

Post Event Report

Sankalp Africa Summit 2015

February 5–6, 2015 in Nairobi, Kenya

Accelerating Innovation and Entrepreneurship Towards an Inclusive Africa



Organized by:

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Intellectap in East Africa

In 2013, [Intellectap](#) entered the East Africa market through Sankalp Forum with the ambition of accelerating enterprise growth and building a South-South corridor to promote greater learning and partnerships between developing nations.

The first Sankalp Africa Summit held in Nairobi in 2014 was well-received and well-attended. With such a diverse pool of participants and the excitement around the idea of high-impact businesses, Intellectap was encouraged to come back bigger and better in 2015 to fuel discussions on South-South collaboration, inclusive business, innovation transfer, and youth entrepreneurship.

The Sankalp Awards process was re-designed to accelerate more investments. In partnership with the [Intellectap Impact Investment Network](#) (I³N), an impact focused angel investor network, the celebrated Sankalp Award Finalists will now be able to continue investor conversations, facilitated by I³N, who will help them raise much-needed funds for their growth and success.

Intellectap's activities will not only be limited to Sankalp Forum and I³N in East Africa. This year, Intellectap will formally set up a permanent base in Nairobi with a satellite office and permanent staff members to support Sankalp Forum, I³N, and our consulting and research activities.

Highlights of Sankalp Africa Summit 2015

In 2014, Sankalp Forum tested a hypothesis: If Intellectap could bring together a diverse array of participants within the African social enterprise community (as previously done for years in India), then it could add significant value to social enterprises, investors, and donors in East Africa. The hypothesis tested at the inaugural Sankalp Africa Summit proved true, and Sankalp came back bigger and better in 2015!

This year, Sankalp Africa saw delegate participation increase by nearly 40%, and many new partners joined hands to contribute to content development. Increased numbers meant a new venue, so Sankalp joined hands with Kenya Climate Innovation Centre (KCIC) to host the event at Strathmore Business School. Thirteen organizations exhibited their goods and services, makerspaces Gearbox from Nairobi and WœLab from Togo built a 3-D printer from e-waste on site, and partners contributed content to 14 sessions.

Several partners were able to sponsor delegations of local entrepreneurs, who would have otherwise not been able to attend. The World Bank Group sponsored five entrepreneurs and seven other contributing stakeholders from South Sudan, the U.S. Africa Development Foundation sponsored 22 local entrepreneurs, and Intellectap itself awarded 30 scholarships for local entrepreneurs.



I³N increased value to the Sankalp Award Finalists through an intense screening of 300+ social businesses; based on investment readiness and impact, and ultimately selected 9 finalists with the assistance of an external screening committee, made up of local funds and angel investors. I³N provided two months of rigorous training for the finalists by helping prepare their financial statements, business models, investor presentations and endless mock pitches.

Jeff Koinange of course added flavor and personality to the Sankalp Africa Awards ceremony – putting tough questions to the finalist and keeping the audience laughing. This year, Jeff took the Sankalp Forum one step further, and put Intelcap “on the bench” on Jeff Koinange Live featured on prime television channel, KTN. **The episode was aired live on February 5th and can be viewed online here: [Part 1](#), [Part 2](#), and [Part 3](#).**

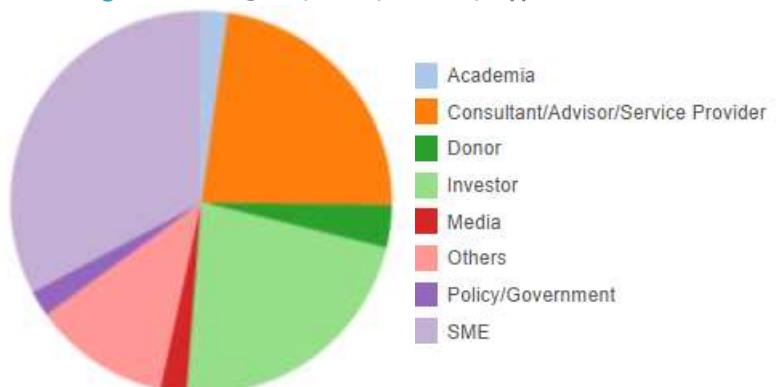
The Summit in Numbers

- **690 participants** convened in Nairobi from **29 countries** from across Africa, Asia, Europe, and the Americas.
- **14 breakout sessions** were led by just as many partners.
- **125 speakers**, including industry experts and sector leaders participated in the conversations.
- **4 pre-summit workshops** catered to entrepreneurs, investors, incubators and more.
- **5 winning finalists** were celebrated and recognized for their achievements
- **Over 25 partners** contributed to make the Sankalp Africa Summit 2015 a success!



Figure 2: Sankalp Africa Summit delegates came from 29 different countries, across 4 continents.

Figure 1: Delegate participation by Type



Seen and Heard at Sankalp

I just wanted to send a quick note to thank you and your team for such a fantastic conference.

I appreciated the variety of panels & speakers and particularly enjoyed the investor pitches – I'm excited to see where Ensibuuko and FAIM go in the coming years...the conference was helpful for contextualising how such techniques can help measure the impact of tech-driven, data heavy social enterprises in coming years.

– *Stephanie Tung, Independent Consultant
California, United States of America*



Just a quick note to say thank you...It was a fantastic conference, we made great connections, learned a lot and feel very fortunate to have been a part of it.

This was a great introduction to the Kenyan entrepreneurship and Innovation eco-system and we are looking forward to moving ahead with our program in Kenya this year...Congratulation on a great event!

– *Caylee Talpert, Deputy Director, Pears Innovation
for International Development Program
Tel Aviv, Israel*

Thank you for putting together the forum. You and the team were awesome! I gained a ton of insight today on what is happening in Africa and its potential, and for that I'm thankful.

– James Opot, IdeaHutch
Nairobi, Kenya

Cheers and THANK YOU for everything. This has been a pleasure from A to Z, and I would say this too if I did not have a prize :-). You guys are an amazing team, fun, efficient and super professional. The pitch development process with you in particular was a real pleasure. I hope we get to work together much more.

Thanks again to all of you. I feel compelled to keep repeating this because I have never attended a conference that was so well-organized, so correctly targeted and focused, with such high-quality attendance and which was also relaxed and fun.

– *Laurent Demuyne, Founder and CEO of
Kigali Farms
Kigali, Rwanda*





Proud to have been part of @SankalpForum: Youth entrepreneurship talks, amazing, I am inspired. #SFAfrica

- Martha Atieno
@MarshaTattu



Inclusiveness is not a 'nice to have', it is a necessity
@FMO_development's Chief Kleiterp @SankalpForum
<http://bit.ly/1CcAvvo>
#SFAfrica

- Sugandh Juneja
@sugandh84



It takes a village to raise a child & so it takes a community of support to nurture a startup says @anurage #SFAfrica
<http://bit.ly/1zeNgDo>

- Pioneers Post
@PioneersPost



@SankalpForum
@IntellectapTweet - thanks a lot for two inspiring, exciting and encouraging days
#SFAfrica #impactinvesting

- Carsten Schmitz
@carsten_schmitz



Thank you
@SankalpForum for an inspiring conference!
Met so many great people here #SFAfrica
#Nairobi
@StichtingDOEN

- Manon Klein
@Manon_Klein



Don't assume every young person can be an entrepreneur. Help young entrepreneurs hire other young people -
@SakajaJohnson #SFAfrica

- Andy Lieberman
@andylieberman



Day 1 at #SFAfrica:
brilliant people and gorgeous setting
@sbskenya #socent
- James Haga
@jameshaga



We are proud to be #strategic partners in @SankalpForum #SFAfrica #SFAfrica which is about to begin. #sustainability

- Kenya CIC @KenyaCIC



Full house for @JKoinangeLive at #sfafrica "ideas for impact" 1st up
<http://www.drillcover.com>
#thisishardware

- ASME IShow
@ASMEishow



Govt cannot create jobs. They need to build the ecosystem to nurture job growth.
#SFAfrica

- Arielle Sandor
@ArielleSandor



3 areas critical to success: Opportunity, people, and partnerships. Without collaboration you are merely innovating for yourself" #SFAfrica

- YALI Kenya
@YALI_Kenya



I so admire commitment by @darshanchand1 @ChandariaKenya to support women in their business & value chain
@SankalpForum #SFAfrica

- Suzanne Biegel
@zanne2



The Sankalp Africa Summit in Action

The second edition of the Sankalp Africa Summit kicked off with Intellectap's CEO, Anurag Agrawal along with a few strategic partners to welcome the audience and launch the event. Mr. Edward Mungai CEO of the Kenya Climate Innovation Centre highlighted a number of pioneering and innovative entrepreneurs who are creating solutions, but who often face challenges, such as financial, policy, and talent gaps. Dr. George Ngenga, Dean of Strathmore Business School, echoed many similar sentiments and challenges. Africa is becoming attractive to external investment, but there are skill gaps, and burdens on the youth such as lack of capital access, lack of infrastructure and policies, etc., preventing them from fully flexing their potential. Enabling environments need to be provided for entrepreneurs to find support, such as the Sankalp Forum – and together, with so many different stakeholders in the room, there is huge potential to build the ecosystem together.

Top 5 Sankalp Africa Moments

1) Africa for Africa: Leading from the Front

1.1) The Underserved as Consumers

Bob Collymore, CEO of Safaricom shared his insights on how the mobile phone has reshaped the world, particularly for the BOP.

Key Insights:

- 👑 Assuming that the poor cannot be consumers is a mistake – every day they are saving, borrowing, and transferring money.
- 👑 Three things are critical to success: 1) Opportunity (the need and ability connect i.e. through mobile money); 2) People (who mentor and train young people to come up with solutions i.e. innovation hubs); and 3) Partnerships (bringing ideas to success through visibility to develop and grow).
- 👑 Kenya is a leading mobile phone technical player and Safaricom is Kenya's largest IT company with Ksh. 300 billion transferred via m-pesa just in January 2015 alone.

1.2) Social Entrepreneurship for Social and Economic Change

Darshan Chandaria, Director, Chandaria Industries highlighted how Chandaria Industries focuses on both economic and social gains through business.

Key Insights:

- 👑 Though many countries in Africa are considered as the most underdeveloped economies in the world, it still provides huge potential for growth. Therefore, it is important to have a vision as to where we want to reach, and a clear strategy for arriving there.
- 👑 Chandaria's core business is hygiene products, where they use waste paper, saving 50 million trees so far and employing 20,000 employees, many of them single mothers or widows. Despite the option of mechanization, the company prefers to keep employees instead.

1.3) Opportunities for the Youth

Johnson Arthur Sakaja, Chairman, The National Alliance attended Sankalp Africa Summit 2015 as chief guest of the Sankalp Awards and Report Launch ceremony.

Key Insights

- 👑 Sakaja has been involved in promoting opportunities for young people, setting up a many initiatives that involve the youth nation-wide. 30% of procurement currently goes to the youth.
- 👑 There are several programs such as the youth fund, but many young people have shied away from requesting funds, so there is need for partners to spread the word. He gave his commitment

to close the loop between the private and the public sectors.

1.4) Fireside Chat with Mr. Manu Chandaria

Mr. Manu Chandaria, Chairman of the Comcraft group and known by many as the Patriarch of Kenyan business families was one of the key note speakers at the summit.

Key Insights

- 👑 Kenyans and Africans need to be supported to build capacity internally; reliance on India and China for all goods and services should be limited. According to Mr. Chandaria, the technological advancements and knowledge reside in Africa and must be capitalized.
- 👑 Making a reference to the word “Sankalpa” meaning determination in Sanskrit, he mentioned that all business leaders and entrepreneurs need to be determined in their journey to success despite roadblocks
- 👑 Stressing on the power of youth, he emphasized on the need for the youth to develop patience for the long term without losing the enthusiasm required to keep pushing boundaries.

2) The Big Leap - Africa's Next Big Innovation

Four stories of indigenous innovation, from young people across the continent, were highlighted in one of the main sessions at Sankalp to celebrate the homegrown talent that sub-Saharan Africa has to offer the world.



Akazeze Kpakpando, Student from Nigeria

Akazeze, 15 years old, is a student of Doregos Private Academy in Lagos, Nigeria. She was part of the team that developed the “Urine Powered Generator” and has further taken the work to a higher level by modifying it to use other waste products.

Doreen Orishaba, Vehicles and Electrics Engineer, Kiira Motors Project

Doreen leads research efforts in the design, development and integration of Vehicle Electrics & Electronics systems. The Kiira Motors Project began as a pipe dream from a Makerere University school club, and has grown into a fully-fledged car company manufacturing Africa's first fleet of electric vehicles.



Dodji Honou, Executive Manager, Woelab

Dodji is the Executive Manager of Woelab, which provides ICT to companies and creates innovative technology hardware products. It has created a 3-D printer from e-waste, “3-D Print Africa” to sensitize, and 3-D print cafes, where the printer can be used. Woelab educates the youth in self-development to embrace the 3D printer and other technology and use it to apply in their various fields and creations.

Leroy Mwasaru, Charles Midamba, and Amos Dede, Students from Innovate Kenya

All 3 students from Kenya proposed the idea of a human waste bioreactor to deal with the excess sewage which was contaminating the local community's fresh water supply. It produces methane for kitchen use and harmless sludge for fertilizer. It saves 60 lorries of firewood each year, reduces the school's expenses, reduces global warming effects, and safeguards health.



3) Sankalp Awards Ceremony

KTN television personality, Jeff Koinange again hosted the 2015 Sankalp Africa Awards Ceremony, with his classic humor and energy. All nine finalists had the opportunity to give a two minute elevator pitches to a jam-packed audience. Jeff then grilled them on stage before moving onto the next.

There were five awards up for grabs: The Sankalp Awards (Winner, 1st Runner-up and 2nd Runner-up), a special recognition for the Investor's Choice Award, and a DFID Women's Empowerment Award. The winners for the Sankalp Awards and the DFID Award were selected by independently constituted juries, while the Investor's Choice Award was presented to the enterprise that emerged as the favorite of the investors in the room (i.e. by democratic vote). DFID sponsored a grant of £10,000 to the winner of the DFID Women's Empowerment Award.



The winners are as follows:

- 1. Winner: FAIM**
- 2. First Runner-Up: Jibu**
- 3. Second Runner-Up: Power Gen Renewable Energy**
- 4. Investor's Choice: Ensibuuko**
- 5. DFID Women's Empowerment: Kigali Farms**

4) Critical Reports Launched

Additionally, Intellecapt's consulting team launched two critical reports during the Summit. The first, *Catalyst for Change*, looks at the entrepreneurship ecosystem through a youth lens and identifies the opportunities and significant gaps in the market. Specifically, the report highlights an inverted pyramid of services offered to entrepreneurs. Despite the vast numbers of idea and early stage businesses, the business support ecosystem is inversely proportional, with specialized business support providers targeting only the successful few businesses, which are profitable and scaling. The report was launched by Kenyan Member of Parliament Johnson Sakaja, William Senyo from Hub Accra, along with the Intellecapt team.



Corridors of Shared Prosperity is phase one of a longer-term research centered around India-Africa Inclusive Business Transfer in collaboration with the IFC and World Bank Group. This second report identifies the drivers of systematic business transfer between regions, and has begun to flesh out a seven-step transfer roadmap, which in phase two of this research will contribute to a business toolkit to help self-diagnose a company's readiness to transfer across borders.



5) Key Sessions

Centre Stage: Bringing the Global Spotlight on Africa

Vineet Rai, Chairman of Intellecapt was on stage with some of the biggest guns in the development sector for Africa from across the world: USAID, BMZ, AfD, OPIC, DFID, and FMO.

Key Insights:

- 👑 Africa has huge potential as a continent, and economic growth through the private sector is crucial, though not the only avenue for growth.
- 👑 There are huge opportunities to collaborate with business schools and others to empower youth and give them opportunities to stay in the country and build the economy.
- 👑 All large DFIs consider Africa as one of their most critical portfolios and over the next 5 – 10 years hope to continue to increase their investment capacity in the region

180 degree debate: Is Grant a Necessary Evil to Build a Sustainable Africa

Moderated by Dipika Prasad from Intellecapt, the debate brought forward honest opinions on the good and bad of grant capital.

Key Insights:

- 👑 There are too many donors competing for very few opportunities – creating a skew in the market
- 👑 Entrepreneurs should avoid using grant funding for variable expenses, that should be subsidized by direct business revenue. Grants should never distract the entrepreneur from the core, it should only enable activities
- 👑 Grant funding is best utilized to build the ecosystem – incubators, infrastructure etc

Parallel Sessions

What's next in African impact investing...impact inventing? Hosted by the Lemelson Foundation

- 👑 **Frugal Innovation:** Local suppliers should be integrated and the function and price should be examined according
- 👑 **Young Entrepreneurs:** In order to encourage youth to be more entrepreneurial, you must start when they are very young with malleable minds
- 👑 **Value Chains and Investment:** In order to grow the value chain for future inventors, investors should consider not only the talent needed to make the products, but also about bringing those products all the way to market. It is also important to bring all parties on board to bridge the gap from grants to mainstream capital, including the government. "Venture Capital" – by definition – is not the right type of capital. Venture funds should be involved from the very start.
- 👑 **Periphery Access to Partnerships:** Though most companies want to be in the city, but smaller organizations could have mobile setups that can move around, and government can also play a role, such as devolution in Kenya for example

Turning the Tables: Corporate Pitch for Last Mile Delivery; In collaboration with Inclusive Business Action Network and Unilever

- 👑 **Triple Bottom Line:** Albert Einstein once said, "Strive not to be a success, but rather to be of value." Similarly, sustainable inclusive businesses should be of value to low income communities; they should have a positive impact on the community; they should invest in and take care of their own human capital with the aim of building the capacity, which is being inclusive within one's own company.
- 👑 **Collaboration:** Partnerships are essential for sustainable development and growth and more collaboration is needed between all players

Bridging the Opportunity Divide: Prioritizing Talent Management for Scale; In collaboration with Shell Foundation

- 👑 **Motivations:** Universities is on the lookout for potential partnerships, such as with banks in Kenya to improve his graduates' success. 20-30% of graduates in Strathmore University begin their own businesses every year.
- 👑 **Employee Retention:** To retain employees who have been trained, employers should consider what people value most e.g. healthcare, life insurance, or family. They also need to communicate well with employees, and motivate employees.
- 👑 **Identifying Talent:** Tools to help employees identifying talent include: getting a potential hire to talk about him/herself so as to understand them better, and hire employees based on attitude rather than competency.

The Way Forward in African Impact Investing; In collaboration with UNDP and GIIN

- 👑 **Highlights of Impact Investing Study:** The current opportunity is USD \$240 billion in all stages impact investing. The study revealed that there are 153 impact investors active in the region, out of which only 60 have local offices. More than US\$9 billion has been dispersed in the region to date, while Kenya alone attracts more than 50% of impact capital.
- 👑 **Challenges in Investing in East Africa:** The investment-readiness of entrepreneurs due to the lack of strategy, development stage (most businesses are early stage), and lack of management level talent to grow business.
- 👑 Pre-investment fellowships are a powerful tool to influence the entrepreneurs, make the due diligence process much easier, and make the investment less risky.

- 👤 The current players would like to see African investors playing a bigger role to drive more domestic capital.

Challenges and Opportunities Facing the Next Generation of Africa's Energy Pioneers; Hosted by the United States Africa Development Foundation

- 👤 Sort out issues at the design stage to avoid costly mistake when the projects are far advanced
- 👤 Entrepreneurs should never stop fund raising and pitching for extra support. This calls for a constant communication of their needs.
- 👤 Debt funding as an alternative to equity and seed capital when a comfortable growth rate is achieved can be a solution to temporary capital shortfalls.
- 👤 Enterprises have to maintain the existing customers as well as working consistently to find new customers so that the generation of income and profit is not affected, but rather it increases.

Impact Investing for Women; In collaboration with DFID

- 👤 **Why Invest in Women:** Investing in women has a multiplier effect in building the society and the economy at large -- women don't need a hand out, they need a hand up. Women also contribute 60% of the GDP in agriculture sector.

Idea to Scale Continuum: Enabling Relevant Support for Enterprise Growth; Hosted by World Bank

- 👤 **Challenges facing the BOP population:** A number of such challenges were discussed, such as: The lack money for assets they would wish to acquire in order to carry out an important business, in agriculture or any other business sector; The inability to secure loans, since they are not able to provide the land documents as a way to secure the loans; Copied and rebranded products in the market are an inferior quality.
- 👤 Government can help protect and safeguard the integrity of quality products in the market through regulations. The use of technology can be used to help develop interior regions

Chama of Chamas for Angel Investing; In collaboration with I³N (the Intellectap Impact Investment Network)

- 👤 **Diaspora Investing:** Two years ago, Kenya developed policies on investments from the diaspora, and there have been ongoing campaigns in order to reach out to the Kenya diaspora on investment groups.
- 👤 **Foreign Investment in Local Countries:** Ways that could increase foreign investment in the local countries, such as Kenya, are stimulating angel investors to network
- 👤 **Intellectual Capital:** Many startups who are performing well attribute their success to being led and advised by experienced older people.

Reversing the Flow of Food Imports; Leveraging Technology and Capital for Sustainable Agriculture; Hosted by the Ford Foundation

- 👤 **Food Imports into Africa:** African countries spend USD \$30 billion every year in food imports, which is negatively impacting the growing economy, especially where agriculture makes up a significant portion of many countries' GDP. There is significant need for more partnerships, such as Value Farms' unique public partnership to bring together many farmers farming at scale, collectively.
- 👤 **Farmers' Challenges:** The lack of secure markets for farmers is a significant set-back for many farmers. Easy access to markets and financing are crucial for the success of the agricultural sector. If farmers are provided with predictable markets, then they will focus on improving farming.

- 👑 **Opportunities for Improvement:** Identifying farmers and providing them with capacity, either through producing tool-kits, improving the social impact on a farmer level, or improving innovations already in existence can help to alleviate the challenges farmers face. Collaboration with other organizations will add significant value and help create some success stories for others to follow.

Exploring the New Horizon: Collaborating to Make Healthcare Accessible; Hosted by Africa Capacity Alliance and CHMI

- 👑 **Is healthcare too complex?** How do you change the thinking that healthcare is too complex? We see this happening often when startups move from just a venture, to an organization that provides solutions and sustains itself. But how many are truly sustainable? Sustainability often requires moving up the value chain.
- 👑 **Is funding really a challenge?** Funding is frequently raised as a challenge in the health space, however there is money available in seed capital and also private equity - data shows that USD \$900 million dollars is spent per year. The challenge is in connecting the funding to the innovations being developed in the health sector - innovators need the financial support and funders need to identify the innovators in the industry.
- 👑 **Legislative Frameworks:** Additionally, legislative frameworks continually need reform, so it can reflect to the constantly changing health sector. The World Bank and IFC have constantly worked on developing legislative frameworks and will continue to do so.

Enabling the Energy Access Ecosystem; Hosted by Global Alliance for Clean Cookstoves

- 👑 **Gender Equality:** On the surface, the energy ecosystem targets everyone, but the majority of stakeholders are women, who need to be engaged and targeted as consumers, and in campaigns.
- 👑 The Government of Kenya's energy "constitution" will govern the power industry, but the government needs to support entrepreneurs for them to succeed in the Power Africa initiative.

Partnering for Impact and Scale; In collaboration with Inclusive Business Action Network

- 👑 **Innovation and Scale:** Large corporates can capitalize on innovations, and scale them up faster than smaller individual players could.
- 👑 **Challenges:** Building partnerships between large entities and small scale players is far from easy. There are high risks involved in investing in startup businesses, whose entrepreneurs tend to lack of patience to "hold their breath" for the business to grow and survive. Corporates also need to be cognizant of their brand and credibility for carried through partnerships.

Accelerating Cross Border Inclusive Business Transfer and Collaboration; In collaboration with IFC World Bank Group

- 👑 **Exploring Transfer Opportunities:** In the first step of any business transfer, the firm must understand its own intent for the transfer, as well as clearly articulate the firm's own preferences and potential or intended impact. The firm must identify the potential markets and verify the market demand for its products or services.
- 👑 **Understanding your Core:** Before moving to new markets, a firm must take an honest hard look internally to determine what is transferrable within the firm's model. What is the firm dependent on within its home country, and how will those dependencies be managed in a new market?
- 👑 **Building Capacities for Cross-Border Transfer:** Firms must have solid internal management capacities in order to operate successfully across more than one region. These include management capacities, financial capacities, and operational capacities, but the level of readiness will differ from model to model.
- 👑 **Adapting to a New Market:** Once in a new market, the work doesn't end there. The firm must

continue to tweak the business model as needed, and building strong partnerships with locally knowledgeable firms is a critical factor for success.

Other Highlights

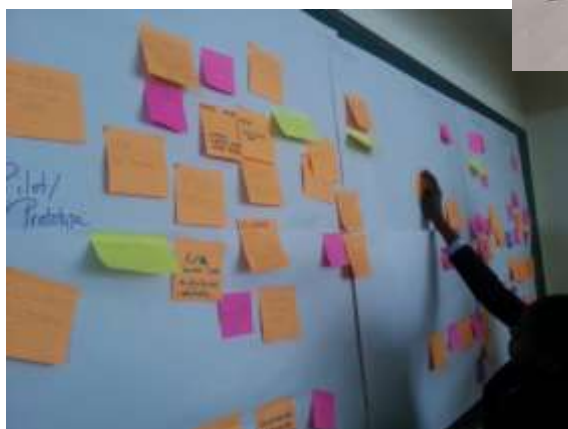
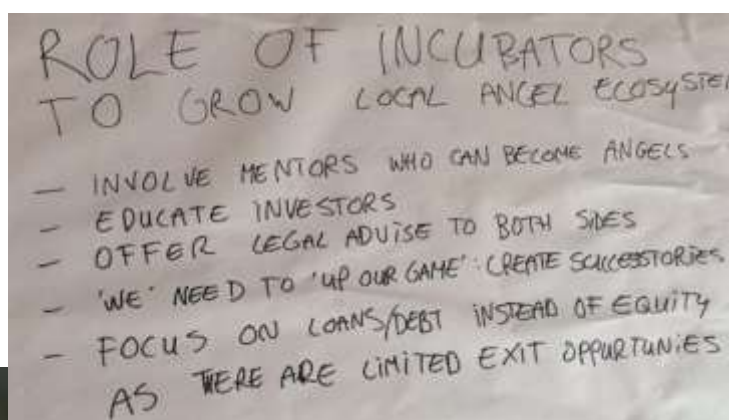
Pre-Summit Workshops for Critical Ecosystem Stakeholders

Democratizing Incubation

For Incubators, Accelerators, Universities and Capacity Support Providers

Hosted by Intellectap, AfriLabs and Impact Hub in collaboration with GSBI and VC4Africa

50 participants from nearly 40 capacity support organizations joined together to map out the landscape of support for early stage entrepreneurs. Incubators, accelerators, community spaces, service providers, and universities from five different countries tackled common challenges of sustainability, service offerings, and what it means to be an ecosystem player. GSBI and Impact Hub shared learning from their journey of defining their own business model. Participants mapped themselves on a continuum of entrepreneurial support to identify the white spaces, and how they could be filled. In an Open Space format, participants later discussed their own challenges in small groups and got feedback from peers. Intellectap also introduced [StartUp Wave](#) to open discussions on how it may benefit the incubation ecosystem for East Africa. VC4Africa introduced the Online Platform Inclusive Business Accelerator, a platform that connects inclusive businesses around the world with mentors and potential investors. See further details in the Appendix.



Entrepreneur Start-Up Hacks

*For Entrepreneurs looking to receive financing and investment
Hosted by ANDE and SEED Initiative*

Over 90 entrepreneurs signed up for this year's start-up hacks, which targeted financing and investment. The ANDE East Africa chapter recently released a toolkit for entrepreneurs on the legal landscape of the investment process, which breaks down lots of legalese jargon into easy-to-understand English. The toolkit that was disseminated can be viewed [online here](#).

SEED Initiative then picked up the second half of the workshop with interactive activities where entrepreneurs could meet with industry finance experts as well as other successful entrepreneurs to discuss challenges and identify solutions in the financing gap for young businesses. See further details in the Appendix.



Sankalp Award Finalist Investor Showcase

For investors looking for pipeline to invest into high-impact, high-potential businesses

Hosted by I³N (the Intellectap Impact Investment Network)

After months of intensive preparation with nine finalist enterprises, I³N unveiled the finalists to over 60 investors in the room – both high net worth individuals, as well as early stage funds from across Africa, Europe, and North America. The hard work and preparation of the finalists paid off, with over 20 investors who expressed interest in continued conversations with the enterprises. I³N is facilitating these discussions and are optimistic about closing some deals in the near future. See further details on the finalist enterprises in the Appendix.



Roundtable on Healthcare

For healthcare practitioners working in developing nations

Hosted by Africa Capacity Alliance and the Center for Health Market Innovations

Following the successful outcome of the first round table discussions on enhancing innovations to strengthen Kenya's health market ecosystems for maternal, newborn and child health (MNCH) in November 2014, Africa Capacity Alliance (ACA) hosted the Second roundtable discussion alongside the Sankalp Africa Summit. Participants such as policy makers, county health officials, multi/bilateral agencies, investors, and health innovators with a view to form working partnerships worked together to address the identified gaps of county hospitals. Their efforts are to carry forward concrete plans of intervention to address the gaps, which were identified during the first roundtable discussion. See further details in the Appendix.



Structured Networking Opportunities

Speed Dating

Investors and entrepreneurs made the most of their Sankalp Africa Summit by engaging in Investor-Entrepreneur Speed Dating. Collegial and collaborative exchange happens best when entrepreneurs and investors are on the same side of the table.

Entrepreneurs gained forward-facing exposure to investors who can provide guidance on how become more appealing for investment and one-on-one feedback from industry experts who can advise on refining their business model.

Investors had the opportunity to interact with and advise up-and-coming local enterprises from across high-impact sectors of energy, agriculture, education, health and sanitation, education, financial inclusion, and technology for development. They contributed to help build the local ecosystem by providing key insights and advice to early stage enterprises.

Mentoring Clinics

The Sankalp Forum mentoring clinics were designed to help entrepreneurs spend quality time through one-on-one interactions with industry experts. Intelicap believes that social entrepreneurs are the wealth creators of tomorrow and through the mentoring clinic we hope to help entrepreneurs gain business insights from seasoned industry professionals, and to build a relevant deal flow pipeline for impact investors across the world. Participating enterprises usually fall into the emerging category – they have been in operation for a minimum of 6 months, with a turnover less than USD 150K or less than 100 employees.

The mentoring clinics were designed to allow for 30 minute one-on-one interactions between entrepreneurs and mentors during the summit. Each mentor was to interact with 2-3 enterprises each. Once introduced via email, the mentors and entrepreneurs were free to schedule their time accordingly any time during the Summit From 3:00pm on February 5th to 6:00pm on February 6th.



Partner Events Surrounding Sankalp

- VC4Africa Meet Up Nairobi – February 4th
- ANDE East Africa Chapter Happy Hour – February 4th
- GIIN meeting - February 4th
- Gearbox and WœLab workshop to build 3D printer from e-waste – February 3rd – 5th
- One Acre Fund Social Enterprise Happy Hour – February 5th
- TipHub Diaspora Day of Civic Hacking – February 6th
- GACCS co-sponsored happy hour
- One Acre Fund sponsored happy hour

What Next?

Intellectap's activities will not only be limited to Sankalp Forum and I³N in East Africa. This year, Intellectap will formally set up a permanent base in Nairobi with a satellite office and permanent staff members to support Sankalp Forum, I³N, and our consulting and research activities.

As we go ahead, Intellectap will organize follow on showcases for the current enterprise cohort also focusing on bringing in new sets of investors in to the impact investing ecosystem.

This initiative will see Intellectap organize event such as the following:

- An enterprise showcase for local investing bodies/groups like Chamas. The showcase will be done in partnership with the Kenya Association of Investment Groups (K.A.I.G) and Amalgamated Chama Ltd. (ACL), that are respected organizations leading local investors.
- Seeding the ground for enhanced cross-country/continent learning, collaboration and replication Intellectap will offer enterprises from the current cohort the opportunity to participate and pitch at the Global Sankalp Summit 2015 in India.
- All participating enterprises will also receive the opportunity to attend other leading sector based conferences like Cairo Angels Business Summit in May 2015 and SoCap in San Francisco in September 2015

Appendix

I3N Investor Showcase: Sankalp Africa Award Finalist Profiles

Arbutus Medical

Surgical drills cost USD 30,000+, which is far beyond the budgetary constraints of most hospitals in sub-Saharan Africa and the Global South. The only other affordable options are off-the-shelf hardware drills which are unsterile and cause infections or hand drills which are labor and time intensive and cause significant damage to the bone.

Launched in 2014, Arbutus is a medical device company developing affordable, world-class medical devices. Their flagship product is the Arbutus Drill Cover a patent-pending, sterilizable, and reusable fully-sealed sterile barrier that completely encloses an industrial power drill. The cover increases efficiency and accuracy allowing surgeons to safely use a low-cost hardware drill within a clean surgical environment. Arbutus sells the Drill Cover in combo kits which include a low-cost hardware drill and a set of five sterile covers.

Team: Florin Gheorghe, Co-Founder and CEO; Michael Cancilla, Director Engineering; Elise Huisman, Director Clinical

Awards & Recognition: Winner of Grand Challenges Canada, 2014

Media: [BBC](#)



EA Fruits Farm and Company

In Tanzania, more than 48% of the food produced is wasted in post-harvesting processes before it reaches the market. This amounts to losses to the tune of \$1 billion annually. The situation is similarly adverse in other East African countries.

Launched in 2011, EA Fruits is solving this problem by optimizing the supply chain of fresh farm produce. One of the only companies in Tanzania to possess cold storage logistics for fruits and vegetables, EA Fruits sells a range of fresh produce (pineapple, watermelon, carrots, onions, cabbage etc.) aggregated from their own farms as well as out grower farmers to Tanzanian customers through retail centers and wholesale markets.

Team: Elia Timotheo, Co-Founder and Managing Director; Adelina Shayo, Co-Founder and Director Operations; James Jumanne, Director Marketing; Joseph Masimba, Food Science Expert

Awards: -

Media: [Gust](#) ; [Crunchbase](#)



Ensibuuko

SACCOs (Savings and Credit Cooperative Societies) are an effective bankable mechanism to provide financial services to rural farmers, however there is frequent misuse of funds and poor financial management practices at most SACCOs. Moreover they have limited to no functional banking software, and have overwhelmingly relied on manual paper-based management systems, which consume significant amounts of time, personnel and paperwork.

Launched in 2012, Ensibuuko is an ICT company that connects farmers to finance opportunities as well as to the market. Their flagship product MOBIS, is a banking software for SACCOs that integrates the use of mobile money, bank accounts, SMS, USSD, and the web to offer easy and transparent financial management.

Team: David Opio, CEO; Gerald Otim, COO

Awards: Winner of the ICT4Agriculture Award, 2013 and the Changemakers Award, 2013

Media: [Kiva](#); [VC4Africa](#)



Forestry and Agriculture Investment Management (FAIM)

Rwanda and the entire East African Community are at a critical stage in terms of being able to produce food to feed their growing populations. The two main challenges are: 1) The lack in the availability of clean plants and seeds; and 2) lack of knowledge/social acceptance with regard to agronomy practices that can dramatically increase plant productivity.

Founded in 2011, FAIM has established the first tissue culture lab and plant propagation facility of its kind in Africa, producing clean, disease free planting materials while also demonstrating how such plants, when combined with good agronomy increase productivity by 5 to 10 times the current yields. This is key to enhancing food security in Rwanda, which has one of the lowest levels of agricultural productivity in all of Africa and the lowest rate of nutrition in the region.

Team: Steve Jones, Founder and CEO; Amos Sang, Director of Tissue Culture Lab; Joshua Kemboi, Nursery Director; Shivdas Puthiyedath, Administration and Finance; Patrick Rukundo, Sales and Marketing Manager.

Awards: Winner of the Africa Enterprise Challenge Fund (AECF) Grant

Media: [Forbes](#); [OPIC](#)



Geel Medical Services

Uganda has one of the worst healthcare records in the world with almost 65% of the population denied access to quality healthcare (~24 million people). Malaria is still one of the largest killers. Pre and Post natal care is almost negligible (55% of the deliveries are still done at home)

Founded in 2011 GEEL Medical services aims to reduce preventable health related diseases and deaths in marginalized areas of Sub Saharan Africa by improving access to quality, affordable and reliable comprehensive healthcare services. So far, GEEL Medical Services offers comprehensive healthcare services that include general medicine, radiology, surgeries, etc. in the Tororo region of Uganda through its 24/7, 20 bed hospital and through its medical outreach camps.

Team: Gideon Emorut, Co-founder and CEO; Lilian Emorut, Managing Director; Oyango Jagire, Head, General Healthcare Services

Press & Media: [Unreasonable](#)



Jibu

DR Congo, Rwanda, and Uganda's populations have limited access to affordable, safe drinking water. Despite improved municipal piping schemes in most urban contexts, the majority of the population still relies on boiling to ensure water safety. Many of these countries also face unemployment rates of 70% or higher among youth.

Launched in 2012, Jibu address both the water crisis and the employment crisis by equipping entrepreneurs with a proven, business-in-a-box franchise solution. Strategically located storefronts draw water from any local source, filtering and packaging it on-the-spot, using leading-edge ultra-filtration technology. The water is sold in reusable bottles to the bottom 90% of the under-served market at a price lower than cost of the charcoal required to boil water.

Team: Galen Welsh, Co-founder and CEO (Africa); Charles Gatete, Franchise Owner and Regional Developer

Awards: Winner of the Next Gen Young Entrepreneurs Award, Selected as a Unreasonable Institute Fellow and a GSBI Fellow

Media: [Nextbillion](#) [Business Fights Poverty](#)



Kigali Farms

Chronic malnutrition is a widespread problem in Rwanda and East Africa in general, while mushrooms are a forgotten cost-effective source of protein and other nutrients that can become a meaningful part of the Rwandan diet. Mushroom cultivation also has great potential to generate employment for farmers.

Established in 2012, Kigali Farms (KF) is building a mushroom industry in East Africa, they are involved in the production, sale and export of oyster mushroom and button mushroom products to institutional and individual clients. KF sells mushroom substrate to mushroom farmers (many of whom are first-time mushroom cultivators) offering to buy back the mushrooms from the farmers while also cultivating mushrooms on their own farms.

Team: Laurent Demuynck, Founder and CEO; Ariane Mukeshimana, Manager, Production and Quality; Florence Mwashimba, Manager, Sales and Marketing

Awards: Winner of the Africa Enterprise Challenge Fund (AECF) Grant

Media: [Stanford Business](#); [AECF](#); [Agri-Hub Rwanda](#)



PowerGen Renewable Energy

More than 75% of East Africans do not have access to the electric grid. Grid expansion is slow and where the grid does exist, the connection fee of hundreds of US dollars is prohibitively expensive for most residents. Off-grid residents who need to power appliances operate noisy and polluting diesel generators that have high fuel and maintenance costs. Small solar lanterns and home systems can provide lighting to a vast network of rural customers, but have limited functionality.

PowerGen Renewable Energy, founded in 2011, is a premier renewable energy design and installation firm addressing the problem of rural energy access by installing and operating alternating current (AC) solar micro-grids in off-grid communities in East Africa. Micro-grids can be deployed quickly, offer a low connection fee for customers, have more functionality than solar lanterns (it is “real” AC power), and can be expanded to supply more energy as customer demand grows.

Team: Sam Slaughter, Co-Founder and Managing Director; Alistair Smith, Co-Founder and Director of Operations; Mark Wopicho, Co-Founder and Director of Sales, Eve Meyer, Director of Business Development

Awards: Winner of the Tanzania REA – Rural Lighting Competition.

Media: [Kiva.org](#)



Honey Products Industries Limited

In Malawi, poor collection techniques in the honey industry are causing product wastage and destruction of bee-hives. Smallholder bee keepers lack access to reliable and profitable markets, extension services and modern equipment. Also, there is growing unemployment in young Malawians and therefore a lot of available human capital to invest in.

Honey Products Industries optimizes the value chain for honey to procure and process high quality organic honey. They train young people to own and operate business outlets located in specific geographical locations. These outlet managers provide beekeeping equipment and training to local smallholder bee keepers sourcing the honey from them. Honey Products then procures the honey from the outlet managers, processes and packages it in factory hubs for distribution across the country.

Team: Fredrick Matress, Co-Founder & Managing Director, Victor Chambayika Mhango, Co-Founder & Chairperson

Awards: Winner of the SEED Awards, Africa, 2014

Media: [SEED Initiative](#), [CNN](#)



Content Overview from Break-Out Sessions

What's next in African impact investing...impact inventing?

Hosted by the Lemelson Foundation



Moderator: Roland Pearson, Director – Inclusive Finance – Enclude Solutions

Participants: Paul Basil, Founder & CEO – Villgro
Dat Tran, Senior Venture Development Officer, VentureWell
David Auerbach, Co-founder, Sanergy
Elli Suzuki, Chief Operating Officer, Global Minimum (GMin)
Dr. Kamau Gachigi, Executive Director, Gearbox

This session delved into the ways in which “impact investing” can be different from commercial investing by teasing out how the process of innovation changes when working to produce products for the underserved. Panelists explored what components comprise the ecosystem of inventing, where the major ecosystem gaps may be in the context of Africa, how south-south collaboration can be encouraged as it relates to “impact invention,” and what role various investor types can play in building the ecosystem.

Leading the conversation, Roland Pearson set the context for the discussion with the notion that inventions need to have social impact and be environmentally responsible. The business models around them must be financially self-sustaining. Key obstacles are the market, financing, infrastructure, talent, and working capital.

DISCUSSION POINTS:

- 👑 **Frugal Innovation:** A cost-effective value chain is critical for this, so how this be created in the ecosystem? Local suppliers should be integrated and the function and price should be examined according to Dat Tran. Dr. Kamau Kachigi explains that in Kenya, Kenyans are used to frugal innovation – using just what is necessary. Base-level products, for which there is a need, are frugal by nature.
- 👑 **South-South Collaboration:** On the differences between India and Kenya, Paul Basil does not claim expertise in Kenya, but recognizes that the middle class is bigger in India. The population is also elevated and dense, thus it is easier to do business there.
- 👑 **Young Entrepreneurs:** In order to encourage youth to be more entrepreneurial, you must start when they are very young with malleable minds. It comes down to behavioral change, which should start early on, with a hands-on curriculum.
- 👑 **Product Development Design:** David Auerbach explained that as students, they were able to work with Nairobi University, but it became more challenging later. They ended up having to do our prototyping in the U.S. to be more cost-effective since getting materials and the necessary talent locally in Kenya was a challenge.
- 👑 **Value Chains and Investment:** In order to grow the value chain for future inventors, investors should consider not only the talent needed to make the products, but also about bringing those products all the way to market. It is also important to bring all parties on board to bridge the gap from grants to mainstream capital, including the government. “Venture Capital” – by definition – is not the right type of capital. Venture funds should be involved from the very start.
- 👑 **Periphery Access to Partnerships:** How can those in rural areas, or otherwise on the periphery of main cities benefit from developing partnerships? Though most companies want to be in the city, but smaller organizations could have mobile setups that can move around, and government can also play a role, such as devolution in Kenya for example.

- 👑 **Product Pricing:** Products are expensive because of production costs, but there are ways to reduce these expenses. A variety of people within the value chain of building the product could perhaps reduce costs. Innovators should always keep in mind, is there real need for the product? This must be kept in mind from the very start.

KEY TAKEAWAYS

1. Entrepreneurial spirit grows most when fostered in the youth, and should begin at a nascent age when young people are still impressionable.
2. Working with key partners can improve products, reduce costs, aid with funding, and help with the inclusion of those who live in rural areas.
3. From finding talent and funding to creating end products, the big picture should always be kept in mind in social entrepreneurship.

Turning the Tables: Corporate Pitch for Last Mile Delivery

In collaboration with Inclusive Business Action Network and Unilever

Moderators: **Karin Boomsma**, Project Initiator, Sustainable Inclusive Business, the Knowledge Centre – Kenya

Jane Ngige, CEO, Kenya Flower Council

Participants: **Anil Raikar**, Head Scientist, Philips Group Innovation

Marc Engel, CEO, Unilever East Africa

Ritesh Shah, CEO, Rabobank

Elo Mapelu, Chairman, National TechPharm and Secretary – Kenya Pharmaceutical Association (KPA)



This session intended to turn the tables for corporates to share how their sustainable inclusive business models are bringing innovations to continue impact society without destroying the ecosystem. This is a more of “healthy” way of using technology to make a difference and how to make it a long term benefit for the organization and the community.

DISCUSSION POINTS:

- 👑 **The Knowledge Center Kenya:** The center will disseminate knowledge on inclusive business so that Kenyan/African cultures of sustainability can be emphasized and worked towards through shared experiences, a shared system of evaluation, and tracking progress. A sustainable inclusive business should benefit low income communities; it has to have an impact on the community throughout all its channels; it should invest in and take care of their human capital, since the aim is to build capacity which is being inclusive within one’s company.
- 👑 **Innovation + You (Philips):** The mission of this initiative is a commitment to enhance the quality of life through meaningful innovation in three business areas: lighting, health care and healthy living. For example, health centers are often closed at night due to lack of electricity connection, so Phillips is working to solve this problem through solar solutions. In addition to Innovation + You, Philips has various inclusive business projects such as community life centers that aim to strengthen primary care, for which they are developing a comprehensive solution to ensure all basic facilities are easily and quickly obtainable.
- 👑 **Unilever’s Sustainable Living Plan:** The purpose of the sustainable living plan is to help people feel good, look good and get more out of life. The overall strategy is to: create positive social impact, double the business, and reduce the environment foot print, while the socioeconomic benefits are to improve health and wellbeing, reduce environmental impact, and enhance livelihoods.

Unilever's sustainable business growth for East Africa is focused around 1) Children's hygiene and nutrition; 2) Communities' access to sanitation and clean water; 3) Farmers; 4) The environment by improving efficiencies of operations.

Sustainable development = sustainable business growth = sustainable living. Partnership are essential for sustainable development and growth and more collaboration is needed, more companies, governments, nonprofit organizations, and consumers working together to make it happen.



Pharmnet: Through delivering affordable medicine and services all at a high quality, affordable price, and strong customer service quality, Pharmnet's main focus is developing elements of sustainability. Partnerships are essential since the nature of their work must be done with others and high quality service delivery cannot be achieved independently.

KEY TAKEAWAYS

1. Albert Einstein once said, "Strive not to be a success, but rather to be of value." Similarly, sustainable inclusive businesses should be of value to low income communities; they should have a positive impact on the community; they should invest in and take care of their own human capital with the aim of building the capacity, which is being inclusive within one's own company.
2. Partnerships are essential for sustainable development and growth and more collaboration is needed between all players.

Bridging the Opportunity Divide: Prioritizing Talent Management for Scale

In collaboration with Shell Foundation








Moderator: Simon Desjardins, Portfolio Director Shell Foundation
Participants: Dr. George Njenga, Dean Strathmore Business School
Graham Boyd, Head of Internal Innovation and Product Innovation – Edge
David Kyle, Founder Impact Business Leaders
Freddy West, Co-Founder SPIRE

Acquiring talent is one of the single greatest problems for small businesses. Human capital alone will drive 2 trillion dollars of global GDP growth by 2020 through the sectors of skills development, sourcing talent, screening talent, and human resource strategy. However, the human sector has a clear “missing middle:”

- 1) Senior Talent- low volumes, but high margins
- 2) Middle Level Talent- where jobs are able to provide living wages
- 3) Unskilled Talent- where there is very high candidate volume

DISCUSSION POINTS:

-  **Areas of Work:** Strathmore University has 7,500 students and 80% of graduates get jobs every year. Strathmore has been a leading example in its use of clean energy, in incubating businesses through the Kenya’s Climate Innovation Centre, in establishing microfinance programs, and in health care delivery and distribution of drugs for the BOP. Spire is concerned about the gap between the education system and what employers are looking for in employees, and so they train people to develop skills and transition in their workplace. Last year, Spire trained 400 students and 500 managers, while this year they aim to train 200,000 students and 1,000 managers.
-  **Motivations:** Dr. George Njenga of Strathmore, is on the lookout for potential partnerships, such as with banks in Kenya to improve his graduates’ success. Additionally, 20-30% of graduates in Strathmore University begin their own businesses every year. Freddy West of Spire says that their aim is finding great talent among people, because they have seen that institutions prepare people for jobs that do not exist. Also, there are significant frustrations in macroeconomic environment. David Kyle of Impact Business Leaders feel that people need challenging jobs, and Graham Boyd of Edge identifies a lack of necessary skills in talented people.
-  **Challenges:** Every speaker identified financial problems as one of their main challenges.
-  **Employee Retention:** To retain employees who have been trained, employers should consider what people value most e.g. healthcare, life insurance, or family. They also need to communicate well with employees, and motivate employees.
-  **Identifying Talent:** Tools to help employees identifying talent include: getting a potential hire to talk about him/herself so as to understand them better, and hire employees based on attitude rather than competency.

KEY TAKEAWAYS:

1. Trained employees are more effective and more competitive when compared with graduates, because the education system in African countries is not up to standards.
2. If possible, undergraduates should go for internships every year during their course studies to improve their real-world experiences.

The Way Forward in African Impact Investing

In collaboration with UNDP and GIIN

Moderator: Hannah Schiff, Senior Associate, Research, The Global Impact Investing Network

Participants: Annie Roberts, Partner, Open Capital Advisors
Duncan Onyango, Director – East Africa, Acumen Fund
Nat Robinson, CEO, Juhidi Kilimo
Dr. Rene Kouassi, Director Economic Affairs at AU
Priscilla Chimwele, Programme Analyst, Regional Private Sector Programme, Regional Service Center for AfricaU, NDP



The purpose of the session was to give an overview of the current investment landscape in Africa and outline some of the investment trends going forward. Priscilla opened the panel by highlighting some of the findings from a recently published report on Impact Investing in Africa from UNDP in partnership with GIIN.

DISCUSSION POINTS:

- 👑 **Highlights of Impact Investing Study:** Defining Impact Investing as “investments intended to create a positive impact beyond financial return.” Traditional impact investment sectors are water, energy, education, health, and housing, among others. Some of the key challenges in the market are limited access to early investment capital and limited non-financial support to entrepreneurs. The current opportunity is USD \$240 billion in all stages impact investing.
- 👑 **Impact Investing in East Africa:** Annie Roberts of Open Capital, who worked on the study, explained further that the study focused on the supply and demand and the ecosystem for impact capital across 11 countries in East Africa. The study revealed that there are 153 impact investors active in the region, out of which only 60 have local offices. More than US\$9 billion has been dispersed in the region to date, while Kenya alone attracts more than 50% of impact capital.
- 👑 **Challenges in Investing in East Africa:** The investment-readiness of entrepreneurs due to the lack of strategy, development stage (most businesses are early stage), and lack of management level talent to grow business. The decision-makers on the investment side have limited local experience and different perception of risks in the region. There is difficulty in the due diligence process because of reporting channel delays and inefficiencies. However, there are opportunities for investors that are willing to be flexible and adapt to the local market
- 👑 **Sector Specific Investments:** Most of the companies represented are opportunistic on their approach in the region, and not limited to any specific sector. However, good and viable investments present an opportunity to gain and build more knowledge within a sector, which in turns allows to further investments in that sector.
- 👑 **Trending Towards Complex Investment Structures:** It is still early in the African investment landscape, but some foreign investors are beginning to bring complex structures such as syndicates to the region.
- 👑 **Improvements in the Investment Ecosystem:** More collaboration among the different players, such as investors and incubators/accelerators, which will result in real understanding of the entrepreneurs’ needs and the ability of the investors to meet those needs. Investors must be willing to take more risks, move fast, and be willing to make mistakes

KEY TAKEAWAYS:

1. Pre-investment fellowships are a powerful tool to influence the entrepreneurs, make the due diligence process much easier, and make the investment less risky.
2. The current players would like to see African investors playing a bigger role to drive more domestic capital.

Challenges and Opportunities Facing the Next Generation of Africa’s Energy Pioneers




Moderator: Dr. Iqbal Paroo, Managing Partner, Paroo and Associates


Participants: Hilawe Lakew, Managing Director, Ethio Resource Group
Afewerk Germano, BCaD – Consulting Management
Dr. Peter Mtui, Managing Director, Space Engineering
William Massawe, Managing Director, Centre For Sustainable Development Initiatives
Joyce Gema, Founder, Boma Safi
Caroline Ndirangu, Director, Cezam and Associates

This session is intended to give insights specifically within energy sector entrepreneurs by examining specific challenges through enterprise-specific case studies, and identifying opportunities to overcome them.


DISCUSSION POINTS:

 **Challenges Facing Energy Entrepreneurs:** One of the major challenges that entrepreneurs face is how to secure growth capital – whether grant, equity, or debt – the access to which directly impacts personnel recruitment and the quality of future forecasting. Aside from financing, other challenges include:

- Acquisition of land
- High cost of energy infrastructure against the available budget
- Political influence. This mostly has a negative aspect
- How to manage growth: management against capital availabilities
- Acquiring quality equipment, is often difficult because Western countries shy away and sometimes taking long to deliver inventories ordered
- Foreign currency limitations and fluctuations
- With strapped budgets, even though cash flows are fine, enterprises never seem to have enough in the budget to market the company to its full potential.

 **Tackling the Challenges:** A number of solutions were offered to help these entrepreneurs operate an efficient and successful business.

- Sort out issues at the design stage to avoid costly mistake when the projects are far advanced.
- Minimize social frictions between the public and the entrepreneurs, and between the governing bodies and the entrepreneurs.
- Entrepreneurs should never stop fund raising and pitching for extra support. This calls for a constant communication of their needs.
- Have clear goals and assumptions for the future growth.
- Good timing and proper planning with regard to foreign currency limitation.
- Debt funding as an alternative to equity and seed capital when a comfortable growth rate is achieved can be a solution to temporary capital shortfalls.
- Enterprises have to maintain the existing customers as well as working consistently to find new customers so that the generation of income and profit is not affected, but rather it increases.
- By keeping a close eye on your company's money, chances are there are areas you can skim to free up more funds. Unless an expense is absolutely critical to your business and/or represents an investment with an expected return, cut it out and leave leftover funds to fuel growth.

 **Shared Experiences with USADF:** Several enterprises voiced their appreciation of the U.S. African Development Foundation which provided many startups with funding extra advisory support, as part of the President Obama's Power Africa Initiative. The flexibility in some

fundere/partners, like the USADF, is incredibly helpful when the investment trajectory is unpredictable for many young enterprises.

Impact Investing for Women

In collaboration with DFID



Moderator: Neeru Sharma, Leadership Coach, Consult & Coach for a Cause

Participants: Suzzanne Biegel, Catalyst at Large Consulting
Teresa Njoroge, Founder, Clean Start
Aparijita Agrawal, Director Sankalp Forum, Intellectap
Victor Mhango

Impact investing is a subset of socially responsible investing, but while the definition of socially responsible investing encompasses avoidance of harm, impact investing actively seeks to make a positive impact – investing, for example, in non-profits that benefit the community or in clean technology enterprises.

DISCUSSION POINTS:

👑 **Why Invest in Women:** Teresa Njoroge explains that investing in women has a multiplier effect in building the society and the economy at large -- women don't need a hand out, they need a hand up. Victor Mhango adds that women contribute 60% of the GDP in agriculture sector. Suzanne's work with the SPRING Accelerator and otherwise brings her focus on young girls because it is time decisions are made by her not for her.

👑 **Personal Experience:** Teresa Njoroge shared her story, from being a professional banker where she was accused, charged, and wrongfully convicted, which led to her imprisonment after being involved in a fraudulent transaction. Walking the very shoes of women who go through the justice system in Kenya and finally being imprisoned with her daughter, made her see and experience firsthand what life is like living behind bars.

While serving time at Langata Women's Maximum Prison, she listened to stories of all the incarcerated women. She explained the dark experience she was going through with her daughter. Once she was free at last, the first thing she did was form a foundation to support the women she had met while in prison. She received endless notes from women still in prison who asked her to check on their kids. "I got to their homes and all I could see was children at home, drop outs who had to drop out of school to earn a living for their younger siblings because their mothers were not around."

👑 **Gender equity and how to drive investors towards women**

Idea to Scale Continuum: Enabling Relevant Support for Enterprise Growth

Hosted by World Bank



Moderator: Anil Sinha, Regional Head, Inclusive Business
Leadership, Learning and Innovation Team, World Bank

Participants: Cristina Naverrete Moreno, Operations Officer - World Bank Group
Lillian Mramba, Africa Portfolio Manager - Grassroots Business Fund
Tim Chambers, Founding Partner and MD – EPVEN
Shereen Shirizy, Head of Board of Trustees - El Haya Erada for Sustainable Development
Kate Montgomery, Director of Global Partnerships – d.light

This was a discussion based on the better understanding of the business ecosystem and the factors that will enhance innovative business models to deliver services to BOP populations. Christina Naverrete Moreno of the World Bank Group opened the conversation on the challenges base of the pyramid people face and presented a brief video on malnutrition affecting Sub-Saharan Africa.

DISCUSSION POINTS:

👑 **Challenges facing the BOP population:** A number of such challenges were discussed, such as: The lack money for assets they would wish to acquire in order to carry out an important business, in agriculture or any other business sector; The inability to secure loans, since they are not able to provide the land documents as a way to secure the loans; Copied and rebranded products in the market are an inferior quality.

👑 **How to address these challenges:**

1. Creating awareness for certain products and services can have significant impact on their effectiveness. In the case of the video on malnutrition, creating awareness through talks and training sessions on the food being consumed was a significant measure that resulted in the improvement of health for the children.
2. Preventing low quality goods, or goods that are not useful to consumers, from even entering the market can help to protect consumers. For example, preventing children from eating food that is of no use to their bodies is a way to curb malnutrition.
3. Government can help protect and safeguard the integrity of quality products in the market through regulations.
4. The use of technology can be used to help develop interior regions most affected by poverty.

KEY TAKE-AWAYS

In order for enterprises to grow and successfully address these challenges, there is need to invest in great ideas, thereby enhancing and helping entrepreneurs to grow.

Chama of Chamas for Angel Investing

In collaboration with I³N (the Intellecap Impact Investment Network)

Moderator: Aditi Shrivastava, Head – Intellecap Impact Investment Network, Intellecap

Participants: John Simon, Managing Partner, Total Impact Advisors
Milton Lore, Chief of Party, Kenya Feed the Future Engine
Edward Mungai, CEO, Kenya Climate Innovation Center
Mwai Kihu, Board Member, Kenya Association of Investment Groups
Patrick Kariuki, Chairman, Kenya Association of Investment Groups



This session explored *chamas*, which are investment groups in Kenya, and how they may connect to and play a role in angel investing for young social enterprises.

DISCUSSION POINTS:

- 👑 **Diaspora Investing:** Kenya USA Diaspora Sacco promotes investment opportunities and savings among Kenyans residing in the United States of America, so that they can have a reliable and organized way to invest, access to affordable credit, carry out projects, build businesses, or meet personal and family needs in Kenya. The Sacco was born out of needs and circumstances that Kenyans in the USA encounter everyday such as:
- Banks that impose stringent financial requirements, which are not only cost prohibitive but make qualifications difficult
 - Relatives and friends who often do not execute agreed upon instructions
 - Unreliable means of investing money back home
 - Limited control and accountability of investments and money in Kenya.

Two years ago, Kenya developed policies on investments from the diaspora, and there have been ongoing campaigns in order to reach out to the Kenya diaspora on investment groups.

- 👑 **Foreign Investment in Local Countries:** Ways that could increase foreign investment in the local countries, such as Kenya, are stimulating angel investors to network through platforms and investment groups and foreign investors sharing their database.

- 👤 **Intellectual Capital:** Many startups who are performing well attribute their success to being led and advised by experienced older people. Though young people are energetic and ambitious, they still need guidance from more experienced people.

Reversing the Flow of Food Imports

Leveraging Technology and Capital for Sustainable Agriculture



Hosted by the Ford Foundation

Moderator: **Makeda Tsegaye**, Private Enterprise Development Advisor, USAID

Participants: **Abhiram Seth**, Founder and MD, AquaAgri

Peter Waga, Founder, Value Farms

Ivan Tumuhimbise, Program Officer, Ford Foundation

Pascale Bonzom, Programme Specialist, African Facility for Inclusive Markets (AFIM), UNDP

Fred Kiteng'e, Director, Root Capital

There are significant market inefficiencies within the agricultural value chain, causing severe food security challenges in many African countries. This session explored the contributing factors to those market inefficiencies for the agricultural eco-system, the challenges specific to farmers, and potential ways to address these issues to improve Africa's food security.

DISCUSSION POINTS:

- 👤 **Food Imports into Africa:** African countries spend USD \$30 billion every year in food imports, which is negatively impacting the growing economy, especially where agriculture makes up a significant portion of many countries' GDP. There is significant need for more partnerships, such as Value Farms' unique public partnership to bring together many farmers farming at scale, collectively.
- 👤 **Farmers' Challenges:** The lack of secure markets for farmers is a significant set-back for many farmers. Easy access to markets and financing are crucial for the success of the agricultural sector. If farmers are provided with predictable markets, then they will focus on improving farming.
- 👤 **Opportunities for Improvement:** Identifying farmers and providing them with capacity, either through producing tool-kits, improving the social impact on a farmer level, or improving innovations already in existence can help to alleviate the challenges farmers face. Collaboration with other organizations will add significant value and help create some success stories for others to follow.

KEY TAKEAWAYS

If farmers are provided with predictable markets they will focus on improving farming.

Exploring the New Horizon: Collaborating to Make Healthcare Accessible

Hosted by Africa Capacity Alliance and CHMI

Moderators: **Dr. Amit Thakker**, CEO – Kenya Healthcare Federation, and Founder, Avenue Healthcare Ltd.

Participants: **Christine Kapkum-Mbae**, Health Portfolio Manager, Acumen Fund
Dr. Njeri Mwaura, Policy Officer IFC/World Bank, Health in Africa Initiative
Dr. Moka Lantum, Founder, Microclinic Technologies
Dr. William Muraah, Executive Committee Member- Health, Meru County



Zack Oloo, CoFounder and CEO, Changamka Microinsurance Ltd.
Dr. Lydia Karimurio, MoH Kenya – Department of Child health

This session hosted by ACA/CHMI explored the process of influencing the health market ecosystem. The panelists highlighted successful innovations and discussed sustainable models from emerging health markets.

DISCUSSION POINTS:

- 👤 **Is healthcare too complex?** How do change thinking that healthcare is too complex? We see this happening often when startups move from just a venture, to an organization that provides solutions and sustains itself. But how many are truly sustainable? Sustainability often requires moving up the value chain.
- 👤 **Is funding really a challenge?** Funding is frequently raised as a challenge in the health space, however there is money available in seed capital and also private equity - data shows that USD \$900 million dollars is spent per year. The challenge is in connecting the funding to the innovations being developed in the health sector - innovators need the financial support and funders need to identify the innovators in the industry.
- 👤 **Sustainable solutions are the way forward:** It is imperative that sustainable market-based solutions improve healthcare, and ultimately the bottom line is the balance sheet. When health innovations can ultimately sustain themselves, we will see improved healthcare.

KEY TAKE-AWAYS

The panel agreed that there is need for more dialogue, which ACA/CHMI are actively implementing through regular roundtable workshops. Additionally, legislative frameworks continually need reform, so it can reflect to the constantly changing health sector. The World Bank and IFC have constantly worked on developing legislative frameworks and will continue to do so.

Enabling the Energy Access Ecosystem

Hosted by Global Alliance for Clean Cookstoves

Moderator: **Aneri Patel**, Officer, Energy Access, United Nations Foundation
Participants: **Peter George**, Director, Advisory Services, GVEP
Michael Njoroge, Managing Director, Multi-Link Group LTD
Stevie Valdez, Senior Associate, Impact Investing, Global Alliance for Clean Cookstoves



This session explored ideas and explained strategies for how people who are not financially stable can still access energy at affordable price and ways to make products affordable for the BOP.

DISCUSSION POINTS:

- 👤 **Power Africa:** A transaction adviser and production experts project, Power Africa is helping the government of Kenya to have an energy “constitution” which will govern everyone in the power industry
- 👤 **GVEP:** With a focus on supporting entrepreneurs, GVEP brings energy to those who need it and makes it affordable.
- 👤 **Global Alliance for Clean Cookstoves:** By providing companies with funds such as loans to enable them to offer consumer financing, their companies are able to offer products affordably and most purchasers don't like the idea of going to the bank even if they need it. There is need for more companies to give credit/financing to their consumers in order to scale up their companies. GACCS is also piloting how refugees can be given stoves for free as well as help facilitate basic hygiene and sanitation.



Gender Equality: On the surface, the energy ecosystem targets everyone, but the majority of stakeholders are women, who need to be engaged and targeted as consumers, and in campaigns.

- *Chamas* can be used as an avenue to convey the message.
- Women need to be acknowledged as active participants because at the end of the day they are the main focus, especially since cooking stoves are mostly used by women.
- As much as gender equality is advocated and there are special funds set up to empower women, there is no special consideration for the woman, because the focus is always on the plan, business structure, etc.

KEY TAKEAWAYS

1. The Government of Kenya's energy "constitution" will govern the power industry, but the government needs to support entrepreneurs for them to succeed in the Power Africa initiative.
2. Special considerations need to be made for women, who are a crucial part of the energy access ecosystem, and consumer of energy.

Partnering for Impact and Scale

In collaboration with Inclusive Business Action Network



Moderator: Jason Spindler, Managing Director, iDev International

Participants: Susannah Eastham, Aspen Network of Development Entrepreneurs

Allan Marega, Managing Director, Global Supply

Veronica Ogeto, Head – Innovation, Safaricom

Tarun Sarwal, Head, ICRC Innovation Initiative

Eugene Amusin, Senior Vice President, Citi Inclusive Finance

Specific approaches like impact investing or inclusive business can only have limited impact in isolation. To transform markets and make them work for underserved populations, it is important for various actors across the value chain to find ways to work together and amplify the impact of their work. Additionally, countries in Sub-Saharan Africa and Asia can learn from each other.

DISCUSSION POINTS:

- 👑 **Advisory:** The Aspen Network of Development Entrepreneurs works with organizations to develop feasibility studies and threat assessments, to identify corporate strengths and weaknesses, and to establish strategic goals in order to facilitate and respond to opportunities for success.
- 🌱 **Innovation and Scale:** Large corporates can capitalize on innovations, and scale them up faster than smaller individual players could. For example, M-Kopa offers the technology, which enables the subscribers to access solar power for as low as 50 Kenya Shillings per day through Safaricom's network. Some recycling plants are manufacturing alternative charcoal briquettes, which is creating a market for previously worthless agricultural waste, replacing paraffin and charcoal with briquette, and reducing pressure on forests with an estimated 65,000 trees saved per briquetting plant. The establishment of a replicable and scalable business model for briquetting can lead to large scale briquetting in Kenya through private sector investors and donors who are funding the hardware for the pilot large-scale briquetting plant.
- 🌱 **Challenges:** Building partnerships between large entities and small scale players is far from easy. There are high risks involved in investing in startup businesses, whose entrepreneurs tend to lack of patience to "hold their breath" for the business to grow and survive. Corporates also need to be cognizant of their brand and credibility for carried through partnerships.

KEY TAKEAWAYS

Firms should consult corporate which have specialized in the field they want to operate in for assistance.

Accelerating Cross Border Inclusive Business Transfer and Collaboration

Panelists: Nisha Dutt, Executive Director, Intellec
Anil Sinha, Regional Head, Inclusive Business Leadership,
Learning and Innovation Team, World Bank
Anthony Gitau, Country Director – Kenya, Familia Nawiri,
Novartis

Basil Ajer, Director, Small and Medium Enterprises Division, Uganda Investment Authority

Facilitators: Pallavi Shrivastava, Consultant and Project Lead at South Asia Inclusive Business, IFC World Bank Group

Raghavendra Badaskar, Associate Vice President, Intellec

Dipika Prasad, Intellec



Michael Vollman, Director, Ashoka – Globalizer

Sree Kumar, Innovations Lead, India-Africa Private Sector Bridge, AAPL/Technoserve


Peer Mentors: **Harish Anchan**, Managing Director, Envirofit

Vipin Malhotra, CEO, Keggfarms


Andreas Spiess, CEO, SolarKiosks

In this workshop, panelists and facilitators discussed the emerging opportunities for cross-border technology and business transfer from, within, and to Africa, while highlighting the role of large corporations, investors, and donors in driving this exchange. Including key insights from a recent IFC/World Bank Group/Intellicap South-South Inclusive Business Transfer Study, the driving objectives of the workshop were to recognize the significant potential in cross-border replication alongside associated challenges, to learn from peer experience, to identify systematic approaches to move to a new market, and to discuss common issues faced by early stage businesses exploring expansion opportunities.


DISCUSSION POINTS

 **Exploring Transfer Opportunities:** In the first step of any business transfer, the firm must understand its own intent for the transfer, as well as clearly articulate the firm's own preferences and potential or intended impact. The firm must identify the potential markets and verify the market demand for its products or services.


- **Peer Example:** Envirofit designs, produces, and sells 21 types of efficient, durable and affordable cook stoves that create environmental, health, and social impact for homes and institutions across 45 countries. There are some cultural challenges to introducing cook stoves across different regions; for example some people believe that smoke is beneficial because it eliminates insects. However, if accountability, affordability, and availability are present, selling will be a success.

 **Understanding your Core:** Before moving to new markets, a firm must take an honest hard look internally to determine what is transferrable within the firm's model. What is the firm dependent on within its home country, and how will those dependencies be managed in a new market?

- **Peer Learning from Technoserve:** Having operated in Kenya since 1973, TechnoServe is well-positioned to address BOP challenges through market-led approaches. Currently, TechnoServe is focusing on livestock, coffee, horticulture, food processing, and entrepreneurship development, with an emphasis on engaging youth and women. They have successfully brought frugal innovation from India to Africa. Because the challenges are great, they must understand their own core and what makes them attractive in new markets.
- **Peer Learning from Solarkiosk:** Developed for people in rural, off-grid regions, Solarkiosk is a hub for new, independent, local marketplaces, and a place for villagers to charge their electronic devices, access the Internet and have light at night. Further, food and medication can be refrigerated – a crucial step toward improving health conditions. This is a huge market because no one else goes to the most remote regions, and they work with local partners to find remote markets.

 **Building Capacities for Cross-Border Transfer:** Firms must have solid internal management capacities in order to operate successfully across more than one region. These include management capacities, financial capacities, and operational capacities, but the level of readiness will differ from model to model.

- **Peer Learning from Keggfarms:** In India, 2 million chickens are sold every month to BOP clients where Keggfarms helps its clients to set up the chicken farm, the hatchery, and to find a market in which to sell. Their aim is to improve women's empowerment, nutrition and food security. They work with partners to help with the transition from one country to another, and their current challenge is how to reach to poorest of the poor in India.

 **Adapting to a New Market:** Once in a new market, the work doesn't end there. The firm must continue to tweak the business model as needed, and building strong partnerships with locally knowledgeable firms is a critical factor for success.

- **Peer Learning from Ashoka:** Through a team-of-teams model that adapts with the fluidity of a rapidly evolving society, Ashoka supports social entrepreneurs who are leading and collaborating with other change-makers through empathy, team work, leadership to be successful in the modern world. When research hits reality, they encourage partnerships.
- **Peer Learning from Novartis:** The mission of Novartis is to care and cure. They aim to discover, develop, and successfully market innovative products to prevent and cure diseases, to ease suffering and to enhance the quality of life. They not only sell to local healthcare providers, but also do social outreach arm, where community leaders from the village talk to the local women's groups about disease and prevention in India, Kenya, Vietnam, and Indonesia. In Kenya they must adapt, for example to the higher prices of medicine, but the core business remains the same across all regions.
- **Peer Learning from the Uganda Investment Authority:** While transferring between countries, firms should work with investors to increase credibility. Also work with the government since it can help to introduce you to critical local partners.

Pre-Summit Workshop Detailed Briefs and Agendas

Democratizing Incubation Support: Building a Strong Enterprise Pipeline

This Pre-Summit Workshop is targeted at participants from the early stage enterprise incubation and support eco-system. As the incubation and support community for startups and social enterprises in Africa is growing, new learnings of "how" and "what works" in incubation are emerging every day. Together we want to discuss innovative models of providing support to early stage entrepreneurs and creating pathways for enterprises to graduate from one stage of the enterprise lifecycle to the other. Participants will have the opportunity to share their lessons and innovations in service delivery or business model with the group. This peer-learning format will lay the foundation of a possible learning network among incubators and service providers.

The Essentials:

Who: Incubators, Accelerators, Community Spaces, and Capacity Support Providers - essentially, anyone who works with early stage enterprises to help them grow and thrive.

What: Pre-Summit Workshop, by invite only

Where: Strathmore Business School, Nairobi Kenya

When: 9.00 Registration; 9.30 – 13.00, February 5th

The Details:

With this closed-door workshop, we want to provide a space for exchange and dialogue, focusing on the theme of "Democratizing Incubation Support and Building a Strong Enterprise Pipeline." As the number of young innovators is increasing along with the need for support to turn their great ideas into viable business models, the question arises of how can we collectively provide them an ecosystem of support, while at the same time creating a quality pipeline for investors. Over the past years the start-up incubation landscape has matured in Africa and rich experiences exist on business and delivery models to support early stage innovators and provide a pipeline of scalable enterprises to investors. Incubators have developed new business models, formed powerful partnerships or re-thought the format in which they provide support to enterprises - e.g. using digital platforms to provide incubation support.

In this Pre-Summit Workshop, we want to share learnings on incubation service and delivery models and identify gaps in the current eco-system. We want to reflect on the question how incubators find their niche in this evolving eco-system. We want to touch on the question how incubators themselves strengthen their business models, e.g. through partnerships and innovative collaborations.

This peer-learning oriented session will provide incubators and enablers the space to share their own lessons and learnings. This action-oriented workshop aims to build a community of practitioners that is interested to collectively learn and strengthen the African incubation eco-system.

Agenda

Time	Session
9.30 – 9.40	Welcome

Welcome - *Stefanie Bauer, Intellectap*

- *The Incubation Challenge: The Inverted pyramid*
- *Need to provide a continuum of support entrepreneurs*
- *Need to work as an eco-system*

Objectives of the workshop:

- *Dialogue and Learning: Who are WE - the eco-system*
- *How can we better enable our entrepreneurs?*
- *How can we be sustainable as eco-system players?*

- *How can we ensure that we provide true value to our entrepreneurs?*

09.40– 10.00 **Introduction of Participants**

Name, Organisation, Burning Questions

Speed Dating – Circle

10.00– 10.30 **Experience Sharing** - *Natalie Miller, Impact Hub; Andy Liebermann, GSBI; Sara Leedom, Inkomoko*

Lessons Learnt: Defining your business model

- *What is the impact you want to create with your business model?*
- *How do you ensure that you create value for your target group?*
- *How do you collaborate with others to create value?*
- *What would you recommend to service providers/incubators that are new and finding their place in the eco-system?*

10.30 - 11.00 **Discussion: Finding the right place in the eco-system** *facilitated by Pamela Roussous,*

- *Map: Placing you in the eco-system*
- *Where are white spaces*
- *How can we fill the white spaces*
- *What does this mean for our business models*

11.00 – 11.15 Coffee

11.15–11.30 **Story Telling: Innovations in the Incubation Business and Delivery Models**

Participants tell their innovation in 5 min – what do they do differently

Startupwave, Raghavendra Badaskar, Intellectap

VC4Africa: Virtual Acceleration and IB-Accelerator, Bertil van Vugt

11.30 – 12.30 **Open Space: Collective Learning: I have a problem – do you have solution?**

*People form groups on what they want to talk about – form groups (2 * 20min?)*

12.30 – 13.00 **Reflections and Take Aways**

Participants report back their learning; Way forward: How to continue this dialogue?

13.00 – 14.00 **Networking Lunch**

In collaboration with



Entrepreneur Start-Up Hacks: Invitation and Agenda

ANDE and SEED invite you to a workshop on financing Small and Growing Businesses

Date: 5th February 2014

Time 8am- 1pm

Venue: Oak Room, Strathmore Business School

8:00 am: Registration and welcoming coffee

8.30 am – 10.30 am: Part 1: **Raising Private Capital Workshop (hosted by ANDE)**

As an entrepreneur, are you asking any of these questions:

1. How do I know if my business is ready to bring an investor onboard?
2. How do I identify the right investor for my business?
3. What does the process look like? From the first meeting up until we close the deal?
4. What should I expect at each step of the process?
5. Can someone explain this term sheet in layman's language?
- 6.

If you are, then you need to attend ANDE's workshop on raising private capital. The workshop is designed for entrepreneurs who want to raise private capital from investors. The session will guide entrepreneurs through the process of identifying the right investor for their business and preparing them for what to expect every step of the way from the first meeting with the investor to the closing of the deal.

10.30 – 11.00: Coffee Break

11:00AM -1:00 PM: World Café: Re-thinking finance for social and green enterprises (hosted by SEED)

New financial solutions are needed to address the financing gap for social and green enterprises. Many small and medium size enterprises (SMEs) that deliver social and environmental impact often find it difficult to secure finance since they are risky investments with little or no collateral or track record. Despite the countless number of new impact investment funds available, the reality is that social and green start-ups in developing and emerging economies are still largely overlooked and missing out on the vital capital they need to grow.

- As an entrepreneur, what challenges do you face in terms of financing?
- What innovative models for financing are available?
- How to facilitate access to finance for SMEs ?

Join our participatory session! This World café led by finance experts will explore challenges entrepreneurs are facing in raising funds at the different stages of development of their business. In an interactive format, we invite entrepreneurs from various sectors to share their experiences, discuss innovative financing solutions and identify interventions needed from public and private actors to close the gap in financing.

This workshop is open to entrepreneurs at no charge. If you would like to attend, please register [here](#).

In collaboration with



Centre for Health Market Innovations: Roundtable Discussion

Theme: “Strengthening the Kenyan Health Market Ecosystem in Maternal, Newborn and Child Health through Innovation - Making the Connection”

Overview

In a bid to promote an inclusive engagement by stakeholders for MNCH in Kenya, the Centre for Health Market Innovations has partnered with ACA to organize a series of round table discussions. The first RTD was held in November 2014. In a consultative forum that included policy makers, county health officials, investors and health innovators, key MNCH gaps in county health hospitals / were identified and prioritized, and a process of identifying existing stakeholders with probable solutions was initiated.

The second RTD is organized to carry forward concrete planning of intervention to address gaps identified during the first RTDs. Participants will include policy makers, county health officials, multi/bilateral agencies, investors and health innovators with a view to form working partnerships for addressing the identified gaps.

The half-day event will provide an opportunity for concerted work planning and set forth modalities for partnering and engaging for the common cause as well as define expected outcomes of the entire process.

Expected outcomes include: improved understanding of each stakeholders' contributions in addressing the gaps identified, work plans (including expected outcomes) for engagement to address the MNCH priority areas and identification of partnering modalities (e.g. MoU). Suggestions on actions for policy-level directions for strengthening the health market ecosystem for MNCH will be discussed, documented and shared.

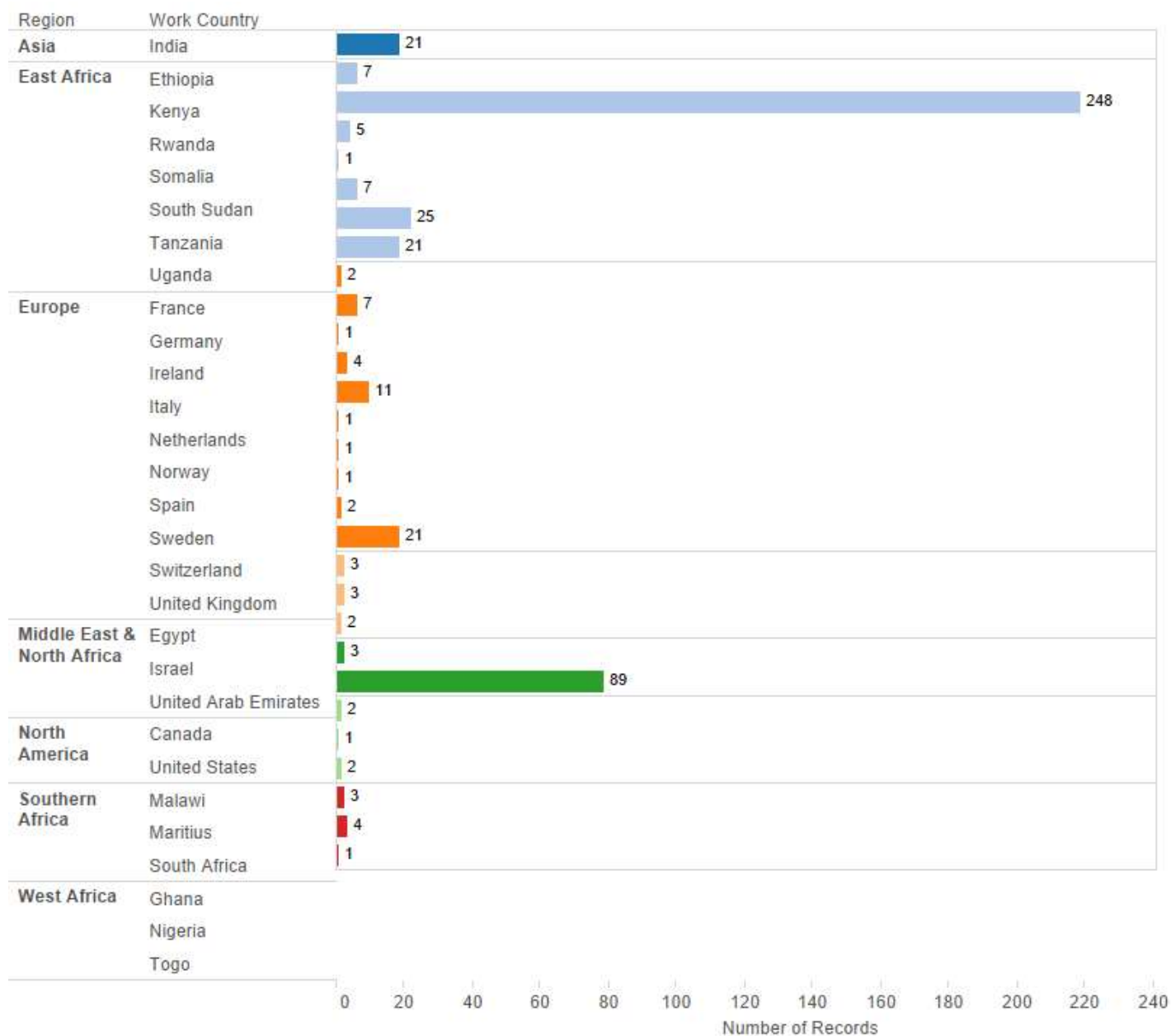
Hosted by:



Agenda

Time	Session
8.30-9.00 a.m.	Welcome guests and registration
9.00-9.10 a.m.	Opening remarks ACA Executive Director- Caroline Simumba
9.10-9.25 a.m.	Key note speech by Guest of Honor International Finance Corporation (IFC) World Bank Group- Dr. Njeri Mwaura, Country Lead Health in Africa Initiative (HIA)
9.25-9.40 a.m.	CHMI/ACA presentation: Recap of RTD 1 and approach for RTD 2 Speaker: ACA PPP Technical Advisor& CHMI Lead- Lucy Nkirete
9.40- 10.30 a.m.	Work Planning Section I Overall Facilitated by Dr. William Muraah - County Health Executive, Meru & Lydia Karimurio, MoH -Department of Reproductive Health Laying out existing resources: i) innovators ii) investors/Funders Speaker: MoH -Department of Reproductive Health, Lydia Karimurio, Programmes Head
10.30-11.00 am	Tea Break
11.00 am -12.45 pm	Work Planning Section II Overall Facilitated by Mary Mwangi – ANDE, East Africa Chapter Coordinator Inputs, actions and timelines iii) Discussions on inputs iv) Agreement partnerships – modalities v) Lay out of action and timelines Key Contributors: Investors, National Government Representatives; County Health Officials; Health Innovators
12.45 – 1.00pm	Way forward and closing remarks – Lucy Nkirete, ACA
1.00 – 2.00 pm	Lunch and Departure
2.00- 5.00 pm	Sankalp Forum opening ceremony and plenary

Attendee breakdown by region and country:



Complete List of Delegates

	First Name	Last Name	Company	Designation
1	Abagi	Irene	Fenix, Uganda	
2	Abdallah	Mohamed		Development Consultant
3	Abdihafid	Yussuf	Sahan International	Director
4	Abhinav	Gupta		
5	Adam	Chagani	iHub	Market Research Manager
6	Adedotun	Eyinade	Husk Power Systems, Limited	Director, Business Development
7	Adekoya	Banji	Shell	Venture Integration Manager
8	Aditi	Shrivastava	Intellectap	Intellectap Impact Investment Network
9	Adow	Mohamed		
10	Adriaan	Mol	Startle Ltd	Founder
11	Adrien	Montcoudiol	The Digital Hobo	Explorer
12	Afework	Germano	Consulting Management	
13	Afework	Yohannes	BCaD	Manager
14	Afzal	Habib	Kidogo	Chief Imagination Officer
15	Agnes	Uwera	Land O' Lakes Inc.	
16	Agostine	Ndungu	Ashoka East Africa	Program Manager
17	Ajay	Chandarana	Technoconstruct Kenya Ltd.	General Manager
18	Akaeze	Kpankpando		Student
19	Al	Ismaili	Bamba Group	CEO
20	Alan	Paul	EFK Group (Eco Fuels Kenya)	Founder and Managing Director
21	Alethea	Josephson	Vera Solutions	Director
22	Alex	Amit	Global Alliance for Clean Cookstoves	
23	Alex	Fife	Village Capital	Director of Operations
24	Alexandra	Humphry	Montpelier Foundation	Programme Manager
25	Alexei	Dunaway	Peace for Africa and Economic Development	Executive Director
26	Alice	Makochieng	Sphere Management (Mauritius) Limited	Strategy and Investment Consultant
27	Aliza	Inbal	Pears Program for Global Innovation, Tel Aviv University	Director
28	Allan	Marega	Global Supply	
29	Allison	Craft	Sanergy	By-Product Fellow
30	Allison	Spector	Global Impact Investing Network (GIIN)	Manager
31	Aloyce	Mdem	Lung'ali Natural Resources Company Limited	Project Manager
32	Amees	Devani	Msingi Development Team, Gatsby Charitable Foundation	Industry Prioritisation Lead
33	Ameet	Shah	Astonfield Renewables	Co-Chairman
34	Amira	Bliss	Rockefeller Foundation	
35	Amit	Thakker	Avenue Healthcare Ltd	

	First Name	Last Name	Company	Designation
36	Amos	Dede	Innovate Kenya	Student
37	Amos	Nene	Wisdom Innovations	Sales Manager
38	Amos	Nguru	Afrisol Energy	Chief Executive Officer
39	Anastasia	Uglova	Akilah Net	Vice President
40	Anders	Aabo	Voxtra	Investment Manager
41	Andreas	Spiess	Solarkiosk	
42	Andreas	Zeller	Open Capital Advisors	Managing Partner
43	Andreata	Muforo	TLcom Capital LLP	Investment Director
44	Andrew	Carruthers	Novastar Ventures	Managing Director
45	Andrew	Lieberman	Global Social Benefit Institute at Santa Clara University	New Programs Director
46	Andrews	Steven	NewLight Africa	
47	Aneri	Patel	United Nations Foundation	
48	Anil	Raikar	Philips Group Innovation	
49	Anil	Sinha	World Bank Group	Senior Manager, LLIOS
50	Anisha	Singh	Keggfarms Private Limited, India	Consultant
51	Anita	Yang	GRM International	Associate
52	Anna	Gibson	DFID	Private Sector Development Adviser
53	Anna	Jonsson	Adam Smith International	Manager
54	Anne	Caddy	Impact Advisors	
55	Annette	Nyambura	Intellectap	Sankalp Forum
56	Annie	Roberts	Open Capital Advisors	Partner
57	Anono	Enid	Africa Capacity Alliance	
58	Anthony	Gitau	Novartis	Country Head Familia Nawiri
59	Anthony		KREP Bank	
60	Anuradha	Shetty	Overseas Private Investment Corporation	Investment Officer
61	Anurag	Agrawal	Intellectap	CEO
62	Aparajita	Agrawal	Intellectap	Director, Sankalp Forum
63	Apollo	Eric Segawa	Hub East Africa	Project Manager
64	Arielle	Molino	Intellectap	Sankalp Forum
65	Arielle	Sandor	Duma Works	Cofounder, CEO
66	Arne	Theissen	Inclusive Biz Action network,GIZ	
67	Arnold	Nzali	L's Solution Limited	Manager
68	Arthur Sakaja	Johnson	The National Alliance	
69	Arun	Patnaik	AquaAgri	
70	Asha	Mweru	Sinapis Organization	Kenya Country Manager
71	Ashley	Rogers	B&D Holdings	Director of Operations
72	Asres	Amlaku	ORDA	
73	Atishay	Abbhi	International Committee of the Red Cross	Communication Officer

	First Name	Last Name	Company	Designation
74	Atreya	Rayaprolu	Intellectap	New Initiatives
75	Audrey	Cheng	Business Insider	
76	Basil	Ajer	Uganda Investment Authority	
77	Barthlomew	Onyach	Grassroots Water Limited	Director
78	Beatrice	Kinyanjui	Cardno emerging markets (East Africa)	Regional Manager
79	Beck	Steve	Novastar Ventures	
80	Becky	Auerbach	Sanergy	Business Development
81	Belynda	Maina	Unilever Pureit	
82	Ben	Mutahi	Unilever Pureit	
83	Benet	Victor Silvanus	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	Researcher & Seed expert
84	Bernard	Chiira	Strathmore University- @iBizAfrica	Incubation Manager
85	Bernard	Koech	K24	
86	Bertil	Van Vugt	V4CAfrica	
87	Betty	Mutimba	Startup Grind Nairobi	Chapter Director
88	Bob	Collymore	Safaricom	
89	Bob	Webster	Global Alliance for Clean Cookstoves	
90	Brad	Vanderford	Sinapis	Product Development and Program Manager
91	Branislav	Kralik	World Bank Group	Development Marketplace Consultant
92	Brett	Stevenson	Global Impact Investing Network	Manager
93	Brian	Bett	Synnefa Green Limited-Illuminum Greenhouses	Head of Finance and Business Development
94	Brian	Kirotych	Green	Technology Officer
95	Brian	Kirotych	TechSavanna	Director
96	Brian	Odhiambo	Novastar Ventures	Investment Associate
97	Caesar	Mwangi	Global Village Energy Partnership - International	Africa Regional Director
98	Caleb	Jones	James Lee Sorenson Global Impact Investing Center	Portfolio Manager
99	Calvince	Okello	M-shamba	Chief Executive Officer
100	Carlyla	Dawson	BeadforLife	SBS Global Coordinator
101	Caroline	Ashley	Practitioner Hub	
102	Caroline	Mulqueen	Traidlinks	Programme Manager
103	Caroline	Ndirangu	CEZAM & Associates	Manager
104	Carolyne	Koman	Sama Source	
105	Carrie	Kreifels	Acumen Fund, Inc.	Legal Fellow
106	Carrie	Ngongo	Grameen Foundation	Project Lead
107	Carsten	Schmitz-Hoffmann	Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH	Executive Director Private Sector Cooperation

	First Name	Last Name	Company	Designation
108	Carter	Millican	fuseproject	Director of Innovation
109	Catherine	Onyango	Zanaa Africa	
110	Caylee	Talpert	Pears Program on Global Innovation	Deputy Director
111	Ceaser	Mwangi	GVEP International	
112	Cecilia	Guilford	World Bank Group	
113	Cecilia	Osyangu	Youth Enterprise Development Fund	Resource Mobilization Officer
114	Chandrasekaran	Jayaraman	Watsan Envirotech Private Limited	Founder Director
115	Charity	Busingye	FINCA Uganda LTD (MDI)	Agriculture Specialist
116	Charles	Gatete	Jibu	Regional Developer
117	Charles	Githui		
118	Charles	Midamba	Innovate Kenya	Student
119	Charles	Naku Lwanga	Real Medicine Foundation	Country Director, Uganda
120	Charles	Ogingo	Pfoofy Power and Light Limited	Executive Chairman
121	Charles	Rioba	Solar World East Africa Limited	Director
122	Charles	Yoere	World Bank Group	WB consultant
123	Chelsea	Arega	Innovate Kenya	Student
124	Cher	Jacques	Kiva	Regional Director, Africa
125	Chika	Umeadi	Tiphub	Operations Director
126	Chikwirama	Phillip	Sama Source	
127	Chinedu	Enekwe	Tiphub	Executive Director
128	Chisara	Ehiemere	Clinton Giustra Enterprise Partnership	Independent Contractor
129	Chris	Masila	Cardno emerging markets	Deputy Team Leader
130	Chris	West	Shell Foundation	Director
131	Christian	Desrosiers	Qorax Energy	Managing Partner
132	Christian	Mwijage	Mbezi Plastic Recycling	Team Leader
133	Christian	Ndikumagenge	Responsability Africa	Investment Officer
134	Christie	Peacock	Sidai Africa Ltd	Chairman
135	Christine	Kapkusum - Mbae	Acumen Fund	East Africa Portfolio Manager
136	Christine	Livet	Pollen Group (EWB Canada)	Senior Strategist
137	Christopher	Aidun	Persistent Energy Partners	Founder, Managing Partner
138	Chrystal	Cuneo	Philips Group Innovation	
139	Cira	Dean	World Bank Group	
140	Claire	Macht	Global Impact Forum	Conference Manager
141	Claudia	Schwartz	US African Development Foundation	Program Analyst
142	Clifford	Ochieng	GRASSROOTS WATER LIMITED	Sales Manager
143	Collins	Mwenda	Botanic Treasures	Operations Manager
144	Coryell	Stout	One Degree Solar	Director
145	Cris	Valerio	Accion Venture Lab	Director of Industry Engagement
146	Cristina	Navarrete	World Bank Group	Operations Officer, LLIN

	First Name	Last Name	Company	Designation
		Moreno		
147	Cynthia	Ryan	Schooner Africa Fund	Director
148	Dan	Waithaka	Wisdom Innovations	Managing Director
149	Daniel	Duman	York Street Partners	Managing Partner
150	Daniel	Mwisunji	African Capacity Alliance	
151	Daniel	Schroeder	MKOPA	
152	Daniel	Wald	DRW Consulting	Principal
153	Daniel	Wanjohi	Global Alliance for Clean Cookstoves	
154	Darren	Lobo	Intellectap	Intellectap Impact Investment Network
155	Darshan	Chandaria	CHANDARIA	CEO
156	Daryn	Dodson IV	Calvert Funds	Venture Consultant to Board of Directors
157	Dat	Tran	VentureWell	Senior Venture Development Officer
158	David	Auerbach	Sanergy	Co-Founder
159	David	Kitusa	Kiva	Regional Representative, Anglophone Africa
160	David	Kyle	Impact Business Leaders	Executive Director
161	David	Mark	M-Changa	Founder
162	David	Muthee	AlphaMundi Group	Investment Manager
163	David	Ogiga	Ten Senses Africa Ltd	Projects Manager
164	David	Opeo	Ensibuuko	
165	David	Small	Envirofit Kenya Ltd.	Managing Director
166	David	Tole	Safaricom	
167	David Elias	Mjuni	Arusha Woman Entrepreneur	CEO
168	David	Fiedler	GIZ / Inclusive Business Action Network	Network Manager
169	Dean	Cira	World Bank Group	Program Leader, AFCE4
170	Deepak	Saksena	Unilever	
171	Dejene Minliku	Mekoya	ORDA	Manager
172	Dena	Lewerke	Nuru Social Enterprises	Social Enterprise Business Consultant
173	Dennis	Kwena	DFID Kenya	Private Sector Development Advisor
174	Diana	Ngila	Nation Media	
175	Diane	Birungi	Save the Children	Education consortium coordinator Somalia
176	Dimple	Sahni	Anthos	Senior Director Impact Investing
177	Dipika	Prasad	Intellectap	Consulting
178	Dirk	Muench	Persistent Energy Partners	Founder, Managing Partner
179	Dodji	Honou	Woelab	Executive Manager
180	Dominic	Abere	International Transformation	International Relations/ Team

	First Name	Last Name	Company	Designation
			Foundation	Leader
181	Doreen	Orishaba	Kiira Motors Project	Electrical Engineer
182	Dorien	Mulder	PharmAccess	Product Development Manager
183	Douglas	Ogude	Ogilvy	
184	Douglas	Thornton	Enclude Solutions	Team Lead, Small Business Finance
185	Duncan	Carolynn	Social Venture Society	
186	Duncan	Onyango	Acumen Fund	
187	Edward	Mungai	Kenya Climate Innovation Center	CEO
188	Edwards	Hawi	Grassroots Water Limited	CEO
189	Edwina	Korir Rop	Unilever Pureit	
190	Effeson	Hailemichael	McKinsey & Company	Associate
191	Ekaete	Okoro	Shell	PROJECT LEAD
192	Elaine	Tinsley	World Bank Group	Operations Officer, LLIN
193	Elena	Casolari	Fondazione Opes	Executive President
194	Elisabeth	Chasia	Bridge International Academies	Business Operations Manager
195	Elizabeth	Assefa	international transformation f	Public Relations
196	Elizabeth	Berthe	Mercy Corps	Social Venture Architech
197	Elizabeth	Howard	LelapaFund	Cofounder, CEO
198	Elizabeth	Kago	Kenya Climate Innovation Center	Business Analyst/ Monitoring & Evaluation Assistan
199	Elizabeth	Mbogo	Botanic Treasures	Founder & CEO
200	Elizabeth	Nduta	JOYWO	
201	Elizabeth	O'Grady	PowerGen Renewable Energy	Business Development Associate
202	Elli	Suzuki	GMin	Chief Operating Officer
203	Ellie	Higham	Angaza Design	Director of East African Operations
204	Elo	Mapelu	Nairobi Techpharm	Nairobi Techpharm Chairman
205	Emma	Schofield	PricewaterhouseCoopers LLP	Partner
206	Eric	Mang'era	US Embassy	Photographer
207	Eric	Muthomi	Stawi Foods and Fruits Limited	Chief Executive Officer
208	Eriko	Ishikawa	IFC/World Bank Group	Global Head, Inclusive Business
209	Erin	McCusker	One Acre Fund	East Africa Business Development Manager
210	Ernest	Chitechi	Kenya Climate Innovation Center	Outreach and Partnership Manager
211	Esther	Kahinga	Kenya Climate Innovation Center	Communication and Knowledge management Officer
212	Esther	Wachira	Msingi Development Team, Gatsby Charitable Foundation	Investment Strategy Analyst
213	Ethan	Kay	BioLite	Managing Director, Emerging Markets
214	Eugene	Amusin	Citi Inclusive Microfinance	
215	Eugene	Obiero	Finance & Competence AB	Manager

	First Name	Last Name	Company	Designation
216	Evalyne	Akoth Ochieng	Link the Hidden Treasure	Accountant
217	Evans	Wadongo	GreenWize Energy	Co-Founder
218	Eve	Meyer	PowerGen Renewable Energy	
219	Evelyn	Omala	Segal Family Foundation - Uganda Office	
220	Fadhil	Sadick	Space Engineering Company Limited	Manager
221	Faith	Manyala	United States International University-Africa	Student
222	Faith	Siva		
223	Faith	Mumbi Njiriri		
224	Farouk	Sheikh	Investec Corp	CEO
225	Faruque Aly	Hussein	Novo Dia Desenvolvimento	
226	Felix	Magaju	Global Village Energy Partnership - International	GVEP Manager CIC
227	Festo	Elia	EA Fruits Farm & Co Ltd	Managing Director
228	Flaubert	Mbiekop	International Development Research Centre - IDRC	Program Officer
229	Florence	Kamaitha	Pad Heaven Initiative	
230	Florence	Mwashimba	Kigali Farms	Sales and Marketing Manager
231	Florin	Gheorghe	Arbutus Medical	Co-founder and CEO
232	Francesca	Agnello	Fondazione Opes	Member of the Management Committee
233	Francis	Meyo	Innovate Kenya	Director
234	Francis	Mugane	Kopo Kopo Inc	Country Manager
235	Frank	Omondi	Ten Senses Africa	Managing Director
236	Fred	Kiteng'e	Root Capital Inc	Director of Lending, East Africa
237	Freddy	West	Spire	
238	Frederick	Agie	Innovate Kenya	Teacher
239	Fredrick	Matress	Honey Products Industries	Managing Director
240	Fredrick	Omondi	African Capacity Alliance	
241	Fredrick	Ouko	Action Network for the Disabled	Director
242	Frida	Pettersson	Persistent Energy Partners	Director, East Africa
243	Friso	Laurens	Greenlight Planet	
244	G.Leju	Loro	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	
245	Gabriella	Mulligan	Disrupt Africa	Co-founder
246	Gakinya	Gichuhi	Afya kwa Wote, EducationBridge Africa	Founder , Associate
247	Galen	Welsch	Jibu	CEO (Africa)
248	Ganesh	Rengaswamy	Frontier Investments, Accion	Managing Director
249	Gaurav	Manchanda	One Degree	Director
250	George	Mazuri	Ustadi Foundation	CEO

	First Name	Last Name	Company	Designation
251	George	Mulamula	DTBi	CEO
252	George	Omedo	Village Capital	Associate
253	George	Wachira	Danish Refugee Council	
254	Gertzel	Shivachi	Burn Manufacturing	Senior Sales Rep
255	Gharib	Mohamed	Grameen Foundation	
256	Gideon	Emorut	Geel Medical Services	
257	Gilbert	Mitullah Omware	The Kuza Institute	Managing Director
258	Gilbert	Wadongo	JikoTamu Limited	Co-Founder
259	Giovanni	Gerola	Opes Impact Fund	Investment Director
260	Gitonga	Sally	Business Partners International	
261	Gloria	Kemboi	Global-Minimum Innovate Kenya	Student
262	GNV	Ramana	World Bank Group	Program Leader, AFCE2
263	Grace	Vuhya	Royal Embassy The Netherlands	Program Officer
264	Graham	Boyd	edge	Head of Internal Innovation and Product Innovation
265	Graham	Smith	Off Grid Electric	Executive
266	Guilhem	pouillevet	ENEA Consulting	Director Access to Energy
267	Haber Thomson	Rachele	IPIHD	
268	Hani	Abdukadir		
269	Hannah	Schiff	The Global Impact Investing Network	Senior Associate, Research
270	Harish	Anchan	Envirofit India	
271	Harleen	Jabbal	Asian Business Weekly	
272	Heather	Vincent	BizCorps	Associate
273	Hilawe	Lakew	Ethio Resource Group	
274	Hilawe	Tesema	Ethio Resource Group	Manager
275	Hilda	Barasa	PwC	Consultant
276	Huib	van de Grijspaarde	Koneksie	CEO
277	Humphrey	Kajimba	Ustadi Foundation	Monitoring, Evaluation, Communication and Reporting
278	Ian	Otula	GreenChar	Director Finance
279	Ihab	Osman	Blunai Inc.	CEO
280	Innocent	Mmari	Medfoods	IT Officer
281	Iqbal	Paroo	USADF	Board Member
282	Irene	Adagi		
283	Ishmael	Hezekiah	Continental Renewable Energy	
284	Itziar	Diez-Canedo	Citigroup	Vice President
285	Ivan	Mandela	Unreasonable East Africa	VP of Finance and Administration
286	Ivan	Tumuhimbise	Ford Foundation	
287	Jake	Cusack	CrossBoundary	Managing Partner
288	James	Haga	EWB Canada	VP Strategy & Investment

	First Name	Last Name	Company	Designation
289	Jan	de Graaf	BioLite	East Africa Program Manager
290	Jane	Ngige	Kenyan Flower Council	CEO
291	Janet	Nkuya	Kenya Climate Innovation Centre	Business Analyst
292	Jason	Spindler	I-DEV International	
293	Jasper	Grosskurth	Research Solutions Africa	Managing Director
294	Jay	Akkireddy	Natural Extracts Industries Ltd	General Manager
295	Jay	Patel	Consultant	
296	Jean	Michel Debrat	AfD	
297	Jean-Baptiste	Blanc	Shekere	
298	Jeff	Koinange	Kenya Television Network	
299	Jeff	Muchina	Tatu Creatives	Director
300	Jemima T.	Sy	World Bank Group	Senior Water and Sanitation Specialist, GWASP
301	Jennifer	Cook	IPIHD	Communications Manager
302	Jenny	Everett	The Aspen Network of Development Entrepreneurs	Deputy Director
303	Jenny	Flezzani	Pfizer Inc	Corporate Responsibility
304	Jenny	Njuki	United States International University	Student
305	Jerry	Crossan	LelapaFund	Cofounder
306	Jim	Villanueva	The Eleos Foundation	Executive Director
307	Jimmy	Kato	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	Farmer and an Entrepreneur
308	Joachim	Ewechu	Unreasonable Africa	
309	Joakim	Vincze	Mawingu Networks Ltd	Business Development
310	Joanne	Schneider	Esoko/Acumen	Interim COO/Acumen Fellow
311	Jodie	Wu	Global Cycle Solutions	CEO
312	John	Bartlett	Duke University	Professor of Medicine
313	John	Bayne	Sama Source	
314	John	Kashangaki	Strategic Business Advisors (Africa) Ltd	Executive Director
315	John	Maina	SCODE Limited	Director
316	John	Mulqueen	Village Capital	Associate
317	John	Simon	Total Impact Advisors	Managing Partner
318	John	Woolsley	CleanStar Investments	
319	Jon	Rathauser	Keheala	CEO & Co-Founder
320	Jon	Saunders	PanAfrican Investment Co.	Associate
321	Jonathan	Green	Fenix International	Operations Director
322	Jonathan	Mativo	ICT for Development Kenya	CEO
323	Jorge	Ruiz	Citigroup	Managing Director
324	Joseph	Huxley	FSD Africa	Regional Co-ordinator
325	Joseph	Njenga	Banza Toilets	Sales Executive
326	Josephine	Ochanji	unilever Kenya Ltd	business development manager

	First Name	Last Name	Company	Designation
327	Josephine	Ragni	Fundación Netri	Social Investment Manager
328	Joshua	KABUGO	Embark Energy	Business Associate-Finance
329	Joyce	Gema	Boma Safi Limited	Managing Director
330	Julia	Picha		
331	Juliana	Kabua	Buymore Limited	Marketing Associate
332	Julie	Tuyisenge		
333	Julien	Wachira	Envirofit Kenya Ltd	
334	Julienne	Oyler	African Entrepreneur Collective	Executive Director
335	Julius	Kitheka	PwC	Senior Manager
336	Kamau	Gachigi	Gearbox	Executive Director
337	Kanika	Kumar	Intellectap	Sankalp Forum
338	Karen	Freeman	USAID	
339	Karimi	Kinoti	Christian Aid	Head. Africa Division
340	Karin	Boomsma	Sustainable Inclusive Business Knowledge Centre	program coordinator
341	Kate	Hanford	Unreasonable East Africa	COO
342	Katherine	Montgomery	d.light design	Director of Global Partnerships
343	Katie	Sarro	MEST	Director of Business Development
344	Kennedy	Kangere	Global-Minimum Innovate Kenya	Student
345	Kennedy	Njogia	Global-Minimum Innovate Kenya	Student
346	Kenneth	Macharia	Acumen	Head of Business Development
347	Kenneth	Mwangi	AMSCO	
348	Khalila	Salim	Africa Capital Alliance	
349	Kimathi	Ikiao	Acumen Fund E.A.	Portfolio Associate
350	Kimberly	Tilock	Global Communities	Country Director
351	Kindra	Halvorson	Technoserve	East Africa Regional Director
352	Kinya	Kimathi	Futurepump	Field Manager
353	Krishna	Udayakumar	IPIHD	
354	Kristine	Pearson	Lifeline Technologies	CEO
355	Kumar	Vipul	Ennovent	
356	Lars	Lindkvist	Schooner Africa Fund	CEO
357	Lars	Smith	Camara	ManagingDirector
358	Laura	Smeets	BiD Network	Investor Matchmaker
359	Lauren	Cochran	Blue Haven Initiative	Director of Private Investments
360	Lauren	Servin	Spark	Spark
361	Laurens	Friso	Greenlight Planet	Global Partnerships Advisor
362	Laurent	Demuynck	Kigali Farms	Founder and Chairman
363	Lawal	Oluseyi		
364	Leonard	Mutinda	Business Today	
365	Leroy	Mwasaru	Innovate Kenya	Student
366	Lilian	Mramba	Grassroots Business Fund	Regional Director

	First Name	Last Name	Company	Designation
367	Lindsay	Van Landeghem	GVEP International	SME Advisor
368	Lindsey	Crumbaugh	Sama Source	
369	Linus	Wamanya	Vision Group	Innovation Manager
370	Lisa	Hall	Anthos	
371	Lisa	Phillips	DFID Kenya	
372	Lisa	Wanjala		
373	Lois Eva	Adongo	FSD Kenya	Innovations Specialist
374	Lokosang	Ms. Rose Denis	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	Marketing and entrepreneur officer
375	Loren	Hostetter	GrowAfrica	Representative to Rwanda
376	Lorika	Judith	AMSCO	
377	Loro G.	Leju	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	Director General for Training, Research and Extension services
378	Louise	Lombach	Global Business Labs	COO
379	Lucy	Nkirete	Africa Capacity Alliance	
380	Lydia	Karimurio	MOH/Kenya ACA	
381	Lyndsay	Handler	Fenix International	East Africa Regional Director
382	Madison	Ayer	Honey Care Africa	CEO
383	Mahey	Vinayaka	SAS Poorna Arogya Healthcare Pvt. Ltd.	CEO
384	Mahia-John	Mahiaini	DOB Equity	Investment Associate
385	Mahinda	Wamayu	The Youth Banner	
386	Maja	Rotter	GIZ Ghana	Development Advisor
387	Makeda	Tsegaye	USAID	Private Enterprise Development Advisor
388	Mamadou	Biteye	Rockefeller Foundation Africa Regional Office	
389	Mangin	Anais	SEED	
390	Mani	Mamallan	Electronic Payment & Services (P) Ltd	Founder, Chairman and Managing Director
391	Manoj	Mehta	IMPETUS AFRICA LTD	DIRECTOR
392	Manon	Klein	DOEN Foundation	
393	Manu	Chandaria	Comcraft	
394	Manuela	Müller	edge	Manager
395	Manuella	Feltre	Proparco	Investment Officer
396	Marc	Engel	Unilever	
397	Margot	Quaegebeur	Anthos	Impact Investing Manager
398	Mariam	Adam	Candlelight	Kenya Representative
399	Marieke	van den Wall Bake	Village Inc. Africa	Director of Development
400	Marijn	Bergsma	BiD Network	Investor Matchmaker

	First Name	Last Name	Company	Designation
401	Mark	Adams	One Acre Fund	Analyst
402	Mark	Carey	AGP	Managing Director / Lead Consultant
403	Mark	Carrato	USAID/Kenya	Economic Growth Director
404	Mark	David	M-Changa	
405	Mark	Geels	ahti - Amsterdam Health and Technology Institute	Program Support
406	Mark	Napier	FSD Africa	Director
407	Martha	Ogonjo	Strathmore Business School	
408	Martin	Kiilu	Intellectap	Intellectap Impact Investment Network
409	Martin	Swinchatt	KickStart International	Director of Partnerships & Resource Mobilization -
410	Martin	Theuri	Kenya Climate Innovation Center	Innovations and Entrepreneurship Manager
411	Mary	Mwangi	ANDE	East Africa Chapter Coordinator
412	Mary	Gichuhi		
413	Mary	Mukami-Warutere	Strathmore Business School	
414	Mary Jane	Potter	Innovare Advisors	Partner and Chief Investment Officer
415	Matt	Tilleard	CrossBoundary	Managing Partner
416	Matthew	Callaghan	OneBreath, Inc.	Physician
417	Matthew	Chambers	Chambers Federation	President
418	Matthew	Guttentag	US Department of Agriculture	Partnerships Advisor
419	Maureen	Kihanya	Buymore Limited	Social Media Manager
420	Maureen	Murori	Freelancer	
421	Maurizio	Caio	TLcom Capital LLP	Managing Partner
422	Maurizio	Guadagni	World Bank Group	Senior Rural Development Specialist, GFADR
423	Mawji	Naeem	Jamii Power Limited	Manager
424	Megan	Mukuria	ZanaAfrica	Founder and CEO
425	Mehjabeen	Merali	Sustainable Inclusive Business Knowledge Centre Kenya	intern
426	Mercy	Mutua	DOB Equity	Business Development Manager
427	Mercy	Ngugi		
428	Micah	Sarkas	Lundin Foundation	Investment Analyst
429	Michael	Davis	Dalberg	Consultant
430	Michael	Gera	Energy Access Ventures	Managing Partner
431	Michael	Njoroge	Multi-link Group Limited	Managing Director
432	Michael	Vollmann	Ashoka Globalizer	Director
433	Michael	Wanyonyi	Mibawa Suppliers Limited	Director
434	Michael	Wilkerson	Tugende	CEO
435	Michal	Szczurek	Mango Fund	Fellow

	First Name	Last Name	Company	Designation
436	Michaya Gamunde	Nasona	Ministry of Agriculture, Forestry, Cooperatives and Rural Development	Deputy Director for Planning
437	Michelle	Katama		
438	Michelle	Schenck	Kiva	Portfolio Manager, Anglophone Africa
439	Mike	Davis	Global Livingston Institute	Advisor
440	Mike	Kimathi	C4DLab	Community Development Manager
441	Mildred	Kottonya	Cardno PSP4H	Intervention Manager
442	Milton	Lore	Kenya Feed the Future Engine	
443	Min	Pease	Echoing Green	Manager, Impact Investing
444	Mina	Stiernblad	Novastar Ventures	Investment Associate
445	Minja	Nieminen	UNDP Kenya	Programme Officer, Inclusive Economic Growth
446	Moka	Lantum	Microclinic Technologies	
447	Mpoma	Luciano	Lung'ali Natural Resources Company Limited	
448	Muhoya	Ngatia	Strathmore	
449	Muthoni	Njoki	Buymore Kenya	Business Development Manager
450	Mutugi	M'Narobi	Villgro Kenya	Co-founder
451	Mwai	Kihu	Kenya Productivity Institute	
452	Mwanaidi	Makokha	Real Medicine Foundation	Project Director, Kenya
453	Myles	Lutheran	EFK Group (Eco Fuels Kenya)	Director of Business Development
454	Nanno	Kleiterp	Netherlands Development Finance Company	
455	Naoko	Koyama	Dalberg	Associate Partner
456	Naomi	Munene	Shammah Wings	Director
457	Nat	Robinson	Juhudi Kilimo	CEO
458	Natalie	Miller	Impact Hub	Africa Lead
459	Navilla	Haji	Schooner Africa Fund	Chief Financial Officer
460	Ndegwa	Kahihu	Young Possible	Executive Director
461	Neer	Chandaria	CHANDARIA INDUSTRIES LIMITED	DIRECTOR
462	Neeru	Sharma	Marya Leadership Academy	Managing Director
463	Neha	Shah	Surya Capital	Director
464	Nelson	Kariuki	Rutuba Bio Agric and Organic Fertilizers Co. Ltd.	Director
465	Nicholas	Rodrigues	BizCorps	Associate
466	Nick	Moon	Wanda Organic	
467	Nicki	Goh	Global Innovation Fund	Founding team
468	Nicki	Spence	Cardno	Business Development Director
469	Niraj	Varia	Novastar Ventures	
470	Nisha	Dutt	Intellectap	Consulting
471	Nisha	Ligon	Ubongo	CEO

	First Name	Last Name	Company	Designation
472	Nitida	Wongthipkong ka	Water and Sanitation for the Urban Poor / CleanTeam	Operations Director
473	Nivi	Mukherjee	eLimu	CEO
474	Njeri	Mwaura	IFC, Health in Africa Initiative	
475	Njeri	Ngaruiya	Educate Global Fund	Council Member
476	Njuru	Mwangi	Njurus DEV	Founder
477	Noeline	Kirabo	Kyusa	Executive Director
478	Noelle	Mckean	Intercontinental Trust	Senior Vice President
479	Nomusa	Taylor-Dube	The Haller Foundation	Strategic Partnerships
480	Norman	Boinett	Kenya Investment Authority	ICT Manager
481	Norman Ernesto	Sarria Rivas	EPVEN Ltd	East Africa Manager
482	Nyabenyi	Tipo	FAO	
483	Nyakundi	Wycliffe	Envirofit	
484	Odindo	Dalma	CIC	
485	Olivia	Muiru	B LAB	Standards Associate
486	Onesmas	Murithi		
487	Onesmas	Riungu	GMCO ENERGY	manager
488	Oonagh	Puglisi	Pfizer Inc.	Director, Corporate Responsibility
489	Oscar	Dr. Aghan	Continental Renewable Energy	
490	Oscar	Kimani	Business Mind Magazine	Chief Executive Officer
491	Oscar	Lema	CSDI	
492	Otto	Ringia	CSDI	Officer
493	Pallavi	Shrivastava	IFC	Project Lead, South Asia Inclusive Business
494	Pamela	Godia	Intervention Manager	Intervention Manager
495	Pamela	Roussos	GSBI, Santa Clara University	Senior Director
496	Parminder	Vir	The Tony Elumelu Foundation	
497	Pascale	Bonzom	UNDP	Programme Specialist - Private Sector
498	Patricia	Griffin	Abt Associates	Regional Business Advisor
499	Patricia	Jumi	GrowthAfrica	Managing Director and Co-Founder
500	Patricia	Odero	IPIHD	
501	Patricia	Chin-Sweeney	IDev International	
502	Patrick	Kairuki	Kenya Investment Groups	
503	Patrick	Mullen	James Lee Sorenson Global Impact Investing Center	Interim Director
504	Paul	Basil	Villgro	
505	Paul	Birkelo	Gearbox	Research Fellow
506	Paul	Breloff	Accion Venture Lab	Managing Director
507	Paul	Earwaker	Sanivation	Strategic Advisor
508	Paul	Kazadi	AquaAgri	

	First Name	Last Name	Company	Designation
509	Paul	Scott	ASME	Program Manager
510	Paul	Sselunjoji	Tugende	
511	Paul	Stewart	Technoserve	Coffee Initiative Regional Director
512	Pearlyn	Budu	VOTO Mobile	
513	Pebbles	Parkes	Reach for Change	Fundraising and Development Associate
514	Peggy	Mativo	PACE Kenya	Founder
515	Peter	Achayo	Western Agribusiness Symposium	Founder/ Convener
516	Peter	Chege		
517	Peter	Fella	Amani Institute	Operations Manager
518	Peter	George	GVEP International	Director, Advisory Services
519	Peter	Msafiri	East Africa Fruit Farms & Company	Assistant Marketing Manager
520	Peter	Mtui	Space Engineering Company Limited	
521	Peter	Nakitare		
522	Peter	Scott	BURN	CEO
523	Peter	Waga	Value Farms	
524	philip	varnum	The Lemelson Foundation	Chief Financial Officer
525	Phyllis	Ombonyo	Netfund	
526	Pieter	Joubert	CrossBoundary	Senior Associate
527	Pietros	Kidane		Team Leader, PPA
528	Preeth	Gowdar	Enclude Capital Advisory	Transaction advisor
529	Priscilla	Chimwele	UNDP RSCA	Programme Analyst
530	Priswinnie	Chelangat	SEEWO	
531	Priyani	Thomas-Dirla	GIZ	Senior Advisor
532	Purity	Kimani	GrowthAfrica	Program Associate
533	Racheal	Ileri	international transformation f	Project Assistant
534	Rachel	Adelman	ViKtoria Solutions Ltd.	Head of Growth Strategies
535	Rachel	Keeler	Africa Assets	Director
536	Rachel	Lewis	Nuru Social Enterprises	Social Enterprise Business Consultant
537	Rachel	Neil	CHMI	
538	Rachel	Starkey	Transformation Textiles	Founder/CEO
539	Rachna	Patel	Solar Kiosk Kenya Limited	Managing Director
540	Radhika	Thakkar	Greenlight Planet	VP Global Business Development
541	Raghavendra	Badaskar	Intellectap	Consulting
542	Raiser	Oli	Ecozoom East Africa	
543	Raj	Vikas	Accion Venture Lab	Director of Investments
544	Raj	Raina	World Bank Group / IFC	
545	Rajan	Trivedi	M-Changa	Director of Business Development and Partnerships
546	Ramon	Peris Rodriguez	Strathmore Business School	

	First Name	Last Name	Company	Designation
547	Ramsamy	Aruna	Soros Economic Development Fund	
548	Randy	Welsch	Jibu	CEO, USA
549	Rania	Salah	GebRaa Furniture and Fashion	Founder and Managing Director
550	Raquel	Lima	Sinapis	
551	Rashmi	Nakhooda	BeadforLife	Country Director
552	Rebecca	Harrison	African Management Initiative	CEO
553	Rebecca	Peel	Living Goods	Director of Talent
554	Rebecca	Szrama	GIZ / Responsible and Inclusive Business Hub (RIBH)	Head of Responsible & Inclusive Business Hub (RIBH)
555	Rene	Kouassi	African Union System	
556	Rich	Hoops	Hoops Family Foundation	President
557	Richy	Bikko	Global-Minimum Innovate Kenya	Program Manager
558	Ringia	Otto	CSDI	
559	Rishi	Khubchandani	GroFin	Investment Executive
560	Ritesh	Shah	Rabobank	
561	Rob	Beyer	Villgro	Management Consultant
562	Robert	Karanja	Villgro	Senior Advisor
563	Robert	Kariuki	Essentia Kanan Limited	
564	Robert	Muchiri	Tracopay	CSO
565	Robert	Rabatsky	Fintrac Feed the Future Partnering for Innovation	Director
566	Robert	Schneider	USAID	Senior Alliance Advisor
567	Robert	van der Hum	Netherlands Embassy	senior policy maker
568	Robert	Wang'ombe	Essentia Kanan Limited	Director
569	Rodney	Ochola	Tracopay	CTO
570	Roland	Pearson	Enclude Solutions	Director, Inclusive Finance
571	Ron	Bills	Envirofit International, Inc.	
572	Ronita	Ghosh		
573	Rosalind	Murugami	African Capacity Alliance	
574	Rotimi	Odubogun	Alitheia Capital Limited	Investment Analyst
575	Ruth	Elineema	Tahude	Manager
576	Sabina B.	Barnes	DFID	
577	Sabir	Hicham	Phillips	
578	Sagini	Onyancha	SimbaPay	Director
579	Salah	Rania	GebRaa Furniture and Fashion	
580	Saleem	Abdulla	Sollatek Electronics Kenya Limited	Managing Director
581	Sam	Parker	Shell Foundation	Director
582	Sam	Sturm	fuseproject	
583	Samantha	Elghanayan	Tugende	Chief of Staff
584	Sammy	Langat	Transnational Bank Ltd	Chief Executive Officer
585	Samson	Mutisya	Tracopay	CEO

	First Name	Last Name	Company	Designation
586	Samson	Tsegaye	Sun Transfer Tech PLC	
587	Sana	Butler	Transformative Tourism Development Group	Founder and CEO
588	Sapna	Shah	Acumen	Portfolio Manager
589	Sara	el-Sayeh	GIZ / RIBH Cairo	Technical Advisor
590	Sara	Leedom	Inkomoko	Managing Director
591	Sara	Taylor	CDC Group Plc	Investment Executive
592	Sarah	Gelfand	IPIHD	
593	Sarah	Spence	Caritas	Program Officer, Gender and Youth Department
594	Sarria Rivas	Rivas	EPVEN Ltd	
595	Saskia	Werther	DOEN Foundatin	
596	Sateesh	Kumar	d.light design	
597	Saxena	Sagun	CleanStar	
598	Sean	Nowak	Kaizen Venture Partners	Principal
599	Sebastian	McKinlay	AECF Connect	Head
600	Seth	Abhiram	AquaAgri	
601	Seth	Tanmaye	AquaAgri	
602	Shari	Berenbach	USADF	President & CEO
603	Sharon	Theresa		
604	Shashank	Verma	GVEP International	Senior SME Advisor
605	Sheck	Joseph	K24	
606	Shereen	Shirazy	El Haya Erada for Sustainable Development	Head of the Board of Trustees
607	Shoeb	Mukhi	Simgas East Africa Limited	Finance Manager
608	Shu Dar	Yao	Citigroup	Assistant Vice President
609	Siddhartha	Goyal	Invested Development	Entrepreneur in Residence
610	Simon	Desjardins	Shell Foundation	Portfolio Director
611	Simumba	Caroline	African Capacity Alliance	
612	Sio	Mshila	Climate Innovation Center	Chief Executive Officer
613	Slaughter	Sam	PowerGen Renewable Energy	
614	Sonia	Srikuruwal	Grameen Foundation	Investment Fellow
615	Sree	Kumar	India-Africa Private Sector Bridge, TechnoServe	
616	Sreeratna	Kancherla	Torus Advisors	CEO
617	Sriram	Bharatam	Iridium Interactive Limited	CEO & Founder
618	Stefan	Issler	Responsability	Investment officer
619	Stefanie	Bauer	Intellectap	Consulting
620	Stefano	Barazzetta	Opes Impact Fund	Investment Manager
621	Stephanie	Tung	Independent	Consultant
622	Steve	Beck	Novastar Ventures	Managing Director
623	Steve	Jones	FAIM	CEO

	First Name	Last Name	Company	Designation
624	Steven	Andrews	NewLight Africa	CEO
625	Stevie	Valdez	Lemelson Foundation	
626	Suchita	Bhandari	Bilt Tree Tech Limited	CEO
627	Sudeep	Desaraju	BBOXX Ltd	Corporate Developer
628	Sugandh	Juneja	Department of International Development	
629	Susan	Learoyd	Department of Foreign Affairs, Trade and Development	First Secretary (Development - Pan-Africa Regional
630	Susan	Long	Kuza (ASI)	Manufacturing Sector Lead
631	Susan	Njoba	Kenya Investment Authority	Manager - BDS
632	Susan	Njoroge	Unilever	
633	Susannah	Eastham	ANDE	
634	Susanne	Dorasil	German Ministry of Economic Cooperation and Development (BMZ)	
635	Suzanne	Biegel	Catalyst at Large Ltd	Investment Director, SPRING
636	Svet	Bajlekov	PowerGen Renewable Energy	Fellow
637	Sylvia	Sable	IPIHD	
638	T. Sy	Jemima	World Bank Group	
639	Tadzie	Bosha	Reach for Change	Communications Manager
640	Taherali	Zavery	Kitui Industries Limited	Managing Director
641	Taita	Ngetich	Synnefa Green Limited-Illuminum Greenhouses	Head of Operations and Engineering
642	Tanja	Havemann	Clarmondial	Director
643	Tarun	Sarwal	ICRC	Innovation Advisor
644	Ted	Pantone	Mango Fund	Managing Director
645	Teresa	Njoroge	Clean Start	
646	Thomas	Coogan	US African Development Foundation	Regional Program Director
647	Timbo	Drayson	OkHi	
648	Timotheo F.	Elia	EA Fruits	
649	Timothy	Chambers	Epven	Managing Director
650	Timothy	Mwangi		
651	Timothy	Waiharo	AMSCO	
652	Tina	Dooley-Jones	USAID - Kenya	
653	Titus	Kaluki	Uwezo Awareness Organization	Program Coordinator
654	Tobias	Bidlingmaier	DEG - Deutsche Investitionen- und Entwicklungsgesellschaft mbH	Senior Investment Manager
655	Tobias	Rinke de Wit	Amsterdam Health and Technology Institute	Director Research & Innovation
656	Tom	Jackson	Disrupt Africa	Co-founder
657	Tom	Osborn	GreenChar	Founder & CEO
658	Tomas	Sales	UNDP RSCA	AFIM Project Manager
659	Tsedenya	Mengesha	BCaD	Officer

	First Name	Last Name	Company	Designation
660	Utpal	Mistry	Chandaria Industries Limited	Graphic Designer
661	Valentina	Sauve	Procasur	Regional Coordinator
662	Vandana	Thottoli		
663	Veronica	Ogeto	Safaricom	
664	Victor	Mhango	Honey Products Industries	Co-Founder & Chairperson
665	Victor	Odera	Mzuka Limited Company	Software Designer
666	Victor	Otieno	Cowsoko	Founder
667	Victoria	Crisp	Soros Economic Development Fund	
668	Vidya	Rani	Electronic Payment & Services (P) Ltd	President - HR and Administration
669	Vineet	Rai	Intellectap	
670	Vipin	Malhotra	Keggfarms	
671	Wahito	Margaret	Capital FM	
672	Wamuyu	Mahinda	The Youth Banner	Founder & CEO
673	Wangari	Mungai	One Acre Fund	People Operations Associate
674	Wanja	Mburu	Chujio Ceramics	PR &Marketing
675	Wanjiru	Mbugua	Diamond Media	
676	Wanjugu	Wambugu	Chujio Ceramics	Head of Research and Development
677	Wayne	Hennessy-Barrett	AFB	Head of Loans
678	Wayne	Miranda	Growth Mosaic Ltd.	CEO
679	Wilfred	Njagi	Villgro Kenya	C--founder
680	Willemijn	Nagel	UNESCO-IHE / VIA Water	Programme Coordinator
681	William	Lightfoot	Village Inc. Africa	Managing Director
682	William	Massawe	CSDI	Manager
683	William	Nettles	PanAfrican Investment Co.	Investor
684	William	Senyo	SliceBiz & Hub Accra	
685	William	Wachira	Wilsafralles Enterprises	Director
686	Wim	Van Der Beek	Goodwell Investments	
687	Winnie	Bullut	ICCO Investments	Regional Investment Manager
688	Yina	Sun	GreenChar	Director of Operations
689	Yoel	Ezra	E.Y.Engineering	Founder
690	Yonas Workie	Cherenet	Sun Transfer Tech PLC	Manager
691	Yussuf Omar	Omar	Sahan International	Chief Operating Officer
692	Zack	Oloo	Changakma MicroInsurance Ltd	
693	Zipporah	Gakaya	CEZAM & Associates	Officer
694	Zoe	So	BRAC USA	Program Manager

Speed Dating Participants

Name	Company	Designation
ENTERPRISES		
Afzal Habib	Kidogo	Chief Imagination Officer
Calvince Okello	mShamba Limited	Chief Executive Officer
Christian Mwijage	Mbezi Plastic Recycling	Tanzania
Christian Desrosiers	Qorax Energy	
Coryell Stout	One Degree	Director
David Elias	Arusha Women Entrepreneur	CEO
David Mark	mChanga	CTO
Dena Lewerke	Nuru Social Enterprises	Entrepreneur
Edwards Hawi	GRASSROOTS WATER LIMITED	CEO
Elizabeth Wereri Mbogo	Botanic Treasures	Director
Gurudutt	Sindhusurti Natural Food and Research	Co Founder
Huib van de Grijspaarde	Koneksie	CFO
Hussein Faruque	Novo Dia Desenvolvimento	CEO
J Chandrasekaran	Watsan Envirotech Pvt Ltd	CEO & Director
Matthew Callaghan	OneBreath	Chief Medical Officer
Megan Mukuria	ZanaAfrica	Founder and CEO
Michael Wilkerson	Tugende	CEO
Myles Lutheran	Eco Fuels Kenya	Director of Business Development
Rania Salah Seddik	GebRaa	Founder and Managing Director
Robert Kariuki Wangombe	Essentia Kanan Limited	Director
Robert Muchiri	Tracopay	Chief Strategy Officer
Samson Mutisya	Tracopay	CEO
Sana Butler	Transformative Tourism Development Group	Founder
Steven Andrews	NewLight Africa	CEO
Timbo Drayson	OkHi	Founder and CEO
Tom Osborn	GreenChar	CEO
Venuste Kubwimana	International Transformation Foundation	Secretary General
Victor Otieno	Cowsoko	Founder
William Wachira	Wilsafrales Enterprises	Director
INVESTORS		
Siddhartha Goyal	Invested Development	Entrepreneur in Residence
Alexandra Humphry	Montpelier Foundation	Programme Manager
Tobias Bidlingmaier	KFW-DEG	Senior Investment Manager
Elizabeth Berthe	MercyCorps	Social Venture Architech
Michael Szczurek	Mango Fund	Fellow
Mercy Mutua	DOB Equity	Business Development Manager
Micah Sarkas	Lundin Foundation	Investment Analyst
Mina Stiernblad	Novastar	Investment Associate
Bob Rabatsky	Fintrac	Director

Mentoring Clinic Participants

Mentor Name	Mentee 1	Mentee 2
Brad Vanderford, Sinapis Group	Afzal Habib, Kidogo	Calvince Okello, M-Shamba
John Mulqueen & George Omedo, Village Capital	Gurudutt, Sindhusfurti Natural Food and Research	International Transformation Foundation
Lawrence Riungu, Heather & Nicholas, BizCorps	Christian Mwijage, Mbezi Plastic Recycling	Edwards Hawi, Grassroots Water Ltd.
Rachel Adelman, ViKtoria Solutions	David Elias - Arusha Women Entrepreneur	Rania Salah Seddik, GebRaa
Neha Shah, Surya Capital	Galen Welsh, Jibu	Michael Wilkerson, Tugende
Lindsay Van Landeghem & Shashank Verma, GVEP	Christian Nicolas Desrosiers, Qorax Energy	Myles Lutheran, Eco Fuels Kenya
Mercy Mutua & John Mahia, DOB Equity	Megan Mukuria, Zana Africa	Huib van de Grijspaarde, Konekesie
Mark Carey, Africa Growth Partnerships	Robert Kariuki Wangombe, Essentia Kanan	Collins Mwenda Rutere & Elizabeth Wereri Mbogo, Botanic Treasures
Patricia Jumi, Growth Africa	Hussein Faruque, Novo Dia	Dena Lewerke, Nuru
Arielle Sandor, DUMA	Anastasia Uglova, Akilah Net	William Wachira, Wilsafrales Enterprises
Francis Mugane, Kopo Kopo	Robert Muchiri & Samson Mutisya, Tracopay	Timbo Drayson, OkHi
Nick Moon, Wanda Organics	Marieke van den Wall Bake, Village Inc.	Victor Otieno, CowSoko