

Start Date & Time	Session Title	Description
11/26/20 19 10:00 AM	OPENING PLENARY - Welcome & Showcase	<p>WELCOME Address: Vikas Bali, CEO, Intellecap Advisory Pvt. Ltd.</p> <p>SHOWCASE: SCALABLE solutions to solving the SDG's led by the world's most enterprising entrepreneurs.</p> <p>SANKALP is designed keeping in mind entrepreneurs as the focus and the knowledge, capital &amp; networks required to create an ecosystem of success for them. We start every SANKALP showcasing innovative &amp; scalable businesses that keep impact at their core.</p>
11/26/20 19 10:30 AM	OPENING PLENARY Building India's Social Stock Exchange	<p>A proposed Social Stock Exchange (SSE) is on the horizon. First, of its kind in India, this platform aims to strengthen transparency and accountability in the development sector, as well as direct funds to listed social enterprises and/or voluntary organizations through debt or equity. An ambiguous cloud still hovers over the concept, as various stakeholders convene on how best to operationalize the exchange.</p> <p>Bringing in an era of strategic philanthropic investment will not be easy, and this overhaul of existing infrastructure will require strong leadership to act as a driving force behind it.</p> <p>This year, at our Opening Plenary, we will discuss, deliberate and set an agenda for development, anchored by a collaborative approach to achieve the Sustainable Development Goals.</p>

11/26/20 19 11:30 AM	OPENING PLENARY - Launch Announcements	<p>Book launch - Jayesh A Parekh</p> <p>- Circular Apparel Innovation Factory (CAIF) - Learn about one of the most innovative partnership models in circular economy to tackle challenges in the textile &amp; apparel sector</p> <p>— By Stefanie Bauer-Vemuri, Director, CAIF; Saskia Werther, Programme Manager, DOEN Foundation; Naresh Tyagi, CSO, ABFRL.</p> <p>- Introducing the SANKALP AFRICA SUMMIT 2020</p> <p>— By Arielle Molino, SANKALP Africa Lead</p> <p>Launch - Better Sanitation Collective - Vineeth Menon, Associate Partner, Intellecap</p> <p>Better Sanitation Collective is an Intellecap initiative to bring together stakeholders such as entrepreneurs, investors, R&amp;D institutions and other ecosystem intermediaries to support India's efforts towards attaining Sustainable Development Goal 6</p> <p>Sanjeev Sanyal is the Principal Economic Advisor to the Government of India. An internationally acclaimed economist and best-selling author, he spent two decades in the financial sector and was Global Strategist &amp; Managing Director at Deutsche Bank till 2015. He was named Young Global Leader by the World Economic Forum in 2010. He is also a well-known environmentalist and urban theorist. In 2007, he was awarded the Eisenhower Fellowship for his work on urban dynamics. He has been a Visiting Scholar at Oxford University, Adjunct Fellow at the Institute of Policy Studies, Singapore and a Senior Fellow</p>

		of the World Wide Fund for Nature. He has also served on the Future City Sub-Committee of the Singapore government tasked with building a long-term vision for the city-state.
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		Sanjeev attended Shri Ram College of Commerce, Delhi and Oxford University where he was a Rhodes Scholar (1992-95). His best-selling books include Land of the Seven Rivers, The Indian Renaissance and The Ocean of Churn, all published by Penguin. In addition, he had published around 200 articles, columns and reports in leading national/international publications. He was given the inaugural International Indian Achievers Award for contributions to Literature in 2014. He has been a Fellow of the Royal Geographical Society, London and a Visiting Fellow of IDFC Institute, Mumbai.
11/26/20 19 12:00 PM	LUNCH - Lunch & Networking	Lunch & Networking Break!  Use this time well and grab a coffee at the end for a fantastic line-up of afternoon sessions
11/26/20 19 12:00 PM	Lunch Meet-Up: MENTORSHIP TENT	Meet here if you are interested in building the mentorship ecosystem, connect with mentors or need to find a mentor.  There is no agenda for this - just a chance to meet people interested in the same area!

11/26/20 19 12:00 PM	Lunch Meet Up: Sneak Peak of Good Pitch India 2020 - India's Best Social Justice Films	<p>Good Pitch India connects India's best social justice films with new allies and partners. It's an exclusive 'by invitation-only' event where a curated audience is brought together and each guest is asked to consider what they can offer to help the projects achieve a deeper and wider social impact. The chosen films are urgent stories that serve as powerful tools for advocacy and awareness.</p> <p>During this lunch meet up - you can watch trailers of the five films chosen for the Good Pitch 2020 and interact with the team to offer your support. The trailers will run on a loop so stop by anytime !</p>
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11/26/20 19 12:00 PM	Lunch Meet Up: TALENT TENT	<p>Recruiting Strategies for Startups - Meet here to exchange strategies of hiring the right talent for your enterprise. Attracting talent is critical for growth and sustainability. Exchange ideas on strategies that have worked.</p> <p>Management Strategies to retain talent, and build an organisational culture!</p> <p>Meet here during the lunch hour to connect with people interested in building great organisations with unique cultures that retain talent.</p> <p>There is no agenda for this - just a chance to meet people interested in the same area!</p>
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11/26/20 19 12:30 PM	The Circular Bazaar by CAIF	<p>Throughout the duration of the Sankalp Global Summit, CAIF will have an outdoor bazaar in partnership with Fashion Revolution India, showcasing some of the country's most innovative start-ups, enterprises and brands who are changing the landscape of the fashion industry. With organised walkthroughs and facilitated conversations, the showcase will be an opportunity for some of India's most investable enterprises to connect with the wider industry ecosystem.</p>
11/26/20 19 1:30 PM	PANEL DISCUSSION: Access to Debt with a Gender Lens	<p>A large number of women enterprises in emerging economies are micro enterprises, which often fulfill their capital needs either through Microfinance Institutions (MFIs) or by borrowing from their SHGs/ cooperative groups. However, women enterprises that grow beyond the micro business levels face bottlenecks while trying to secure capital for business growth – given that they need capital which is too large for MFIs but too low for mainstream lenders. Further such businesses are typically not suitable for equity investments as well. Such women enterprises have limited access to formal debt which limits their growth and stagnates them.</p>

		<p>Studies have shown that credit constraints directly impact monthly turnover of women entrepreneurs and that relaxation of such constraints can lead to about 6% additional growth in their monthly turnovers, therefore improving business performance of women entrepreneurs. This necessitates the development of contextualized, women-focused instruments as well as interest from debt providers in order to bridge the capital gap for women owned businesses. The session aims to deliberate on suitable debt-financing models for women owned enterprises, as they grow beyond the MFI scale, unable to secure finance from mainstream sources.</p>
11/26/20 19 1:30 PM	PANEL DISCUSSION: Innovations and Investments towards a Plastic Free World	<p>A high level panel discussion which will bring together key stakeholders including government, financial institutions, think tanks, others to discuss and deliberate on addressing plastic pollution challenges through policy and financing initiatives. The beneficiaries include policy advocacy organizations, investors, banks, plastic pollution technology innovators, sector experts, and other market influencers. This dedicated session will help build the momentum &amp; discussion towards addressing plastic pollution in the wider ecosystem. The primary objectives of this session is to drive commitment towards building local ecosystems to support &amp; drive innovation across innovators &amp; civil society in both regions, engage with targeted plastic value chains, public &amp; private sector players in India &amp; Africa and understand the market drivers and challenges in scaling up circular economy approaches, review local regulations and benchmark with applicable best practices to identify opportunities as well as gaps that could be limiting broader adoption of plastics circularity.</p>

11/26/20 19 1:30 PM	PANEL DISCUSSION: Investing in Decentralised Rural Manufacturing Across India	<p>Budget 2019 placed specific incentives for the expansion of rural industrialization/MSME's using digital technologies for job creation and boosting rural manufacturing. This is not surprising given reported large-scale rural distress. Manufacturing has the highest multiplier effect of any industry. The last reported data highlighted 51.2% of total net value added in the manufacturing sector is from rural India.</p> <p>The last decade in India has been marked with significant progress made on rural assets like roads, electricity, broadband connectivity and drop in income poverty. This, coupled with improved education, has led to an increase in aspirations of communities. Opportunity in rural manufacturing is further bolstered with new technologies allowing for quality standardization and smaller dispersed units producing client customized goods.</p> <p>Distributed manufacturing, a form of decentralized manufacturing coordinated using information technology, is the new disruptive force that is radically transforming the way we make and deliver things. This is giving impetus to make things locally, reducing energy consumption and lower carbon footprints.</p> <p>In this session we will be looking at the following:</p> <ul style="list-style-type: none"> <li>- Trends and potential of rural manufacturing in India</li> <li>- Innovations and disruptions in decentralized manufacturing - how such enterprises can be scaled, sustained and replicated</li> <li>- Investors speak - Vision and commitments for investing in Rural manufacturing space</li> </ul>
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11/26/20 19 1:30 PM	<b>PANEL DISCUSSION:</b> The Business Case for Gender Mainstreaming in Agriculture	<p>Women form a critical component of the agriculture sector on the whole, however in developing economies; their roles are concentrated in mundane labour work with little decision-making power. Additionally, limited access and control of women over productive resources compromises the productivity of the sector. They also constitute the majority of the agricultural labour force in small-scale and subsistence farming. Women in Africa and Asia who live in rural areas are often doubly affected by discrimination. Gender inequalities often lead to inefficiencies including wasteful consumption expenditure, delayed decision making, and uptake of high-risk investments. Thus, it is important to improve understanding of gender dynamics in farming to design programs that have a long-run sustainable socio-economic impact on gender equality.</p> <p>Group lending model has traditionally been credited with high repayment rates in microfinance. The model works on the premise that borrowers in the group have better information about each other's credit worthiness and can enforce repayment at lower cost owing to the presence of social collateral. However, attendance in group meetings can be costly for members. Further, ticket sizes have also been increasing. Moreover, with the availability of credit bureau data on individual borrowers, is the model still relevant?</p> <p>This session will try to delve deeper into the relevance of JLG (Joint Liability Group) model in today's context and explore the direction of the microfinance industry in the next five years.</p> <p>Discussion points:</p> <ul style="list-style-type: none"> <li>•Social perspective: Why should the</li> </ul>

		low-income borrower bear someone else's risk? Does she even have the ability?
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		<ul style="list-style-type: none"> <li>•Delivery model: The JLG model has traditionally helped reduce transaction cost of disbursing small ticket loans. Is this advantage still applicable in the digital era?</li> <li>•Cost versus quality: Has the tradeoff between cost and quality in the JLG model become skewed now more than ever? At what portfolio size, does the JLG model break down?</li> <li>•Structure: Going forward, will the SFB (Small Finance Bank) structure be more relevant for micro-loans or do NBFC-MFIs still have play?</li> </ul>
11/26/20 19 1:30 PM	PLENARY: Reimagining the Climate Finance Ecosystem	Join us for a discussion around the needs of the climate finance ecosystem in India. This session will focus on the gap between the demand for climate finance and its supply. It will also focus on the existing infrastructure available for climate finance in India.

11/26/20 19 1:30 PM	<p><b>MASTER CLASS:</b>  <b>Pitch Perfect- Fundraising for Start Ups (Registration Required)</b></p>	<p>VC Funds on an average get 10 proposals a day. Rejection rate goes as high as 99% for marquee investors.</p> <p>Are you ready to break out of the crowd and create a strong impact on the investor?</p> <p>We have designed a 2 hour power packed session to deliver insider insights on how investors think. The session is designed to train you on the best strategies to catch investor's imagination. No run of the mill gyan.</p> <p>The session also includes panel discussion with investors where you will get a chance to interact with some popular investors and hear directly from them on what works and what doesn't.</p> <p>Registration is required for this session and is reserved for the first 40 requests. Please write to: <a href="mailto:harhsarvaiya@aavishkaar.in">harhsarvaiya@aavishkaar.in</a></p> <p>By the end of this masterclass, you will learn about:</p>
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		<p>What do investors look for?</p> <p>When to raise external capital?</p> <p>Who is the right investor for you?</p> <p>How much should you raise?</p> <p>Evaluating your investment readiness?</p> <p>How to reach out to investors?</p> <p>What makes a compelling pitch deck?</p> <p>What does an investor look for in promoters?</p> <p>What are the common mistakes that promoters should avoid?</p> <p>Who should attend this</p> <p>This is masterclass designed for early stage entrepreneurs and to be entrepreneurs</p> <p>The session includes a panel discussion where investors from different categories will throw some light on how they evaluate start-ups and take investment decisions.</p>
11/26/20 19 2:30 PM	Coffee, Tea & Networking	A short coffee & tea break before you head to the final sessions of the day.

11/26/20 19 3:00 PM	MASTER CLASS: Thinking Strategically About Impact - INSEAD Business School	<p>Capitalism relies on a well-functioning market to allocate societal resources efficiently: producing goods and services society values, and in the process also creating jobs and wealth for people.</p> <p>However, market outcomes do not always align with societal objectives, such as on issues like environmental degradation or social inequality. We will argue that different kinds of organizations – such as non-profit vs. for-profit – are best seen as complementary means of pursuing societal</p>
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		<p>progress. We as individuals need to identify important societal needs we care about, and contribute to these in a manner consistent with our personal goals as well as the unique advantages and constraints of the context in which we pursue these. A great resource is to go through this link to get a glimpse of what you can expect in this session:</p> <p><a href="https://knowledge.insead.edu/responsibility/from-good-intentions-to-maximising-your-impact-12591">https://knowledge.insead.edu/responsibility/from-good-intentions-to-maximising-your-impact-12591</a></p>
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11/26/20 19 3:00 PM	MSME: A Missed Opportunity?	<p>New to credit MSMEs face two key challenges in accessing credit from traditional banks–</p> <ul style="list-style-type: none"> <li>(a) lack of assets to provide as collateral</li> <li>(b) insufficient documentation.</li> </ul> <p>New age NBFCs had started taking baby steps to underwrite such MSMEs through alternate data-based credit assessment techniques. However, distortions on the supply-side of credit have started to impact such end consumers adversely. The on-going crisis has stifled availability of funds for NBFCs to on-lend to such segments. This has started to affect the spending and investment outflows by MSMEs.</p> <p>This session will explore the nature of MSMEs credit requirement that goes unmet and challenges faced by intermediaries (NBFCs / Fintechs) in meeting those unmet requirements</p>
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11/26/20 19 3:00 PM	PANEL DISCUSSION: Urban Water Supply and Drainage: Exploring Challenges & Opportunities	<p>It is critical to understand the issues faced by urban local bodies in achieving the goal of sustainable water and sanitation in urban areas and developing potential solutions for the same. This session will be a structured discussion involving progressive urban local bodies which have successfully implemented water conservation interventions in their regions of focus, to identify key measures which are required for replication these as well as highlight the common critical elements required for the successful intervention design for water supply and drainage solutions in cities.</p>
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11/26/20 19 3:00 PM	<b>PANEL</b> <b>DISCUSSIONS:</b> The Promise of Farmer Collectivization: Flattering to deceive?	<p>The government's emphasis on doubling farmers' incomes by 2022 has brought out the relevance of farmers' collectivization in sharp relief. Therefore, it has emerged as the most favoured mechanism to increase farmers' income. The two main farmer collectivization mechanisms include Farmer Producer Organizations (FPO) and Agri Entrepreneur (AE) led models of farmer collectivization. While the former has fallen short of expectations in terms of its achievements, the latter is striving to make its mark in the collectivization space. Agriculture Production Clusters (APC) being promoted by PRADAN and Agri-Entrepreneur Initiative by Syngenta Foundation are two leading examples of the AE led collectivisation mechanism.</p> <p>While 2018 witnessed tax breaks for FPOs for a period of five years, the Finance Act 2019 emphasizes the need for formation of 10,000 FPOs in the coming five years. Though the number of FPOs formed has crossed 3,500 already, most of them are still dependent on grants. APC's on the other hand are growing from strength to strength. From humble beginnings in Jharkhand, APC's have expanded to Bihar, West Bengal, and Odisha with PRADAN being the driving organization behind it. An APC comprises of a self-regulated collective of approximately</p>
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	<p>3,000-5,000 smallholder farmers in a defined area, who synchronize production of a common basket of 8-10 commodities to create a marketable surplus. It is a market-linked farming practice leveraging resources, skill sets and market opportunities by enhancing the capacities of farming ecosystem. Syngenta Foundations Agri-Entrepreneur Initiative on the other hand, has created nearly 2000 AEs and aspires to reach out to 20 million farmers by 2023.</p> <p>Among the several challenges faced in farmer collectivization space, poor access to finance, paucity of qualified human resources, low adoption of good agriculture practices and inadequate access to market linkages (often reflected in their inability to secure higher price realization and better terms of trade) are of critical importance. This panel discussion focusses on finding answers to the following questions.</p> <ol style="list-style-type: none"> <li>1.What can be done to further improve the profitability of the farmers?</li> <li>2.How can various stakeholders (Government, Funding Agencies, NGOs, Advisors etc.) come together to realize the goal of streamlining farmer collectivization and improve income levels of smallholder farmers?</li> <li>3.Is there any possibility of these models to converge for better outcomes?</li> </ol>
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11/26/20 19 3:00 PM	<b>STAKEHOLDER DISCUSSION:</b> Blended Finance: Scaling debt for impact enterprises	<p>India faces an annual SDG financing gap of USD 0.5 trillion. To meet her development goals by 2030 will require tapping into the ~\$210 trillion global capital markets to fund and scale high impact enterprises that are solving critical social challenges. The rapidly growing Indian impact investing sector needs to scale much faster- at least 3X annually to contribute even a third to this funding gap. Initiatives like the much awaited Social Stock Exchange have the potential to increase access by broadening the pool of capital available to impact enterprises.</p>
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		<p>However, access on its own is not enough. There is an urgent need for creative solutions to align the risk return profile of this potentially vast pool of commercial money with the dual goals of profit and purpose. Blended finance models such as impact bonds, social success notes and masala bonds hold promise to unlock additional capital and support inclusive growth, if scaled rapidly.</p> <p>In this practitioner led session, we'll delve into innovative global and Indian case studies of impact linked debt instruments used in WASH, Education and Healthtech funded by pioneers like the Rockefeller Foundation, UBS Optimus Foundation, Michael and Susan Dell Foundation and Yunus Social Business. We'll also explore opportunities for scale up in the Indian context where only 35% of impact assets is private debt in conversations with leading philanthropic funders like USAID and DFID, commercial funders like IndusInd Bank and Kaizen and leading legal experts like Nishith Desai Associates.</p> <p>This session is co-organised by Yunus Social Business, Asha Impact and the UNDP SDG Finance Facility.</p>
11/26/20 19 4:00 PM	Coffee, Tea, & Networking	Final coffee & tea break for the day!

11/26/20 19 4:00 PM	MASTER CLASS: Understanding & Pricing Climate Risk (For Financial Institutions, Registration Required)	Financial institutions are increasingly accepting the need for assessing and factoring climate risk in their financial products. However, this is still an emerging area and awareness about climate risk assessment and mitigation strategies are quite limited. Furthermore, financial institutions which are keen to do climate mainstreaming of their operations often find many challenges in its implementation. These challenges often range from operational (lack of data availability, limitations of available methodologies etc.) to strategic and regulatory constraints.
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		<p>There is a further need to understand how financial institutions assess, measure and price the climate risks followed by how these activities can translate into their investment strategies in the context of Indian Financial Institutions.</p> <p>In the above context, at Sankalp Global Submit 2019 we aim to catalyze the mainstreaming of climate risk in financial institutions' operations by providing them a masterclass on climate risk assessment and pricing. This session will help Indian financial institutions understand the best practices from across the globe on understanding and pricing climate risks.</p>
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11/26/20 19 4:30 PM	SHOWCASE: Innovations in Water Management	<p>This session will showcase learning from global best practices and recent advancements in access to safe drinking water and water conservation in India and Globally. Successful interventions in access to water, water conservation, ground water recharge, rain water harvesting by key not-for-profits and private sector players will be showcased. It will highlight some of the challenges faces by these innovators, the critical support elements required for successful replication of their interventions in other places, important technology interventions that will be needed and steps through which these innovations can be replicated in multiple geographies.</p>
11/26/20 19 4:30 PM	PANEL DISCUSSION: Is India poised to be the next hotbed for global fintech startups?	<p>To follow East Africa's lead in expanding access to financial services, Indian fintech startups need to create innovative solutions that cater to specific local needs and move away from cookie-cutter financial products. Regulators are manifesting their support by allowing startups to experiment in "sandboxes" that offer them temporary regulatory protection. In this enabling environment, fintech startups from Africa and the UK are also looking to enter India, where fintech adoption rates grew to 87% in 2019. Investors are also demonstrating their support with startups such as Tala and</p>

Branch that have entered the market: Tala has already raised \$110 mn to expand its operations in India. Through a panel discussion, we will discuss whether India is poised to accommodate these global fintech startups within its innovation ecosystem, and what it truly take to get the country ready.

For the panel, our topical areas of conversation would be structured around the following themes:

- What lessons can India learn from the East Africa experience and adapt them to the Indian context?
- What are the unique opportunities that India holds which attract global fintech startups to the country?
- How can (and should) fintech startups partner with incumbent platforms, telcos, local startups, and banks for distribution and scale to better serve end-customers

11/26/20 19 4:30 PM	SCREENING: Documentary Film - Coral Woman	<p>Coral Woman is an inspiring, need of the hour tale of Uma, a homemaker from Tamil Nadu, who, through her paintings, has been trying to draw public attention to the devastating effects of pollution and environmental damage on marine life and coastal communities. It is, in fact, her love for corals that inspired Uma to learn how to swim, dive &amp; paint in her 50s.</p> <p>Coral Woman is a shortlisted documentary film as part of Good Pitch 2020. This 52 minute film hopes to inspire actions and support for impact at a community level. At SANKALP, we believe that we must leverage our platform to inspire change, &amp; dialogue across our ecosystem and welcome the opportunity to screen this inspiring film.</p> <p>The Indian Documentary Foundation is a not for profit organization that leverages the power of the documentary film to advance struggles for social, economic and environmental justice in India</p>
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11/26/20 19 4:30 PM	<p><b>STAKEHOLDER</b></p> <p><b>DISCUSSION: Wealth Creation for Rural Women – Investing for Inclusion</b></p>	<p>In rural India, most women, whether formally working or not, belong to self help groups and are regularly save their money. Ironically, while it is generally accepted that women are better at money management, there are still several barriers to their access to formal asset classes. This is reflected in the fact that although 80% of adults in India, including women, have access to a bank account, less than a fifth of these accounts are used. At the same time, while there has been an enormous amount of interest and work in the area of micro finance, there has been a surprising lack of conversation or product innovation in the area of micro savings or micro investments.</p> <p>With the steady increase in digital financial services, as well as increased connectivity, and the push at the policy level to support women entrepreneurs access business capital to grow their businesses, income levels for women are expected to increase. From safe bank and government securities to more market based opportunities, working women, and especially rural working women, represent any enormous number of clients who are keen to explore various saving options. This is an opportune time to invest in developing a variety of customised wealth creation instruments for grassroots women across India so that they too might benefit from the overall economic growth of our country.</p> <p>This session is designed as a stakeholder discussion, led by rural women entrepreneurs, to explore the demand as well as the supply side challenges for wealth creation products with a focus on micro savings and micro investments. Some of the questions that we will explore include:</p> <ul style="list-style-type: none"> <li>•How can the financial sector create better products to cater to micro investments and wealth creation? Is fin-tech the answer?</li> </ul>
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		<ul style="list-style-type: none"> <li>•What kinds of investment instruments are rural women entrepreneurs looking for and do they exist?</li> <li>•Can financial literacy help overcome perceived risks of investments? Are there low costs models to reach women entrepreneurs?</li> <li>•What can governments &amp; regulatory bodies to support wealth creation for rural women?</li> </ul>
11/26/20 19 4:30 PM	WORKSHOP: Taking Technology to Small Holder Farms (Invite Only)	<p>Emerging technologies such as internet of things (IoT), Robotics, Blockchain and Artificial Intelligence (AI) have been identified as important tools for transitioning to precision farming. Such technologies are now helping farmers make informed decisions and automating certain practices based on data, rather than on intuition. They can hence help farmers reduce costs, improve productivity, secure better price realization and reduce vulnerabilities. Precision farming is also considered as a core component of sustainable intensification, i.e., maintaining the capacity of land to produce food and maintain biodiversity. However, most of the data driven technologies are expensive or complicated to use. Hence while uptake is seen amongst progressive farmers, adoption and continued use of such technologies is still limited amongst smallholder farmers. For such technologies to drive inclusive development, there is a need to increase adoption amongst smallholder farmers but how can this be done sustainably?</p>

11/27/20 19 8:30 AM	MASTERCLASS: Building a Fund House (Registration Required)	Aavishkaar Capital is a global pioneer in the impact investing space, and one of the few home-grown Indian fund houses that has a global footprint. It has not only raised progressively larger funds, but has also championed development of an ecosystem.  This Masterclass is curated by them to enhance development of the VC/PE ecosystem through candid conversations, sharing of insights and collective learning to help you in your journey of not only raising funds, but Building a Fund House!
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Ø Hear Partners at Aavishkaar Capital talk about their personal experiences in this entrepreneurial journey along with Founders of Leading Funds across various sizes, sectors and stages of investment.

Ø Tap into the insights of a diverse pool of Limited Partners to fine-tune your strategy, positioning and pitch.

Ø Interact with legal experts and learn how best they can add value.

Who should attend ?

- Founders and Senior Executives of New Funds
- Aspiring Fund Managers
- Mid-Senior Executives of Funds

Topics covered

· Fundamentals of a funds business: What it is and what it's not

· Deep dive into Essentials of Fundraising including Team, Fund Strategy, Pitch & PPM, LP Strategy

· Building a Pipeline and Deal Making, Portfolio Management, Exits, Fund Management

· LP relationship management: Interest alignment, Governance and Transparency

· Regulatory aspects and Emerging Themes

This closed door, breakfast session is open for the first 30 registered participants and will be held on 27th November from 08:30AM to 11:30AM during The Sankalp Global Summit 2019 at Renaissance, Powai, Mumbai.

		<p>Upon registration for this Masterclass, you also get access to a host of exciting sessions and much more spread over 2 days the Sankalp Global Summit 2019!</p>
11/27/20 19 9:59 AM	OPENING PLENARY 2: Impact Investing Across Asia	<p>Asia's emerging markets &amp; developing economies are set to grow at a fast pace. However, in a region where millions of people still struggle with accessing basic needs of food, clothing &amp; shelter - What are some of the critical areas for impact investors to focus on that commercial capital has not reached?</p> <p>This session explores some of the key aspects that impact investors look for in innovative enterprises in the region.</p> <ul style="list-style-type: none"> <li>- Is there a differential in investing in high growth commercial investments &amp; "impact" investments?</li> <li>- Are commercial returns for impact investors a fair ask in these regions?</li> <li>- What are the collaboration opportunities that can be leveraged to build sustainable economies in Asia?</li> </ul>

11/27/20 19 9:59 AM	OPENING PLENARY: "Building a Common Vision": Launch of CAIF at the First CAIF Conclave	<p>Globally, the textile sector is one of the most polluting sectors: 20% of industrial water pollution is due to garment manufacturing globally, 80% of textile waste generated is not recycled and often sent to landfills or incinerated, and 8,1% of global climate pollution can be attributed to textile &amp; apparel industry.</p> <p>With India as a global manufacturing hub and increasing domestic consumption, the pressure on the Indian textile and apparel industry is increasing to move towards more sustainable and circular business practices. With the complex nature of the challenges the sector is facing, there is a need for a pre-competitive collaboration and innovation infrastructure that enables the sector to work together on some of the biggest</p>
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challenges and to shift the industry on a less wasteful and more sustainable pathway.

As a response to the need for systemic initiative driven by the Indian industry, The DOEN Foundation and Aditya Birla Fashion and Retail (ABFRL) in partnership with Intellecap have launched the Circular Apparel Innovation Factory (CAIF), an industry-led platform with the mission to build the capabilities and the ecosystem needed to transition towards a circular textile and apparel industry in South Asia. Since its inception in 2018, CAIF hosted a number of innovation activities and facilitated unusual alliances and collaborations between startups, corporates, and other industry players.

This first CAIF Conclave is bringing together the Indian textile and apparel industry with the objective to build a common vision of the change that is needed to enable a transition to a more sustainable and less wasteful textile and apparel industry in India. The opening plenary will see industry leaders and innovative businesses articulate the need for a vision for a circular fashion industry, and outlines ways to address the key challenges we are facing today. The flow of the plenary includes:

- 10.00am - 10.05am: Welcome Address by Vikas Bali (CEO - Intellecap) & Naresh Tyagi - CSO, ABFRL
- 10.05am - 10.15am: Keynote Address by Ashish Dikshit (MD - Aditya Birla Fashion & Retail Ltd.)
- 10.15am - 10.30am: Formal Launch of CAIF by Stefanie Bauer-Vemuri (Director - CAIF)
- 10.30am - 11.30am: Addressing the Big Questions - Presentations by Industry Stakeholders
- 11.30am - 12.00pm: Closing Remarks & the

		Way Ahead by Punit Lalbhai, Executive Director, Arvind Textiles
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11/27/20 19 10:00 AM	STAKEHOLDER DISCUSSION: Accelerating Himalayan Entrepreneurship and Entrepreneurs	<p>Engage in a group dialogue in World Cafe format where we will be addressing challenges and opportunities in scaling Himalayan Entrepreneurship landscape. The session aims at connecting various dots among economic, social, legal, technological and political factors for Himalayan Entrepreneurs and identifying good capital in the context of sustainability versus growth.</p> <p><b>Session Structure:</b></p> <ul style="list-style-type: none"> <li>- Opening Overview of the Himalayan Entrepreneurship Eco-system   Opportunities &amp; Challenges</li> <li>- Short Presentations from Himalayan Entrepreneurs about their ventures</li> <li>- Round-Table discussions   Growth impetus, impact investment and sustainability vs scale - Closing Remarks</li> </ul> <p>Wellness is a critical topic for us to discuss in the social sector, and many social enterprises do not get started without a certain amount of personal sacrifice on the part of the founders and leaders.</p> <p>These same people are then tasked with solving some of the world's toughest problems in resource constrained environments.</p> <p>We have seen many examples of social entrepreneurship taking its toll on the entrepreneur's mental health to the detriment of the organisation and the cause.</p> <p>This session aims to bring this conversation into the foreground of people's minds and share learnings from entrepreneurs and others across the sector. The objective of this workshop is to have an open discussion on the mental health of entrepreneurs, as well as wellness as a leadership skill.</p> <p>This session will strive to create a safe space</p>

		for all the participants to openly engage with the content which will include real stories and
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		<p>strategies from the Indian and global social enterprise community.</p> <p>Onward resources will be provided for attendees to access post-Sankalp.</p>
11/27/20 19 10:00 AM	WORKSHOP: Human Capital Hiring in the Impact sector (Registration Required)	<p>In this session, social entrepreneurs will learn about different avenues to source the right talent, techniques to gauge the required skills and mindset, and ways to mitigate the challenges around keeping candidates engaged throughout the hiring process.</p>
11/27/20 19 10:00 AM	WORKSHOP: Youth Entrepreneurship & Adolescent Girls	<p>It is widely recognized entrepreneurship programming often begins too late for adolescent girls - when deeply entrenched ideas of what they can and cannot do have already cemented themselves.</p> <p>In this session, we will explore the benefits of exposure for very young adolescent girls (age 10-14, exposure to entrepreneurship pathways outside of the norm), skills for adolescent girls (aged 15-19 soft skills, computer literacy, basic budgeting) and entrepreneurship programming for young women (age 20-24).</p> <p>The key takeaway would be that in order to shift mindsets around the type of work that girls can do the process needs to begin earlier.</p>

11/27/20 19 11:00 AM	<b>OPENING PLENARY:</b> In Conversation With - Good Growth - India's Path to attaining the SDG's & \$5Trillion Economy by 2025	<p>With accelerated private sector and MSME growth, India is projected to be a \$5 trillion economy by 2025. Yet, it is still classified as one the world's most depressed countries. Not just in India but across the world GDP has taken a strong position in every country's priorities since mid-20th century despite its lack of association with quality of life. If not addressed in time, we might be bequeathing the future generation a distressed life mocked with great economic numbers.</p> <p>The current methodology of measuring economic growth not only fails to indicate whether the growth is sustainable, but also fails to account for the costs imposed to human health and negative externalities arising from the consumption of the nation's output. Does the current model need to be restructured to make the economy work for us instead of us working hard to make the economy grow. There is a dire need of taking a leap from growing to thriving.</p> <p>This session highlights some of the huge costs that are at stake with rapid economic growth and will discuss the defining business challenge of the decade.</p>
11/27/20 19 11:30 AM	<b>REPORT LAUNCH:</b> Asia's Girl Leadership Index	<p>"Plan International's forthcoming research on girls in Asia gives insight into key trends and issues that enable empowerment and leadership of adolescent girls and young women across six domains, including economic opportunity. Ahead of the full report's release in early 2020, Plan International will present the key findings and rankings related to economic opportunity along with analysis of the findings and the outcomes of surveys with girls and young women from urban and rural contexts across 19 countries in Asia. This research will help development stakeholders, including entrepreneurs, investors, policy makers, government and government officials to better</p>

		analyze needed investments in this critical
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		demographic” .
11/27/20 19 11:30 AM	Coffee, Tea & Networking	Grab some coffee, tea & head towards day 2 of SANKALP!
11/27/20 19 12:00 PM	A DISCUSSION: Fail Fair - Lessons from Failure	<p>Innovations in the impact entrepreneurship sector will never take place without pushing the boundaries of what is possible. Unfortunately, such attempts are not always successful. Given the prevalent stigma against failure in the entrepreneurship sector, it is imperative to provide safe spaces to allow learning from each other's failure.</p> <p>Join us for a Fail Fair at this year's Sankalp Global Summit. During this session the participants will learn to "Fail forward, fail fast and fail better!".</p> <p>To encourage open and candid dialogue of our experiences with failure, we will make sure there is no recording during the session and ask all participants to adhere to Chatham House Rules.</p>

11/27/20 19 12:00 PM	DEBATE: Faecal Sludge and Septage Management (FSSM) in India – Should the private sector get in?	<p>It is critical to facilitate active engagement between Government bodies and Private sector actors in Faecal Sludge and Septage Management (FSSM) sector in India to enable scale &amp; replication of innovative solutions.</p> <p>This session will present an opportunity to explore the potential for private sector participation in faecal sludge management solutions in India. While the session will present an overall view of the current interventions in faecal sludge management in India, it is primarily structured as a debate about whether there is potential for increased private sector participation in the area of faecal sludge management in India given the market complexities that currently exist. Those who are against the motion are of the belief that the sector can be managed by an extended involvement of government through the</p>
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		deployment of internal resources.
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11/27/20 19 12:00 PM	<b>GATEWAY SERIES:</b> Bangladesh's Booming Startup Ecosystem - An opportunity to invest?	<p>Bangladesh, one of the fastest and consistently growing economies in South Asia is becoming a booming StartUp destination in the watchlist. The increasing foreign investment, rising middle income population and growing tech adaptable young consumers and entrepreneurs are taking this journey to the new height.</p> <p>The early stage startup is a USD 100 bn market in Bangladesh with 3x growth opportunity in next 5 years. In the recent years, ride sharing and logistics solutions have gained traction in the market. Other popular startup categories include FinTech, Software, Web and Mobile Apps, Edu-Tech Health Tech and Digital Marketing. With the active participation of Government, local and international funds, private sector, local and global accelerator, the startup ecosystem in Bangladesh is getting vibrant.</p> <p>This Gateway series provides the broader audience of Sankalp an opportunity to understand better the growing StartUp Ecosystem in Bangladesh. This session will focus on what investors see in Bangladesh and what the enablers in the StartUp Ecosystem are doing to help young startups solve the problem for the community. The session will focus on the innovative solutions that are being implemented in the space of education, technology, healthcare and so on.</p>
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11/27/20 19 12:00 PM	PANEL DISCUSSION: Addressing Air Pollution Challenges through Policy and Financing Interventions	<p>An estimated nine out of ten people across the globe are breathing polluted air, with recent researches indicating that such pollution could be damaging every organ in the human body and increasing the risk of a plethora of health conditions from diabetes to cancer. The levels of most of the pollutants i.e. PM10, PM 2.5, SO2, NOx, CO continue to exceed the National Ambient Air Quality Standards (NAAQS). The Government of India has recently released its National Clean Air Programme (NCAP) which defines the road map in order to curb the rising air pollution. It is a time-bound, national strategy to bring down levels of deadly particle air pollution (PM2.5 and PM10) by 20-30% by 2024 (compared to 2017 levels). However, availability of suitable financing options remains one of the critical barriers to help support policy measures corresponding to pollution control.</p> <p>In the above context, at Sankalp Global Submit 2019 we aim to bring together all the stakeholders to identify and discuss relevant financing mechanisms and the financing ecosystem, to consolidate challenges and opportunities, to engage proactively with stakeholders and also mobilize them to support in curbing air pollution.</p>
11/27/20 19 12:00 PM	PANEL DISCUSSION: Encouraging Early Stage Investors to adopt Gender Lens Investing (GLI)	<p>Piloting gender lens investing through early stage investors could help draw attention to its potential for women's social and economic empowerment.</p> <p>Even though gender lens investing has shown some success in developed countries, there is a need to promote and contextualize the practice for application in developing countries. It is important to encourage investors to use a GLI approach for investments so as to scale businesses that improve access to critical goods and services for women, along with enabling an equitable access to employment and growth opportunities for women across business</p>

		segments, hierarchies and in leadership and board positions. The session, thus aims to
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		discuss ways and means to ensure capital flows to businesses that fit the wider definition of gender lens investing beyond enhancing access to finance women entrepreneurs.
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11/27/20 19 12:00 PM	<p><b>PANEL DISCUSSION:</b></p> <p><b>Neobanking: How are banks gearing up to service the new age customer?</b></p>	<p>The Gen Z and millennial population are actively using mobile phones to research, experiment and acquire services. Their expectation from banking is very different which traditional banks are not equipped to offer. As per reports, three out of four millennials claim they would be more interested in financial services from the GAFA (Google, Amazon, Facebook, Apple) than from their own bank. Are traditional banks then in danger of failing to win these customers over?</p> <p>As the financial landscape is shifting towards customer experience and satisfaction, a gap has developed from what the traditional banks offer to what these customers expect. Moreover, a massive drift in access to financial services is underway, powered by the burgeoning fintech ecosystem in the country. Indian consumers are getting more comfortable making online payments, now more than ever. Now is the right time for banking, digital financial services and mobile data convergence to bridge the gap.</p> <p>A neobank plugs in the gap and leverages technology by having no physical branches and being entirely online. This session will explore the Indian customer's readiness to embrace this new wave of banking and understand perspectives of existing Neobanks as well traditional banks. Some key points that will be discussed:</p> <ul style="list-style-type: none"> <li>- NEO BANKS vs Traditional Banks- Competition or Collaboration?</li> <li>- Neobanking proposition: where do you see this converge 10 years from now?</li> <li>- Is Asia and India an appealing market for Neobanks? What are the drivers to make way for</li> </ul>
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		<p>neo banks?</p> <ul style="list-style-type: none"> <li>- Building trust: Neobanks and challenger banks are on the rise, but will they be able to beat the brand advantage and trust related with traditional banks, will trust still be an important element for the new age customers going forward?</li> </ul>
11/27/20 19 12:00 PM	The Circular Bazaar by CAIF	<p>Throughout the duration of the Sankalp Global Summit, CAIF will have an outdoor bazaar in partnership with Fashion Revolution India, showcasing some of the country's most innovative start-ups, enterprises and brands who are changing the landscape of the fashion industry. With organised walkthroughs and facilitated conversations, the showcase will be an opportunity for some of India's most investable enterprises to connect with the wider industry ecosystem.</p>
11/27/20 19 12:30 PM	First CAIF Governance & Advisory Council Meeting (Invite Only)	<p>At the Conclave, Circular Apparel Innovation Factory will be hosting its first joint Governance Council &amp; Advisory Committee meeting. The objective of the meeting is to take feedback from the morning session and develop a common view on the roadmap for 2020.</p>
11/27/20 19 12:30 PM	SHOWCASE: The Innovator Showcase with Fashion for Good: Solutions from Across the Textile & Apparel Supply Chain [Registration Required]	<p>The Circular Apparel Innovation Factory in collaboration with Fashion for Good will showcase six innovative and disruptive innovators that have the potential to transform the textile and apparel industry to an audience of investors, corporates, and other strategic partners that can help the businesses scale up. The aim of the session is to provide visibility to India's most innovative circular businesses and facilitate strategic collaborations and investments for the six innovators. The session will be followed by a networking lunch.</p>
11/27/20 19 1:00	LUNCH & Networking	Lunch, Networking & time to visit booths

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11/27/20 19 1:30 PM	SHOWCASE: Enterprise Showcase (Invite Only)	<p>What does it take to find scalable solutions to large problems, offering limitless scale possibilities? Passionate entrepreneurs with a drive to find the context-suited solutions, with proprietary tech innovations to ensure scalability of their enterprises.</p> <p>The session is an invite-only showcase of 9 high impact and high growth enterprises, focussing on how they are building scalable, innovative and new age solutions in conventional sectors</p>
11/27/20 19 2:00 PM	FIRESIDE CHAT: Leveraging India's digital infrastructure for better outcomes	<p>India's tremendous progress in delivering financial service to the un/ underserved segment can in large part be attributed to the various pieces of its digital public utility that have been built over the last 15 years.</p> <p>This three –way conversation will:</p> <ul style="list-style-type: none"> <li>· examine how the various components of the infrastructure working together have enabled financial inclusion,</li> <li>· consider the implications of the soon-to-be-operational data sharing component,</li> <li>· debate the opportunities and challenges the infrastructure presents for entrepreneurs to develop solutions with better outcomes for low income/ excluded clients,</li> <li>· explore whether and how this might be replicated in other markets.</li> </ul>

11/27/20 19 2:00 PM	<b>PANEL DISCUSSION:</b> Designing integrated financial and non-financial interventions for women SMEs	<p>Government across emerging countries promote business support and capacity building opportunities through various instruments, however only a handful have a stated focus on women entrepreneurship or are housed in women-focused institutions. Research has indicated that over 70% women entrepreneurs express that they receive no mentorship and believe that there aren't enough platforms for women entrepreneurs in the country. This point to a glaring gap that needs to be filled - potentially by integration of gender lens in incubation and capacity building support provided across public and private sector interventions. To achieve that, it is critical to examine and analyze the social and contextual issues facing women-owned SMEs.</p> <p>Interventions such as the Women Entrepreneurship Platform (WEP), providing free credit ratings, mentorship, funding support, apprenticeships and corporate partnerships to women entrepreneurs are the need of the hour to be able to sustain women-owned businesses.</p> <p>This session aims to start a dialogue with industry stakeholders to work towards instituting non-financial business support interventions for women. The idea is also to help integrate financial and non-financial interventions so as provide a one-stop solution for women-owned SMEs.</p>
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11/27/20 19 2:00 PM	PANEL DISCUSSION: Financing the value chain beyond toilets	This session will shed light on some of the business incentives that can be put in place to improve the business ecosystem and industry initiatives to foster greater support for Sanitation solutions in India. What efforts can be made to address market failures that currently exist? What types of de-risking mechanisms can be instituted for the same? How can capital be made available for innovators and solution providers in the space such that we can make way for new and innovative financing solutions that will fuel advancements in the sector? These are some of
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		the critical questions that this session aims to shed light on.
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11/27/20 19 2:00 PM	PANEL DISCUSSION: Promoting Disaster Risk Resilience Technologies and Innovations	<p>The increased frequency and intensity of extreme weather events warrants an acceleration of disaster risk reduction (DRR) efforts including creation of innovative damage minimizing solutions and technologies. This session will involve participants from Government organizations, innovators, entrepreneurs and technology companies discuss the technologies that are effectively ensuring resilience; what needs to be done to make them more impactful; business model challenges across financial, regulatory and ecosystem dimensions; and how these barriers be addressed through both public and private efforts.</p>
11/27/20 19 2:30 PM	Reverse Pitches: Rapid-fire presentations from India's circular fashion innovation hotbeds	<p>Through a series of elevator pitches, CAIF puts the spotlight on innovations in the pipeline — ideas, experiments, and upcoming solutions that have the potential to address some of the industry's biggest challenges. Participants get the opportunity to interact with some of India's academic institutions, research bodies and labs and other organizations from the circular innovation ecosystem and identify collaboration opportunities.</p>
11/27/20 19 2:30 PM	WORKSHOP (Invite only): Humans of Circularity: Workshopping a new system for positive social impact through circular business models	<p>Nearly 60 million people are employed in India's textile value chain. With fast fashion on the rise, India needs new models to ensure that the textile economy is not only profitable and environmentally sound but also creates positive social impact.</p> <p>Against this background, Circular Apparel Innovation Factory (CAIF) has launched an innovation challenge — The Humans of Circularity Challenge — to seed, engage, and pilot new solutions for business models and systems that are both circular and socially inclusive. As a follow on from this challenge, CAIF is organizing a workshop that brings</p>

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		<p>winners of the challenge along with supply chain actors, practitioners, and innovators to build and prototype a solution.</p> <p>This workshop is not simply a convening; it is an exchange of pioneers aimed to create opportunities for collaborative prototyping and action on the ground: Participants for the workshop are curated through <a href="http://www.circularapparel.co">www.circularapparel.co</a> and will be selected based on their past experiences, ideas, and solutions to create inclusive circular business models. In a fast-paced prototyping session, participants will co-create collaborative prototyping projects that can be taken forward post the workshop and will be supported by CAIF on the route towards implementation.</p> <p>The Workshop is a key activity of CAIF's "Circular Supply Chain Working Group" that has been created to provide a space for discussion, knowledge sharing and collaboration among corporates, brands, manufacturers, suppliers, startups, innovators and solution providers around the question of 'Building a circular supply chain'. The Working Group is focusing on issues that are important to its members and help them to discuss, identify, develop, and test solutions to build a circular supply chain.</p>
11/27/20 19 3:00 PM	Coffee, Tea & Networking	Grab some coffee, tea & connect with people across the summit

11/27/20 19 3:30 PM	MASTER CLASS: Brand building for enterprise growth & impact	<p>The objective of the session is to share insights and tools on integrating brand building for enterprise growth and impact. The session covers on different areas of brand building and how it helps an enterprise in business growth, net promoter score and stakeholder engagement to name a few. We will share examples and case studies to understand the process and impact on enterprise.</p> <p>We will also cover strategic and tactical components of brand building, how to invest in brand building and at what stages of enterprise growth.</p> <p>The session covers exercise to map your organisations' building blocks to understand the brand building process. The interactive session will also host our guest speaker from Omidyar Network illuminating examples and learnings in the sector.</p>
11/27/20 19 3:30 PM	BOOK LAUNCH: Farming Futures: Emerging Social Enterprises in India and PANEL DISCUSSION: Are Social Enterprises in Agriculture the way forward?	<p>This session is to explore the ideas on farming as an enterprise that has been articulated as the key dimension of Government of India's Doubling Farm Income report. The last decade has seen the emergence of many social enterprises that seek to address the challenge of agrarian distress through an entrepreneurial route. How effective have these Social enterprises in agriculture been? What are the growth and management challenges these enterprises face? What has been their experience of attracting 'impact investors' or is there a case for a relook at 'patient capital' through a social stock exchange as suggested by the Finance Minister in her budget speech? How do entrepreneurs balance the social and the commercial goals of the business?</p> <p>These and many other questions would be addressed in this panel discussion through a combination of perspectives from the editors of the volume that has covered 15 case</p>

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		across different regions of India; the enterprises on whom the cases have been written on as well as other actors in the ecosystem – donors, impact investors and reviewers who have studies these enterprises.
11/27/20 19 3:45 PM	Closing the Gaps: An interactive session on circular opportunities across the textile & apparel value chain	In this interactive session, CAIF will provide corporates, manufacturers, innovators, research institutions, labs, accelerators, and support organizations the opportunity to share their current efforts to transition towards a circular textile and apparel industry. The session also provides the opportunity to share challenges participants are facing in the transition process and articulate asks for collaborative industry action. The outcome of the session will be a mapping of the circular apparel ecosystem, opportunities for collaboration and inputs for CAIF's 2020 roadmap, future activities and engagements.
11/27/20 19 4:30 PM	Coffee, Tea & Networking	Grab some coffee, tea. Stay with us for the announcement of the SANKALP Award Winners !
11/27/20 19 5:00 PM	CLOSING PLENARY: Walking the Talk: Sankalp Awards & A Circular Fashion Show	To mark the closing of the 11th Annual Sankalp Global Summit, we are hosting the Sankalp Awards, where 5 innovative and disruptive enterprises will be recognised for their work across sectors, accompanied by a Circular Fashion Show where CAIF will be showcasing sustainable and circular fashion innovations on the runway.  We have chosen an innovative way to wrap up the summit and look forward to you all joining us in celebrating innovators & entrepreneurs who are helping to build a sustainable world!