

# CONVERGENCE NETWORKING ENTREPRENEURSHIP IDEATION GROWTH KNOWLEDGE SHARING TRANSFORMATION PROGRESS EMPOWERMENT DEVELOPMENT



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**SANKALP  
FORUM**  
AN INTELLECAP INITIATIVE

  
**THE NEXT FRONTIER OF INNOVATION &  
ENTREPRENEURSHIP FOR IMPACT**  
Jakarta, Indonesia, 19-20 November, 2015

**SANKALP  
AFRICA SUMMIT**  
February 25-26, 2016

**SANKALP  
SOUTHEAST  
ASIA SUMMIT**  
November 19-20, 2015

**GLOBAL  
SANKALP SUMMIT\***  
April 20-22, 2016



Intellecap uses the power of intellect, capital and networks to address challenges faced by low-income populations. Positioned at the unique intersection of social and commercial businesses, Intellecap and its four group companies employ 1000 people with business interest in Consulting, Investment Banking, Angel Networks, Venture Debt, Trade Finance and Microfinance, all dedicated to alleviate challenges of the low-income populations in developing markets

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# WELCOME NOTE ▶



Dear Colleagues and Friends,

Selamat Datang di Indonesia!

On behalf of Intellecap and all our partners, I am delighted to welcome you to the inaugural Sankalp Southeast Asia Summit in Jakarta, Indonesia.

These past few years, as we have been studying the region, we are fascinated to see the rise of entrepreneurship, innovations and impact investing. The desire to succeed, while at the same time creating a more equitable world is what is driving hundreds and thousands of entrepreneurs in the region to build high impact business models for the bottom 3 billion.

This strong culture of innovation and entrepreneurship can be witnessed on the streets here in Indonesia and across Southeast Asia. We believe that Southeast Asia can truly emerge as the next frontier of innovation and entrepreneurship, as is reflected through our theme and agenda of the Summit.

As a platform focused on the emerging markets, Sankalp Forum convenes over 2,000 people every year in India and East Africa to support entrepreneurs and drive the inclusive development discourse. Our Summits and initiatives in these regions provide a tremendous opportunity to develop a South-South innovation and collaboration corridor across India-Southeast Asia-Africa.

In January this year, our meeting with a large Indian corporate house highlighted how they were seeing South-South innovations transfer yield business success for them. This corporate house sells one of the cheapest and more effective mosquito repellents in India, and the innovation they have scaled is from Indonesia! Of course this isn't the only one – the potential in the region is immense. And that is where Sankalp Forum comes in – we are here to make our global and regional networks converge to support entrepreneurs from the region, to catalyze investments and help drive partnerships.

As we bring the Sankalp Forum platform to Southeast Asia, we are counting on each of you for support and inspiration. Let's work together, collaborate and inspire the world around us to support the vibrant entrepreneurial ecosystem.

We are excited that yet another year, in yet another region, we have been able to bring some of the most insightful minds, organizations and change makers at the Sankalp Southeast Asia Summit. Join us over the next 2 days, as we showcase impact innovations, new partnership models and reimagine the roles of stakeholders in driving a culture of innovation and entrepreneurship in Southeast Asia.

Terima Kasih!

Aparajita Agrawal  
Director-Sankalp Forum, Intellecap



# PARTNERS ▶

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# THEME NOTE ▶



## THE NEXT FRONTIER OF INNOVATION & ENTREPRENEURSHIP FOR IMPACT

Jakarta, Indonesia, 19-20 November, 2015

Southeast Asia is among the world's most ethnically diverse regions, yet is significantly interlinked through shared resources and trade & business linkages across its 10 member countries. With a combined population of over 600 million, larger than the EU and North America, Southeast Asia has the third-largest labour force in the world, behind China and India. Over half of its population is under the age of 30, which gives the region a great demographic dividend as well as a rapidly growing consumer market.

One of the crucial growth drivers in Southeast Asia has been a focus on entrepreneurship development and innovation, as is reflected in an expanding SME sector, which comprises roughly 30-60% of the GDP of the countries in the region, and is the largest source of domestic employment. A continued impetus to supporting entrepreneurship and innovation is pivotal to the sustained growth and development of Southeast Asia. With a deep-rooted culture of entrepreneurship along with a dynamic private sector, the region presents a tremendous opportunity for market based approaches to address developmental challenges. This approach has not only enabled increased participation of women and youth, but also contributed significantly to poverty alleviation in the region.

Key sectors in the region, such as agriculture, energy, education, healthcare and financial inclusion are seeing an upward growth trajectory in the number of innovative market-based models for development. Several impact investors and institutions have been showing increased interest in Southeast Asia. Research points that East and Southeast Asia contribute to only 10% of the total Assets under Management for impact investors globally. In addition, only 11% of the overall impact investing portfolio invested in early/ seed enterprises, points to a major gap in access to finance.

At the same time, the nascent impact investing & early-stage enterprise ecosystem holds tremendous growth potential, if the right kind of market infrastructure and support is available. There is a need to link up the various stakeholders and conversations to jointly strengthen the ecosystem for social enterprises and market based models for development. We believe that Southeast Asia will be the emerging frontier of innovation and entrepreneurship for impact and the inaugural Sankalp Southeast Asia Summit will aim to create a more collaborative ecosystem to help unlock the region's entrepreneurial potential for impact.



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# PRE-SUMMIT SESSIONS ►

Thursday, 19th November, 2015 ( By Invitation )

## For Entrepreneurs

### Masterclass for Early-stage Enterprises on Seed Investments

09:00 - 10:30, Sumatra

**Facilitated by:** Aavishkaar Frontier Fund TAF & Ideosource

This masterclass will provide early-stage enterprises with the tools and knowledge to understand funding process and investor expectations, as well as help gear up for raising investments.

### Roundtable on Social Impact Measurement

10:00 – 11:30, Sulawesi

**Facilitated by:** ICCO

The session will use the UNGP framework for Business and Human Rights to discuss how businesses can ensure positive social impact, foster potential partnerships and thereby improve their operational footprint to reduce negative social impact and improve incomes.

## For Incubators, Accelerators and Enablers

### Democratizing Enterprise Incubation: Building a Strong Continuum of Business Support

09:00 – 12:00, Java

**Facilitated by:** Intellecap & Village Capital

This session will focus on sharing learnings on incubation service and delivery models as well as identify gaps in the current eco-system. The discussion will highlight how incubators find their niche in this evolving eco-system, and can strengthen their business models.

## For Funders and Investors

### Roundtable on Gender-Lens Investing

09:30 – 11:30, Yogyakarta

**Facilitated by:** Intellecap, USAID

DFIs and multilateral organisations discuss ideas and collaborative models to promote gender lens investing in the region.

## Mainstream to Impact – Catalysing Angel Investments in Indonesia and Southeast Asia

11:30 – 13:00, Denpasar

**Facilitated by:** Intellecap

This interactive Roundtable will bring together a select group of business leaders, angel investors, and impact investors to discuss how impact investors and angel investors can accelerate entrepreneurship and innovation for impact, in Indonesia and Southeast Asia.

A continued impetus to supporting entrepreneurship and innovation is pivotal to the sustained growth of Southeast Asia, and this is where angel and impact investors can help scale innovative impact models.

## Funders' and Investors' Roundtable

12:00 – 13:30, Yogyakarta

This focused group roundtable will bring out perspectives on a returnable capital approach while evaluating investments to help in sustainable development of the ecosystem. The Session will highlight the need to define and measure performance and impact of the enterprises, including discussing emerging trends and tools.

## Sector-focused Sessions

### Roundtable on Multiplier Growth through Inclusive Tourism

09:00 – 10:30, Kalimantan

**Knowledge Partner:** GIZ

Unlock potential of Inclusive Tourism sector to broad-base livelihood security through multiplier growth in ancillary service sectors.

### Roundtable on Access to Markets: Agribusiness and Fisheries

11:30 – 13:00, Kalimantan

**Supported by:** ResponsAbility

Discuss approaches to scale agribusiness enterprises and showcase innovative models.



# DAY 1

# AGENDA DAY1 ►

Thursday, 19 November, 2015

START END	SESSION
<b>13:30 - 15:00</b> Prefunction Area - Indonesia Ballroom	<b>Registration</b> Speed Networking Sessions
<b>15:00 - 15:10</b> Ballroom C	<b>Welcome Address</b> Aparajita Agrawal, Director – Sankalp Forum, Intellecap
<b>15:10 - 15:45</b> Ballroom C	<b>Theme Address</b> · Nisha Dutt, CEO, Intellecap <b>Opening Keynote Address</b> · Representative from Government of Indonesia
<b>15:45 - 16:20</b> Ballroom C	<b>Coffee/ Tea Networking Break</b>
<b>16:20 - 16:45</b> Ballroom C	<b>Special Address</b> Andrew Sisson, Mission Director, USAID, Indonesia <b>Address by</b> Gurjit Singh, Ambassador of India to Indonesia & Timor Leste
<b>16:45 - 17:30</b> Ballroom C	<b>Coffee Table Discussion: Accelerating Innovation and Entrepreneurship Ecosystem in Southeast Asia</b> This discussion will set the context on the scope and need to develop a more collaborative environment for encouraging entrepreneurship and innovation in Southeast Asia. The session will present insights on what has worked well for entrepreneurs and innovators, need to create an enabling policy framework, as well as identifying areas where the ecosystem needs more support. <b>Moderator: Priyank Tiwari, Associate Director – Sankalp Forum, Intellecap</b> · Phan Duc Hieu, Director – CIEM, Vietnam · Jerry Knecht, North Atlantic International & Bali Seafood International · Patsian Low, Head - DBS Foundation · Representative from Global Innovation Fund
<b>17:45 - 18:15</b> Ballroom C	<b>SANKALP INDONESIA AWARDS: ENTERPRISE SHOWCASE</b> Top 5 Sankalp Indonesia Awards finalists brought under the spotlight in a showcase to the audience.
<b>18:15 - 20:00</b> Pre-function Area : Indonesia Ballroom	<b>Networking Cocktail Reception</b>

\*Agenda as of 09 November, 2015



**DAY  
2**

# AGENDA DAY2 ►

Friday, 20 November, 2015

START END	SESSION
<b>07:30 - 09:00</b>	<b>Extended/ Late Registration</b>
<b>08:45 - 09:00</b> Indonesia Ballroom	<b>Introduction and Recap of Day 1</b> Priyank Tiwari, Associate Director – Sankalp Forum, Intellecap
<b>09:00 - 09:30</b> Indonesia Ballroom	<b>Opening Keynote Address</b> Bambang Ismawan, Bina Swadaya
<b>09:30 - 10:15</b> Indonesia Ballroom	<p><b>Plenary Session: Developing Women Impact Businesses</b>  This session will discuss the recent global developments in encouraging more women-impact businesses to emerge. These include focus at the policy-level, initiatives geared towards developing women entrepreneurship and women-impact businesses, development of metrics and tools, as well as efforts to direct more capital towards gender-lens investing. The panel will bring to fore voices from the entrepreneur, policy and investor, all on one platform.</p> <p><b>Supported by: USAID</b>  <b>Moderator: Kofi Owusu-Boakye, Asia Bureau – Economic Growth, USAID, US</b></p> <ul style="list-style-type: none"> <li>· James Dien Bui, Managing Director, Lotus Impact, Vietnam</li> <li>· Satish Mishra, Managing Director, Strategic Asia, Indonesia</li> <li>· Sarah Goulding, Director – Gender Technical Support Section, DFAT, Australia</li> <li>· Alvira Reyes, CEO &amp; Co-Founder, Bote Central, Philippines</li> <li>· Veronica Colondam, Founder &amp; CEO, YCAB Foundation</li> </ul>
<b>10:15 - 10:45</b>	<b>Coffee/ Tea Networking Break</b>
<b>10:45 - 12:00</b> Maluku-Kalimantan	<p><b>Parallel Session 1</b>  <b>Busting the Myths: Foreign Capital</b>  This Session will focus on the role of foreign capital in boosting entrepreneurship in Southeast Asia, while discussing the challenges faced by entrepreneurs in getting foreign investments, including exchange rate and regulatory considerations. The discussion will also bring out comparisons between the relevance of foreign and local investments, as also identify areas to encourage more local investors to participate in the ecosystem.</p> <p><b>Supported by: Aavishkaar Frontier Fund TAF</b>  <b>Moderator: Adi Sudewa, Senior Investment Manager, Aavishkaar Frontier Fund</b></p> <ul style="list-style-type: none"> <li>· Pria Swadiri, Partner, SKSH Law</li> <li>· Luke Swainson, Indonesian Representative, Root Capital</li> <li>· Richard van der Schaar, Business Consultant</li> <li>· Robert Kraybill, Managing Director, IIX</li> <li>· Gibran Huzaifah, CEO, eFishery</li> </ul>

\*Agenda as of 09 November, 2015



# AGENDA DAY2 ►

Friday, 20 November, 2015

START END	SESSION
10:45 - 12:00 Sulawesi	<p><b>Parallel Session 2</b>  <b>Developing Public-Private-Partnership models for Inclusive Business</b>  The Session will focus on discussing the role of private sector in driving equitable growth, through developing sustainable public-private-partnership models. By bringing together diverse leaders, the session will highlight experiences and examples of private sector engagement across different countries.</p> <p><b>Knowledge Partner: Inclusive Business Accelerator Vietnam</b>  Moderator: Phil Harman, Country Director, SNV Indonesia</p> <ul style="list-style-type: none"> <li>· Steffano Ridwan, Head of SME Banking, DBS Indonesia</li> <li>· Jonathan Chang, Director, Lien Centre for Social Innovation, Singapore</li> <li>· Atreya Rayaprolu, Executive Director, Intellecrap</li> <li>· Javier Ayala, Corporate Lead Inclusive Business &amp; Executive Manager – Vietnam Business Challenge Fund, SNV</li> </ul>
10:45 - 12:00 Java-Sumatra	<p><b>Parallel Session 3</b>  <b>Technology &amp; Innovation for the Bottom Billion</b>  This discussion will highlight the role of technology and technology-enabled platforms to create scalable innovative business solutions for the base of the economic pyramid. The session will also host interactive talks from select technology-enabled enterprises from the emerging markets, including Southeast Asia and Africa.</p> <p><b>Knowledge Partner: INOTEK</b>  Moderator: Diyanto Imam, Executive Director, INOTEK</p> <ul style="list-style-type: none"> <li>· Tomohiro Hamakawa, Director – Strategic Initiatives, Kopernik</li> <li>· Alfatih Timur, Founder, kitabisa.com</li> <li>· M. Maulana, Managing Partner, Uno Kapital</li> </ul> <p><b>Enterprise Showcase</b></p> <ul style="list-style-type: none"> <li>· Talk by M-KOPA, Uganda</li> <li>· Talk by SULIS, Indonesia</li> </ul>
12:00 - 13:30	<b>Prayer Break / Lunch Break</b>
13:30 - 14:00 Maluku	<b>Speed Networking Sessions</b>
13:30 - 14:30 Denpasar	<b>DBS Foundation: Social Enterprise Bootcamp Pitching Session</b>
13:30 - 14:00 Sumatra	<p><b>Enhancing Financial Inclusion Through Innovation: Are you up for the challenge?</b>  Yohann Formont, CleanStart Consultant, UNCDF  Introduction to the UNCDF Shaping Inclusive Financial Transformations (SHIFT) program. SHIFT's challenge fund is a common platform to crowd-in investors and donors and provide co-funding to financial services providers and enterprises in ASEAN.</p>

\*Agenda as of 09 November, 2015



START END	SESSION
<b>14:30 - 15:30</b> Indonesia Ballroom	<p><b>Plenary Session: The Emerging Global South: Southeast Asia-India-Africa</b>  The session will highlight the need and scope of building a sustainable knowledge, innovation and collaboration corridor across India-Southeast Asia-Africa. The discussion will focus on key scalable innovative impact business models across these regions, while identifying key areas and drivers to facilitate collaboration and knowledge exchange.</p> <p><b>Moderator: Anil Sinha, Chairman – Strategic Advisory Board, Millennium Alliance</b></p> <ul style="list-style-type: none"> <li>· Sanchayan Chakraborty, Partner, Aavishkaar Frontier Fund</li> <li>· Akshay Dua, Principal, responsAbility Investments AG</li> <li>· Brenda Nambalirwa, Head - Human Resources, M-KOPA, Uganda</li> <li>· Sanaullah Fathi, Global Partnerships, Greenlight Planet</li> </ul>
<b>15:30 - 16:00</b> Indonesia Ballroom	<p><b>Closing Session</b>  The closing session will focus on prioritizing critical ecosystem drivers to unleash Southeast Asia's entrepreneurial potential for impact, including identifying future game changers.</p>
<b>16:00 - 16:00</b> Indonesia Ballroom	<p><b>Closing Remarks &amp; Vote of Thanks</b>  Aparajita Agrawal, Director – Sankalp Forum, Intellecap</p>
<b>16:15 onwards</b>	<p><b>High Tea / Networking Reception</b></p>



# NOTES ►



# MEET THE TEAM ➤

Aparajita's driven by a deep desire to discover, connect and build collaborative networks that have the power to create a more equitable world through entrepreneurship. In her role at Intellecap over the past decade and in recent years as the convener of Sankalp Forum, ensures that she gets to chase her dream while bringing together the thinkers and doers of the impact and innovation space across countries and continents.



**Aparajita Agrawal**  
Director

Priyank sees ecosystem development for entrepreneurs as a community-led mission. Through his work at Sankalp, Priyank wants to develop a wider and diverse community of supporters who are committed to inclusive development. He is involved in expanding Sankalp Forum in Southeast Asia, while also making the platform visible and relevant in each region.



**Priyank Tiwari**  
Associate Director

Kanika believes that inclusive societies can only be created through inclusive economies and considers her work at Sankalp, where she leads its Africa expansion, an opportunity to participate in this exciting movement. She enjoys working with entrepreneurs and young leaders from across emerging markets and uses the Sankalp Forum to create more collaboration and growth for them.



**Kanika Kumar**  
Regional Manager, Africa

Shruti believes that markets can be made to work for creating social impact and her work at Sankalp provides her the opportunity to bring market actors and social innovators together. With more than 8 years experience in social sector, she focuses on expanding Sankalp in India and South Asia through partnerships and collaboration. Shruti is an alumni of the Tata Institute of Social Sciences (TISS), Mumbai, India.



**Shruti Goel**  
Regional Manager, India

Arielle is based in Nairobi, Kenya where she leads the on the ground efforts for the Sankalp Africa Summit. An IDEX Fellow alumni, Arielle has been involved in the social enterprise space since 2011. In her free time, she loves baking and cooking for friends, photography, reading, and writing.



**Arielle Molino**  
Senior Associate

Rizki is currently working as Regional Representative (Southeast Asia) – Sankalp Forum at Intellecap. He is responsible in formulating and managing the Forum's expansion into the Southeast Asia region and creating a partner ecosystem for the Forum. Rizki holds a Master's degree in Social Entrepreneurship from Hult International Business School London, United Kingdom and a Bachelor's degree in Management from Institut Teknologi Bandung, Indonesia.



**Rizki N H Penna**  
Regional Representative -  
Southeast Asia

Smriti's image of a 'social media butterfly' stems from her ambition to find new innovative ways to drive strategic organisational growth and branding through Digital Marketing & PR. She is a proud AIESEC alumnus and has worked in India, Indonesia and the United States.



**Smriti Sant**  
Associate

Sudhanshu's desire to explore the development space and find his piece in the social impact puzzle led him to his current role at the Sankalp Forum, where he focuses on creating and delivering partnerships for the inclusive development discussion. He is an Economics graduate from Mumbai and a Teach For India Fellow (2011-2013).



**Sudhanshu Dikshit**  
Associate

# WHAT'S NEXT?



THANK YOU for being part of Sankalp Southeast Asia Summit.

After witnessing a fantastic discourse on entrepreneurship and innovation in Southeast Asia, gear up for the convergence of Global and African stakeholders on February 25-26, 2016 at the third edition of the Sankalp Africa Summit in Nairobi, Kenya to dwell on spurring the entrepreneurship economy through a glocal ecosystem in the African region.

From there, we once again look forward to bringing all of our partners and supporters from around the world at the eighth edition of the Global Sankalp Summit between April 20-22, 2016 in Mumbai, India.

All through next year, Sankalp Forum will continue to drive thought provoking conversations from emerging markets and ideas exchange from across the globe in each of our convenings in Africa, South Asia and Southeast Asia. With it we will also continue to help create partnerships and outcomes to support the entrepreneurs who drive inclusive growth.

## Connect with us!

Subscribe to our e-updates and stay informed on the developments of Sankalp Forum's Summits in India & Africa and other global industry news.

For more information, log on to our website [www.sankalpforum.com](http://www.sankalpforum.com)

For any other questions, feedback or suggestions, write to us at [sankalpforum@intellecap.net](mailto:sankalpforum@intellecap.net).

*We look forward to hearing from you.*

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