



SANKALP



**SPURRING THE ENTREPRENEURSHIP ECONOMY
THROUGH A GLOBAL ECOSYSTEM**

NAIROBI, KENYA, 25-26 FEBRUARY, 2016

About intellecCap

Since 2002, Intellectual Capital Advisory Services (IntellecCap) has been committed to economic and social development through market-based solutions that help build and scale innovative businesses for social change. We seek to build institutional capacity and channel investments in the development sector through consulting services, investment banking services, and knowledge and information services. Specific examples include innovative and focused initiatives such as capital advisory services, intermediating rural venture capital, innovation management, strategy design, market research, stakeholder engagement and policy advocacy.

Our team works with a diverse set of clients including development agencies and donors, large corporations, social enterprises, leading equity and debt financiers and government agencies. With over 100 professionals working across Mumbai, Hyderabad and Nairobi, IntellecCap provides advisory services and thought leadership to BOP-focused initiatives in India and across the globe. Our advisory role is complemented by the role we play as a pioneering social investment banker that channels capital from venture funds and private equity investors into entrepreneurial initiatives in the development space. Since 2005, IntellecCap has intermediated over \$200 million in equity capital towards social enterprises in South Asia and East Africa.

In addition, IntellecCap incubates and invests in business models that have high potential to create, scale and improve financial and market access for the BOP. IntellecCap's subsidiary IntelleGrow is a financial services company that provides venture debt to small and growing social businesses in India to address the severe shortage of appropriate debt finance options for the SME sector in India. With a more-than-money approach, IntelleGrow also provides dedicated business development assistance to help fuel growth for these companies. IntelleCash recently took a majority stake in Arohan Financial Services, one of the most respected MFIs in eastern India and the two businesses have consolidated.

IntellecCap has also launched market building initiatives to further the inclusive development agenda and plug critical gaps. These include Sankalp Forum – the world's largest high impact SME focused platform and IntellecCap Impact Investment Network (I³N)– India and East Africa's first angel network focused on impact enterprises.

Visit: www.intellectcap.com



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** more information coming soon.*

An initiative by

Welcome Note



Welcome to The Sankalp Africa Summit 2016!

On behalf of Intellectap and all our partners, we are excited to have you join us for these two days of intense dialogue and inspiring conversations.

In this past year since our last Africa Summit here in Nairobi, we have been hard at work in building this “glocal” ecosystem, as is aptly reflected in the theme of the Summit this year. We all recognize the need to be globally relevant but also be firmly embedded locally. It is this belief, that has enabled us to set roots here in Kenya, build our teams while at the same time build the much needed momentum with new partnerships and activities. This year’s Sankalp Africa Summit takes a comprehensive look at the society in all its nuances, which shapes, influences, and stimulates inclusive and high-impact enterprises, while also building markets to efficiently carry these businesses to scale, enabling them to meet their full potential.

Towards this end, we have tried to pack in a lot into these two days of the Africa Summit – over 40 sessions and activities that you could participate in, apart from the conversations over breakfast, lunch and happy hours. With help from our partners, we have also built in regional spotlights on Ghana, South Africa, Mali, South Sudan, Tanzania, and Ethiopia through sessions, meet-ups and delegations.

Our Sankalp Africa Awards program that is powered by Intellectap Impact Investment Network, has reviewed over 500 enterprises this year, shortlisted 250 and finally selected 13 that will be present at the Sankalp Africa Award Showcase later today.

From being almost a tourist in Kenya, to now thinking of Nairobi as our second home, we have come a long way and it has been an enriching journey. It is no mean feat that we have convened over 1500 delegates across these three Regional Annual Summits in 3 years and this would not be possible if not for the partners that stand right behind us. Several of them directly support Sankalp Forum but many more working across the globe and often virtually with us to challenge our thinking, question our approaches and in short, ensuring that we keep true to our mission and our vision of serving the other 3 billion of this world that lack access to markets and services.

We have always maintained that we are a restless and dissatisfied group of people trying to change our world in a positive way, and today I would like to call out to all of you and ask you to join us in this journey fraught with restlessness, and the desire to do so much more and so much better. As always, we are listening and would like you to share your honest feedback and suggestions.

Finally, I hope that many of you will join us in India in April for the Sankalp Global Summit and continue the discussions we have there. For now look around, network, and meet the inspiring people who are driven to building Africa’s entrepreneurship economy.

With much gratitude,

Aparajita Agrawal

Director – Sankalp Forum, Intellectap



Highlights from Sankalp's Inaugural Summit in South East Asia in November 2015 - Jakarta, Indonesia

400+

participants from 22 countries

40+

Speakers Corporate, Government, Industry, Experts, Investors and Entrepreneurs

20+

Thought provoking and insightful main summit sessions

8

Outcome focused Pre Summit sessions

80+

Impact enterprises and entrepreneurs represented

34+

Partners for the maiden Summit in Southeast Asia.

Sankalp Indonesia Awards 2015

5 Finalists chosen, from a pool of nearly 40 enterprises

6 Impact Sectors represented

Cumulative Investment Requirement of 2.5Mn USD



Sankalp South East Asia Winners



Winner

Name: UD. Bintang Sejahtera

Founder: Febriarti Khairunnisa
Sector: Waste Management

UD. Bintang Sejahtera provides waste management solutions for sustainable environment and economic development in Central Lombok, Indonesia. UD. Bintang Sejahtera works with a dense network of plastic, paper and metal recycling units to address this problem. With proper management and good technology, waste can definitely bring high profitability to solve social, environmental problems, and generate local economic development at the same time. In the last 12 months UD. Bintang Sejahtera has managed to reduce up to 240 tons of waste which equals to USD 54,185 in revenue.

The founder, Febriarti Khairunnisa, was awarded 2015 Indonesian Women of Change by US Embassy for her efforts in social awareness, community development and environmental protection in West Nusa Tenggara Province.

1st Runner Up

Name: Nazava Water Filters

Founder: Ms. Lieselotte Heederik
Sector: Health and Sanitation

Nazava's mission is to provide people at the BOP access to safe and affordable drinking water, by creating sustainable water filters. In Indonesia, drinking tap water is considered a high risk. With Nazava, households can purify their water without the need to boil or use electricity, providing a continuous flow of safe and affordable drinking water in their households. The water filters come with ceramic filter candles, that improve taste and reduce impurities and chemical content of the water.

The water filters have been tested in over 30 national and international labs. All the laboratory results can be accessed through their website

www.nazava.com.

2nd Runner Up

Name: Clean Power Indonesia

Founder: Mr. Jaya Wahono
Sector: Clean Energy and Technology

Clean Power Indonesia is a company specializing in biomass gasification technology implementation in Indonesia. They are focused on creating the awareness for bamboo cultivation as a renewable energy source in rural areas. Most rural communities in Indonesia already cultivate bamboo for their daily use, making bamboo as their primary energy source will help them to be more resilient and wealthy. Clean Power Indonesia believes the combination between bamboo cultivation and biomass gasification technology will help Indonesia become energy sufficient and empower rural communities all over the country.



The Theme ↘

The Sankalp Africa Summit 2016: Spurring the Entrepreneurship Economy through a Glocal Ecosystem

Emerging Markets of Africa, South and SE Asia will have over 2.5 billion low-income 'neo-aspirational consumers' by 2025; they will represent \$1 trillion in aggregate consumption. This drives home the point that impact should not be restricted to just meeting the basic needs of the under served but should also meet their growing aspirations. The Millennium Development Goals came to a close in 2015, giving rise to the new Sustainable Development Goals, that peg the creation of affordable, environment friendly and high quality services for these 'neo-consumers' as critical to reducing vulnerabilities and meeting growing aspirations.

Africa is a hotbed for entrepreneurship and innovation and the continent has demonstrated that its entrepreneurs have been able to rise above challenges. They have already spurred the entrepreneurship engine, especially by leveraging the internet, financial inclusion technology and mobile telephony. Some predict that the effects of this will be seen through an expected growth in Africa's GDP from 1.1% in 2013 to 6% by 2025. And we believe that this potential can be realized through increased investments in entrepreneurship, ecosystem creation and market building to help boost enterprise activity, and incubate the kind of startups that will go on to become the next mPesa.

Sankalp Forum, a global platform that expanded to Africa two years back, has convened over 1500 diverse stakeholder groups with the intent to effectively build an ecosystem approach for enterprise-led development. Sankalp advocates a philosophy that transformative economies will be borne from high-impact businesses that can scale. We realize that transformative businesses do not act alone, but move in sync with the larger economies of which they are a part and this year's Sankalp Africa Summit will take a comprehensive look at the different strata of society which shape, influence, and stimulate inclusive and high-impact enterprises, while also building markets to efficiently carry these businesses to scale, enabling them to reach their full potential.

We have delighted to have you join us, as we convene global influencers, entrepreneurs, investors, multinational corporations, government representatives, capacity support providers, academic institutions and many more in the thriving city of Nairobi to uncover these transformative business models and collaborate to solve complex problems while creating impact and generating wealth.



Highlights and Initiatives

Teardown with Gearbox

Date: 25th Feb & 26th Feb
Time: 11:30am to 1:30pm
Location: Gearbox Pavilion

Join the Gearbox team to tear things down and build them back up again! See what components make up every day objects like microwaves and toasters -- and get your hands dirty with the Gearbox team taking them apart and putting them back together.

Boda Boda Challenge

Date: 25th Feb
Time: From 4:00 pm to 5:00pm
Location: Open Mic Stage at the Lunch Tent

Join the Sankalp Boda Boda Challenge! Motorcycle taxis are often the back bone of the transportation economy in rural sub-Saharan Africa, and this light-hearted activity will lend key insights into the transportation challenges of the BOP. Teams will form up around two boda boda (motorcycle) drivers to see how much stuff -- including one passenger -- they can strap to the back of a boda in a limited amount of time, without breaking anything, and keeping the bike balanced.

Open Mic Stage

Date: 25th Feb & 26th Feb
Time: Ongoing From 10:30 am to 5:00pm
Location: Open Mic Stage at the Lunch Tent

Take a few minutes from your day to listen in at the open-mic stage. You'll hear entrepreneur pitches, inspirational stories, and catch some theater throughout the two days of Sankalp.

Sankalp Marketplace

Date: 25th Feb & 26th Feb
Time: All Day
Location: Field Area

Take a break from indoor sessions to get some fresh air on the lawn! The field area is packed with exhibitions, pavilions, and networking. You can even relieve your stress with a relaxing massage at the AYP Mind & Body Oasis Pavilion!

Art Exhibition

Date: 25th Feb & 26th Feb
Time: All Day
Location: Field Area

Enjoy the art exhibits featuring Inema Arts Centre from Kigali, Rwanda and Taka Taka Treasures Art from Kisumu, Kenya. Also, be sure you catch the photo exhibition from Sankalp's own Entrepreneurship4Africa photo contest. Photographers have submitted entries from across the world, reflecting their interpretations of Entrepreneurship for Africa -- the best entries will be on display.

Mini Hub

Date: 25th Feb & 26th Feb
Time: All Day
Location: Field Area

Need to catch up on emails? Or recharge your phone or laptop? Urgently need to print your flight itinerary, or print an investment pitch for that investor you just met? Do it at the Mini Hub, hosted by the Hub East Africa, Mini Hub Lounge. It's a relaxing place to get some work done, and read resources from the library.

Photo Contest

Date: 25th Feb & 26th Feb
Time: All Day
Location: Field Area

In 2016, we widened our network and partnered with Alliance Francaise to bring the creative economy in the limelight. With our photo competition #Entrepreneurship4Africa we invited photographers to share moments that capture the essence of entrepreneurship and moments of inspiration that shine light on entrepreneurship in Africa.

To take a look at the pictures, please visit the stall in the marketplace!

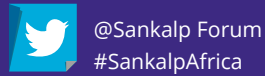
We also want to recognize and thank Nina Ogot, singer and artist, who was with us at the Intellect Dinner on 24th of February. We thank Alliance Francaise for the partnership and look forward to more engagement with others, interested in strengthening creative entrepreneurship.



Stay Connected at Sankalp!

This year Sankalp Africa Summit has gone online – download the mobile app using the QR code provided below to browse the agenda, connect with other delegates and build your calendar!

We love to keep the conversation going online so don't forget to post on twitter, facebook and linkedin – your insights, your favorite moments, photographs and just anything to share the 2 days with those who could not join us



Key Speakers



Vimal Shah
CEO, Bidco Oil



Mike Macharia
CEO, Seven Seas Technologies



Hugh Scott
Director, AECF



Mark Carrato
Director Agriculture, Business
and Energy Office, USAID/Kenya



Aly-Khan Satchu
CEO, Rich Management



Joshua Oigara
CEO, KCB



Cheryl Hicks
Executive Director, Toilet Board
Coalition



Dr. Ekow Spio-Garbrah
Minister of Trade and Industry
of Ghana

Key Panels

Is Too Much Soft Money Encouraging a Culture of Mediocrity in Africa?

February 25 | 9.30 am – 10.30 am

Moderator: Nivi Sharma, President, BRCK Education

Speakers: Andia Chakava, Co-founder and Managing Director, Alpha Africa Asset Management Suleiman Kiggundu, Regional Director, CDC, Hugh Scott, Director, AECF, Mark Carrato, Director Agriculture, Business and Energy Office, USAID/Kenya

This debate will aim to bring forward opinions on the use of soft money in encouraging sustainable entrepreneurship in Africa. Many views from the investor circle point to the fact that too much “soft capital” and award money floating around encourages too many “award junkies” and too few scalable and sustainable business models. There is often a notion that enterprises are “over supported and under-performing”. On the other hand, there is a school of thought that strongly believes in the need for soft capital to seed entrepreneurship and provide the necessary capital infusion to operate and sustain in difficult geographies. Often times, this capital requirement is ignored by “venture capitalists” who do not have the necessary risk appetite or patience. Through this session, we hope to bring forward the divergent opinions in this heated debate and push the community to seek honest answers and long term solutions.

Building a Glocal Ecosystem: Briding the Divide

February 26 | 9.15 am – 10.00 am

Moderator: Atreya Rayaprolu, Director - New Initiatives, Intellectap

Speakers: Cheryl Hicks, Executive Director, Toilet Board Coalition, Dia Martin, Social Investment Director, OPIC, Richard Gomes, Head of Policy and Advocacy, Shell Foundation, Jumaane Tafawa, Group Director, Equity Bank, Nicholas Colloff, Executive Director, Arigidius Foundation, Mike Macharia, CEO, Seven Seas Technology

This session will focus on building efficiencies between the global and local capital providers and business leaders in Africa. It will ask questions on the need to build a collaborative Glocal Ecosystem where entrepreneurs benefit from the combined support of Global Knowledge and Local Expertise.

South Africa Spotlight: Impact Bonds for Africa: The Good, Bad and Ugly

February 26 | 11.30 am – 1.00 am

Facilitator: Susan De Witt, Impact Bond Project Manager, Bertha Center for Social Entrepreneurship

The session will briefly cover the Impact Bond market building efforts of the Bertha Centre for Social Innovation and partners in South Africa. We will then dive into the main issues that have been encountered in the design and implementation these instruments in a developing country. These include the reluctance of commissioners, investor confidence, the lack of data, the capacity of service providers to deliver and the transaction costs involved. The session will be highly interactive with input from various stakeholders around the world with a focus on the global south.



Film Screening and Discussion - Aid for Aid, a Parody on Development Practitioners in SSA

February 26 | 2.30 pm – 4.00 pm

Hussein Kurji, Xenium Productions Ltd.
Salim Keshavjee, Xenium Productions Ltd.

Catch this new television show parody and have a discussion with the producers. The Samaritans is a comedy about an NGO in Africa that does nothing.

Regional Spotlights ↘

8 Country Spotlights, 30+ Regional Leaders, 6 Sessions

Within the regional spotlight track, catch leaders from Ghana, Nigeria, South Africa, South Sudan, Tanzania, Ethiopia, Mali, India tell you about doing businesses in their countries and explore opportunities of collaboration!

Intelcap's work has taken us across continents – from India to sub-Saharan Africa, and now into Southeast Asia as well. We have seen many parallels in entrepreneurship spaces across the developing world, but we also recognize the unique differences that set each ecosystem apart. It is not just important to recognize these commonalities and distinctions, but to embrace them.



Pre-Summit Workshops and Activities ↘

Feb 24, 2016

The Sankalp Africa Summit officially kicks off on Thursday morning, February 25th, however we reserved the 24th of February for a number of partner-led Pre-Sankalp activities. Here's a rundown of the variety of events that were going on yesterday, here at the Kenya School of Government and around town!

Pitch Perfect: get your business investment-ready

9AM - 1PM

Kenya School of Government

Hosted in partnership with Transformational Business Network

Hosted for entrepreneurs looking to grow their businesses, this session helped promoters find out if they were ready to raise investment, how to prepare a solid investment case and how to engage with investors. TBN brought together experts and seasoned entrepreneurs to assist entrepreneurs on their investment-raising journey.

Investor Circle - from investor interest to an actual deal

9AM - 1PM

Kenya School of Government

Hosted in partnership with BiD Network

The last mile is always the hardest. When a business has triggered investor interest, it is so close. Yet it takes a long time before a deal is closed.

BiD Network hosted a session for investors who are taking steps to speed up this process!

Incubators Roundtable

9AM - 4PM

Kenya School of Government

Hosted in partnership with Intellecap

Building on last year's incubator workshop, Intellecap and its partners brought out the topic of "Increasing impacts of venture incubation and acceleration" in the center of the workshop, while providing room for knowledge sharing and collaborative learning on issues relevant to the participants. This highly participatory workshop was largely driven by the participants themselves.

Marion Müller vom Berge of SEED kick-started the workshop with an ecosystem mapping for all participants. Building on last year's lessons, Nathalie Miller from Impact Hub shared the HubInABoxModel and how incubators can benefit from a growing Wiki of best practices on how to run an incubator as a sustainable business. The Opening Debate raised some candid questions and asks if the African StartUp Ecosystem is really Over-Supported and Under Performing.

Deeper project huddles facilitated by other partners such as Pamela Roussous, Global Social Benefit Institute (GSBI), Bertil van Vugt of the Inclusive Business Accelerator, Mary Mwangi of the Aspen Network of Development Entrepreneurs (ANDE) and Sheena Raikundalia of Intellecap had participants diving deep into conversation and problem-solving for the incubation and acceleration community.

Building a High-Performing Team + Creating Clarity and Focus

2pm-5pm

Kenya School of Government

Hosted in partnership with Edge & Redstone

Part 1: Building a High Performing Team
The first part of this session was specifically designed for entrepreneurs to help grow their teams to help their businesses succeed. In a small and growing business every hour of every single team member counts! This session looked at simple ways of enabling the team to perform which fit the realities of startups and are grounded in management research.

Part 2: Creating Clarity and Focus: Focused Leaders Achieve More

Being an Entrepreneur is not easy, with so many things to do and not enough time! This second part of the workshop



helped entrepreneurs create focus and clarity on what they need to achieve in order to help business thrive.

Catalytic Capital: What are the innovations and collaborations needed to enable early stage businesses to access capital?

3pm-4:30pm

Kenya School of Government

Hosted in partnership with Transformational Business Network

Transformational Business Network hosted an exclusive roundtable of investors, bankers, family office or foundation managers who are passionate about helping early stage businesses thrive. This an interactive discussion focused on how we can work together and pioneer new models to unlock capital for entrepreneurs.

Moving the Needle on Access2Energy Finance: A Roundtable Discussion

3:30pm-5pm

Kenya School of Government

Hosted in partnership with Bertha Centre for Social Innovation

The roundtable brought together green investors and intermediaries to discuss what type of capital it would take to have a transformative impact in East and Southern Africa in regards to access to clean and safe energy. The aim is to create tangible, implementable recommendations for investors, capital providers, intermediaries and policy makers.

Investor Roundtable

4:00pm to 6:00pm

DUSIT D2

Hosted in partnership with The Intellecap Impact Investment Network (I3N)

Most stakeholders working in and around the enterprise ecosystem in Africa will agree that East Africa is at the tipping point of the startup movement. But has early stage capital kept pace with this rising entrepreneurial hustle?

There is an urgent need for a more local and nuanced forms of capital to be available for early stage entrepreneurs. Capital that can not only be deployed quickly but also come with knowledge. Such capital can be provided by HNIs who can most certainly take up a more than money approach to investing.

In this discussion with local angel investors, Intellecap addressed gaps across the spectrum of investing -- what role does geography play in assessing an opportunity, what are the specific needs and challenges that collaboration can address, is there a potential for technology to assist in this collaboration?

Village Capital Hardware: Africa 2015-16 Venture Forum

5:00pm to 8:00pm

Kenya School of Government

Hosted in partnership with Village Capital

Village Capital hosted its flagship event in their first hardware accelerator in Africa. The Venture Forum was the culmination of a 3-month workshop and an exciting opportunity to meet face-to-face with entrepreneurs from around the continent who have developed the next generation of "invention-based" hardware solutions that improve access to energy for all and increase agricultural productivity for small-holder farmers. The afternoon featured pitches from the ventures participating in the VilCap Hardware: Africa 2015-16 program and included an audience of investors, mentors, potential customers, and members of the greater startup and the manufacturing/ hardware community.

Using Tech to Scale Ed

6:00pm to 8:30pm

Spire Education Office, Kilimani

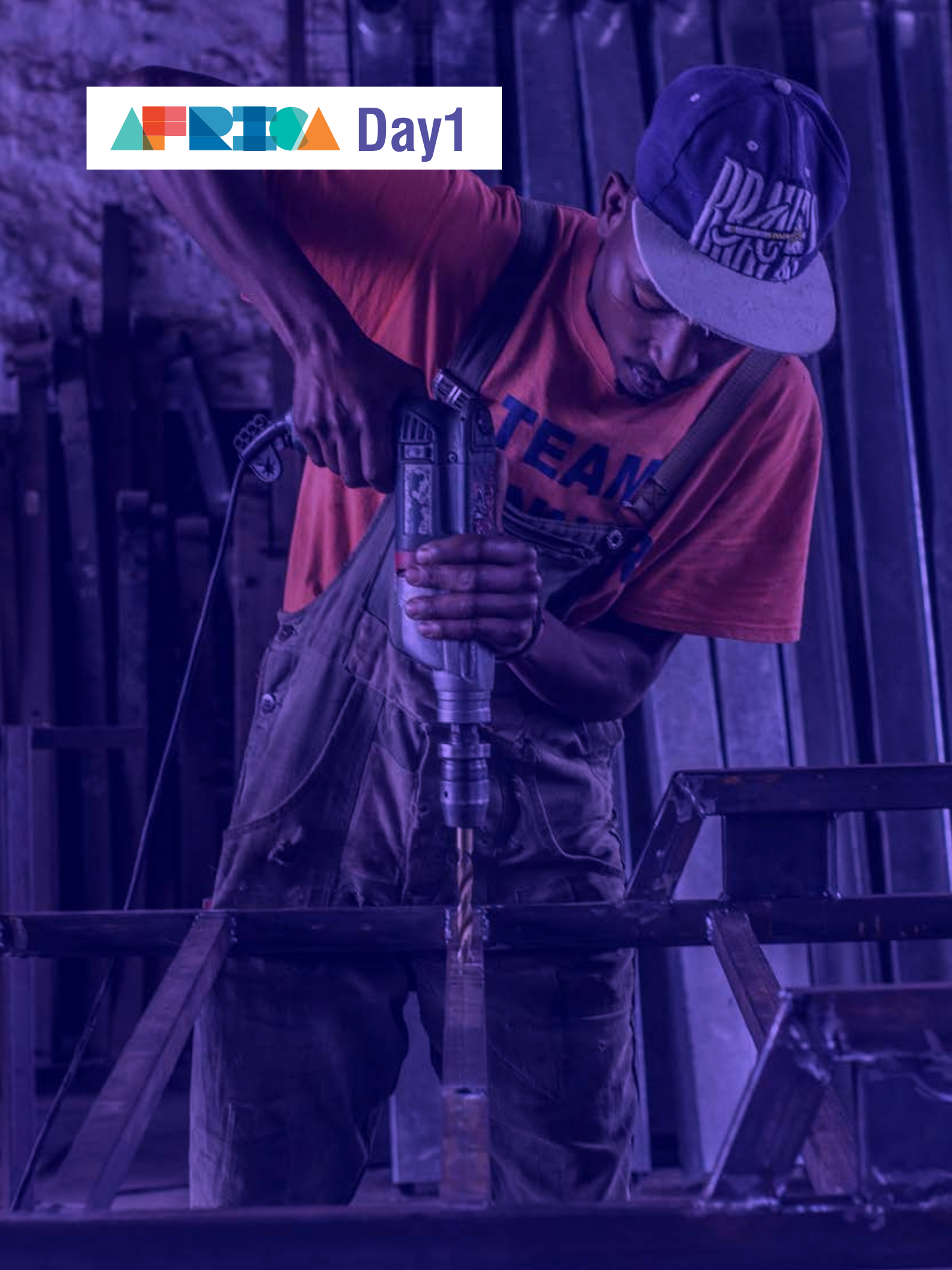
Hosted in partnership with Nairobi Edtech Meetup + Harvard Club of Kenya

The Nairobi Edtech Meetup is a community of entrepreneurs, investors, practitioners, researchers, business leaders and others who seek to learn, share and scale edtech initiatives in Nairobi and beyond. Edtech Meetup hosted a pre-Sankalp panel discussion and networking event, in partnership with the Harvard Club of Kenya, to discuss the opportunities and challenges of using technology to scale education initiatives in East Africa.





Day1



Agenda Day 1

| Time Block | Session Name | Location |
|----------------------|--|-----------------------------------|
| 7.00 am - 8.00 am | Morning Yoga Africa Yoga Project | |
| 9.00 am - 12.00 noon | I³N Showcase (By Invite Only) 8 enterprises, carefully screened and selected from a pool of 130+ enterprises from across East Africa, will pitch to a select group investors at the closed-door investor showcase. The enterprises pitching are 4G Capital Investments, Lotec Rwanda, Metajua, Mookh, On Demand Mobile, Shield Finance, The Recycler and Vava Coffee. Intellectap Impact Investment Network | Lecture Hall 113 |
| 9.00 am - 9.15 am | Welcome Address Nisha Dutt, CEO, Intellectap | Main Auditorium & Syndicate Rooms |
| 9.15 am - 9.30 am | Inspiring Resilience in African Economies Vimal Shah, CEO, Bidco Oil | Main Auditorium & Syndicate Rooms |
| 9.30 am - 10.30 am | Is Too Much Soft Money Encouraging a Culture of Mediocrity in Africa <p>This debate will aim to bring forward opinions on the use of soft money in encouraging sustainable entrepreneurship in Africa. Many views from the investor circle point to the fact that too much “soft capital” and award money floating around encourages too many “award junkies” and too few scalable and sustainable business models. There is often a notion that enterprises are “over supported and under-performing”.</p> <p>On the other hand, there is a school of thought that strongly believes in the need for soft capital to seed entrepreneurship and provide the necessary capital infusion to operate and sustain in difficult geographies, Often times, this capital requirement is ignored by “venture capitalists” who do not have the necessary risk appetite or patience.</p> <p>Through this session, we hope to bring forward the divergent opinions on this heated debate and push the community to seek honest answers and long term solutions.</p> <p>Moderator: Nivi Sharma, President, BRCK Education, Andia Chakava, Co-founder and Managing Director, Alpha Africa Asset Management, Suleiman Kiggundu, Regional Director, CDC, Hugh Scott, Director, AECF, Mark Carrato, Director Agriculture, Business and Energy Office, USAID/Kenya</p> | Main Auditorium & Syndicate Rooms |
| 10.30 am - 11.30 am | TEA BREAK | |

11:30 am - 1:00 pm

The Secret Sauce for Thriving in Last-mile Markets: Looking Beyond the Distribution Challenge

Lecture Hall 007

Delivering high quality products and services to consumers at the “last mile” in Sub Saharan Africa is a well-celebrated opportunity as well as a challenge. Large corporates, social enterprises, and savvy high growth startups are all lured by the prospect of entering new markets with little or no competition, and a seemingly high-enough appetite to pay. However, there are significant challenges in serving these markets: populations are too sparse to justify investments in infrastructure, there is limited data on consumers, and retail networks are underdeveloped. As a result, what seems like a lucrative opportunity from a broad perspective can start to seem unavailable on closer examination.

But there is good news – there are pioneers who have cracked what it takes to succeed in last-mile markets. There are lessons to learn from them, and perhaps the most critical is that there is more to thriving in these markets than just creating distribution channels. For the past decade, popular narratives around last-mile have been framed around “how to get there”. But thanks to dozens of success stories from micro-entrepreneurs to alliances with cooperatives and MFIs – that is largely a solved problem. The real questions are “where are you going”, and “what will you do you when you get there”?

This session will bring together some of Sub Saharan Africa’s most successful business leaders to share their personal insights and experiences on ‘what works’. It will be based on an Intellectap thought note “succeeding in last mile markets” which has analysed successful last-mile ventures across the developing world to propose a 4-part business development strategy for these challenging markets.

Moderator: Dipika Prasad, Manager, Intellectap

Speakers: Radhika Thakkar, VP - Global Business Development, Greenlight Planet Jackson Machuhi, General Manager, Barefoot Power, Erin McCusker, Senior Manager, One Acre Fund, Stephen M. Mwaniki, General Manager, Equity Bank

11:30 am - 1:00 pm

Speed Dating: Entrepreneurs & Business Support Providers

Lecture Hall 203

Title: Speed Dating: Entrepreneurs & Business Support Providers (Prior Sign up Required)

The Service Provider-Entrepreneur Speed Dating is a structured networking activity intended to expose entrepreneurs to a number of different quality service providers who work with SMEs and start-ups. Young companies often have a difficult time finding affordable and quality accountants, legal services, human resource and hiring services, etc.

Come prepared with a one-minute elevator pitch because you’ll only have 5 minutes to meet with each participant! Be succinct and to the point, and you’ll gain the most from this session.

11:30 am - 1:00 pm

Looking Beyond Debt and Equity: Innovating in Capital Instruments for Local Realities

Lecture Hall 104

This session looks into the toolbox of innovative finance. It provides an overview of some of the innovations that are rapidly changing the landscape of finance across Africa. The session will focus on the rise of instruments such as peer to peer lending, social impact insurance, trade credit for rural SMEs, etc. The session will be interactive and invite the audience to discuss additional innovations.

Facilitators: Tine Henriksen, Impact Investing Project Manager, The Bertha Center for Social Innovation and Entrepreneurship, Atreya Rayaprolu, Director - New Initiatives, Intellectap



| | | |
|--------------------|--|------------------|
| 11:30 am - 1:30 pm | <p>Investing in Education and Enterprises in East Africa (By Invite Only)</p> <p>Explore the successes and failures of investing in Education, and share insights about practical ways to improve education outcomes and life chances for our children, especially girls.</p> <p>The session, curated by Educate Global Fund (EGF) and its partners, will include participant-led interactive table discussions on (1) Measuring Impact for Education and (2) Consumer and Investor protection when Investing in early-stage enterprises in East Africa, and why this is a base for future business development, increased competitiveness and a progressive role of enterprises in Education. Aligning the different interests of the investor and enterprises will not only minimize risks but ultimately improve investment performance through market based and practical approaches that reflect the realities of the enterprise.</p> <p>EGF is at the forefront of building a collaborative ecosystem for Education and is pioneering an impact measurement framework at the enterprise level. Initial draft versions of two of EGF's latest research papers will be shared with all participants (in advance) of the session, and EGF very much hopes to integrate all the valuable feedback received during Sankalp before wider publication.</p> <p>Sandrine Henton, Investment Manager, Educate Global Fund Melba K Wasunna, Director, Strathmore Extractives Industries Center Joachim Ewechu, CEO, Unreasonable East Africa Katie Bach, Principal, Open Capital Advisors Barbara Kong, Senior Investment Principal, D. Capital Drew von Glahn, Independent Consultant Minh Chau Nguyen, Principal, Results4Development Megan wa Mukuria, CEO, ZanaAfrica Group</p> <p>Partners: Educate Global Fund</p> | Lecture Hall 009 |
| 11:30 am - 1:00 pm | <p>West Africa Spotlight: A Discussion with Key Players in West Africa's Enterprise Ecosystem</p> <p>The number of social entrepreneurs tackling problems across West Africa is rising with many innovative solutions and strong entrepreneurs rising to the challenge. This interactive panel session featuring entrepreneurs, government, investors and intermediaries working across West Africa and internationally will highlight some of the successes, opportunities and also challenges for the social entrepreneurship sector.</p> <p>Moderator: Emmanuel Agbeko Gamor, Director, BBG's Office of Digital & Design Innovation</p> <p>Speakers: Dr. Ekow Spio-Garbrah, Minister of Trade and Industry of Ghana Amma Sefa-Dedeh Lartey, Africa Regional Director, Reach for Change and Co-founder, African Social Entrepreneurship Network (ASEN). Sydney Hushie, British Council Tracey Austin, Director Impact Investing at Palladium Selorm Branttie, Strategy Director mPedigree Network, Eric Osiakwan, Partner, Chanzo Capital</p> <p>Partners: Reach for Change</p> | Syndicate Room 1 |



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| 11:30 am - 1:00 pm | <p>Tanzania Spotlight: “Hapa Kazi Tu” The New Gem in East Africa: Tanzania</p> <p>This session will bring forward the exciting innovations and enterprises from Tanzania, their stories and challenges. It will emphasize on the role of collaboration across countries but more importantly bring the focus on the rapidly growing Tanzanian ecosystem for entrepreneurship</p> <p>Moderator: David B McGinty, Team Leader, HDIF, Aly Breedlove, Country Representative - Tanzania, AECF</p> <p>Speakers: Elia Timotheo, CEO, EA Fruits Farm & Co Ltd, Thomas Gottschalk, CEO, Mobisol Group</p> <p>Partners: HDIF and AECF</p> | Syndicate Room 2 |
| 11:30 am - 1:00 pm | <p>Teardown with Gearbox</p> <p>Facilitator: Dr. Kamau Gachigi</p> <p>Join the Gearbox team to tear things down and build them back up again! See what components make up every day objects like microwaves and toasters -- and get your hands dirty with the Gearbox team taking them apart and putting them back together.</p> | Gearbox Pavilion |
| 11:30 am - 1:00 pm | <p>Sector Based Conversations: Innovative Business Solutions for Water and Sanitation Services</p> <p>Water and sanitation services are in a transition to become more attractive to business involvement, due to legal reforms, recognition of the role of private organisations and willingness to pay. This is creating a better environment for innovation, varying from ICT applications, sensors and pre-paid water taps to leasing and franchise service models at decentral level. A few of them will be presented during the session.</p> <p>Facilitator: Dick Bouman, Fund Manager, VIA Water, Aqua for All</p> | Discussion Zone Lounge |
| 1.00 pm - 2.30 pm | LUNCH | |
| 2.30 pm - 4.00 pm | <p>Impact Beyond the Entrepreneur: SPRING’s Acceleration of the Girl Effect</p> <p>Join the SPRING Accelerator team and seven of their ventures from across East Africa for an interactive session on investing in companies whose products or services have the ability to transform the lives of adolescent girls living in poverty. This session will introduce the accelerator’s human centered design model - created by award-winning San Francisco based agency fuseproject - and approach to early-stage investment in companies across Africa and South Asia to enable adolescent girls to learn, earn and save without harm.</p> <p>The outcome of the session will include greater insight into why investing in girls matters for investors and businesses seeking innovation, and what new strategies these enterprises are undertaking to get the job done.</p> <p>Speakers: Suzanne Biegel, Investment Director, SPRING Accelerator (moderator) Barbara Burungi, Country Director - Uganda, SPRING Accelerator Patricia Jumi, Country Director - Kenya, SPRING Accelerator Sara Leedom, Country Director – Rwanda, SPRING Accelerator Sam Sturm, Strategist, fuseproject</p> <p>Partners: SPRING Accelerator</p> | Lecture Hall 009 |



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| 2.30 pm - 4.00 pm | NGO's in Impact Investing (By Invitation Only) | Lecture Hall 203 |
| <p>Many NGOs have adopted Impact Investing as a methodology to help them achieve development goals. Different NGOs have found different ways to incorporate impact investing in their programming including setting up impact investing funds, partnering with fund managers and contracting third parties to manage their impact investing programs. In this session, participants will learn about these approaches from NGOs that have used them and share learnings and best practices for each approach.</p> | | |
| 2.30 pm - 4.30 pm | Where is the Impact in Impact Investing? | Lecture Hall 007 |
| <p>“Social Innovations or Social Enterprises” are mushrooming across emerging markets; however, the definition of these forms of companies remains vague and therefore the impact created remains ambiguous. The same holds true for impact investing: With an increasing number of funds, who distinguish themselves from other VC or SME-funds as impact investors, the need for benchmarks and metrics that measure the “intent” to create impact is increasing. With the increasingly competitive race for capital, performance and impact reporting may become increasingly important. Through this session, Intellectap in partnership with Anthos Capital will bring experts from the whole ecosystem of impact investing in Africa to discuss and deliberate on what would be key benchmarks for the industry and why impact and performance measurement may be crucial for the growth of the industry. To create a picture of the East African impact investing landscape and the emerging views on performance and impact measurement, Intellectap will share the initial findings of a survey conducted over the past weeks, in collaboration with the East African Venture Capital Association (EACVA).</p> | | |
| <p>Facilitators: Stefanie Bauer, AVP, Intellectap Vineeth Menon, Manager, Intellectap</p> | | |
| <p>Speakers: Dimple Sahni, Senior Director, Anthos Capital & Fund Moka Lantum, Founder, Microclinic Technologies</p> | | |
| <p>Table Facilitators: Dave Richards, Co-Founder & Managing Partner, Capria Ventures LLC, David Ivan Wangolo, Investment Manager, Pearl Capital Partners Richard Gomes, Head of Policy & Advocacy, Shell Foundation, Amos Gichinga, Grassroots Business Fund, Kat Harrison, Associate Director Impact, Acumen Fund</p> | | |
| <p>Supporters: Intellectap & Anthos Capital and Fund</p> | | |
| 2.30 pm - 4.00 pm | Regional Spotlight: Speed - Dating with West African Delegation | Syndicate Room 1 |
| <p>Take this opportunity to meet a number of participants coming from across West Africa. This is a structured networking activity where you'll have the opportunity to meet many people in rapid succession.</p> | | |



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| 2.30 pm - 4.00 pm | Challenges and Prizes: Accelerating the Impact of Social Enterprises | Lecture Hall 113 |
| | <p>This session will highlight the evolution of challenges and prizes as a major instrument to improve the impact of social enterprises. The discussion will include a summary of innovative approaches in development, with a focus on crowdsourcing/challenges; the history of funding in the social enterprise space; the trends of challenges as a major financing instrument; and overall lessons in challenge implementation, contextualized with first-hand experience from the Development Marketplace, Africa Enterprise Challenge Fund, and Rockefeller Foundation (TBC). The session will also include an interactive breakout session to help participants understand the main considerations in using challenges from the perspective for major stakeholders – social enterprises and funders.</p> <p>Speakers: Natalia Agapitova, Coordinator for the Social Enterprise Innovations Program, World Bank Group, Jocelyn Cheng, Investment Director, Global Innovation Fund, Mwihaki Kimura Muraguri, Associate Director, Rockefeller Foundation, Sebastian McKinlay, AECF Connect</p> <p>Partner: World Bank Group, Social Enterprise Innovations (SEI) Team</p> | |
| 2.30 pm - 4.00 pm | SME Banking 2.0: Partnering with CFC Stanbic to Solve Today's Capital Challenges (By Invite Only) | Syndicate Room 2 |
| | <p>According to Intellectap's own research, 60% of SMEs in Kenya never even approach a bank for debt financing. Given that SMEs contribute an overwhelming majority of the economy, not just in Kenya, but across East Africa -- how can we develop practical solutions and build partnerships that are beneficial both to the banks and to the SMEs they serve? How can we make mainstream banking more accessible for the majority of SMEs? Join this closed-door session with CFC Stanbic Bank, as they tackle some of these issues through strategy and partnerships</p> <p>Partner: CFC Stanbic</p> | |
| 2.30 pm - 4.00 pm | What is the Role of Social Enterprise in Sustainable Development? | Lecture Hall 104 |
| | <p>While NGOs face the challenges of budget cuts, compassion fatigue and criticisms of a lack of real impact, the idea that social enterprise could fill the gaps left by traditional development has gained traction in the past few years. But the needs of the 1.2 billion people currently living in extreme poverty cannot be met by either traditional development or social enterprise alone. The ideal scenario may be where the two can work together, but how can this be done?</p> <p>Join the discussion with a group of experts to discuss:</p> <ul style="list-style-type: none"> ➤ How traditional methods of development can work alongside social enterprise to reach the same goals ➤ Whether social enterprise should be held to the same standards as NGOs and development agencies ➤ The ways in which social entrepreneurship can be encouraged and supported in developing countries <p>Partner: Kenya Climate Innovation Center</p> | |



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| <p>2.30 pm - 4.00 pm</p> | <p>Sector Based Conversations: Attracting Investment into Household-level Clean Energy Financing</p> <p>Clean energy financing at the household level can be highly capital intensive. What types of investments are available to entrepreneurs working in this sector, and what are the key challenges that entrepreneurs face in accessing funds? How can small investments, including those by diaspora investors, help fill the funding gap? Which funds are particularly relevant to entrepreneurs in different African contexts?</p> <p>Facilitator: Laura Sundblad, Capacity Building Specialist, Arc Finance</p> | <p>Discussion Zone Lounge</p> |
| <p>11:30 am - 1:00 pm</p> | <p>Boda Boda Challenge</p> | <p>Open Mic Stage</p> |
| <p>4.00 pm - 5.00 pm</p> | <p>TEA BREAK</p> | |
| <p>5.00 pm - 7.00 pm</p> | <p>Sankalp Awards</p> <p>Jeff Koinange</p> | <p>Main Auditorium & Syndicate Rooms</p> |
| <p>7.00 pm onwards</p> | <p>Happy Hour</p> | |





Day2



VISIBLE MATERIALS - FABRIC, PAPER, WOVEN PLASTIC BAGS



Shoulder straps
Waist belt

arm and leg holes (children)

MULTI-FUNCTIONAL BACK PACKS

THE ABILITY TO CARRY MORE THINGS

- FOR FIREWOOD, EARTH
- CROPS, CHILDREN

Agenda Day 2

| Time Block | Session Name | Location |
|---------------------|---|-----------------------------------|
| 7.00 am - 8.00 am | Morning Yoga Africa Yoga Project | |
| 9.00 am - 9.15 am | Welcome Address | Main Auditorium & Syndicate Rooms |
| 9.15 am - 10.00 am | Building a Glocal Ecosystem: Bridging the Divide This session will focus on building efficiencies between the global and local capital providers and business leaders in Africa. It will ask questions on the need to build a collaborative Glocal Ecosystem where entrepreneurs benefit from the combined support of Global Knowledge and Local Expertise. Moderator: Atreya Rayaprolu, Director - New Initiatives, Intellectap Speakers: Cheryl Hicks, Executive Director, Toilet Board Coalition Dia Martin, Social Investment Director, OPIC Richard Gomes, Head of Policy and Advocacy, Shell Foundation Jumaane Tafawa, Group Director, Equity Bank Nicholas Colloff, Executive Director, Arigidius Foundation Mike Macharia, CEO, Seven Seas Technology | Main Auditorium & Syndicate Rooms |
| 10:00 am - 10:30 am | Industry Announcements and Launches | Main Auditorium & Syndicate Rooms |
| 10:30 am - 11.30 am | TEA BREAK | |
| 11.30 am - 1.00 pm | Talent Management: Career Development Needs of Professionals in Social Enterprise Talent management and retention is often the white elephant in an entrepreneur's journey, often lost among other challenges. However, this is increasingly become the biggest bottleneck to growth and scale for entrepreneurs. In this session, we will turn the tables to the professionals in this space, fielding suggestions for specific actions which could be taken to help them; and together prioritize the way forward! Speakers: David Kyle, Founder, Impact Business Leaders | Lecture Hall 104 |



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| <p>11.30 am - 1.00 pm</p> | <p>Speed Dating: Entrepreneurs & Investors (Prior Sign Up Required)</p> <p>The Investor-Entrepreneur Speed Dating is a structured networking activity intended to expose entrepreneurs to a number of different investment perspectives. An entrepreneur should not expect to close a deal from this interaction, but should instead use it to understand what certain investors are looking for, how you can improve your company's investability, and generally take feedback from investors to improve your pitch or business model. Come prepared with a one-minute elevator pitch because you'll only have 5 minutes to meet with each investor! Be succinct and to the point, and you'll gain the most from this session.</p> | <p>Lecture Hall 203</p> |
| <p>11.30 am - 1.00 pm</p> | <p>Ethiopia Spotlight: From Farm to Fork; Building a Robust AgriValue Chain in Ethiopia</p> <p>The Ethiopia Spotlight will bring forward the opportunities in furthering Ethiopia's potential to become one of Africa's agri hubs. Agriculture is the foundation of the Ethiopia's economy, accounting for half of gross domestic product (GDP), 83.9% of exports, and 80% of total employment. Private capital and progressive government interventions have contributed to the evolution of a nascent, but growing start-up ecosystem and an increasing number of agri-innovators that take advantage of the emerging opportunities. Through this session we will showcase whitespaces for business in Ethiopia along the value chain and provide opportunities for private sector players, investors, donors, and other intermediaries to engage in East Africa's next frontier.</p> <p>Moderator: Stefanie Bauer, AVP, Intellectap</p> <p>Speakers: Axel Klaphake, Country Director, GIZ Joseph Shields, CO-CEO, Flow Equity Hans C. Shrader, Sr. Program Manager, IFC Greg Metro, MD, Schulze Investments Henok Assefa, Managing Partner, Precise Consult</p> | <p>Syndicate Room 1</p> |
| <p>11.30 am - 1.00 pm</p> | <p>South Africa Spotlight: Impact Bonds for Africa: The Good, Bad and Ugly</p> <p>The session will briefly cover the Impact Bond market building efforts of the Bertha Centre for Social Innovation and partners in South Africa. We will then dive into the main issues that have been encountered in the design and implementation these instruments in a developing country. These include the reluctance of commissioners, investor confidence, the lack of data, the capacity of service providers to deliver and the transaction costs involved. The session will be highly interactive with input from various stakeholders around the world with a focus on the global south.</p> <p>Facilitator: Susan De Witt, Impact Bond Project Manager, Bertha Center for Social Entrepreneurship</p> <p>Partner: Bertha Center for Social Innovation & Entrepreneurship</p> | <p>Syndicate Room 2</p> |



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| <p>11.30 am - 1.00 pm</p> | <p>Innovating for Shared Prosperity (By Invite Only)</p> <p>Promoting innovations that can improve quality of life for millions low-income and under served East Africans is a key focus area for several donors and corporates participating in the Sankalp Africa Summit. While some run specific programs on innovation, others have innovation running as a cross-cutting theme across their work. Lemelson Foundation and Intelicap see great opportunity in convening heads and program managers from across these organizations to share their experiences including both challenges and insights on how these have been overcome. We believe this will help in building a more holistic view of social innovation-focused work in the region which is currently missing, and as a result of which programs still operate in relative isolation¹. It is our hope that such peer-to-peer knowledge sharing discussions can be continued amongst the innovation ecosystem stakeholders even after the conference.</p> <p>Partner: Lemelson Foundation</p> | <p>Lecture Hall 007</p> |
| <p>11.30 am - 1.00 pm</p> | <p>The Reality of Impact Investing in Africa; Numbers, Opportunity and More!</p> <p>This interactive session will lead participants through small-group discussions across four opportunities for coordinating action in East, West, and Southern Africa: 1) expanding investment from private capital sources; 2) strategic use of technical assistance; 3) partnerships between local and foreign actors; and 4) innovative financing instruments. The session will open with a brief presentation of recently published research conducted by the Global Impact Investing Network, in partnership with Open Capital Advisors and Dalberg Global Development Advisors, of the trends, opportunities, and challenges for impact investing in those regions as a foundation for a solutions-based discussion, and will be followed by investor reflections on the findings and the small-group discussions.</p> <p>Moderator: Hannah Schiff, Senior Associate - Research, Global Impact Investment Network</p> <p>Speakers: Annie Roberts, Partner, Open Capital Rishi Khubchandani, Investment Executive, GroFin Boldweijn Sloet, Partner, Safaricom Spark Fund</p> | <p>Lecture Hall 009</p> |



11.30 am - 1.00 pm

Building and Nurturing Ecosystems for Thriving Social Enterprises

Lecture Hall 113

Africa is increasingly becoming a hotspot of social enterprise activity and one of the most vibrant and dynamic regional markets for social enterprises. Social enterprises provide a golden opportunity for actually attaining widespread scale and desired social impact, especially for the extreme poor. While inspiring success stories exist, widespread scale and replication has not yet been achieved across the region and within countries. One reason is due to a lack of nurturing ecosystems and enabling government policies. But how do ecosystems develop and how can they better support social entrepreneurs? What are the opportunities to improve national and sectoral support ecosystems? How can governments improve millions of lives by leveraging the reach of these SEs? How can SEs learn from supporting ecosystems in other countries and use learnings to improve the ecosystems in which they operate?

Join a multi-perspective dialogue including the World Bank Group, British Council, and others who are mapping, analyzing, and actively supporting the social entrepreneur ecosystem across Africa.

Moderator: Isabel Guerrero, Senior Lecturer Harvard Business School
 Dr. Ekwow Spio Garbrah, Minister for Trade and Industry of Trade, Ghana
 Paula Woodman, Country Director Ghana/ Senior Adviser on Social Enterprises, British Council, Cristina Navarrete, Strategy Expert at Social Enterprise Innovations, World Bank Group, Carlo Chege, title to be confirmed, Network Coordinator, East Africa Social Enterprise Network

Partner: World Bank Group, Social Enterprise Innovations (SEI) Team

11:30 am - 1:00 pm

Tear-down with Gearbox

Gearbox Pavilion

Facilitator: Dr. Kamau Gachigi

Join the Gearbox team to tear things down and build them back up again! See what components make up every day objects like microwaves and toasters -- and get your hands dirty with the Gearbox team taking them apart and putting them back together.



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| 11.30 am - 1.00 pm | <p>Sector Based Conversations: Investing in Healthcare</p> <p>Calling all global health entrepreneurs and investors! This interactive and informal discussion will explore the role that entrepreneurial innovations and impact investing can play in solving some of Africa's biggest health-related challenges. What do macro-economic, political, and cultural trends mean for the future of providing quality healthcare in Africa? Where are entrepreneurs iterating and innovating? Where can impact investors invest – and how?</p> | Discussion Zone Lounge |
| 1.00 pm - 2.30 pm | LUNCH | |
| 2.30 pm - 4.00 pm | <p>Film Screening and Discussion - Aid for Aid, a Parody on Development Practitioners in SSA</p> <p>Catch this new television show parody and have a discussion with the producers. The Samaritans is a comedy about an NGO in Africa that does nothing.</p> <p>Speakers: Hussein Kurji, Xenium Productions Ltd. Salim Keshavjee, Xenium Productions Ltd.</p> <p>Partner: Xenium Productions Ltd.</p> | Main Auditorium |
| 2.30 pm - 4.00 pm | <p>From Grants to Venture Capital: Learn More About ICCO's Investment Opportunities</p> <p>In this session, you will get to learn first hand the many diverse investment and support opportunities available from ICCO Cooperation and Investments. Join other entrepreneurs to learn more and sign up with them for a longer term relationship</p> <p>Speakers: David Kamukama, Regional Business & Economic Development Advisor, ICCO, Shadrack Mutunga, General Manager, FACTS East Africa Norah Koigi, Regional Inv, ICCO Investment Manager, Central & East Africa, ICCO Investments</p> <p>Partner: ICCO</p> | Lecture Hall 104 |
| 2.30 pm - 4.30 pm | <p>Design Against Poverty: Community-Based Design Challenge</p> <p>Do you have ideas of how to increase rural incomes? Experience with enterprises targeting the BOP? Join Lwala's Design Against Poverty! Semi-finalists will present their designs for increasing incomes in Migori County, Kenya. Session participants will be split into teams to iterate upon and enhance each design concept. Teams will then present their finalized designs to a panel of judges including Segal Family Foundation and Ashoka East Africa.</p> <p>Speakers: Julius Mbeya, Managing Director, Lwala Community Alliance, Ash Rogers, Executive Director, Lwala Community Alliance</p> <p>Partner: Lwala Community Alliance</p> | Lecture Hall 007 |



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| <p>2.30 pm - 4.00 pm</p> | <p>Innovations in the Inclusive Digital Economy: What is Next?</p> <p>Now that the first wave of technology driven inclusive innovations are demonstrating their full potential, many are working already on the next wave of innovations. Which are the innovations that will enable millions of people to access new sources of information, new delivery channels, products, services, employment opportunities and livelihoods? What developments can we expect? How can new tech solutions best be integrated in scalable business models? And how are these innovations applicable across the globe? How are global mega trends in technology such as block chain, big data, on demand services, cloud computing and internet of things relevant for inclusive growth in Africa?</p> <p>There is no single answer to all these questions. But sharing insights and exchanging ideas will help deepen understanding of the massive opportunities of inclusive technology innovations in Africa.</p> <p>That is why this interactive session at Sankalp aims to bring together active investors, entrepreneurs, practitioners and industry experts. We will discuss the opportunities and challenges, share our vision for the future and exchange candid views on developments in the field.</p> <p>Moderator: Wim van der Beek, Managing Partner, Goodwell Investments Stéphane Eboko, CEO and Co-Founder, Ma3Route Vahid Monadejm, CEO and Founder, Nomanini Meshack Alloys, CEO, Sendy Hilda Moraa, Founder, Wezatele Eric Osiakwan, Partner, Chanzo Capital Winnie Mwangi, Investment Manager, LGTVP</p> | <p>Lecture Hall 113</p> |
| <p>2.30 pm - 4.00 pm</p> | <p>India Spotlight: Busting Myths of Doing Business in Emerging Markets: Learnings from India</p> <p>The India Spotlight session will bring forward key learnings and insights in sectors like healthcare, financial services and education from Indian enterprises on doing business in a market like India and their plans on building from these insights as they expand into the African continent.</p> <p>Moderator: Gagandeep Bakshi, Associate Director, Intellectap</p> <p>Speakers: Mani Mamallan, Chairman and MD, EPS, Dave Richards, Co-Founder & Managing Partner, Capria Ventures</p> <p>Supporter: Intellectap</p> | <p>Syndicate Room 1</p> |



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| 2.30 pm - 4.00 pm | <p>Finding Diamonds in the Data to Grow Your Business</p> <p>We'll be looking at the advantages of using behavioral data for understanding the people you are trying to engage with products, programmes and services. Relevant for entrepreneurs, social entrepreneurs and managers in consumer facing enterprises. Using case studies based on data from mobile network operators, we'll be looking at the key stages of moving from having data, to generating insights that can be acted on to improve customer engagement and increase the productivity of your enterprise.</p> <p>Speaker: Eric Levine, CEO, Citizen Insight Louis Majanja, Co-Founder & CTO, mSurvey</p> | Lecture Hall 203 |
| 2.30 pm - 4.00 pm | <p>Nurturing Health Innovations through Social Entrepreneurship</p> <p>Nairobi is a regional hub for biotechnology/life sciences research and development with a robust industrial base producing pharmaceuticals and agricultural inputs. East Africa's growing economy faces significant threats from emerging infectious diseases and climate change. How can Nairobi's latent R&D and industrial base be harnessed to drive sustainable and resilient social impact through social enterprises and impact investments?</p> <p>In this session, you can learn about Villgro Kenya's innovative triple-helix approach in leading change and creating impact in the social entrepreneurship space.</p> <p>Speakers: Dr. Robert Karanja Co-founder and CEO Villgro Kenya Paul Basil Founder Villgro Ken Simiyu Program Officer Grand Challenges Canada Dr. Peter G. Muthera Founder Medicals Africa Limited Dr. Patricia Odero SEAD Prof. Reuben O. Marwanga Associate Professor Technical University Kenya</p> <p>Partner: Villgro Kenya</p> | Lecture Hall 009 |
| 2.30 pm - 4.00 pm | <p>Sector Based Conversation: Agri Value Chain</p> <p>It's a well known fact that agribusiness and agro-industries account for more than 30% of national incomes as well as the bulk of export revenues and employment in Africa. While the potential is huge, there's a lot left to be desired in increasing access, expanding financing vehicles and enabling efficiencies. In this informal open house discussion, we will focus on the innovation potential across the agri value chain - focusing on technology solutions and innovative financing to increase capacities.</p> <p>Facilitator: Makeda Tsegaye, Founder and CEO, Africa Talent and Innovation Center, Milton Lore, Enterprise Development Advisor</p> | Discussion Zone Lounge |
| 4.00 pm - 5.00 pm | <p>TEA BREAK</p> | |
| 5.00 pm - 6.00 pm | <p>Mindspeak at Sankalp</p> <p>Speakers: Aly-Khan Satchu, CEO, Rich Management Nisha Dutt, CEO, Intellecap Joshua Oigara, CEO, Kenya Commercial Bank Njeri Rionje, President & CEO, NRBC Inc</p> <p>Supporter: Intellecap</p> | Main Auditorium & Syndicate Rooms |

Meet the Speakers



Meet The Sankalp Africa Award 2016 Finalists



4G CAPITAL INVESTMENTS

Country: Kenya

About: Founded in 2013, 4G Capital is a fintech micro-lending company providing credit and advisory services to self-employed informal market traders and merchants. Loans are disbursed within 24 hours and operations are cashless, using mobile money. In addition to generating commercial returns, 4G seeks to promote financial inclusion and drive customer business growth.

Team:

- Wayne Hennessy-Barrett, Founder and CEO
- Fatma Nasujo, COO

www.4g-capital.com



BEYONIC

Country: Uganda

About: Founded in 2013, Beyonic provides a platform for institutions to make payments into an individual's mobile money wallet. The platform enables money transfers across multiple service providers.

Team:

- Luke Kyohere, CEO and CTO
- Dan Kleinbaum, COO

www.beyonic.com



GREEN BIO ENERGY

Country: Uganda

About: Founded in 2012, Green Bio Energy offers low-income Ugandan families access to innovative, cost-saving and energy efficient cook stoves (Briketi Eco-Stoves) and environment friendly charcoal briquettes (Briketi Charcoal Briquettes)

Team:

- Vincent Kienzler, Managing Director
- David Gerard, Deputy Managing Director

www.greenbioenergy.org



LOTEC RWANDA

Country: Rwanda

About: Founded in 2013, LOTEC works with small holder farmers and equips them with inputs and technical know-how to produce fresh fruits and vegetables that include French beans, snow peas, habanero pepper, passion fruit and avocados. This produce is then exported to the UK, Netherlands and Belgium.

Team:

- Peter Gatheru, Founder and CEO
- Samuel Lusweti, Head Agronomist

Meet The Sankalp Africa Award 2016 Finalists



MAJI MILELE (WATER FOREVER)

Country: Kenya

About: Founded in 2014, Maji Milele, operates and maintains prepaid watering meters to water service providers (WSP's) and communities with pre-existing water points. Maji Milele offers an all-in-one solution that encompasses automated payments, online monitoring and full maintenance service.

Team:

- Marcel Schreurs, Founder & CEO
- Kenneth Wendo, Executive Business & Sales Manager

www.water-forever.com



MARAMOJA TRANSPORT

Country: Kenya

About: Founded in 2013, MARAMOJA helps commuters find socially vetted and trusted taxi drivers on-demand. The application simultaneously benefits registered taxi drivers by providing a steady and safe stream of customers.

Team:

- Jason Eisen, Co-Founder & CEO
- Bastian Blankenburg, Co-Founder & CTO

www.maramoja.co.ke



METAJUA

Country: Uganda

About: Founded in 2013, Metajua provides an e-supply chain management tool for large agro companies, SMEs and co-operatives to track, manage and report field level data from small holder farmers. The company delivers a simple and cost effective platform that replaces outdated reporting tools and gives decision makers access to instant and easy to understand information.

Team:

- Charles Angebault, Co-founder and MD
- Merlin le Tavernier, Co-founder and CTO

www.metajua.com



MOOKH

Country: Kenya

About: Founded in 2015, Mookh is an end-to-end payment processing and management application that allows people to trade on social media. Mookh allows users to sell product, tickets, digital content (music, e-books, videos) and make donations directly from the merchant's Facebook/social media platform.

Team:

- Eric Thimba, Co-founder and CEO
- Theuri Mwangi, Co-founder and COO

www.mymookh.com



Meet The Sankalp Africa Award 2016 Finalists



ON DEMAND MOBILE (BAMBA POS)

Country: Kenya

About: On Demand Mobile is a retail automation solutions provider with clients in Kenya and Zimbabwe. Their product 'Bamba POS' is a device agnostic cloud based mobile Point of Sale (POS) and inventory management solution. The product addresses challenges in inventory management, payment and transaction processing in retail sectors like apparel and cosmetics boutiques, coffee shops, food trucks, restaurants and consumer electronics.

Team:

- Karogi Kamau, Co-founder and CEO
- Timothy Mruutu, Co-founder and CMO

www.bambapos.com



SHIELD FINANCE

Country: Kenya

About: Founded in 2014, Shield Finance is a fintech company based in Kenya using proprietary technology that leverages mobile money to offer unbanked employees affordable salary advances directly to their mobile phones.

Team:

- Kenny R. Kinako, Co-founder and CEO
- Josphat Njui, Co-founder and CTO

www.shield.co.ke



TAKATAKA SOLUTIONS

Country: Kenya

About: Founded in 2011, TakaTaka Solutions provides end-to-end waste management services. By recycling and composting 80% of collected waste, TakaTaka Solutions is able to provide affordable waste management services to all income areas, while simultaneously providing farmers with high quality compost.

Team:

- Daniel Paffenholz, Founder & CEO
- Gitonga Muriithi, Sales Manager

www.takatakasolutions.com/



THE RECYCLER

Country: Tanzania

About: Founded in 2014, The Recycler is a recycling company that offers waste management services to large companies, collecting and processing their recyclable waste for sale to up cyclers.

Team:

- Matthew Hayden, Co-founder and CEO
- Jai Shah, Co-founder

www.recycler.co.tz



Meet The Sankalp Africa Award 2016 Finalists



VAVA COFFEE

Country: Kenya

About: Founded in 2009, Vava Coffee is an agribusiness company creating hand crafted coffee blends sold domestically and internationally. The company sources premium quality coffees from small holder farmers in Mount Kenya, Rift Valley and Trans-Nzoia regions.

Team:

- Vava Angwenyi, Founder and CEO

www.vavacoffee.com



Meet The Sankalp Africa Award 2016 Jury

Adil Popat

CEO, Simba Corporation

Mr. Popat holds a Masters of Business Administration from the Wharton School, University of Pennsylvania and a Bachelor of Arts degree in Business Administration from the University of Washington. He is the current Group Chairman & CEO of Simba Corporation and serves as a Board Director of Capri Africa Limited, a US promoted private equity real estate fund for Africa. Mr. Popat is also a member of the Wharton Executive Board for Europe, Middle East and Africa and is the immediate former Chairman of the Kenya Motor Industry (KMI) Association. He joined Simba in 1994 and previously served as the Finance Director up until 2006. As Simba's CEO since 2007, he has effectively led the transformation of Simba Corporation from a family owned business to a professional organization and spearheaded an aggressive diversification strategy moving the group from a pure motor company to a diversified and integrated company.

Aly-Khan Satchu

CEO, Rich Management

Aly-Khan is the CEO of the East African Financial Portal www.rich.co.ke. Aly-Khan ran Global Short End Trading Desks in the City of London for the likes of Credit Suisse First Boston and Sumitomo Bank amongst others. Since returning to Kenya eight years ago, Aly-Khan set up the web portal www.rich.co.ke which is an authorised data vendor of the Nairobi Securities Exchange. www.rich.co.ke transmits live, real time stock exchange data for free to the public. The company Rich Management Limited advises incoming investors into the East African community and the business covers investment advice, investor relations, public relations and digital media. Aly-Khan is a frequent Commentator on international media such as Aljazeera, the BBC and other Channels. Aly-Khan produces a Daily Podcast from Nairobi which is distributed by Reuters Insider and can be found on www.rich.co.ke.

Amrote Abdella

Regional Director, Microsoft4Afrika

Amrote is the Regional Director for Microsoft's 4Afrika Initiative, a multi-year commitment by Microsoft to actively engage in Africa's economic development to improve its global competitiveness. Until her appointment in October 2015, Amrote was the Director for Startups Engagement & Partnerships for the 4Afrika initiative.

Prior to joining Microsoft, Amrote was in Geneva working with the World Economic Forum as Associate Director for the Africa region where she was responsible for key relationships and strategic initiatives with African governments and business leaders. Prior to the World Economic Forum, Amrote was part of the World Bank in Washington D.C. working on Access to Finance focusing on Africa. Amrote has also worked with the Global Hunger project and the Grameen Foundation. In her experience she has focused on financial services, policy guidance and economic development for Africa.

She holds a Masters in International Economic Development from the Heller School at Brandeis University in Massachusetts and a BA from Davidson College, North Carolina, USA.

Andreas Grenacher

Regional Director – East Africa, DEG

Andreas Grenacher has more than 16 years of professional experience in Investment Banking, Alternative Investments and Corporate Finance. He worked in senior positions for Deutsche Bank and Credit Suisse in London, Zurich and Frankfurt and he is currently Regional Director for East Africa at KfW-DEG, based in Nairobi since 2014. Andreas holds a Master's Degree in Finance from University of Munster, Germany. Andreas was an active member in the Business Angels Network in Frankfurt and is looking for promising investment opportunities in startups across all sectors.

Courtney Blodgett

Program Officer, Vulcan Impact Investing and Vulcan Climate; Vulcan Philanthropy

Vulcan Inc. is the private, Seattle-based company that manages the business and philanthropic initiatives of Paul Allen, Microsoft's co-founder. Catalyzing investment into entrepreneurial solutions that have the potential for large-scale social and environmental impact has been Courtney's focus for the past decade. Courtney's work at Vulcan focuses in sub-Saharan Africa to identify market-based solutions to rural electrification, broadband, heating/cooking and fresh water access. She develops and helps manage a portfolio of investments, grants and projects in Eastern and Southern Africa that demonstrate viable models for achieving social, environmental and financial objectives across these program areas.

Prior to joining Vulcan, Courtney worked extensively and lived in sub-Saharan Africa. She was one of the world leaders



on preparatory work for African countries to access the Green Climate Fund. She developed \$60+ million national private-sector focused programs in rural electrification and in cookstove/charcoal. She worked for UNDP, based in the Rwanda Environment Management Authority, to promote and facilitate investments in carbon market projects in the country. She designed the \$50 million UK Department for International Development (DFID) results based financing program for renewable energy companies. Courtney holds a Master's degree from the European Post-graduate Course in Environmental Management (University of Amsterdam Graduate Business School / École des Mines de Paris) and a Bachelor's degree in Environmental Science from the University of Rhode Island.

Duncan Onyango

Regional Director, Acumen Fund

Duncan Onyango joined Acumen as Director of East Africa in September 2012. He has been a long supporter of Acumen and informally served as an advisor to the East Africa team over the years, as well as being actively involved in the Fellows Program.

Duncan most recently served as the Group Chief Finance Officer of Rift Valley Railways, where he led the structuring of a \$287M debt and equity capital investment in the rail sector. He began his career with over ten years at Abbey National, a major international bank in London, gaining cross-functional business experience in both the retail and corporate arms of Abbey, including serving as the bank's Head of Training & Management Development for the Wealth Management Division. Building on that experience, Duncan moved into consulting at Strategic Workforce Limited in London, before returning to East Africa where he founded Quantum Africa in 2006, working with many small businesses and entrepreneurs. He has expertise in strategic & business planning, organizational alignment and business transformation. Duncan holds an honors degree in Computing and Retail Management from Oxford University.

Eline Blaauboer

Managing Partner, TBL Mirror Fund

Eline has worked in the venture capital and private equity sector in both Europe and Africa for the last 18 years. She worked at Netherlands based Gilde Investment Management for 5 years, mainly focused on early stage investments in the IT industry. Since 2003 Eline is working in the field of private equity in Africa. She currently manages TBL Mirror Fund and Safaricom Spark Fund, based in Nairobi and is a member of the board of the Funds' portfolio companies Cellulant, Highlands Mineral Water, Meridian Medical Centre, Software Technologies and Senty. Eline furthermore represents

TBL as founder and chair at the East Africa Venture Capital Association.

Jasper Snoek

CFO and ED, DOEN Foundation

Jasper Snoek is CFO and Executive Director of the DOEN Foundation, a charity that uses the annual proceeds it receives from the three Dutch Charity Lotteries (Postcode Lottery, BankGiro Lottery and Friends Lottery) to help build a green, socially-inclusive and creative society. To that end, DOEN funds entrepreneurial initiatives in the field of sustainable, cultural and social innovation with grants, loans and equity.

Mr. Snoek has 20 years of experience in SME finance in developed and in developing countries gained as a consultant for BDO Corporate Finance and the international consultancy organization Ecorys. At present, his responsibilities include DOEN's impact investment and loan portfolio consisting of social and sustainable enterprises, SME finance and DOEN Participaties

BV, the impact investment company of DOEN Foundation. Jasper is a board member of ProCredit Holding AG, the holding company of a group of SME banks in Eastern Europe and Latin America. He earned his Master's Degree in Business Studies from the University of Groningen and holds a French Master of Advanced Studies in Risk and Crises Management (Sorbonne I).

Dr. Manu Chandaria

Chairman, Comcraft

Dr. Manu Chandaria, OBE, EBS, is founding chairman of the East African Business Council and the Kenya Private Sector Alliance, an umbrella body representing over two hundred sectors and organizations. Chandaria is the chairman of the Private Sector Advisory Council, Global Peace Service Alliance, Kenya. He has been appointed to numerous government boards and committees, including chairman of the Street Families Rehabilitation Trust Fund, set up to reduce poverty, revive the economy through private sector initiatives, encourage technological modernization and improve the lives of children. He is a Council member of the University of Nairobi which awarded him a Doctorate of Sciences. In 2003 Her Majesty Queen Elizabeth II conferred an OBE (Order of the British Empire) in recognition of his community work and promotion of Kenyan economic interests. His Excellency Honorable Mwai Kibaki, former president of the Republic of Kenya, distinguished him with the honor of Elder of the Burning Spear (EBS) in 2003 in recognition of outstanding service to the nation.

He has been on the Nairobi University Council Board for



25 years representing Gandhi Smarak Nidhi Fund and was appointed chancellor of Technical University of Kenya in 2013 and chairman of the Board of Trustees of United States International University (USIU). He has been awarded honorary doctorates by five Universities, University of Nairobi, Kenyatta University, Kenya Methodist University, Technical University of Kenya and United Graduate College.

Mark Carrato

Director Agriculture, Business and Energy Office, USAID/ Kenya

Mark Carrato is the Director of the USAID/Kenya Agriculture, Business and Energy Office and the Chairperson of the U.S. Embassy Kenya Power Africa Team where he manages Presidential Initiatives in Feed the Future and Power Africa as well as programs in water and sanitation, resilience, finance and land. From 2010-13, he served as Acting Director/ Deputy Director of the Office of Economic Growth and Transformation in USAID/Ethiopia; where he negotiated and implemented the G8 New Alliance for Food Security and Nutrition in Ethiopia, and the Office of Agriculture and USAID/Afghanistan; where he led strategic oversight and implementation of the Mission's approximate \$1 billion agriculture portfolio. He has also served with USAID in Colombia and Pakistan.

Before his Foreign Service postings, he was a Foreign Affairs and Trade Fellow for the Ranking Member of the Subcommittee for Foreign Appropriations, Representative Nita Lowey. He started with USAID as a Presidential Management Fellow in 2003.

Simon Desjardins

Portfolio Director, Shell Foundation

Simon Desjardins is Shell Foundation's Access to Energy Portfolio Director, overseeing several strategic partnerships and the pipeline development process. Before joining Shell Foundation in 2008, Simon worked globally in a range of business and development roles, with experience in start-ups, multinationals and NGOs. Simon holds a BBA from Wilfrid Laurier University and has completed the Accelerated Development Programme at London Business School.

Suleiman Kiggundu

Regional Director, CDC

Suleiman is Regional Director for Africa at CDC Group plc. Established by the UK Government in 1948, CDC is the world's oldest development finance institution that is currently invested in over 1,300 companies supporting over 1.1 million jobs in various developing countries. Suleiman

is also Executive Chairman of CFS Group, a pan-African financial services group with interests in capital markets, investment banking and private equity. Until early 2014, Suleiman spent 10 years as Group CEO at CFS Group, focused on transforming it into a leading indigenously-owned financial services provider in sub-Saharan Africa.

Prior to this, he spent 10 years with the HSBC Group in several senior positions, including Head of Corporate Banking for Sub-Saharan Africa at HSBC Equator Bank plc and Head of Corporate & Institutional Banking at HSBC Bank plc. Coordinating HSBC's debt and risk advisory offerings in Africa, he personally completed transactions in more than 15 countries across Africa. Suleiman holds a B.Sc in Electrical Engineering and a BA in Economics (cum laude) both from Yale University, as well as post-graduate diplomas in banking, finance and corporate governance.

Yida Kemoli

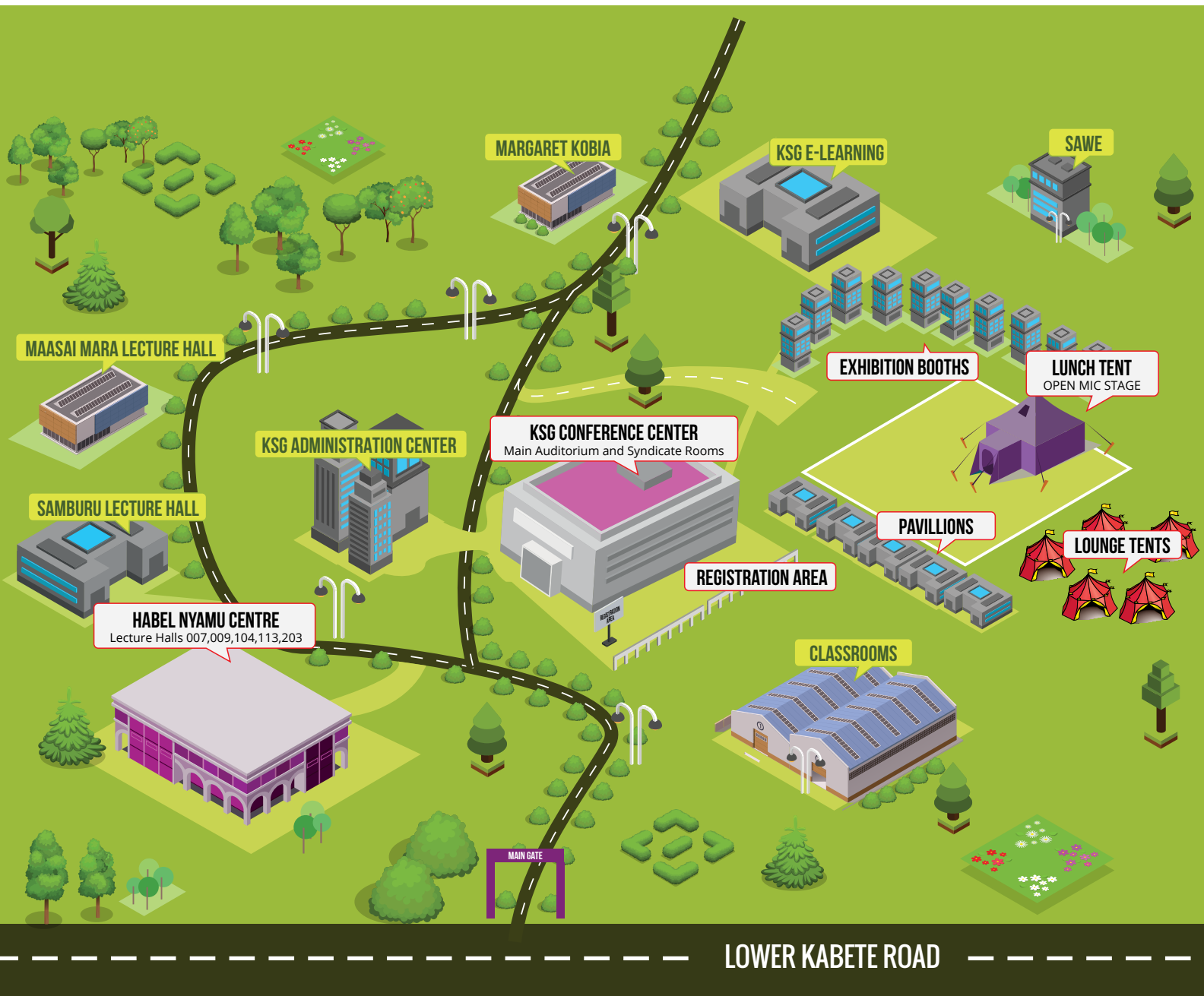
Senior Partner, Phatisa Capital

Mr. Yida Kemoli serves as the Senior Partner for East Africa at Phatisa Fund Managers L.L.C. Mr. Kemoli served as the Head of Corporate Finance and Strategy at Transcentury Limited where he spent six years responsible for fundraising, acquisitions and divestments, including the company's landmark US\$ 75 million convertible Eurobond programme. Previously, Mr. Kemoli served as the Senior Investment Officer at the firm. He has experience in investment banking, private equity, acquisition financing, project financing, securitizations, and derivatives. In 2000, he joined the Investment Banking division at JP Morgan, where he was a Member of the European Debt Capital Markets Team. Mr. Kemoli closed more than 20 transactions that included acquisition financing, project financing, asset securitization, and derivative transactions across financial institutions and diversified industrial sectors across the leveraged buyout and structured products spaces. Before this, he advised Aureos on the structuring and establishment of an Africa healthcare private equity fund. Prior to this, Mr. Kemoli was an Investment Principal at Actis LLP (alternate name, Actis Capital, LLP) in the Private Equity team. He worked on a US\$1 billion public-to-private acquisition of a financial services business. He serves as Executive Director of Civicon Limited. From 2010 to 2013, he was appointed by the Kenya National Treasury as a non-executive director of the Kenya Investment Authority. He is well experienced in all facets of investment banking, corporate finance and private equity. In private equity in Africa he has closed more than 10 transactions - both acquisitions and disposals - and has been active in portfolio management, including support on strategy and fundraising. Mr. Kemoli graduated with an M.Eng. in Chemical Engineering from Imperial College, London.

SANKALP SUMMIT

SPURRING THE ENTREPRENEURSHIP ECONOMY THROUGH A GLOBAL ECOSYSTEM

NAIROBI, KENYA, 25-26 FEBRUARY, 2016



Map illustration is for reference & is not to scale
Sankalp Conference Activity Areas Labeled In White 

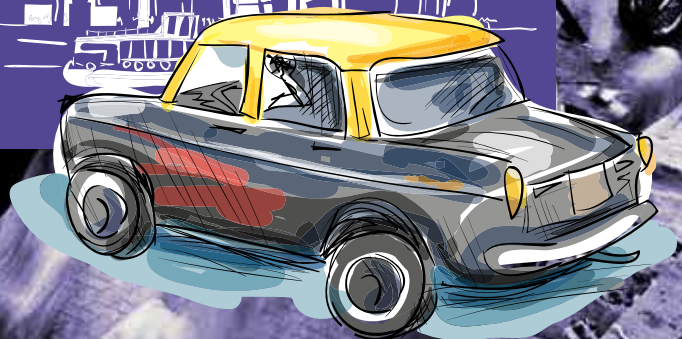


What's Next?

This April Join us in Mumbai, India for the 8th Sankalp Global Summit, as we bring together an incredibly diverse set of stakeholders – from startups, enterprises and investors, to family foundations and large multi-national corporations, who will all converge on the theme: “Innovations for the Next 3 Billion” (N3B).

Save the date- April 20-22, 2016 to be a part of one of the largest global conventions that celebrates entrepreneurship and innovation for impact, while building an enabling ecosystem.

This year, the Global Summit will also run the first ever Sankalp Global Innovation Challenge (GIC), if you have an innovation or know of someone, be sure to apply immediately. The Sankalp GIC is a call for innovative technology-based product solutions that can reach the Next 3 Billion (N3B) and contribute to inclusive development. The platform will recognize some of the best innovations from around the world for their relevance to the emerging markets. Top innovators get to showcase their work at the Sankalp Global Summit 2016 along with a chance to win prize money upto \$50k. Entries are open till 15th of March 2016 at www.sankalpforum.com/global-innovation-challenge



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SUPPORT ECOSYSTEM OPEN SPACES PITCHES SUSTAINABLE INVESTORS & ENTREPRENEURS
ENTREPRENEUR PITCHES & DEMOS WORKSHOPS
IMPACT INVESTING MENTORING CLINICS ENTREPRENEURS
MOBILIZING INVESTOR CAPITAL ROUND TABLE INNOVATION NETWORKING SESSIONS
CREATING WOMEN LEADERS FUNDING SESSIONS WORKSHOPS ENTREPRENEURSHIP



SANKALP FORUM

AN INTELLECAP INITIATIVE