- particularly for those folks interested in building pipeline at the earliest stages.</p> <p>This session is hosted by StartupWave, which is a virtual platform to assist early stage entrepreneurs refine their value propositions, develop their business models, and build their pitch decks.</p> <p>Entrepreneurs who go through the StartupWave program have the opportunity to apply to incubation partners for additional support. Our most promising enterprises will have the opportunity to pitch live at this #Pitch2Incub8rs event.</p>

22-02-2019	EVs for Africa: How to Nurture More Investment-Musky Entrepreneurs in Africa	<p>Climate change is a global phenomenon, resulting in a general shift towards “cleaner” ways of life. Africa takes a huge portion in facing environmental challenges largely through air pollution. A fast growing antidote is environmentally friendly Electric Vehicles (EVs).</p> <p>The Sub-Saharan Africa’s transport is largely fuel-based, which comes at a huge price for most Africans. In Nairobi – Kenya’s Capital, residents are reported to spend 14-30% of their income on transport. Fuel prices are rising, with the Kenyan government forcing the increase of fuel prices by 8%. Furthermore, Africa’s air pollution is causing more premature deaths than unsafe water or childhood malnutrition, and could develop into a health and climate crisis reminiscent of those seen in China and India. Dirty air could be killing 712,000 people a year prematurely, compared with approximately 542,000 from unsafe water, 275,000 from malnutrition and 391,000 from unsafe sanitation.</p> <p>EVs offer a great solution to these problems. EVs are known to save from 70% of annual fuel costs to drivers and produce no direct emissions through the exhaust pipe.</p> <p>The EV market is already growing at exponential rates, with more than 3 million vehicles sold globally. Every major automobile manufacturer now has hybrid and full plug-in EVs in commercial production. By 2040, 54% of new global car sales and 33% of the world’s car fleet will be electric. It’s now common knowledge that entrepreneurship and innovation lies at the heart of the EV dream. Africa being the ‘green continent’ is also home to innovators that are playing part in shaping the future of electric vehicles – such as Kiira Motors in Uganda and Nopia in Kenya.</p> <p>Going Forward - How can we support entrepreneurs who’re solving Africa’s mobility problems? How can we build a favourable ecosystem to guide their progress? What are some of the low hanging and easy win business models that could be developed for Africa? Whilst building an ‘African Tesla’ might be far fetched and look like a pipe dream – how can some of the components to next generation Tesla come from Africa? More than half of the world’s cobalt supply comes from Africa. How then can Africa be the home of EV battery innovations? This session seeks to ignite dialogue and collaboration into how the EV dream can be realized by bringing out and supporting entrepreneurs in Africa.</p>
22-02-2019	Fail Faire: Turning Failure into Learnings	<p>Innovations in the Small and Growing Business (SGB) sector will never take place without pushing the boundaries of what is possible. Unfortunately, such attempts are not always successful. Given the prevalent stigma against failure in the SGB sector, it is imperative to provide safe spaces to allow learning from each other’s failure.</p> <p>Join us for a Fail Faire at this year’s Sankalp Africa Summit. During this session the participants will learn to “Fail forward, fail fast and fail better!”. To encourage open and candid dialogue of our experiences with failure, we will make sure there is no recording during the session and ask all participants to adhere to Chatham House Rules.</p>
22-02-2019	Making The Economics Work For Early Stage Financing - Workshop For Fund Managers   Invite Only	<p>Are you an investor focused on companies that need between \$50K - \$500K in growth capital? Are you in the process of raising your first or second fund?</p> <p>Come join the Collaborative for Frontier Finance to discuss how fund managers are innovating on the traditional venture capital model. We'll use this session to brainstorm how fund managers can: structure vehicles, streamline operations from sourcing to exit, deploy financing fit for the company's needs, and raise capital that will bring financial and non-financial benefits.</p>

22-02-2019	Master Class – Capital Raising and Decoding Term Sheets	<p>Fund raising is a tedious process; entrepreneurs have to balance day-to-day business operations with investor road shows, pitch events and preparation of investment collateral like the investment memoranda and financial models. If this is not a tough enough task, most entrepreneurs will encounter a litany of jargons and legal terms in the term sheets presented by investors (for most entrepreneurs this will be a first time scary experience). Learning to prepare coherent and impactful investment collateral that excites and conveys the right information to investors as well as the ability to read and negotiate the fine print of a term sheet is vital to sealing a win-win deal.</p> <p>The objective of this workshop is to inform and educate emerging entrepreneurs about the fund-raising process; right from preparing a fundraising plan and approaching the right investors to decoding term sheets. Designed as a 90 mins interactive session, the workshop’s content will be drawn from a combination of case studies and practical experiences and is ideally suited for a small group of 20 - 25 participants.</p> <p>The workshop will be useful for entrepreneurs who want to:</p> <ul style="list-style-type: none"> <li>• Understand how to make impactful investment collateral and create a great impression</li> <li>• Understand what kind of investors to target and how</li> <li>• Understand the term sheet and decode complex clauses within the term sheet</li> </ul>
22-02-2019	South Sudan : Welcoming Africa's Youngest Economy	<p>The youngest country in Africa, South Sudan declared independence just in 2011, civil war then erupted in 2013, and the country as a whole has seen conflict over the last decade. However, for those early movers, South Sudan holds tremendous investment opportunities across infrastructure, agriculture, telecommunications, and energy access.</p> <p>There is a certain sense of responsibility among this group of stakeholders to highlight and educate the larger audience of the stereotypes associated with the economy, and use the session to play the role of bringing to light opportunity areas for the intermediaries, for the investors, and for the private sector to collaborate with businesses there to develop synergies that facilitate growth of the ecosystem in the country.</p>
22-02-2019	Star Trek Tech for Social Good: Pipe Dream or Inevitable Reality?	<p>Exponential technologies such as AI, robotics, internet of things, and 3D printing have made the leap from science fiction of the '80s and '90s to reality of today. From self-driving cars to human organ printing, the future is not just here but also consumerized. The impact of these technologies is all pervasive: no industry will remain untouched.</p> <p>But how can they be harnessed for building equitable and inclusive societies?</p> <p>Our Learning Lab will explore how to do this, with examples and case studies of pioneers who are already using exponential technologies for good. We will identify new use cases how emerging technologies can increase speed, deep insights, customization, and democratization and ultimately lead to system transformations in emerging and developing countries.</p>

22-02-2019	The Big Debate : Is The Gig Economy Africa's Economy?	<p>Globally, the Gig Economy (where individuals are not salaried, but paid based on transaction or 'gig' that is completed) has been building momentum and being recognized as an economic force, in part thanks to players like Uber, Taxify, and AirBnb. In Africa specifically, there are houses of thought that claim the Gig Economy is The Economy, due to high rates of informal employment and the ever-present "side hustle." In fact, an estimated 63% of the total labor force in Africa engages in some level of self-employment.</p> <p>While global corporations are pioneering the Gig Economy dialogue, local players are fuelling the fire. For instance, Jumia has a sales force of 100,000 commission-based reps across the continent as compared to a full time staff of just 3,000; Safaricom similarly formally employs just 5,400 individuals in Kenya, but has built a network of 130,000 mobile money outlets. Smaller, local start-ups such as Mr. Green, SafeBoda and Lynk are building on the momentum of AirBnb and Uber. However, questions do arise as to whether this is actually creating meaningful employment, because of the volatile nature of the income streams, inconsistent pay, and lack of benefits.</p> <p>Furthermore, there are existing disparities with the current policies that disguise some of the harmful effects of those employed in the gig economy, and to a certain degree, poses serious questions around the definition of employability within a gig economy itself.</p> <p>The session is designed to be a classical debate format, with equal representation for and against the motion. The objective of the debate is to :</p> <ul style="list-style-type: none"> <li>•Flesh out an objective and insightful argument on either side of the motion that draws from facts and personal/organizational experiences of working for/with/around the gig economy</li> <li>•Demonstrate clear examples of where the Gig Economy has succeeded/failed and lessons to learn for the future</li> <li>•Involve the audience in the session in a manner that personalizes it for them and allow them to engage in a more candid way with the Speakers.</li> </ul>
22-02-2019	The Dragon In The Savannah : China's Role in Africa's SME Development	<p>The burgeoning economic and trade ties between China and Africa have been a point of scrutiny and intense debate over the past few years. The focus has often been on government relations with far less attention focused on the interactions between the private sector in Africa and China. Further there has been a tendency to be binary in the analysis, defining it as either all positive or all negative- the reality is far more nuanced.</p> <p>This panel will unpack the reality of the growing interactions between private sector in China and Africa with a focus on the trends, and emerging challenges and opportunities.</p>
22-02-2019	Urban Health Design Challenge	<p>MIT Solve identifies and supports social innovators with the best solutions to the world's most pressing challenges.</p> <p>Join MIT Solve for a workshop in Nairobi with regional cross-sector leaders and social entrepreneurs to identify where innovative technology and business approaches can be the most catalytic in creating social and environmental change.</p> <p>This workshop will focus on designing Solve's next Global Challenges, which will focus on:</p> <ul style="list-style-type: none"> <li>•Healthy Cities</li> </ul> <p>Your perspective and expertise will help us prioritize those topics and build a strong coalition of organizations to support innovators working on these topics.</p> <p>On February 22, Solve will use that coalition to launch the challenge and search for innovators from anywhere around the world to submit technology-driven solutions on Solve's open innovation platform. The best solutions will be invited to partner with the global network of organizations that are members of the Solve community.</p>