



# SANKALP WEST AFRICA SUMMIT 2023

JUNE 12-13, ACCRA-GHANA

## POST EVENT REPORT 2023

Presented by:



**intellicap**

AAVISHKAAR GROUP



**SANKALP  
FORUM**

AN INTELLECAP INITIATIVE





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## FROM THE ORGANIZERS

*West Africa is a region with enormous potential for growth and development, but also facing a wide range of shared societal and development challenges. Despite the traditional divide between Anglophone and Francophone West Africa, we share many of the same challenges including poverty, low agricultural productivity, inequality, inadequate access to healthcare and education, climate change and political instability. The region has made significant progress towards achieving the Sustainable Development Goals (SDG's), but much more needs to be done to ensure that everyone has access to basic necessities of life and that economic growth is inclusive, sustainable and resilient.*

*To tackle these issues and achieve the SDGs, entrepreneurs have immense potential to create and scale businesses that are offering innovative products and services to the region's most marginalized population. By having for-profit businesses that create both profit and drive social outcomes, entrepreneurs will change the face of West Africa's development agenda.*

*However, in order for entrepreneurs to succeed, they require an enabling environment where knowledge, capital, and networks abound. Many individual actors are doing their part to support entrepreneurs in both Anglophone and Francophone West Africa: incubators, accelerators, academic institutions, investors, business associations, and policymakers. I've come to appreciate that the right partnerships make so much difference. Each of us needs to work together in partnerships that leverage our complementary strengths, expertise, and resources. By joining forces, we can support these entrepreneurs to unlock new opportunities, drive innovation, and scale their impact in ways that would be impossible for any one organization to achieve alone.*

*The strength of shared goals and collaborations I witnessed at my first Sankalp Africa 2023 Summit in Nairobi unveiled that Sankalp is indeed that missing piece connecting all the players, knowledge, lessons and experiences to drive efforts to make a meaningful difference in our world. Armed with this insight, our first Sankalp West Africa Summit held from 12th -13th June 2023 at the UPSA in Accra was themed 'Unleashing the Power of Partnerships to Scale Impact'. Our goal was to bring together key stakeholders, innovators, investors, and entrepreneurs to catalyze sustainable development in West Africa.*

*At Sankalp we believe that by leveraging our collective impact, we will enable sustainable development approaches through entrepreneurship. This is where the power of partnerships comes in, and it all started at the West Africa Summit where we hosted 80+ speakers, and over 380 participants from 23 countries over 1.5 days of networking, masterclasses, deal rooms, entrepreneur pitches, showcases, panel discussions, unconference-stye agenda and other summit-related activities to*







*explore opportunities for scaling impact in the West African ecosystem. Additionally, we hosted an electronic vehicle test track over the 2 days and wrapped up the event with a sustainable fashion show featuring the creative works of a selection of talented sustainable fashion designers in the region.*

*The Sankalp vibe was truly ignited facilitating meaningful discussions, networking, and collaborations, creating opportunities for impactful investments and partnerships. It is our hope that the outcomes and recommendations from the summit will contribute to the growth of the region's entrepreneurial ecosystem and drive positive social and economic change.*

*We extend our gratitude to all participants, sponsors, speakers, and partners for their valuable contributions in making the summit a memorable and impactful event.*

*We look forward to continued collaboration and building on the momentum generated at the Sankalp West Africa Summit.*

*Warmly,*

**Enam Gbekor**  
**Sankalp West Africa Lead**



## ABOUT SANKALP FORUM

Since its launch in 2009 Sankalp Forum – an Intellectap Initiative – has created an ecosystem of entrepreneurs, investors, corporations, multilateral and policymakers who are committed to furthering the cause of development through entrepreneurship and innovation. Sankalp Forum has grown to become a collaborative network of over 150,000 stakeholders globally through a year-round calendar of initiatives across South Asia, South-East Asia and Sub-Saharan Africa through which we have showcased 2300+ entrepreneurs, through 32 editions, catalyzing USD 800 million in capital.

After successfully catalyzing regional ecosystems in South Asia, South East Asia and in East Africa, for over a decade, the Sankalp team took a dip in the West African ecosystem in July 2022 with its first East-Meets West Event, discovering a sea of potential for making waves of positive change. Riding on the enthusiasm and spirit of collaboration we took a deeper plunge this year with the first Sankalp West Africa Summit in Accra.

This was our 31st event globally, for which we recognized the significance of bridging the historical divide, convening both anglophone and francophone countries in the region to foster unity, understanding and collaboration. To foster partnerships and cultivate an enabling ecosystem, it is crucial to bring together all stakeholders including entrepreneurs, investors, ESOs, foundations, non-profits, academia, and government entities, ensuring their collective efforts converge towards a shared vision of sustainable growth and innovation.

Our goal is to foster partnerships by bringing together all diverse stakeholders both anglo and francophone in the impact ecosystem to create a supportive environment. We recognize the importance of celebrating innovations, deepening collaborations, exploring opportunities, and fostering dialogue on impact investing in the region. This is where the power of partnerships comes in, and it all started at our first Sankalp West Africa Summit.





# SANKALP WEST AFRICA OVERVIEW

The inaugural Sankalp West Africa Summit took place on 12th and 13th June 2023 in Accra, Ghana. The event aimed to bring together key stakeholders, innovators, investors, and entrepreneurs to foster collaboration and drive sustainable development in West Africa. The summit focused on various sectors such as agriculture, climate adaptation and circular economies, renewable energy and technology, health and gender highlighting the region's potential for impactful innovations and investments. This report provides an overview of the summit's key highlights, sessions, and outcomes.

## Key Summit Highlights



**23+**

Countries  
Represented



**380+**

Stakeholders  
Convened



**15+**

Structured  
Agenda Sessions



**156**

Entrepreneurs



**3**

Unconference  
Sessions



**80+**

Speakers



**269+**

Meetings  
Requested





**SANKALP  
WEST AFRICA  
SUMMIT 2023**  
JUNE 12-13, ACCRA-GHANA

**UNLEASHING THE POWER OF  
PARTNERSHIPS TO SCALE IMPACT**

The Global South's Largest Conference on Impact  
Entrepreneurship and Sustainable Development

# SUMMIT OVERVIEW



# ATTENDEE PROFILE OVERVIEW

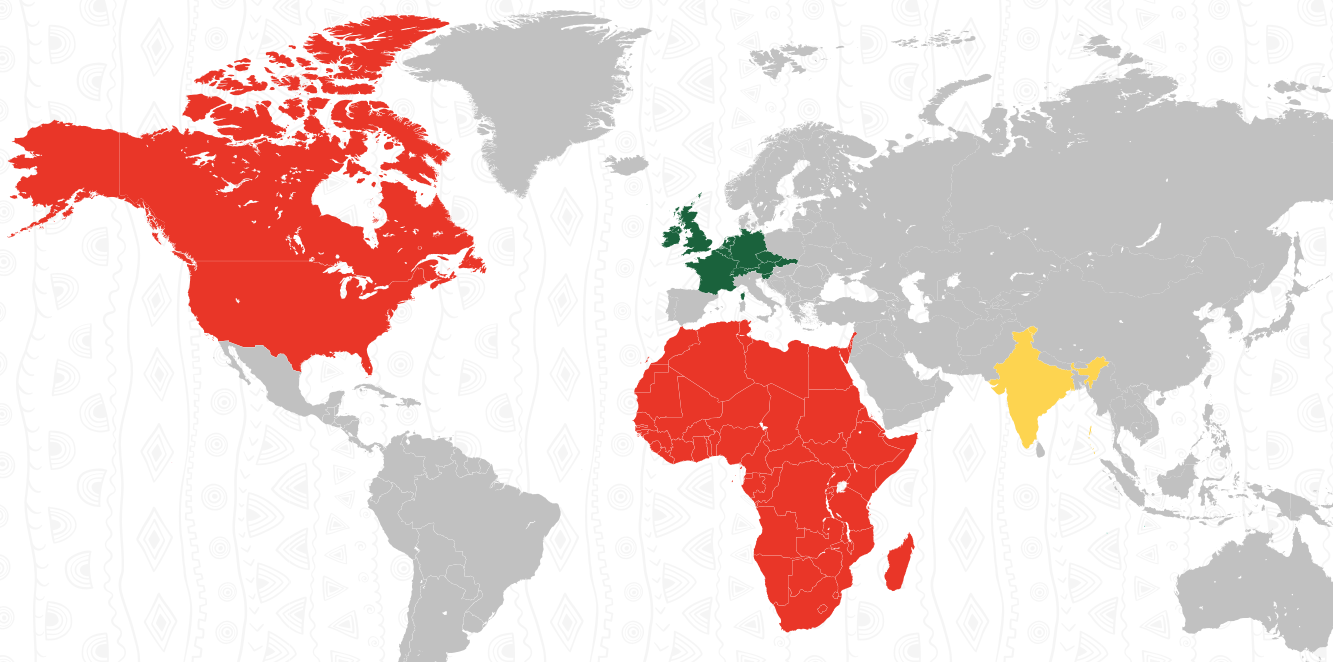
The stakeholder representation remained incredibly diverse with notable participation from entrepreneurs, investors, philanthropists, academic institutions, entrepreneur support organisations, and DFIs representing the most important impact sectors globally.

## Attendee Breakdown





# GEOGRAPHIC REACH



## Attending Countries

	Burkina Faso		Austria
	Canada		Zambia
	Germany		Sierra Leone
	Ghana		Switzerland
	India		Cameroon
	Israel		Ireland
	Kenya		Togo
	Netherlands		Cote d'Ivoire
	Nigeria		Uganda
	Rwanda		South Africa
	United Kingdom		Senegal
	USA		





# HIGHLIGHTS FROM OUR ATTENDEES



“

I have already initiated two business talks which look promising and made ties with a lot of people which I have been able to connect with my network’.

‘This is a powerful platform that holds strong potential to radically improve the entrepreneurial space in West Africa across critical ecosystems. More should be done to share information and amplify the work you do. More people need to be plugged in.

**Isaac Newton Acquah**

National Project Coordinator - Ghana  
International Trade Centre

“

I literally saw our alumni exhibitors and delegates grow in confidence and proactiveness before my own eyes. It was a joy to see the stark difference in their demeanor from Day 1 to Day 2, as the realization dawned upon them of what networking and connecting requires. I saw them pushing past their comfort zone of standing back and waiting to be approached, and stepping out to engage potential clients and investors.

**Dr. Esi E. Sey**

Project Director | Young African Leaders Initiative | Regional Leadership Center, West Africa – Accra

“

The benefits I gained from attending the Summit were multifaceted. I had the chance to connect with industry leaders, entrepreneurs, and investors who are driving impactful change in West Africa. The networking opportunities were invaluable, allowing me to forge new partnerships and explore potential collaborations. I was also delighted to meet other Energy Catalyst cohorts. Additionally, the knowledge shared during the sessions has already started shaping my approach to business and social impact initiatives.

**Michael Nwachukwu**

Africa Lead, Steamaco, Abuja Nigeria







“

My experience in the entrepreneurial landscape has been truly invigorating. Rekindling connections with people I've met earlier and discovering fresh, youth-led initiatives that are breaking new ground has been truly inspiring. One of the standout experiences was my visit to the stands where I could explore innovative mobility bikes. The experience was enlightening and sparked a renewed interest in me. The interactions with various ecosystem organizations, alongside the opportunity to forge new relationships during breakout sessions, added an intriguing layer to the overall experience. The networking opportunities were of exceptional quality, paving the way for an enriching and fruitful professional journey. Overall, it was an exciting confluence of innovation, connection, and discovery

**Barbara Gbolagah-Quaye**

Country Director - Ghana, Pyxera Global



“

What made me enthused was over the years trying to raise funding has been a challenge. Pitching hasn't resulted in any funding however I was able to validate that I am doing the right thing. I am redefining the problem and I have better insight into the flow. I am encouraged that I am on the right track.

**Stanley Smith-Acquah**

CEO Smithfield Agribusiness



“

I learnt a lot from the Summit especially the Entrepreneurs session. I've attended other Summits in West Africa where I've asked myself what I got out of it but in this Summit I actually landed a partner, and 2 weeks later I had an invitation to participate in the She Trade Training. I took cues from the Entrepreneurs Session and I'm now exploring opportunities in Togo and I have started discussions with other YALI Alumni in other countries like The Gambia and Cameroon

**Janet Owusu-Darko**

Co-founder Ram Digital Marketing /  
YALI West Africa Alumni





# MEET THE SPEAKERS



# MEET THE SPEAKERS



**Tommy Oliver Boachie**  
Special Advisor to the  
Minister, Ministry of  
Environment, Science,  
Technology & Innovation



**Alima Sagito**  
Executive Director  
President, SWIDA/  
GhaFFaP



**Amasah Blanskon**  
Manager, Anita Erskine  
Media



**Audrey AKEWA TETEGAN**  
Assistant Manager,  
GreenMax Capital Group



**Bertrand Assamoi**  
Associate Partner,  
Dalberg



**Bernadette Dia Kamgnia**  
Development Consultant,  
CIRES (CAPEC)



**Bibi Ikuemonisan**  
Cofounder, FarmCorps



**Chioma Ogbozor**  
Management Partner,  
AMP Health



**DIANA SIERRA**  
CEO, BE GIRL INC





**Eric Osiakwan**  
MP Chanzo Capital



**Fortune Chuku**  
Research Associate  
Briter Bridges



**Flaubert Mbiekop**  
Senior Program  
Specialist, IDRC



**Francis Owusu**  
Investment Manager  
I&P



**Gabriel Etonga**  
Investment Manager,  
Alphamundi Group



**Sanne Steemers**  
President, Rest of Africa  
AFEX



**Karnika Yadav**  
Partner & Director-Africa,  
Intellicap



**Jonah Yahaya**  
Coo, Simkay Foods  
Limited



**John Nkaw**  
Country Director,  
Action Aid Ghana





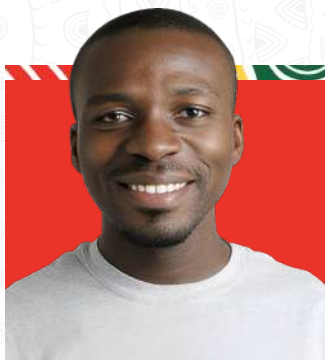
**Kwaku Owusu  
Achaw**  
Business Development  
Director, Shell  
Foundation



**Kofi Atuah**  
Associate Energy  
Catalyst



**Kwesi Korboe**  
CEO, Ghana Incentive-  
Based Risk-Sharing for  
Agricultural Lending  
(GIRSAL)



**Kwame Ababio**  
Cofounder & CEO  
Green Afro-Palms (GAP)



**Lovans Owusu-takyi**  
Chief Executive Officer  
Sustainable Energy  
Technologies Limited



**Nelson Amo**  
CEO & Founder, Innohub  
Innohub



**Michael  
Blankson**  
Programme Lead  
African Health Innovation  
Centre



**Emily Sheldon**  
Co-Founder and CEO,  
African Health Innovation  
Centre



**Odili Nonso**  
Founder and CEO  
Drug-IT





**Paul Belknap**  
Director, Impact Investing  
Miller Center for Social  
Entrepreneurship



**Pramit Banerjee**  
Manager Intelicap  
Advisory Services



**Rosy Fynn**  
Country Director  
Mastercard Foundation



**Saqib Nazir**  
Chief Executive Officer  
Peoples Pension Trust



**Seth-Pharès Gnavo**  
CTO, HubCity



**Sewu-Steve Tawia**  
Managing Partner  
Jaza Rift Ventures



**Siddharth Lulla**  
Principal Intelicap



**Solomon Twum**  
Country Director,  
Reach for Change



**Venkat Kotamaraju**  
Partner and Director,  
CAIF Intelicap Advisory  
Services Private Limited





# SANKALP AWARDS

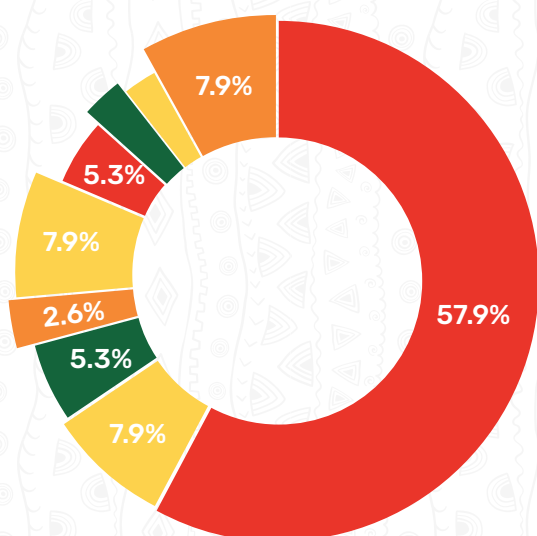


# SANKALP WEST AFRICA AWARDS

Entrepreneurs remain at the core of Sankalp Forum's mission, and each year through the Sankalp Awards, we source, screen, and support high potential enterprises in their capital raising and with global exposure.

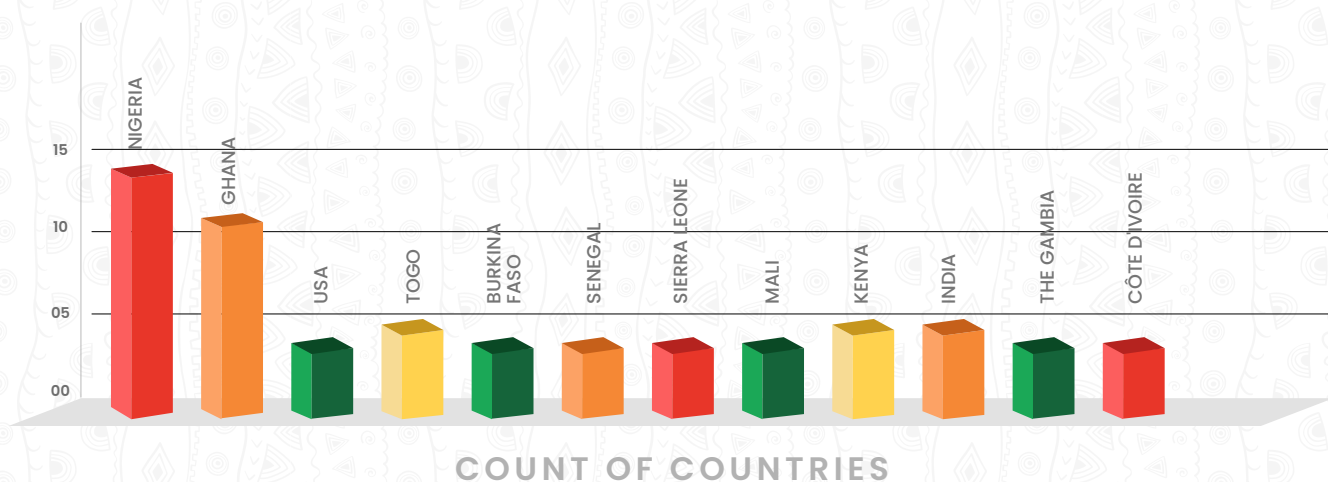
The Sankalp West Africa Awards is an initiative aimed to inspire and create awareness about

innovative solutions addressing pressing social and environmental challenges in West Africa. The Awards is a celebration of outstanding social entrepreneurs and a showcase of innovative and successful businesses that are creating impact while running high-potential businesses in West Africa



Agriculture	57.9%
Health	7.9%
Clean Energy	7.9%
Circular Economies	7.9%
Water Sanitation	5.3%
Education	5.3%
WASH	2.6%
Financial Inclusion	5.3%
Livelihoods	2.6%

Enterprises apply for a chance to showcase their businesses to our network of investors for the chance to secure commercial investment. For the first Edition of the Sankalp West Africa Awards we received 50 applications from impactful enterprises across a range of sectors and geographies around Africa. The Awards which were issued to the top 3 enterprises, also included an Ecosystem Award Category voted for by the public.





This year the winners were four most innovative young entrepreneurs in West Africa whose ideas are well poised to deliver significant impact outcomes whilst solving some of the most complex social issues.



**Kwame Ababio**

Ghana

Website : [www.gapworld.org](http://www.gapworld.org)

Green Afro Palms (GAP) primarily is engaged in the business of oil palm farming and processing, with farmer sensitization aimed at promoting environmentally

**Emeka Nwachinemere**

Nigeria

Website : [www.kitovu.com.ng](http://www.kitovu.com.ng)

Kitovu builds climate smart farming and post harvest infrastructure for smallholder farmers with decision support and access to tools and resources that optimize their productivity and incomes



**Anthony Owusu-Ansah**

Ghana

Website : [www.shaqexpress.com](http://www.shaqexpress.com)

Shaq Express is a tech company, focusing on address the evolving needs and challenges in the e-commerce and logistics industry.

**Ecosystem Award Winner**

**Olivia Onyemaobi**

Ghana

Website : [www.gapworld.org](http://www.gapworld.org)

Pad-Up Creations Ltd manufactures and produces washable and reusable sanitary pads as a sustainable solution for women and girls in Africa.





## Sankalp West Africa Award Finalists

Finalist 1



**Rejoice Usim**

Nigeria

Website: [www.simkaystew.com](http://www.simkaystew.com)

Simkay Foods Limited is an innovative social enterprise working to end postharvest loss and food wastage in Nigeria's food system.

Finalist 2



**Tobi Martins**

Ghana

Website: [www.motito.com](http://www.motito.com)

Motito is increasing affordability and enhancing Financial inclusion in Africa through Buy Now Pay Later (BNPL) targeted at middle-income Africans

Finalist 3



**Lovans Owusu-Takyi**

Ghana

Website: [www.setechghana.com](http://www.setechghana.com)

Sustainable Energy Technologies uses biomass gasification and thermoelectric tech to supply clean energy for cooking and lighting for Rural and Peri-Urban Households.



Finalist 4



### **Biebele Ikuemonisan**

Nigeria

Website: [www.farmcorps.net](http://www.farmcorps.net)

FarmCorps provides smallholder farmers with a bundled product of access to market, finance, high-quality agro-input, insurance and data-driven advisory to increase their production and boost their income

Finalist 5



### **Clifford Hoglonou**

Togo

Website: [www.alcofordcorporation.bitrix24.site/](http://www.alcofordcorporation.bitrix24.site/)

Alcoford Corporation is specialized in converting cassava and post-harvest-losses into ethanol through intervention of multilevel distillation technology helping women-farmers earn-better.

Finalist 6



### **Nonso Odili**

Nigeria

Website: [www.drug-it.com](http://www.drug-it.com)

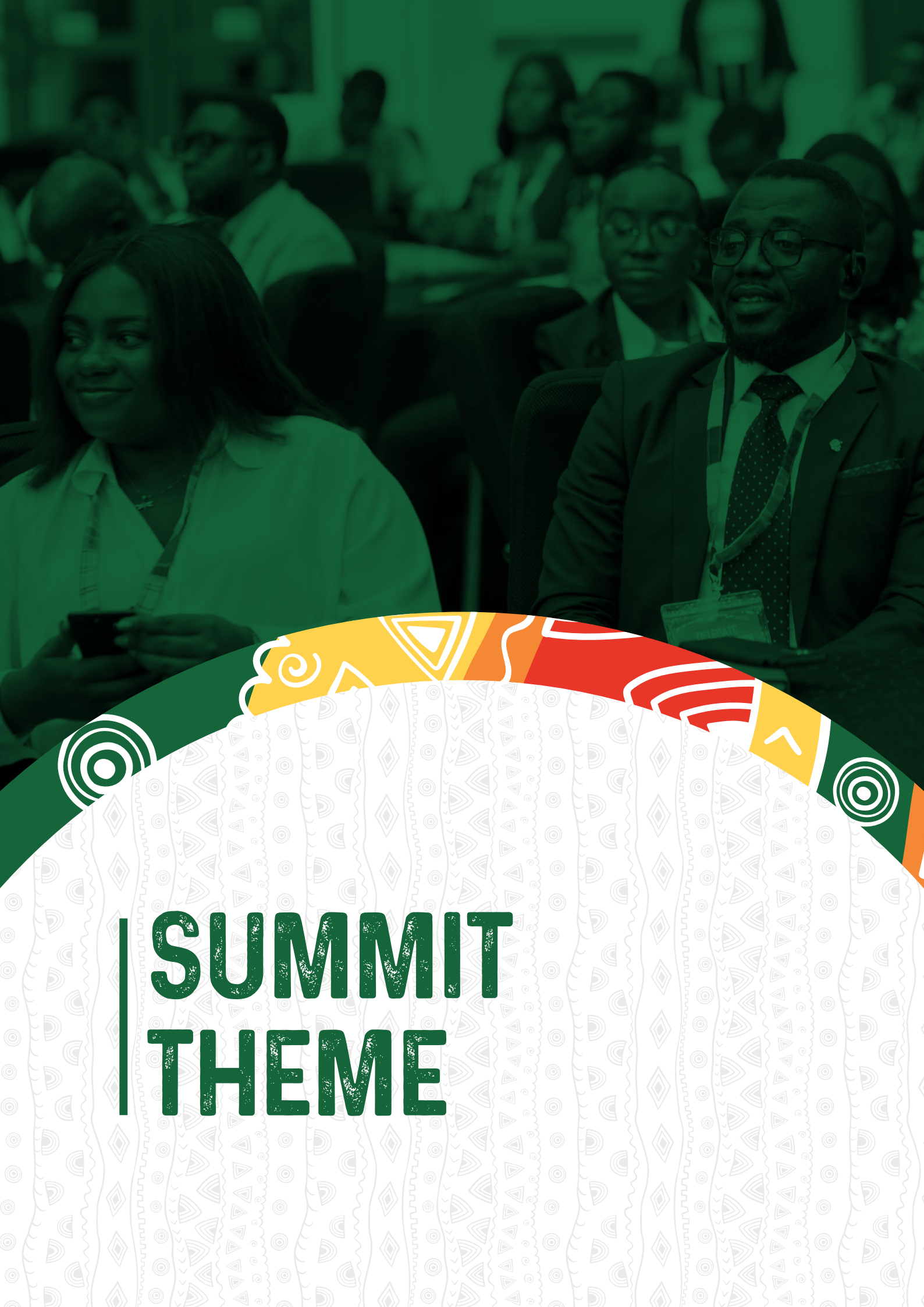
Drug-IT is a licensed health-tech pharmaceutical distribution company leveraging cutting-edge tech to streamline the pharmaceutical supply chain, eliminate inefficiencies, and democratize access to medicines in Africa



# WINNERS SNAPSHOTS







# SUMMIT THEME





## THEME OF THE SUMMIT

### Unleashing the power of partnerships to scale impact

West Africa is a region with enormous potential for growth and development, but also facing a wide range of shared societal and development challenges.

Anglophone and Francophone West Africa share many of the same challenges including poverty, low agricultural productivity, inequality, inadequate access to healthcare and education, climate change and political instability. The region has made significant progress towards achieving the Sustainable Development Goals (SDG's), but much more needs to be done to ensure that everyone has access to basic necessities of life and that economic growth is inclusive, sustainable and resilient.

To tackle these issues and achieve the SDGs, entrepreneurs have immense potential to create and scale businesses that are offering innovative products and services to the region's most marginalized population. By having for-profit businesses that create both profit and drive social outcomes, entrepreneurs will change the face of West Africa's development agenda.

However, entrepreneurs are not alone in this journey. In order for them to succeed, they require an enabling environment where knowledge, capital, and networks abound. Many individual actors are doing their part to support entrepreneurs in both Anglophone and Francophone West Africa: incubators, accelerators, academic institutions, investors, business associations, and policymakers. No single institution can create the healthy ecosystem that entrepreneurs need to thrive. Each of us needs to work together in partnerships that leverage our complementary strengths, expertise, and resources. By joining forces, we can support these entrepreneurs to unlock new opportunities, drive innovation, and scale their impact in ways that would be impossible for any one organization to achieve alone. Just like the old adage says, "It takes a village to raise a child," we believe that "It takes an ecosystem to build a successful entrepreneur." By leveraging our collective impact, we will enable sustainable development approaches through entrepreneurship. This is Unleashing the Power of Partnerships, and it starts at the Sankalp West Africa Summit.



## Theme highlights



Providing a platform where entrepreneurs can further share their experiences, perspectives, and knowledge. By sharing their expertise, they can learn from each other and develop more effective solutions to shared problems.



Providing an enabling platform for entrepreneurs, investors, entrepreneur support organizations, and development partners and researchers to come together, and collaborate on research and development to create new products, services and technologies that address shared challenges.



Facilitating linkages for entrepreneurs to co-create new business models that enable them to scale their impact more rapidly and sustainably.



Bringing key stakeholders within the ecosystem together, to enable pooling of financial and human resources to achieve economies of scale and maximise their impact



Creating opportunities for entrepreneurs to drive impact at scale by working together across language barriers and geographic borders.

As the region continues to grow and develop, partnerships between entrepreneurs, development organisations, other ecosystem enablers, governments, research organisations and financing institutions will become increasingly important in fueling inclusive and sustainable economic growth.







# SUMMIT AGENDA



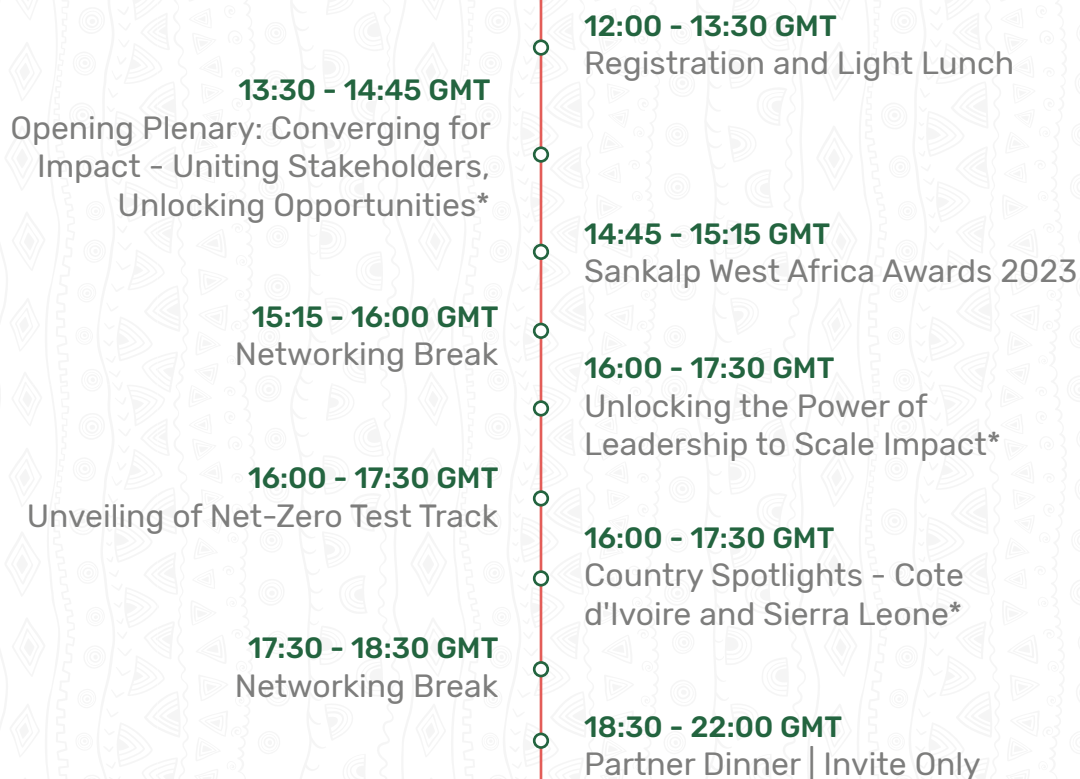
# THE AGENDA

The summit commenced with an opening ceremony featuring speakers and representatives from government, private sector organizations, and international development agencies. The speakers emphasized the importance of fostering entrepreneurship, innovation, and collaboration to drive inclusive and sustainable economic growth in West Africa.

## Agenda Overview

Panel discussions and keynote sessions were held, covering a wide range of topics related to collaboration and partnerships, inclusive-development, innovation, impact investing, and sustainable development. Notable speakers from the private sector, academia, and development organizations shared insights and experiences, highlighting best practices and opportunities for collaboration.

**12**  
**JUNE**  
**2023**





**13**  
**JUNE**  
**2023**

**10:00-10:45 GMT**

Circular Horizons: Exploring the Sustainable Future of West Africa's Economy\*

**11:00 - 18:00 GMT**

Net-Zero Test Track

**11:30-13:00 GMT**

Unlocking Opportunities for Regenerative Agriculture: Innovations and Investments in West Africa\*

**11:30-13:00 GMT**

Climate Deal Room | Invite Only

**14:00-15:30 GMT**

I'm Still Standing – Elton John\*

**14:00-15:30 GMT**

Circular Roadmapping for Western Africa: Let's Generate Actionable Solutions

**15:30-16:00 GMT**

Networking Break

**16:00-17:30 GMT**

Scaling-up Productive Use of Solar Energy in West Africa

**17:30-18:00 GMT**

Networking Break, Networking

**20:00-21:00 GMT**

Networking Break, Networking

**08:00-10:00 GMT**

#WomenatSankalp : Unleashing the Power Within | Invite Only

**10:45 - 11:30 GMT**

Networking Break

**11:30 - 13:00 GMT**

Startup Fundraising Reality Check: Am I Chasing the Wrong Investors?

**11:30-13:00 GMT**

Fostering Women and Youth Economic Empowerment: Unleashing the Power of the Private Sector\*

**13:00-14:00 GMT**

Networking over Lunch

**14:00-15:30 GMT**

Adopting cheaper alternatives: What are we still waiting for?\*

**14:00-15:30 GMT**

Entrepreneur Showcase

**16:00-17:30 GMT**

Digitized health care: There's no time like the present!

**16:00-17:30 GMT**

The Currency Conundrum: Finding Common Ground between Entrepreneurs and Investors\*

**13:00-14:00 GMT**

Sustainable Fashion Show | Sankofa Threads: Where Sustainability Meets Style\*



# DAY 1 - MAIN STAGE

## Opening Plenary: Converging for Impact - Uniting Stakeholders Unlocking Opportunities

To foster partnerships and cultivate an enabling ecosystem, it is crucial to bring together all stakeholders including entrepreneurs, investors, ESOs, foundations, non-profits, academia, and government entities, ensuring their collective efforts converge towards a shared vision of sustainable growth and innovation.

### Key Insights

- **Partnerships as a Catalyst for Trailblazing Policy Making:** Amidst the shifting tides of progress, partnership emerges as the driving force behind visionary policy making.
- **Partnerships as a force for resilience:** Through collaborative efforts, innovative solutions emerge, supporting entrepreneurs in revitalizing economies, creating jobs, and building a brighter future.
- **Crossing Boundaries: Bridging the Literacy Gap in Entrepreneurship:** In the pursuit of inclusivity, partnership becomes the catalyst for bridging the gap between the literate and illiterate. By embracing innovative mediums and tailored approaches, entrepreneurs harness the power of technology and education to empower individuals from diverse backgrounds.
- **Empowering Women Founders:** Within this landscape, women founders emerge as the unsung heroines of entrepreneurship. Partnership becomes the driving force behind their empowerment, breaking down barriers and leveling the playing field.
- **Partnership:** Unleashing the Surge of Investment: In the grand tapestry of entrepreneurship, partnership emerges as the catalyst that accelerates investment.

### Speakers



**Yakama Jones**  
Doctor of Philosophy in Finance and Economics



**Kwesi Korboe**  
CEO  
Ghana Incentive-based Risk Sharing System for Agricultural Lending (GIRSAL)



**Carol Annang**  
CEO  
Managing Director for New Times Corporations



# DAY1-HIGHLIGHTS





## DAY 2 - MAIN STAGE

### Circular Horizons: Exploring the Sustainable Future of West Africa's Economy

This session delved into the Circular Economy landscape in West Africa, emphasizing the pressing policy priorities and interventions needed for a successful transition. Critical gaps in knowledge, policy/regulations, financing, and stakeholder engagement hinder West Africa's journey towards circularity were noted with discussions on methods to resolve challenges and accelerate movement in this sector.

Businesses and industries play a crucial role in driving the transition towards a circular economy. They have the power to implement sustainable practices, optimize resource use, and foster innovation. By adopting circular business models, companies can reduce waste, enhance resource efficiency, and contribute to the overall resilience of the region's economy.

Industries such as renewable energy, waste management, sustainable agriculture, and green manufacturing hold significant potential for innovation and investment.

#### Key Insights

- With its natural wealth, West Africa has the potential to convert resources into infrastructure, human capital, and institutional strength.
- In addition to innovations in climate action, circularity presents a powerful solution to address several pressing climate challenges in the region. Implementing circular practices such as extended producer responsibility, product redesign, and efficient
- Recycling systems can help reduce the carbon footprint associated with waste management.
- Adopting circular strategies in agriculture and forestry sectors, such as organic farming, agroforestry, and responsible sourcing, can reduce greenhouse gas emissions, enhance carbon sequestration, and safeguard ecosystems.
- To accelerate the transition to a circular economy in West Africa, key interventions are necessary: Fostering collaboration among stakeholders to avoid duplication of efforts and promote knowledge sharing; Capacity building and entrepreneurial support to scale up their innovations; and Investments in appropriate technology and infrastructure are vital to enable circular processes

#### Speakers



**Venkat  
Kotamaraju**  
CAIF, Intelicap  
Advisory Services Ltd,  
India



**Oliver Boachi**  
Ministry of Environment  
Science Technology  
and Innovation (MESTI,  
Ghana)



**Kwame Asamoah  
Mensa-Yawson**  
NPAP, Ghana



**Abena Asomaning**  
Africa Environmental  
Sanitation Consult  
(AESC)



# DAY 2 - HIGHLIGHTS





# KEY FOCUS AREAS



## Impact Investing

- The Currency Conundrum: Finding Common Ground between Entrepreneurs and Investors
- Country Spotlights on Cote d'Ivoire, Sierra Leone, Senegal and Togo
- Enterprise Showcase

## Enterprise Support & Enterprise Masterclasses

- Unlocking the power of leadership to scale impact
- Startup fundraising reality check: Am I chasing the wrong investors?
- I am still standing Workshop



## Circular Economies

- Circular Horizons – Exploring the Sustainable future of West Africa's economy
- Circular Road mapping for Western Africa: Let's generate actionable solutions

## Gender & Livelihoods

- Fostering Women and Youth Economic Empowerment: Unleashing the power of the private sector
- Women at Sankalp: Unleashing the Power Within



## Clean Energy & Climate Change

- Scaling up productive use of solar energy in West Africa
- Adopting cheaper alternatives: What are we still waiting for?
- Climate Deal Room
- Net Zero Test Track Launch

## Agriculture

- Unlocking opportunities for regenerative agriculture: Innovations and Investments in West Africa



## Healthcare & Sanitation

- Digitalized healthcare: There's no time like the present!

These workshops and Sessions provided a platform for in-depth discussions, knowledge sharing, and networking among participants with expertise and interest in specific sectors.





# KEY SUMMIT HIGHLIGHTS



# SUMMIT HIGHLIGHTS AT SANKALP

## Women at Sankalp

Themed “Unleashing the Power Within” this first Sankalp West Africa’s #WomenAtSankalp women-exclusive event brought together exceptional women leaders to connect, build powerful networks, collaborate, and engage in stimulating discussions about the challenges they face.

Recognizing the unlimited power of women as change agents, this event fostered an atmosphere of resilience whilst facilitating deep connections among extraordinary networking, employing the power of art to guide attendees on a journey of self-reflection, amplifying their understanding of women’s instrumental role in societal evolution.

Participants explored their innate power through art and building connections leaving the event invigorated by their creativity, unlocking a wellspring of inspiration!



## Net Zero Test Track

With a spotlight on electromobility in Ghana, the race is on to overcome hurdles like high acquisition costs, scant charging stations, and elusive financing options. Siemens Stiftung, in collaboration with The Impact Hub Accra, is powering up the revolution, championing the cause for electric vehicles, and fostering sustainable production in Ghana.

Attendees experienced the thrill of a variety of electric mobility solutions built by Ghanaian enterprises on the test track, representing our shared commitment to a sustainable Ghana.

This wasn’t just a ride but an exhilarating acceleration towards a future where we plug into sustainability and ride the wave of change.



## Country Spotlights



Togo



Sierra Leone



Côte D'Ivoire



Senegal

The Sankalp West Africa Summit 2023 on June 12-13th in Accra, Ghana, provided a platform that brought together both the Francophone and Anglophone countries in a celebration of innovation and collaborative growth. The focus was on Togo, Senegal, Côte D'Ivoire, and Sierra Leone. These countries, each with their unique strengths and opportunities, presented compelling narratives that attracted investor interest.

The Spotlight for Cote d'Ivoire was represented by Fortune Chuku from Briter Bridges, Bernadette Dia and Ivy Appiah and moderated by Solomon from Reach for Change

The Spotlight for Sierra Leone was represented by Yakama Jones , Velache Coker and moderated by Mathias from Pangera Global Ventures

The Spotlight for Senegal was represented by Fortune Chuku from Briter Bridges

The Spotlight for Togo was represented by Seth-Pharès Gnavo, Audrey A. Tetegan from Greenmax, Pito from YALI and Clifford from Alcoford Corporation

## Unlocking the Power of Leadership to Scale Impact- Launch BY Sankalp Forum, KDVI AND Coaching For Impact



At the Sankalp West Africa Summit 2023 on June 12-13th in Accra, Ghana we launched a new coaching ecosystem for social entrepreneurs through a session jointly hosted by Sankalp Forum along with KDVI, a consulting firm that specializes in organizational development and transformation, and Coaching for Impact, a leadership advisory firm focusing on the impact space.

The three have teamed up to catalyze the coaching industry for social enterprises, beginning in Sub-Saharan Africa. Executive coaching helps impact leaders make better decisions, reflect on their objectives, and drive performance. However, few social enterprises have access to high-quality coaching at a price they can afford. The programme will focus on training coaches that serve social entrepreneurs, and building a platform that connects social enterprise and coaches. Rather than focusing on technical skills such as accounting or marketing, executive coaching gives social entrepreneurs an opportunity to reflect on their deep-seated leadership challenges and chart a path to individual and organizational growth. The programme, which was delivered free of charge and run by highly qualified KDVI coaches, served as a pilot to identify the needs of social entrepreneurs.

If you are a social entrepreneur interested in coaching, a budding coach with an interest in the social enterprise world, or a funder in this space, please [register your interest here](#)



## Miller Center Happy Hour



## Networking and Exhibitions





# OUR PARTNERS

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Group**



**intellectap**  
AAVISHKAAR GROUP



**SANKALP  
FORUM**  
AN INTELLECTAP INITIATIVE

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# **| PARTNER HIGHLIGHTS**



# UNVEILING OF NET-ZERO TEST TRACK

## Net Zero Test Track Session: Electromobility in Ghana

The Government of Ghana is ambitiously charting a sustainable course for the nation, having committed to a 15% reduction in national CO2 emissions by 2030. Electromobility stands out as a pivotal aspect of this green transition. The journey is riddled with challenges such as high acquisition costs of electric vehicles, limited charging infrastructure, and the intricacies of financial backing.

However, leading the electrification crusade is Impact Hub Accra, in close partnership with Siemens Stiftung. Together, they aim to reshape the transportation landscape by endorsing electric vehicles and promoting environmentally friendly production methodologies in Ghana.

Participants of the Sankalp West Africa Summit 2023 had the unique opportunity to delve deep into the world of electric mobility. They could engage with the Net Zero Test Track—a platform that was not just a demonstration but a manifestation of the shared aspirations for a greener tomorrow. This test track offered attendees a tangible experience of electric mobility, showcasing the innovations spearheaded by enterprising Ghanaian organizations.

These trailblazing enterprises proudly displayed a variety of state-of-the-art electric vehicles, marking the dawn of a new, sustainable era of transportation. The dynamic test track provided an arena for attendees to engage with and understand the marvels of contemporary mobility solutions. Guided by the enthusiasm and expertise of the participating enterprises, they were given an inside look into the cutting-edge advancements in mobility.

In summary, the Net Zero Test Track session at the Sankalp West Africa Summit 2023 was more than just an event—it was an embodiment of the collective drive towards a sustainable, electrifying future for Ghana.





## SESSION PANELISTS



**Pramit Banerjee**  
Moderator - Manager  
Intelcap Advisory  
Services



**Sebastian Gruss**  
Project Manager E-Mobility  
Siemens Stiftung



**Doris Edem Agbevivi**  
Project Coordinator  
Drive Electric Initiative  
(Energy Commission, Ghana)



**kelechi Ofoegbu**  
Co-Founder  
Impact Hub Accra





## #WOMEN AT SANKALP

Recognizing the unparalleled potential and dynamism of women, the Sankalp Forum has, over the past four years, curated the #WomenAtSankalp sessions. These gatherings offer a space for outstanding women leaders to converge, share, and empower one another. The recent session in June has elevated this tradition even further.

Held under the compelling theme “It’s Time to Woman Up!”, the session acknowledged the pressing need for women leaders to step into their roles as pivotal change agents in our contemporary world. We were privileged to curate an atmosphere where attendees could immerse themselves in an environment of empowerment and camaraderie, all while enjoying a delightful breakfast.

The session was not merely about networking but delved deeper into introspective exploration, leveraging the evocative power of art. Participants embarked on a journey of self-reflection, probing the depths of their thoughts and aligning with the essence of the theme.

Key takeaways from this transformative event included:

- **Authentic Leadership:** Emphasizing the value of authentic leadership, the session inspired attendees to embrace and project their genuine leadership styles.
- **Fostering Connections:** It provided an opportunity to cultivate profound, lasting connections with peers, shaping a supportive community of progressive women leaders.
- **Learning from the Best:** Participants gleaned invaluable insights from distinguished women leaders who, against all odds, have broken through barriers and set commendable benchmarks in their respective fields.
- **In essence, #WomenatSankalp 2023** was a clarion call for women to acknowledge their inherent power, wear their crowns with pride, and etch lasting impressions in their spheres of influence. We are honored to have been a part of this monumental journey, celebrating the relentless spirit of women.





# FOSTERING WOMEN AND YOUTH ECONOMIC EMPOWERMENT: UNLEASHING THE POWER OF THE PRIVATE SECTOR

In the realm of sustainable development, inclusive business models are paramount. They fortify the private sector's role in realizing the Sustainable Development Goals (SDGs) by seamlessly bridging the objectives of both business and developmental policy surrounding the SDG agenda.

Rather than merely philanthropic gestures, inclusive business models are ventures that actively incorporate low-income communities within their value chains. These communities find roles as customers, suppliers, retailers, and distributors. Characterized by their potential impact, scalability, measurability, and replicability, these ventures exemplify a progressive approach to business, transcending traditional norms.

The role of inclusive business practices is multifaceted. They act as catalysts for economic growth and employment, whilst also being crucibles for technological and innovative advancements. Their strategic alignment with the SDGs, especially SDG 5 (gender equality) and SDG 8 (decent work and economic growth), accentuates their significance. Moreover, the SDGs offer businesses a unique framework to align their strategic goals with global developmental priorities.

During this session, we convened experts from various parts of the region. Their collective wisdom illuminated the path to nurturing inclusive business practices in Africa. The discourse was enriched by insights derived from research sponsored by IDRC, complemented by firsthand experiences shared by business leaders.





## SESSION PANELISTS



**Flaubert Mbiekop**  
Senior Program Specialist  
International Development  
Research Centre - IDRC



**Karnika Yadav**  
Partner & Director-Africa  
Intellicap



**Prof. Bernadette Dia Kamgnia**  
Development Consultant  
Consultant in International  
Development, Associate Researcher at  
the Economic Policy Analysis Unit of  
CIRES (CAPEC)



**John Nkaw**  
Country Director  
Action Aid Ghana



**Awurama Kena-Asiedu**  
CEO  
Ramafrigue



**Nelson Amo**  
CEO & Founder  
Innohub





**Miller Center**  
for Social Entrepreneurship

# STARTUP FUNDRAISING REALITY CHECK: AM I CHASING THE WRONG INVESTORS?

In the intricate landscape of startup financing, understanding the appropriate funding avenues is essential. Determining the right type of investment, whether it's grants, debt, equity, or a hybrid, and accurately gauging the capital requirement can be the determining factors in a startup's trajectory. Misalignments in these areas can lead to pursuing unsuitable investors.

This intensive workshop was structured to empower participants with the tools to discern the optimal form and amount of impact capital that resonates with their enterprise's objectives. The primary goal was to ensure startups pivot their efforts towards suitable investors, armed with a compelling and well-structured funding proposition.

Over the course of 90 minutes, participants were engaged in activities to:

- **Assess Capital Needs:** Recognize the precise amount and blend of capital required to elevate their enterprise.
- **Grasp Investment Fundamentals:** Understand the core elements of a structured and coherent investment request.
- **Craft a Compelling Proposition:** Develop and hone a tailored, defensible funding pitch specifically designed for their target investors.

By the culmination of this workshop, attendees were equipped with a cogent funding proposal, bolstering their confidence and readiness for future investor engagements.

## SESSION PANELISTS



**Gabriel Etonga**  
Investment Manager  
Alphamundi Group



**Paul Belknap**  
Director, Impact Investing  
Miller Center for Social  
Entrepreneurship





## ENERGY CATALYST

# ADOPTING CHEAPER ALTERNATIVES: WHAT ARE WE STILL WAITING FOR?

In today's dynamic landscape, it's evident that innovative alternatives to traditional diesel generators are emerging. Spearheaded by SMEs and entrepreneurial visionaries, these novel solutions present a more cost-effective approach compared to the conventional diesel generators. Yet, the continued reliance on older technologies persists in the West African markets.

This session delved deep into understanding the barriers and challenges that hinder the adoption of these groundbreaking innovations. The discourse further shed light on the budding opportunities within the market, highlighting potential gaps that entrepreneurs can address. Moreover, the conversation steered towards actionable insights on how enterprises can be bolstered through both capital infusion and holistic business development.

We were privileged to host this session in close collaboration with Energy Catalyst, further enriching the dialogue with their expertise and insights.

## SESSION PANELISTS



**Paul Kamoga**  
General Manager  
Aptech Africa



**Michael Nwachukwu**  
Africa Lead  
Steamaco



**Gabriel Etonga**  
Investment Manager  
Alphamundi Group



**Kofi Atuah**  
Associate  
Energy Catalyst



**Marina Dede K. Agortimevor**  
Energy & Climate Consultant, CWEEL  
Ghana- Lead, RE Advocate, Technical  
Energy Advisor - GIZ Ghana



**Lesley Arthur**  
CEO  
Cubica Energy





**VISA**  
Foundation

**WEST AFRICA  
SUMMIT 2023**

**JUNE 14-15, 2023 ACCRA-GHANA**

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# SHOWCASING SUSTAINABLE FASHION



# SUSTAINABLE FASHION SHOW SANKOFA THREADS - IN COLLABORATION WITH ACCRA FASHION WEEK

Sankofa Threads embraced the profound essence of the West African concept of “Sankofa,” beckoning us to learn from the past as we forge an extraordinary future. This extraordinary showcase of sustainable fashion talent drew its inspiration from the rich cultural heritage of West Africa. Designs were vibrant and bold combinations of traditional textiles, patterns, upcycling and recycling of pieces put together in impeccable craftsmanship unique to the region.

A fashion extravaganza like no other, “Sankofa Threads” was an exhilarating journey through the mesmerizing beauty of West African textiles and designs. The show was truly an inspiration to make conscious fashion choices!





## Featured Designers

### Mikoko + Kevin

"Mikoko Deluxe is a resort and luxury fashion brand founded by Millicent Tamakloe in 2017. It brings authentic creative pieces satisfying the basic needs of style and comfort for all sizes and shapes of women. The fashion label works with colours artistically to reflect its tropical brand for its clients all whilst ensuring quality, sustainable and durable fabrics are used for the longevity of its designs."




### Elashie Boji

"Elashie Boji is a sustainable fashion brand founded by Elisha Ofori Bamfo. His fashion label uses recycled waste plastics and rubber to create and design unique items including bags and clothing"

### Victoria Grace

"Victoria Grace is a fashion brand founded by Jennifer Ronne. Her label uses recycled or upcycled materials to bring style and flair into the brand designs"




### Ekua Addo

"Ekua Addo is a fashion brand founded by Ekua Addo. Ekuaaddo is an Afrocentric and pluricultural fabric company that creates ready to wear and alternative style garments and accessories"

### Tabou Co

"Tabou is a fashion brand founded by Nadia Eman Ibrahim. Tabou proudly utilizes factory ends to create designs, reducing waste and giving new life to materials. Designed with tailored lines and fluid silhouettes, the collection captures the duality of transformation"




### David Boydoe

"Boye is a fashion brand founded by David Boye-doe. The brand is deeply rooted in ideas of deconstruction, reconstruction, and sustainability of denim clothing. The aesthetic is an eclectic blend of tradition, confidence, and speculative fashion"



# OPPORTUNITIES STEMMING FROM THE SUMMIT

- Establish a post-summit platform or community to facilitate ongoing engagement, knowledge sharing e.g. on policies that impact entrepreneurs across various sectors, and collaboration e.g. an impact showcase, where impactful initiatives and projects from the region are shared/ highlighted.
- Opportunities to support the growth of innovative startups and social enterprises by exploring ways to improve entrepreneur access to finance and collaboration between investors, financial institutions and development agencies to bridge the funding gap for early-stage ventures
- Opportunities exist to further strengthen entrepreneurship and innovation ecosystems through capacity-building initiatives particularly around policy and regulatory support, as well as entrepreneur support initiatives.
- The need to refine the entrepreneur products – reword product development and marketing- soft skills gap. Networking 101 session for the entrepreneurs, how to pitch

## CATALYZING COLLABORATIONS FOR ENTREPRENEUR-LED DEVELOPMENT IN WEST AFRICA



Creating a unique entrepreneur-centric platform to drive the SDGs



Providing better connections, opportunities for learning, and platforms for exchange across West Africa and the rest of the world



Stitching together both anglophone and francophone experiences through exploring common challenges, and unique opportunities



# WHAT'S NEXT

## Upcoming Sankalp Summits

### Sankalp Global Summit

19th October 2023,  
Mumbai, India



### Sankalp West Africa Summit

Summer of 2024

### Sankalp Africa Summit

28-29th February 2024, Nairobi, Kenya



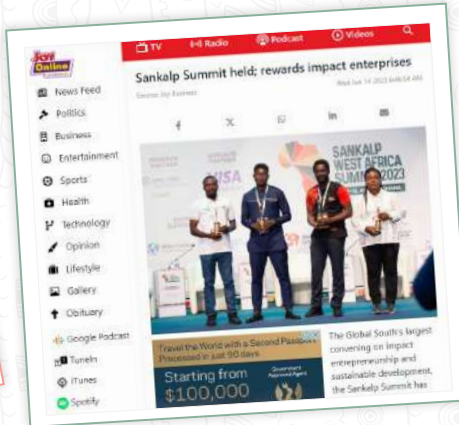


# MEDIA COVERAGE

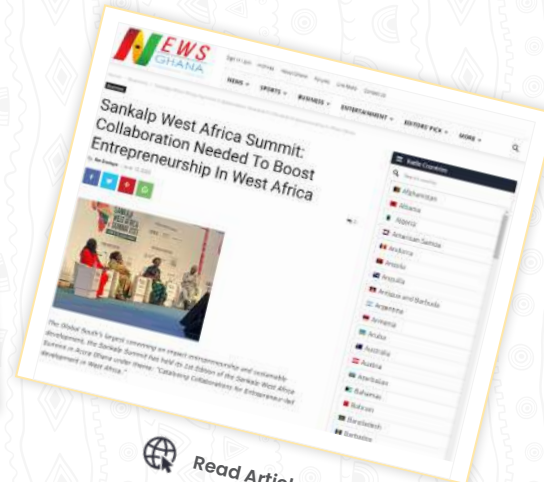
Sankalp West Africa Summit garnered media coverage via a press conference featuring the Sankalp West Africa Award Winners. The media activities around the summit were covered by 2 TV Stations and published in 5 newspapers. There were also 19 online publications and 9 social media posts.



 Read Article



 Read Article



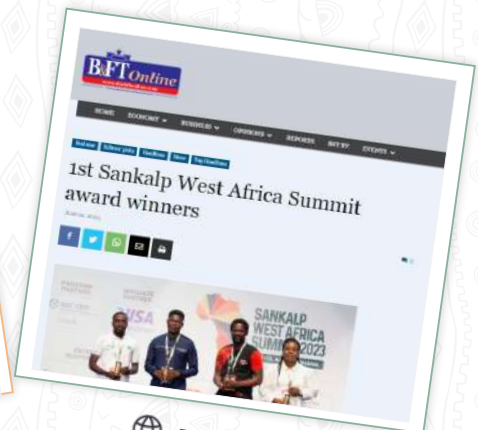
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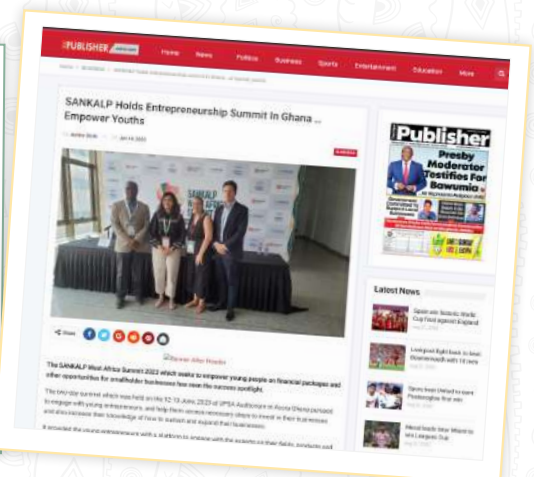
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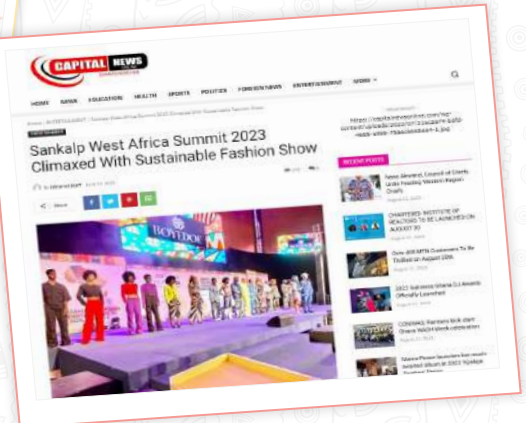




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Media  
Articles



Media  
Journalists





# THANK YOU

This summit was a true testament to the power of collaboration, innovation and the unwavering commitment to fostering positive change in West Africa. We are most grateful to all our esteemed partners, speakers, entrepreneurs and participants. Your invaluable support, financial and intellectual contributions enabled have set the stage for a future filled with endless possibilities.

# CONTACT US



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**Margaret Nakunza**  
Communications Lead  
[margaret.nakunza@intellectap.net](mailto:margaret.nakunza@intellectap.net)



# ANNEXURE

## Organizations at Sankalp

### Attending Organizations

#### ORGANIZATIONS

1957news
2kfotoz
Accra Fashion Week
Achiever Foods Ltd
Action Aid Ghana
Acumen Resilient Agriculture Fund
Adroit 360
AFEX
Africa Eats
Africa Environmental Sanitation Consult- Jospong Group of Companies
African Geospace
African Health Innovation Centre
African Management Institute
Afrolynk
Aggreybuttons
Agri Frontier East Africa Limited
Agro Nova
AgroCenta
Akreon technology Ltd
ALCOFORD CORPORATION
ALPHAMUNDI GROUP
Ameyaw Debrah Media
AMP Health
Anita Erskine Media
Ansam Naturals Ltd
Aptech Africa
Ashesi University
Aspen Network of Development Entrepreneurs (ANDE)
BE GIRL INC
Biofil Technologies Nigeria Limited
Biosewers Ltd
Boienbill Clothing
BOYEDOE
Brighter Investment

#### ORGANIZATIONS

Briter Bridges
Bt Models
Canaan Farm Limited
CEIBS
Centre of Excellence in Urban Management (CoEUM)
CeraV
cewas
CG of the Kingdom of Netherlands
CHAI NT AFRIQUE
Chanzo Capital
Chase Analytics
Chederic Enterprise
Cherehani Africa
Circular Economy Innovation Partnership
CIRES (CAPEC)
Clean Cooking Alliance
Complete Farmer
Confidence
Confidence Model
Confidence Model
Confidence Models
Cowtribe Inc
Cubica Energy
Cyrus Africa
Dalberg
Degas Ltd.
Deloitte Consulting LLC
DercolBags
Devpod Services
Drug-IT Solutions Limited
EasyTagg Technologies
ECETTS CATERING SERVICES
EcoMe
ECONEXUS VENTURES LIMITED
EEK CONSULTS & ELECTRICALS LIMITED, LOCAL PARTNER FOR CONSORTIO LIMITED.UK
EKUAADD0 LTD
Electro Recycling Ghana Ltd
Emerald Africa Financing Facility
ENERGY CATALYST
Energy Commission of Ghana
Exopa Modeling Agency
FarmCorps



## ORGANIZATIONS

Farmer Tribe Limited
Farmerline
Fashion Ghana
Fasore
Fidelity Bank Ghana Limited
FINCA Ventures / FINCA International
Footprints Africa
Geovision
GET.invest Finance Catalyst
Ghaffap
Ghana Enterprises Agency
Ghana Health Service
Ghana Incentive-Based Risk-Sharing for Agricultural Lending (GIRSAL)
Ghana National Plastic Action Partnership
GIRSAL
Glam'Amor
Green Afro-Palms (GAP)
Greenlight Planet Nigeria Ltd.
GreenMax Capital Group
Greepec Consult
GreyStudios
Growth Africa
Hawa Kombian Consulting
Health Direct Global
Heritage Drink
HonkeGh
HubCity
Husk Power Systems
I&P
Impact Hub Accra
Impact Hub Basel
Impact Hub Geneva
Impact Hub New York Metropolitan Area
Impact Investing Ghana
Injaro Investments
Innohub
Instantrad Inc
Intelcap Advisory Services Private Limited
International Climate & Energy Consult (ICEC)
International Development Research Centre - IDRC
International Trade Centre
invest In Africa

## ORGANIZATIONS

Investisseurs & Partenaires
Jaza Rift Ventures
Joy News
Joybusiness
KawiSafi Ventures
Kayvey Nutri Foods
Kets De Vries Institute
KF and Trading
Kimuli Collections
Kitovu Technology Company
Kofa Technologies Ltd
Koforidua Clinic
Legendary Foods
M&C GROUP (GLOBAL)
Mana Mobility
Mastercard Foundation
Max Industries Ltd
Mckingtorch Africa
Metro Africa Xpress (MAX)
Mhoseenu
Mikoko Deluxe
Miller Center for Social Entrepreneurship
Ministry of Environment, Science, Technology & Innovation
Modern Ghana
Motito
Moving Health
MTJ MOTORS
Mx24
NASTECH POWER SOLUTIONS
Norfund
Novastar
NucleusIS Africa
NYANSAPO ENERGY
OPEN ENERGY LABS
ORGANIC FERTILIZATION AND SERVICES SAS
Osborne
Pad-Up Creations Limited
PADO
Panalove LLC
Pangea Africa
Partners in Food Solutions
Pearl Recycling



## ORGANIZATIONS

Pears Program for Global Innovation  
Peoples Pension Trust  
Prosperity Health Ventures  
Publisher Newspaper  
Purple Trendz Ghana  
Pyxera Global  
Ramafrique  
Rankdigital Marketing Consultancy  
Reach for Change  
Redmoon Resources Ltd  
Reine Food Enterprise  
Renee Golden Multi-Ventures  
RENEE GOLDEN MULTIVENTURES LIMITED  
Rippleworks  
SCoPE  
Sesi Technologies Ltd  
ShaQ Express  
Shell Foundation  
Shine  
SICLife  
Siemens Stiftung  
SIMKAY FOODS LIMITED  
Smithfield Agribusiness  
Solartaxi  
Spoken Word / Monarch Capital Limited  
Steamaco  
Sun King

## ORGANIZATIONS

Sustainable Energy Technologies Limited  
SWIDA/GhaFFaP  
Symbiosis  
Tabou  
The Art Castle  
TILAA Ltd.  
Times Group Institute  
Tiwajo Industries Ltd  
Tiwakiki Consulting Limited  
Toilet Board Coalition  
Touchpoint Magna Carta  
True Moringa  
UNIDO  
United Nations Industrial Development Organization  
University of Professional Studies, Accra  
Untapped Global  
US Development Finance Corporation  
UZURI K&Y  
Venture Capital Trust Fund  
Victoria Grace Fashion  
Villgro Africa  
Warc Africa  
WomenWork  
World Resources Institute  
YALI Accra RLC  
Yeesal Agrihub  
Yunus Social Business





# SANKALP WEST AFRICA SUMMIT 2023

JUNE 12-13, ACCRA-GHANA

Presented by:



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