

INCLUSIVE BUSINESS

Launch of the Inclusive Business Action Network

18 to 20 November 2014, Berlin

ACTION NETWORK



The Inclusive Business Action Network

Unlocking the power of inclusive business

The Challenge

With a staggering 4 billion living at the base of the pyramid (BoP), improving access to essential goods and services in the area of basic needs is urgently required.

Supplying these to BoP economies is no easy task, and innovative approaches are needed so people can obtain appropriate, affordable and high-quality goods, services and decent income generating opportunities. Inclusive business models have proved to be a powerful solution. Access to water, energy, healthcare, agriculture innovations, waste management, housing and information & communication technology embedded in inclusive businesses has a sustainable impact for individuals in these regions. Creating customers on the demand side and producers or distributors on the supply side, all relevant actors are integrated into economic cycles and the market; by providing employment, the purchasing power of households is increased and whole communities can begin their journey towards a better life.

Collective Action

When entering a BoP market, companies face numerous challenges, among them scarcity of and low accessibility to information, lack of adequate financing mechanisms, missing or inappropriate legal and regulatory frameworks, and a complex business environment. These challenges call for collective action.

The Inclusive Business Action Network is committed to bringing together all stakeholders in the global inclusive business community. Providing a pivotal point for these innovative, vibrant actors situated on all corners of the globe, this Network aims to unlock the power of inclusive business for those living in poverty. With their collective expertise, their commitment and their operational resources and partnerships, the Inclusive Business Action Network strives to bring about change that has sustainable impact.

ABOUT THE INCLUSIVE BUSINESS ACTION NETWORK

The Inclusive Business Action Network is an organization created on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ) by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. It connects inclusive businesses with multilateral institutions, initiatives, networks, investors and other stakeholders working in this vast field. Linchpin here is the online platform: It provides access to detailed information, services and training offerings as well as direct contact to potential partners. The goal of the Inclusive Business Action Network is to unite and help enable better living conditions in poor areas of the world through inclusive business solutions.

Our Vision

Using business as a key driving force, we join together to create a world in which everyone benefits from affordable, high quality goods and services as well as fair opportunities of income. We will do so untiringly, and we will do so together.

Our Mission: Unlocking the power of Inclusive Business

The Inclusive Business Action Network is not just a name: This community of actors around the world aims to take action by enabling inclusive business. Alleviating the challenges faced by companies trying to enter a BoP market, the Network can provide learning mechanisms and partners to address the complex business environment.

BoP markets are characterized by their complexity. The Inclusive Business Action Network aims to connect the vast number of businesses, existing initiatives, networks and stakeholders around the world. Joining forces, those working in similar areas, on similar projects across continents will be able to significantly increase the impact and outreach of inclusive businesses.

Furthering these changes at a higher level, the Network will also facilitate dialogue with policy-makers on an international and local level so that frameworks conducive to inclusive business can be created.

On a local level, the Network facilitates access to local hubs and partner structures that provide support for regional members. For example to the Responsible and Inclusive Business Hubs (RIBHs), currently

operational in Egypt, South Africa and Indonesia, providing outreach into the regions MENA, Sub-Saharan Africa and South-East Asia.

The Actors

Using its direct access to the technical assistance products and services made available by existing supporters as a starting point, the Inclusive Business Action Network aims to partner with multiple institutions and actors in the inclusive business sphere. The aim is to provide its community with an even broader access to bilateral and regional portfolios as well as to support and implementation structures of partners, investors and other initiatives and networks.

The Network consists of both inclusive businesses that represent the core beneficiaries, as well as an environment of supporting organizations. These include:

- Bilateral donors and international & multilateral organisations
- International private sector associations, investors and private funds
- Initiatives and networks
- Public as well as corporate foundations

Working together with, and creating a platform for, all actors in inclusive business is a considerable undertaking. However, we believe that collectively we can shape better lives for individuals and communities in the poorest regions of our planet.



FOR FURTHER INFORMATION CONTACT

ib-action-network@giz.de

VISIT

www.ib-action-network.net

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INCLUSIVE BUSINESS

Agenda

ACTION NETWORK



Day 1

Tuesday, 18 November 2014
Opening Evening

Moderator **BART SLOB**, Ethics at Work

17:00–18:30 Registration of participants

Saal-
Lounge

18:30–19:30 *Welcoming and introduction*

Galerie

SUSANNE DORASIL – Head of Division, Sustainable Economic Policy; Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)

LUIZ ROS – Manager Opportunities for the Majority Sector, Inter-American Development Bank (IDB)

Academic Keynote

TED LONDON – Senior Research Fellow & Director Base of the Pyramid Initiative William Davidson Institute (WDI) at the University of Michigan

19:30–22:30 Networking Reception

Saal

Day 2

Wednesday, 19 November 2014

The Inclusive Business Ecosystem Day

Moderator	BART SLOB , Ethics at Work	
08:00–09:00	Registration of participants	Saal-Lounge
09:00–09:45	Launch of the Inclusive Business Action Network <i>Keynote address</i> THOMAS SILBERHORN – State Secretary, Federal Ministry for Economic Cooperation and Development (BMZ) <i>Introduction</i> TILL BEHNKE – Managing Director, The Millicom Foundation SOUDESH MENON – CEO, Waterlife ARNE H. THEISSEN – Executive Director, Inclusive Business Action Network	Galerie
09:45–10:00	Programme overview	Galerie
10:00–11:00	<i>Plenary discussion panel</i> The Inclusive Business Ecosystem – Where do we stand?	Galerie
Panellists	LEENA A. IRSHAID – Director Renas Women Association, Empretec Women in Business Award Winner, Special Mention Social LARA BIRKES – Director for Global Policy & Strategic Partnerships, World Business Council for Sustainable Development (WBCSD) VINEET RAI – CEO, Aavishkaar WOLFGANG HAFENMAYER – Managing Partner, LGT Venture Philanthropy MARÍA CAMPO PERFECTO – Assistant Policy Officer, European Commission, DG Development and Cooperation - EuropeAid	
11:00–11:30	Coffee Break	Saal

Multiplying impact: Existing solutions in the Inclusive Business Ecosystem

Finance

Session 1 / Filling the pipeline: How can impact investors support inclusive businesses in scaling their social impact?



Hosted by Financing Agency for Social Entrepreneurship (FASE), Open Capital Advisors (OCA)

Speaker **DR. MARKUS FREIBURG**, Founder and CEO, FASE
ANDREAS ZELLER, Managing Partner, OCA
HEINZ FREY, Director, DORV Zentrum GmbH
MATHILDE IWEINS, Business Development, One Dollar Glasses

Moderator **ELLINOR DIENST** (FASE)

Policy

Session 2 / Yes, Public Policy! How Governments can Drive Inclusive Business Solutions



Hosted by UNDP, endeava

Speaker **FIORINA MUGIONE**, Chief Entrepreneurship Section Enterprise Branch Investment and Enterprise Division, UNCTAD
ARMIN BAUER, Principal Economist, Asian Development Bank, ADB
TOMAS SALES, Manager Regional Private Sector Programme, African Facility for Inclusive Markets (AFIM), UNDP

Moderator **DR. CHRISTINA TEWES-GRADL**, Managing Director, endeava

Information & Knowledge

Session 3 / Local & online IB advisory services



Hosted by BoP Innovation Center (BoP Inc), Venture Capital 4 Africa (VC4A)

Speaker **ANNO GALEMA**, Coordinator Public Private Partnerships, Dutch Ministry of Trade and Aid
BERTIL VAN VUGT, Director of Strategic Projects, VC4A
EELCO BAAN, Senior IB expert, SNV

Moderator **MYRTILLE DANSE**, Director BoP Inc, Board Member Inclusive Business Fund

Support Mechanisms

Session 4 / Ecosystems for sustainable inclusive business:
different approaches for support on the ground



Hosted by Responsible and Inclusive Business Hubs (RIBHs), Impact Hub

Speaker **NELE KAPRETZ**, General Manager, Impact Hub
MICHAEL JANINHOFF, Head of RIBH Cairo, GIZ GmbH
RAINER AGSTER, Director Private Sector Collaboration, adelphi / SEED
CONSTANZE HELMCHEN, Head of Unit, develoPPP.de, GIZ GmbH

Moderator **REBECCA SZRAMA**, Head of RIBH Pretoria, GIZ GmbH

Information & Knowledge

Session 5 / Building a better partnership ecosystem:
Hands-on experience in understanding and navigating
your partnership landscape



Hosted by William Davidson Institute (WDI), Social Capital Markets (SOCAP)

Speaker **COLM FAY**, Research Manager, WDI at the University of Michigan
LINDSAY SMALLING, Strategic initiatives officer at ImpactAssets, SOCAP

13:00–15:00

Networking Lunch and **MARKETPLACE**

Loft

Learn first-hand about innovative business solutions. Inform yourself about the services and support mechanisms of incubators, accelerators, development partners and consultancies.

15:00–15:45

Plenary discussion panel

Galerie

Walk far together – Why we need to collaborate for scale

Panellists

HARSHA RAMESH ANGERI – Head & GM- Business Development, BOSCH

ELODIA GIMENEZ JOSE – Public Affairs and Communication,
Equatorial Coca-Cola Bottling Company

DR. MICHAEL RABBOW – Team Leader Corporate Public Affairs,
Boehringer Ingelheim

STEFAN KOCH, ExCo Management Assistance Sustainability, Bayer AG

15:45–17:15

Parallel Breakout Sessions II

Raum
1–5

Multiplying impact: Existing solutions in the Inclusive Business Ecosystem

Support Mechanisms

Session 6 / Creating Value through Measuring Impact



*Hosted by Business Call to Action (BCtA) at UNDP,
The Practitioner Hub*

Speaker **KULSOOM ALLY**, Director of Juhudi Labs, Juhudi Kilimo
SHAFFI MATHER, Co-Founder, Ziqitza Healthcare limited (ZHL)
and Founder, MUrgency

Moderator **SUBATHIRAI SIVAKUMARAN**, Programme Manager BCtA at UNDP
CAROLINE ASHLEY, Editor, The Practitioner Hub on Inclusive Business
and Results Director, DFID Impact Programme

People & Partner

Session 7 / Accelerating green and inclusive business:
partnerships that make a difference



Hosted by SEED, adelphi

Speaker **DOMINIKUS COLLENBERG**, CEO, Organic Africa
RYAN LITTLE, Project Manager, BMW Herbert Quandt Stiftung
LORNA RUTTO, CEO, Ecopost Kenya
ANDRÉ DELLEVOET, Executive Director, Alliance for a Green
Revolution in Africa (AGRA)

Moderator **HELEN MARQUARD**, Executive Director, SEED
ANAIS MANGIN, Project Manager, adelphi / SEED

Information & Knowledge

Session 8 / Replicating Inclusive Businesses



Hosted by Intellecrap, endeva

Speaker **DR. ALINE KRÄMER**, Co-Founder, endeva
NISHA DUTT, Executive Director Business Consulting, Intellecrap
JOOST VAN ENGEN, Founder, Healthy Entrepreneurs

Moderator **STEFANIE BAUER**, Senior Manager Business Consulting, Intellecrap

Support Mechanisms

Session 9 / Ecosystem Gaps and
meso-level solutions



Hosted by Ashoka, Drishtee, Njambre & Karmany

Speaker **SATYAN MISHRA**, Managing Director, Drishtee
CLEMENCIA NICHOLSON, Executive Director, Njambre
SHWETA SHARMA, CEO, Karmany

Moderator **MICHAEL VOLLMANN**, Director, Ashoka Globalizer

Finance

Session 10 / The Role of Development Finance
Institutions (DFIs) for Inclusive Businesses



Hosted by Inter-American Development Bank (IDB), International Finance Corporation (IFC)

Speaker **ERIKO ISHIKAWA**, Global Program Manager Inclusive Business,
International Finance Corporation (IFC)
ARMIN BAUER, Principal Economist, Asian Development Bank, ADB
JACCO KNOTNERUS, Director Corporate Strategy, FMO (The Netherlands
Development Finance Company)

Moderator **LUIZ ROS**, Manager Opportunities for the Majority Sector, Inter-American
Development Bank (IDB)

17:15–17:45

Coffee break

Galerie

17:45–18:45

SPEED DATING and Wrap Up

Galerie

Have you met everybody yet? This is your chance.

18:45–23:00

Networking Dinner

Saal

Dinner Speech

ARANCHA GONZÁLES, Executive Director, International Trade Center (ITC)

Day 3

Thursday, 20 November 2014

Engaging in Action

Facilitating Collaboration & Creating Working Groups

Moderator

BART SLOB, Ethics at Work

09:30–09:45

Welcome

Loft

09:45–10:15

Plenary Discussion Panel

Loft

The IB Working Groups – Time to get involved

Panellists

ERIKO ISHIKAWA, Global Program Manager Inclusive Business, International Finance Corporation (IFC)

LUIZ ROS - Manager Opportunities for the Majority Sector, Inter-American Development Bank (IDB)

TILL BEHNKE – Managing Director, The Millicom Foundation

ARNE H. THEISSEN - Executive Director, Inclusive Business Action Network

10:15–12:30

Parallel interactive Working Sessions

Raum 2,
Raum 4,
Raum 5,
Atelier

Creating a Landscape of Ideas – Partners to formalize the working groups

Supported by facilitators from the Inclusive Business Action Network

Join or establish a working group to analyse specific challenges when scaling or replicating your inclusive business, jointly develop solutions with experts and like-minded actors or formulate policy recommendations. The best ideas will be selected and supported by the Inclusive Business Action Network.

12:30–13:00

Reporting back, Wrap-up

Loft

Closing Remarks and Outlook

ARNE H. THEISSEN – Executive Director, Inclusive Business Action Network

13:00–14:00

Business Lunch

Loft,
Loftfoyer,
Raum 5

INCLUSIVE BUSINESS

Sessions

ACTION NETWORK



Session 1

Filling the pipeline: how can impact investors support social enterprises in scaling their social impact?

The workshop will address strategic financing gaps in the ecosystem of inclusive business (IBs). The session will allow IBs, impact-oriented investors and other stakeholders to exchange experiences along the entire financing process of an IB from investment readiness until closing of a financing round. The challenges will be illustrated with concrete case studies. Typical questions include 'How does an IB get investment-ready? How is an investment process structured?' The objective is to create a room for network building, exchange of experiences and discussion of new ideas.

Hosted by Financing Agency for Social Entrepreneurship (FASE), Open Capital Advisors (OCA)

Session 2

Yes, Public Policy! – How Governments can drive inclusive business solutions

Inclusive business policies are government decisions that directly support mutually beneficial business relationships between private-sector companies and poor people. Such policies can enable and encourage companies to include poor people in their value chains. They can also empower poor people to engage with companies.

After a short overview of available policy instruments, three specific examples will be introduced and discussed.

Hosted by endeva, Asian Development Bank, UNDP Africa Facility for Inclusive Markets

Session 3

IB Accelerator, scaling up private sector involvement in BoP markets

The Inclusive Business Accelerator (IB Accelerator) is the first global one-stop-shop for inclusive business advisory services. By combining a global network, local support offices and an online platform, IB Accelerator provides an open platform to facilitate impactful entrepreneurship in BoP markets. In this workshop we will present the recently launched IB OnLine (iba.ventures) and the first results of our IB support offices in Uganda, Mozambique, Vietnam and the Netherlands.

Hosted by BoP Innovation Center, Venture Capital 4 Africa (VC4A)

Session 5

Building a better partnership ecosystem: Hands-on experience in understanding and navigating your partnership landscape

Inclusive businesses operate in a complex environment and typically must build a robust ecosystem of partners to reach sustainability and scale. However, it can be difficult for enterprise leaders to understand and navigate the landscape of potential partners.

The William Davidson Institute has developed a framework to enable enterprises to better understand the landscape of partners available to them, where there may be gaps, and how to identify the right partners to support them as they move from inception to scale.

Participants will learn about the framework, experience implementing it and have an opportunity to provide feedback on its development.

Hosted by the William Davidson Institute

Session 4

Ecosystems for sustainable Inclusive Business: different approaches for support on the ground

The session aims at the following:

- show the audience different on-the-ground IB-support actors and explain their approaches/ ways of working.
- frame the roles of different IB-supporting actors as a part of a successful IB-ecosystem
- develop ways of synergizing activities of these initiatives, identify demands of IB-communities and IB-companies.
- giving the audience room for questions

Hosted by Impact Hub and Responsible and Inclusive Business Hubs (RIBHs).

Session 6

Creating value through measuring impact

This workshop will discuss key findings from Business Call to Action's flagship report 'Breaking Through' focusing on the achievements, challenges, opportunities, and lessons learned from the initiatives of BCtA members. This session will also focus on how some of the member companies are measuring social and operational results of their inclusive business initiatives. Representatives from these leading member companies will share their experiences in conducting real-time data collection and discuss how it can help improve the ways they manage their businesses.

*Hosted by Business Call to Action (BCtA),
Practitioner Hub on Inclusive Business*

ABOUT BUSINESS CALL TO ACTION

Launched at the United Nations in 2008, the Business Call to Action challenges companies to develop inclusive business models that offer the potential for development impact along with commercial success. In more than 50 countries, 100 companies have responded to the BCtA by making commitments to improve the lives and livelihoods of millions of people through commercially viable business ventures that engage low-income people as consumers, producers, distributors, and suppliers of goods and services.

This unique multilateral partnership is supported by the Dutch Ministry of Foreign Affairs, the Swedish International Development Cooperation Agency, the UK Department for International Development, the United States Agency for International Development, the United Nations Global Compact; the BCtA is hosted by the United Nations Development Programme.

Session 7

Accelerating green and inclusive business: partnerships that make a difference

Objectives:

- Explore successful examples of business-to-business collaborations and multi-sector partnerships that support inclusive business
- Identify key players and mechanisms for developing effective partnerships
- Discuss how the IB Action Network can help to grow partnerships that can drive change and how to scale and replicate them

Key questions addressed:

- How can linkages between businesses, policy makers, and civil society be strengthened for greater innovation and impact at the Base of the Pyramid?
- What are successful collaborations between small and large enterprises?
- What are common barriers to collaboration and how to build effective partnerships?
- What is needed to enable successful collaborations to emerge and flourish?

Hosted by SEED / adelphi

Session 8

Replicating Inclusive Businesses

Over the past years enterprises globally have developed innovative business models that create social value. While problems are local, solutions can be adapted to other contexts – within the same country or beyond geographies. Inclusive businesses are hence beginning to scale and replicate their business model. During this session, enterprises will share their replication experiences with participants. Endeava and Intellectap will introduce hands-on tools that can guide inclusive businesses on their replication journey. Jointly, we will explore answers to questions like when are you ready to replicate. How to go about replication? What support is needed? Looking ahead, participants will identify collaboration opportunities.

Hosted by Intellectap, endeava

Session 9

Ecosystem gaps and possible meso-level solutions

- What are the biggest gaps in the support Ecosystem for Social Entrepreneurs and Inclusive Businesses?
- What are innovative meso-/meta-level solutions to address these Ecosystem Gaps?
- Learn about three existing solutions:

Njambre (Argentina): “ERP for SMEs” Deliver and accessible and affordable Enterprise Resource Planning solution to radically uplift PCBO’s economy. And the second one is to build a new integrated layer that will start to provide online timely updated and consolidated data of the organizations businesses and their individual members.

Karmany (India): Develop a dynamic web-based tool that can equip professionals to make an informed decision on how to shift their careers into the social sector.

Drishtee Foundation (India): “Social Immersion” – Change the way Corporate and NGO/Charity organisations provide market-based solutions to situations of poverty and under-development. We are creating tools and infrastructure needed to re-frame value propositions to align product and service strategies with real, meaningful needs of rural BoP communities.

Hosted by Ashoka

ASHOKA

Ashoka is the largest association of social entrepreneurs in the world – men and women with system – changing solutions for the world’s most urgent social problems. Since its founding 30 years ago, Ashoka has provided start – up financing, professional support services, and connections to a global network of almost 3,000 leading social entrepreneurs in 80 countries. Ashoka is now a professional home for all entrepreneurial individuals, from the business and social sectors, and a platform for the growing global network of people dedicated to changing the world.

THE ASHOKA GLOBALIZER

Great social innovations have regional or even global market potential. But in contrast to innovations in mature markets in the developed world, social inventions for low-income populations in fields such as health care, education, or human rights remain local much too often instead of spreading to benefit people in other areas. The reasons for that are multiple, but oftentimes, there are not the same market forces at work and there is no body of literature or best practice focused on how to scale a social innovation to multiply its impact. As a result, and to the dismay of many, social innovations often do not scale and societies do not tackle social problems efficiently, instead reinventing the wheel many times over. The initiative "Ashoka Globalizer" wants to help change this scenario.



Session 10

The role of development finance institutions (DFIs) for Inclusive Business

In this session participants will learn about challenges as seen from the perspective of development finance institutions and subsequently engage in a discussion on the role of DFIs for nurturing the ecosystem of inclusive business around the world.

The panel discussion is hosted and moderated by Luiz Ros, Manager, Opportunities for the Majority (OMJ), created in 2007 by the Inter-American Development Bank (IDB), promotes and finances market-based, sustainable business models that engage private sector companies, local governments and communities in the development and delivery of quality products and services for the Base of the Pyramid in Latin America and the Caribbean. OMJ offers three products: loans, guarantees, and technical cooperation.

Hosted by Inter-American Development Bank (IDB), International Finance Corporation (IFC)

Speaker



Rainer Agster

Rainer Agster is a Director of Private Sector Cooperation at adelphi research, the host partner of SEED. He is responsible for different work areas of sustainable development in the private sector in developing countries and emerging economies. Over the past 15 years, Rainer Agster has conducted numerous projects in Africa, China, South Asia and the South Caucasus.

He is currently focussing on the areas of climate change adaptation, energy efficiency, green finance and sustainability entrepreneurship. He is in charge of all projects under the SEED Initiative. Rainer Agster also advises banks in India, Nepal and Turkey on climate protection, energy efficiency and renewable energy. In his project work, he develops interactive approaches to training and consulting, for example on the subjects of support for climate financing, climate protection in businesses, and resource efficiency.

Before joining adelphi, Rainer Agster held a position at a subsidiary of the Association of German Chambers of Commerce and Industry (DIHK), focussing on promoting exports of German environmental technology. Rainer Agster graduated from Bremen University with an international degree in Environmental Technology and holds a Master's of Business Administration, with a focus on sustainability management at Leuphana University in Lüneburg.



Kulsoom Ally

Kulsoom Ally is the Director of Juhudi Labs, an innovation and incubation lab of the award-winning Kenyan social enterprise, Juhudi Kilimo. Juhudi Labs discovers, tests and scales new financial and agricultural products, services and technologies for smallholder farmers. Juhudi Labs also implements mobile technology projects, such as mobile data collection for social performance monitoring, and mobile money for financial inclusion. Before joining Juhudi Kilimo, Kulsoom worked in the Corporate Social Responsibility and Sustainability teams at Nokia, where she led mobile technology programmes in education, health, employability and environmental conservation in over 30 countries in Europe, Africa and Latin America. Kulsoom studied physics and history at Smith College in the US, and political science and international relations at the University of Helsinki in Finland.



Caroline Ashley

Caroline Ashley is Editor at the Practitioner Hub on Inclusive Business and Results Director of the DFID Impact Programme

Caroline Ashley is an international expert on the contributions that business makes to development. Through Ashley Insight, she facilitates and analyses inclusive business - commercially sound business that tangibly involves people at the Base-of-the-Pyramid. She has been responsible for tracking results and drawing out lessons from inclusive business portfolios that span some hundreds of businesses in Africa and Asia. Caroline's 25 years' experience in development has included pioneering work with tourism operators on tourism-driven local development, and assessment of the impacts of business. In addition to work 'under the tree' in Africa and Asia, she has worked for the Overseas Development Institute, Namibian Government, US Congress, UK Parliament, and a host of bilateral, multilateral and private consultancy clients.





Armin Bauer

Armin Bauer is Principal Economist in the Regional and Sustainable Development Department (RSDD) of the Asian Development Bank (ADB). RSDD is a think tank department on sector and cross cutting thematic issues, and Armin Bauer is heading the poverty and inclusive growth team in the Poverty Reduction, Social Development, and Governance Division (RSPG).

Mr. Bauer works with ADB since 1995, mainly on cross-cutting themes in the Philippines, Central Asia, and East Asia. Between 1991 and 2001 he was in ADB's Strategy and Policy Department developing ADB's poverty reduction strategy. He also managed various poverty funds, including from the Government of Japan.

One of Mr. Bauer's recent initiatives is cooperation with ADB's Private Sector Department on promoting inclusive business in Asia. He is heading ADB's inclusive Business Initiative.

Mr. Bauer has a Ph.D. in development economics, a M.A. in Political Economy (1987), and a B.A. in Administrative Science. Prior to working at ADB, Dr. Bauer was with the German technical assistance agency (GIZ) in 1991–1995, the German development bank (KfW) in 2003–2006, and grassroots NGOs in India in the mid-end 1980s.



Stefanie Bauer

Stefanie brings over 8 years of experience in the field of Private Sector Development in Europe, Africa and Asia. Before recently joining Intellecapp, she was heading a Programme on MSME-Financing India, where she has developed new initiatives in the field of impact investing, inclusive business and social entrepreneurship promotion. Stefanie has implemented a variety of initiatives with banks, investors, and eco-system players such as incubators and accelerators to address financial and technical gaps in the start-up and MSME eco-system. In her role as policy advisor, she has worked with the Indian development bank SIDBI and the Ministry of MSME on creating an enabling policy environment for start-ups and MSME in India. Before her position in India, Stefanie had different roles within GIZ as Private Sector Development Expert and Advisor to the German Ministry of Economic Cooperation and Development (BMZ). As a visiting faculty, she is teaching Entrepreneurship and Development at University of Bayreuth, Germany. She holds a MSc. degree in Development Management from London School of Economics.



Till Behnke

Till Behnke is a social entrepreneur, Head and Executive Director of the Millicom Foundation. Prior to his appointment at the Millicom Foundation, Till founded betterplace.org, a German online donation platform working since 2007 with non-profit organisations supporting 10,000 projects in over 145 countries and advising companies on corporate responsibility.

Maria Campo Perfecto

Maria Campo Perfecto joined the Directorate General for Development and Cooperation of the European Commission in October 2010 and is currently working in the Private Sector Development, Trade, Regional Integration Unit. She has previously worked at the Economic and Commercial Office of the Spanish Embassy in Belgium and at the Centre for the Development of Enterprise. She is a lawyer and an economist, and holds a degree in Business Administration and Management, and a master in International Business Management.





Lara Birkes

Lara Birkes is the Director of Global Policy & Strategic Partnerships at the World Business Council for Sustainable Development (WBCSD) in Geneva where she leads engagement with international organizations, governments and multilateral institutions.

Previously Lara was the Head of Strategic Initiatives with the World Economic Forum where she managed the Organization's G20 initiative. For over two years prior, she oversaw the Forum's community of U.S. Government officials and led the Working Group on Trade and Climate Change to assess the incorporation of environmental provisions into trade texts.

Prior to joining the Forum in 2008, she was a fellow in the World Trade Organization (WTO) Development Division. From 2005–2006 she served as a Fulbright Scholar in Morocco assessing the economic impact of the U.S.-Morocco Free Trade Agreement (FTA.) Between 2001–2005, Lara worked in Washington DC as an International Economic Specialist with the law firm of Miller & Chevalier, proceeding work on Capitol Hill from 2001–2005 with the U.S. Senate Committee on Finance (Senator Max Baucus) and the Office of the Democratic Leader (Senate Majority Leader Tom Daschle.)

Lara is a Senior Fellow with the International Centre for Trade and Sustainable Development (ICTSD) and holds a BS in International Business and Management from the University of Montana and an MA in International Trade Policy from the Monterey Institute of International Studies in California.



Dominikus Collenberg

Dominikus Collenberg is CEO of Organic Africa. He is an organic farmer who, after finishing his apprenticeship, hitchhiked from the farm where he qualified in Germany to Cape Town. In 1993, his class was the first year of students in Germany to graduate with a Masters in Organic Farming. Dominik has worked extensively in organic farming in Africa, but also in the Middle East, Latin America, and in China where he was involved in setting up there the first certification organisation.

In 2007, he started up ORGANIC AFRICA as a social investment in Zimbabwe. ORGANIC AFRICA's specialising in underutilized crops and the sustainable cultivation of high value products. Organic Africa is an initiative with a socially, economically and environmentally sustainable approach which improves the living standards of marginalised farmers and wild collectors. Dominik and his team now work with more than 2500 farmers, 68% are women, cultivating organically certified high value crops. The ORGANIC AFRICA Team also works with 1000 wild collectors involved in the sustainable harvesting of underutilised indigenous species. All products are certified Organic, UEBT and Fair Trade.

Organic Africa is the leading organisation of its kind in Zimbabwe and will be the leading company in Africa. The SEED award was received in 2009.



Myrtille Danse

Myrtille Danse is Director of the BoP Innovation Center and Initiator of the IB Accelerator and the Inclusive Business Fund.

Myrtille has almost 20 years of experience on value chain development and inclusive business strategies with Multi National Enterprises and local private sector in transition and developing economies. This experience was obtained as a project leader of numerous international business development projects in Europe, Africa, South-East Asia and Latin America. Her experience as a private sector advisor, including more than 8 years in Central America-policy advisor and trade attaché of the Dutch Ministry of Foreign Affairs, and advisor on local private sector development for an international NGO on development cooperation, enables her to mediate between the private sector and vital societal actors required to develop successful pro-poor market-based innovations.



André Dellevoet

André Dellevoet is Executive Manager of the Africa Enterprise Challenge Fund (AECF). He holds a Masters in Law from Maastricht University (the Netherlands) and a Masters Degree in Political Science from Leiden University (the Netherlands). He joined AECF, which is hosted by AGRA, in October 2008 as its Executive Manager. Mr Dellevoet is an expert in private sector development and economic growth, good governance and leadership, corporate social responsibility and ethical business, and development cooperation. He began his career in the Dutch diplomatic service in 1991, working mostly on African affairs, economic growth and development cooperation. He has served as a Member of the Board of Pugwash, The Netherlands, on the North-South Advisory Committee to the Members of Parliament of the Dutch Labour Party, on the Board of the Dutch National Commission for Sustainable Development, on the Board of The Netherlands-Africa Business Council, and as the Chairman of the Board of Fair Pen Foundation, The Netherlands. Mr Dellevoet served as Deputy Head of Mission at The Netherlands Embassy in Kinshasa, Democratic Republic of Congo from 2006 to 2008.



Susanne Dorasil

Susanne Dorasil is the head of the division "Sustainable Economic Policy; Financial Sector" at German Federal Ministry of Economic Cooperation and Development (BMZ). She is a member of the coordinating committee of the Partnerships for Prosperity, the former building block private sector. Until recently, Susanne Dorasil was serving as German co-facilitator of the G20 development pillar on Private Investment and Job Creation and as German co-chair of the Sub-group on SME Finance of the Global Partnership for Financial Inclusion.

Formerly, she worked as a deputy head of division "Central Africa, West Africa II, Madagascar", Senior Advisor to the German Executive Director at the World Bank Group ; Private Secretary to the Permanent State Secretary of the BMZ, deputy head of the legal division.

Susanne Dorasil studied law at the Free University of Berlin and holds a Master of Laws degree from (King's College London), Bar examination (Berlin).

Nisha Dutt

Nisha Dutt is the Director and Head of the Global Consulting and Research Practice at Intellecip. Nisha brings extensive experience in global operations and a proven track record of successfully managing strategy and operations projects. At Intellecip, she has been working on strategy, business model design, business planning, risk management and research related projects for the financial services, healthcare, water and sanitation and other livelihood related sectors. She has managed the Business Innovation Facility (BIF) of DFID in India which provided advisory services to inclusive businesses. She has also led projects assessing the financing gap to the SME sector in India, and stimulating an enabling policy environment for first generation entrepreneurship in India. Nisha has worked on several inclusive business projects in Africa, in countries like Malawi, Nigeria, and Kenya. In her role as Executive Director Intellecip, she is also spearheading Intellecip's expansion to East Africa



Colm Fay

Colm Fay is Research Manager of the BoP Enterprise Sustainability and Growth Program.

Mr. Fay has over eight years' experience in project management in both financial services and international development sectors, and has worked on development projects focused on Ethiopia, India, Indonesia, Kenya, Malawi, Nigeria and Uganda. Most recently he managed the launch and implementation of a USAID and DFID supported innovation fund for health enterprises serving base of the pyramid populations where he led the selection, grant management and technical assistance delivery processes, and helped to develop linkages between grantees and impact investors. Fay has experience in business model design, capacity building and assessment, market based partnerships for health, supply chain innovation for global health, social entrepreneurship and impact investing. He holds both an MBA and an MS in Natural Resources from the University of Michigan.



Dr. Markus Freiburg

Dr. Markus Freiburg is the Managing Director of the Financing Agency for Social Entrepreneurship (FASE). Together with Ashoka, Markus has built the Financing Agency for Social Entrepreneurship (FASE) in Germany. FASE helps leading social entrepreneurs to identify appropriate financing instruments and suitable investors so that they can grow their business and increase their social impact. So far, FASE has built an open pipeline of investment-ready social enterprises and already closed four transactions between EUR 100k and 500k. FASE has built a broad network of potential impact investors and established the first social business angel club in Germany.

Prior to this, Markus worked for more than 7 years as top-management consultant for McKinsey & Company in Düsseldorf. Among others things, Markus has gained experience as pro-bono consultant for social entrepreneurs for more than 4 years. Markus studied Business Administration and Economics at the University of Witten/Herdecke as well as European Studies at the University of Cambridge (M.Phil.). Markus received his Ph.D. from the WHU - Otto Beisheim School of Management (Dr. rer. pol.). His research project analyzed the investment decisions of institutional investors for private equity funds.



Shweta Gandhi

Shweta Gandhi moved from the states to India about three years ago to start Karmany, a platform aimed at driving human capital and awareness to the social enterprise sector. With an educational background in Finance & Accounting and one folded start-up under her belt, she also has over 7 years of corporate experience managing teams of 100+ at a US-based Fortune 10 Company, AT&T. In 2008, she also co-founded an educational NGO, Vidya Grants, based out of New Delhi, India, supporting assessment-based scholarships for children at the high school level hoping to drive vital change in the educational ecosystem. Shweta has been an active member of the Chicago/Silicon Valley start-up ecosystem and is an advisory board member for Social Venture Network - India.



Elodia Gimenez Jose

Elodia works in the Public Affairs & Communication Department of Equatorial Coca-Cola Bottling Company (ECCBC), a position she has held since June 2013.

Before joining ECCBC, Elodia spent one year as Communication teacher in different schools of Paris, from 2013 to 2014, and four years as Communication consultant or Manager in different companies.

Mrs Gimenez José holds a Master's degree in International Communication Strategy from the University of Burgundy (France).

Arancha González

Arancha González, an expert in international trade issues with 20 years of experience, serves as Executive Director of the International Trade Centre (ITC) since September 2013.

Before joining ITC, Ms. González served as Chief of Staff to World Trade Organization (WTO) Director-General Pascal Lamy from 2005 to 2013. During her tenure at the WTO, she played an active role in launching the WTO's Aid for Trade initiative and served as Mr. Lamy's representative at the G-20.

Prior to working at the WTO, Ms. González held several positions at the European Commission, conducting negotiations of trade agreements and assisting developing countries in trade-development efforts. Between 2002 and 2004, she was the European Union spokeswoman for trade and adviser to the European Union Trade Commissioner.

Ms. González began her career in the private sector advising companies on trade, competition and state-aid matters. She served as an associate at Bruckhaus Westrick Stegemann, a major German law firm, in Brussels.

Ms. González holds a degree in law from the University of Navarra and a postgraduate degree in European Law from the University of Carlos III, Madrid.





Wolfgang Hafenmayer

Wolfgang Hafenmayer is the Managing Partner of LGT Venture Philanthropy, with the mission to improve the quality of life of less advantaged people. To realize the mission, Wolfgang built a team of 30 investment managers and impact investing advisors on five continents to identify and support young, strongly growing organizations with outstanding social and environmental impact. Today around 4.7 million less advantage people benefit from the around 35 portfolio companies of LGT VP.



Before starting LGT Venture Philanthropy in 2007 Wolfgang gained rich experience in the industry as an investment manager with BonVenture, the first social venture fund in german-speaking Europe and helped set up Forma Futura, a sustainable asset management company. Previously, he was the executive director of the IT and management consulting firm Consileon and also worked for the consultancy Bain & Company.

Leena A. Irshaid

Leena A. Irshaid is the Director of Renas Women Association, Empretec Women in Business Award Winner, Special Mention Social.

In 2007 Leena Irshaid became a lecturer at the Al-Balqa Applied University in Jordan at the beneficial insect department. Afterwards she worked as a volunteer at INJAZ, an organization to inspire and prepare young university students to become productive. There she trained them to successfully create jobs after their graduation. During that year she also conducted an academic research on the effect of small agro-businesses on local communities. The results reflect the high level of poverty and unemployment between agricultural engineer women. In 2008 she and 16 other female Agricultural Engineers established the RENAS association. RENAS' goal is to alleviate poverty and unemployment among women by agricultural activity.



Renas Women Cooperative Association



Eriko Ishikawa

Ms. Ishikawa is Global Program Manager for Inclusive Business at the International Finance Corporation (IFC), a member of the World Bank Group. IFC is the largest global investor in inclusive businesses, with over US\$11 billion committed to more than 400 companies in 90 emerging market countries since 2005.



Ms. Ishikawa has over 20 years of development finance experience in the World Bank Group. At IFC, she leads IFC's initiative to support private sector companies that reach populations at the Base of the Pyramid (BOP) and she has co-authored several publications on this topic.

During her career at IFC, she spearheaded several new practice areas including Business Linkages – providing technical assistance and advisory support to IFC clients to strengthen their local supply chain in emerging markets (Guyana, Peru, Nicaragua, Brazil, India, Mozambique, Cote d'Ivoire, Kenya). She also pioneered IFC's engagement in Central Asia, where she led investments in local commercial banks, microfinance institutions, and small and medium enterprises (Kazakhstan, Uzbekistan, and the Kyrgyz Republic).

Prior to joining IFC, Ms. Ishikawa was a Vice President for International Corporate Finance at Citibank in New York, covering Latin American and Japanese. She has an MBA from Stanford University; as well as AB and EdM degrees from Harvard University.



Michael Janinhoff

Michael Janinhoff is Head of "RIBH MENA". This Cairo-based "Responsible and Inclusive Business Hub" is the GIZ focal point for responsible and inclusive business in the region. It powers a paradigm shift towards sustainable economic development. RIBH provides information on and raises awareness about Corporate Social Responsibility and Inclusive Business. It is a project of the German development cooperation (GIZ, Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH).



Michael Janinhoff has been working in the field of development cooperation for more than five years. He joined GIZ in 2009 after gaining some experience in the field of PPP and Public Infrastructure Delivery/Financing. After some years in a GIZ economic Program in Rwanda he moved to headquarters (Germany). Afterwards, he was placed in the German Ministry for Economic Cooperation and Development (BMZ) for one year. In 2014, Michael joined RIBH MENA to support CSR and Inclusive business.

Nele Kapretz

Nele Kapretz is co-founder and managing director of Impact Hub Berlin. Impact Hub is the largest global network of social innovation centres - in over 60 locations more than 10.000 members are working on enterprising ideas with a shared focus on creating positive impact. Nele has a background in sustainable resource management, marketing, innovation and design thinking. Prior to starting Impact Hub Berlin, she has worked several years in research with a focus on CSR and social entrepreneurship. In her everyday work she supports founders in developing and implementing their ideas while streamlining operations and finances.



Stefan Koch

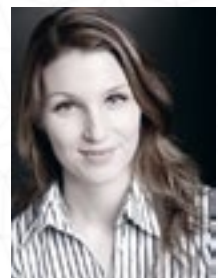
Stefan is ExCo Board Assistance Sustainability at Bayer MaterialScience. He has gained experiences in sustainability management & sustainable business development across different industries (finance, energy, healthcare, agriculture, chemicals). Before joining Bayer he worked at E.ON AG on sustainability at the interface to corporate development and the Deutsche Bank. He is the Founder of the Triple Bottle Wine Network, an informal network of dedicated sustainability people, as well as Co-Founder of the Peace Support Network, a consultancy on peace entrepreneurship. Stefan holds a degree in Economics and Management from the University of Cologne and the Lunds University in Sweden.

Aline Krämer

Aline is a co-founder and managing director of Endeava and an expert on inclusive business. She has been researching and advising on inclusive business for more than 7 years. Since 2007, she has directed more than 20 projects for diverse partners, including the BMZ, GIZ, UNDP, UNEP, EU, Sanofi, Merck, Planet Finance and Worldvision.

Aline has published extensively on inclusive business and related approaches. Most recently, her projects focused on fostering the replication of inclusive business models. For example, she recently led and co-authored a study on "Multiplying Impact: Supporting the Replication of Inclusive Business Models". Furthermore, Aline has worked extensively on inclusive business in the healthcare industry. She led and co-authored two studies: "Bringing Medicines to Low-Income Markets: A guide to creating inclusive business models for pharmaceutical companies" (for BMZ/GIZ, 2012) and the "Health and Medicines Sector Market Assessment" for the African Medicines Impact Investment Fund (AMIIF, 2014).

Aline has a strong analytical academic background, with a PhD on "Low-income Consumers as a Source of Innovation" from the TUM School of Management, Germany (still to be published). As part of her PhD research, she conducted innovation contests in Brazilian favelas, for which she gained the Emerald/CAPES Management Research Fund Award. Aline has studied in Passau (Germany), Salvador and Curitiba (Brazil) and holds a Masters in International Business and Cultural Studies.



Ryan Little

BMW Foundation
Herbert Quandt

Ryan Little is a Project Manager at the BMW Foundation, working in the areas of social enterprise and venture philanthropy. He is a seasoned entrepreneur with a focus on social and environmental businesses. He began his career as a teenager, as the co-founder in 1995 of an early business-to-business e-commerce platform, Avenir. Following the sale of the company he co-founded a Canadian charitable giving platform, CanadaHelps, in 2000. CanadaHelps has facilitated more than 390 million dollars in donations and has become the country's national resource for online giving, capacity building, and social media best practices.

In 2006, Ryan co-founded StormFisher Biogas, a renewable energy company that launched the largest operating biogas-from-waste plant in North America. He has a B.A. from Queen's University and an MBA from the Richard Ivey School of Business.

Ted London

Ted London is a Senior Research Fellow at the William Davidson Institute and a member of the faculty at the University of Michigan's Ross School of Business. An internationally recognized expert on the intersection of business strategy and poverty alleviation, London focuses his research on developing enterprise strategies for base of the pyramid (BoP) markets, building cross-sector collaborations, and assessing poverty-reduction outcomes. He has published extensively with a focus on creating new knowledge with important actionable outcomes, serves on several advisory boards, and shares his research in venues across the globe. He has also advised dozens of leadership teams in the corporate, non-profit, and development sectors on designing sustainable and scalable BoP enterprises. Prior to coming to the University of Michigan, London was on the faculty at the University of North Carolina, where he also received his Ph.D. in strategic management. He also has held senior management positions in the private, non-profit, and development sectors in Africa, Asia, and the U.S.



W D I
William Davidson Institute



Anais Mangin

Anais Mangin is a project manager at adelphi. Her main area of expertise lies in sustainability entrepreneurship and inclusive business models. Anais Mangin is experienced in managing and coordinating consultation projects and high-level policy dialogues on these topics. She is actively involved in the SEED Initiative, a global partnership to foster social and green entrepreneurship, and is responsible for the organisation of SEED's global policy fora. She also has experience in the design and implementation of capacity-building programmes that foster social and green entrepreneurship. In this sense, she provides business support to local entrepreneurs in Africa and has led many workshops with the different sector players. In addition, Anais provides project support in the fields of sustainable consumption and production, and climate change.

Anais Mangin gained a degree in political science and international relations at Sciences Po Aix-en-Provence in France and the Freie Universität in Berlin. She also has a Master in international management from the ESCP European School of Management in Berlin and the Asian Institute of Technology in Bangkok, Thailand.



Helen Marquard

Helen Marquard became the Executive Director of the SEED Initiative in 2007. Previously Helen was Deputy Director at the UK's Department for Environment, Food and Rural Affairs (Defra), where she was responsible for a number of policy areas including international and European sustainable development, chemicals and biotechnology safety. Before that, Helen was the Deputy Head of the Environment Policy Department at the Foreign and Commonwealth Office in London.

Helen's academic background is in molecular biology and cancer research. Most of her work was on DNA repair mechanisms at the Max-Planck-Institute for Brain Research in Cologne, and at the Technical University in Aachen, Germany.



Shaffi Mather

Shaffi Mather is Co-Founder of Ziqitza Healthcare Limited (ZHL) and Founder of MURgency

Shaffi Mather - Advocate, Supreme Court of India, a serial Entrepreneur, Lawyer and Public Policy Analyst. Shaffi is Chairman of Ziqitza Group and Vice Chairman of Mather Group. He is the founder of Ambulance Access for All (Dial 1298 for Ambulance - an Emergency Response Ambulance Service), Education Access for All (Newton Schools and E-tutor Digital Learning Support) and Consultancy Service to Stop Bribes and Prevent Corruption Limited. He is also one of the co-promoters of Moksha Yug Access (Rural Supply Chain Organization) founded by Mr. Harsha Moily.

Shaffi is educated at the Mahatma Gandhi University (B Com), India, University of Bridgeport, USA (MBA Finance) University of Pittsburgh, USA (MBA Marketing / Strategic Planning), and the London School of Economics, UK (Leadership & Excellence) where he was a Chevening Senior Scholar and currently, a Visiting Lecturer. He was also a Mason Fellow in Public Policy at the Harvard Kennedy School of Government, Harvard University in 2007-08 graduating with a MPA (Public Policy) degree.



Satyan Mishra

Satyan Mishra believes in the sustainability of communities, wherever they still exist, as a pre-requisite to world peace and growth of human civilisation. He defines a community as a group of families, staying together and interdependent on each other economically, socially and culturally.

Satyan is an MBA, an Ashoka fellow and the Co-founder and Managing Director of Drishtee. He believes that the way to sustainability of villages is through knowledge and skill for harnessing local resources and igniting the entrepreneurial spirit. Self-reliance in provisioning of basic services, livelihood generation and developing local infrastructure are the three pillars of sustainability. All of this can be achieved through development of micro enterprises.

Drishtee has helped support more than 25,000 rural entrepreneurs in conducting their business through capacity development, capital linkages and a robust distribution network, connecting the last as well as the first mile in and out of village. Drishtee is today positioned to become a platform and a catalyst of change in the new economic and social order.





Fiorina Mugione



Fiorina Mugione, Economist with MBA in international trade has more than twenty years' experience in international organizations, but also had the opportunity to work in the private sector at the international level in marketing and export management functions. She worked primarily in the areas of research and analysis in enterprise, investment and development issues at ESCAP, OECD and UNCTAD. Recently in charge of the Enterprise Development Branch, she led since 2006, the Entrepreneurship Programme UNCTAD's Division on Investment and Enterprise. Fiorina coordinates the EMPRETEC programme – the one stop agency for small and medium sized enterprise development- in 36 countries around the world. Responsible of investment policy reviews at UNCTAD between 1996 and 2006, she earned concrete experience in policy analysis and programme management (Egypt, Ecuador, Peru, Ghana and Colombia).

Clemencia Nicholson

Executive Director at Njambre, Impact Innovation Company Builder

Clemencia is a BSc Economics and a 2015 IAE Business School MBA Candidate (Universidad Austral). Her experience comes mainly from both the financial industry, having worked on strategic planning at HSBC Argentina, as well as from the social sector, where she worked at a locally recognized and well-reputed NPO in Argentina, Fundación Cimientos, promoting equal education opportunities. Her dual expertise has led her to become a volunteer spirit with a business-focus and mind.



Dr. Michael Rabbow

Michael Rabbow is appointed doctor in General Medicine and holds a MSc degree in Community Health. He is Team Leader with Corporate Public Affairs at Boehringer Ingelheim. His responsibilities include access policy development, liaison with international, bilateral and national government institutions and development organisations. Michael is the Executive Director of the company's Access to Health Care Conference dealing with all healthcare related aspects in developing countries. He is the liaison official for health care supporting activities. Also, he renders strategic support to Making more Health, a joint Boehringer Ingelheim/Ashoka initiative to support social entrepreneurship globally. Michael is the e.g. chairperson of the economic advisory board to GIZ, board member of German Africa Foundation (DAS), board member of the German-Namibian Association (DNG). He has 29 years of working experience in the field of International Health. Previous positions include Head of Dept of Health Care at a German consulting agency working for EC projects in South-and South East Asia, Senior Researcher at the Dept of Tropical Hygiene and Public Health at Heidelberg University and Head of Programmes at the former German Foundation for International Development (DSE). From 1991 to 1998 he was Chief Medical Officer at the Directorate of PHC and Nursing Services, Ministry of Health and Social Services in Windhoek, Namibia, dealing mainly with communicable diseases control in the SADC region. In Namibia he also worked in a mission hospital during the struggle in the North in the mid-1980s.



Vineet Rai

Vineet Rai is the Founder and Managing Director of Aavishkaar and Co-founder & Chairman of the Intellectap Group of companies. Additionally, Vineet chairs the Board of Villgro, an Incubating and Funding Platform and Intellegrow, an Intellectap subsidiary providing venture debt services to Impact enterprises.

Aavishkaar is a pioneer Impact Investment fund with more than US\$160 million under management. The fund specializes in seeding companies that generate return and create impact either through provision of livelihoods or by reduction of vulnerabilities by improving access to health, education, water, sanitation, energy.

The group subsidiaries include Arohan, a Microfinance company, Intellegrow, a Venture Debt Company, Intellectash, a Microfinance incubation company, and has pioneering initiatives such as I 'Cube" N – India's first Impact Angel Network and SANKALP Forum, one of the foremost Global platform for Inclusive development.

As a frequent speaker at national and global forums, Vineet has received numerous awards including the G 20 – SME Innovation in Finance Award in 2010, the UNDP-IBLF World Business Award in 2005 & Lemelson Venture Fund Award in 2007 on behalf of Aavishkaar. He has also received the Ashoka Fellowship and Honorary Membership of XLRI Alumni Association. Vineet has recently been appointed on the G8 Task Force on Impact Investing for International Development.



Luiz Ros

Luiz was appointed Manager for the Opportunities for the Majority (OM) Sector Office at the Inter-American Development Bank under the Vice Presidency for the Private Sector in January 2008. Under his management, the Initiative has developed a portfolio of 57 operations for US \$383 million across 18 countries in Latin America and the Caribbean. Before entering the Bank, Ros was the Global Manager for Markets and Sustainable Enterprise at the World Resources Institute (WRI). Ros also served as a member of the strategic board for the VC III Stratus Investment Fund, which is based in São Paulo, Brazil and supports small, sustainable businesses

Luiz has been recently selected among the top 6 business leaders working for a great cause, "Executivos de Grandes Causas," by Época Negócios, a leading business magazine in Brazil.



Lorna Rutto

Lorna Rutto is the CEO of EcoPost, a for-profit Social Enterprise based in Kenya with a mission to create sustainable jobs for people in the marginalised communities and conserve the environment.

Lorna has been a recipient of various international awards for providing exceptional and exemplary community service through her social enterprise. She was honoured with the SEED Initiative Award, the 2011 Sub-Saharan Africa Cartier Laureate in Paris, the Youth Entrepreneurship Facility, Safaricom sponsored Enablis Award, the 2010 Bid Network Nature Challenge Award in Netherlands, Unreasonable Institute exposure in US in 2012 among others.

Lorna was featured on the elite Forbes List among the 20 Youngest Power Women in Africa and in 2013, she was also nominated with the Guardian Newspaper readers among the Africa's top women achiever.

Tomas Sales



Tomas Sales is a UNDP Private Sector Regional and African Facility for Inclusive Markets Project (AFIM) Manager starting initially in Johannesburg, South Africa and now in Addis Ababa, Ethiopia at the new UNDP Regional Service Centre for Africa. Under the current position he has successfully worked with 38 African countries governments and their private sector both local and international, African Union AfriDB and Regional Economic Commissions, bilateral and multilateral development partners and international organizations. He lead in the design, development and delivery of African wide flagship products and services including the “African Inclusive Business Report and related Ecosystem Collaborative Platforms”; the African Agribusiness Supplier Development Program, 3 Regional Food Value Chains Facilitation Platform, 6 Catalyst Capital Grants; the CAADP Investment Facilitation Program, the Great Lakes 9 Sector Investment Opportunities Brief among many others.

Thomas Silberhorn

Thomas Silberhorn was appointed Parliamentary State Secretary to the Federal Minister for Economic Cooperation and Development in February 2014. Prior to this, he was Deputy Chairman of the CDU/CSU parliamentary group in the German Parliament (Bundestag).

He has been intensively involved in development policy for many years, serving most recently as Chairman of the working group on foreign affairs, defence, EU-related matters, economic cooperation and development, human rights and humanitarian assistance for the group of CSU parliamentarians within the German Bundestag. His work is rooted in the belief that German development cooperation must be seen as helping people to help themselves.

The focus of his work as Parliamentary State Secretary is on core development issues for the future: human rights and good governance, education, health, poverty reduction, water supply and sanitation, energy and resources. He also concerns himself with globalisation and trade issues, and the further development of the United Nations Millennium Development Goals. He is Germany's Governor at the African Development Bank. And he is responsible for bilateral development cooperation with the continent of Africa. This also entails playing a major role in shaping the German government's strategy for the 54 countries of Africa. Another regional focus of his work is on the countries of the Near and Middle East.

Moreover, Mr Silberhorn is a board member of the German Institute for International and Security Affairs (SWP) and the German Foundation for Peace Research (DSF).

He has been a Member of the German Bundestag since 2002, representing the constituency of Bamberg-Forchheim.



BMZ  Federal Ministry for Economic Cooperation and Development



Subathirai Sivakumaran

Subathirai Sivakumaran is the Programme Manager of the Business Call to Action (BCtA). She is also a lead author of the UNDP publication “The MDGs: Everyone’s Business”, a member of the author team for the UNDP regional report in Eastern Europe and the former CIS on Business Solutions to Poverty and contributed research to the UNDP report Creating Value for All. In addition, she is the author of “Market Analysis in Emergencies”, an author of the UNDP paper, “A Third Way for Official Development Assistance”, and has also authored on microfinance, the role of the private sector in emergency situations and impact investing. Previously to her time in UNDP, Suba was the Country Director of Room to Read Sri Lanka, an international educational non-profit building schools, libraries and supporting girls on scholarship in the tsunami and conflict zones of the country. Prior to that, Suba was a research analyst with the investment bank Morgan Stanley in covering energy and commodity companies in Europe and the Middle East. Suba holds a degree in Government and Economics from the London School of Economics and a Master’s in Public Policy from the Kennedy School of Government at Harvard University where she received a full scholarship as a Reynolds Fellow in Social Enterprise.



Bart Slob

Bart is passionate about sustainable business. He works actively with governments, public authorities, civil society organizations and companies to promote and ensure responsible business behaviour. From advising high-level personnel in one-to-one meetings to workshops with staff members of a government department, his message is the same – organizations can be responsible at every stage of their value chain.

Bart is a regular guest lecturer at universities, business schools and research institutes and has expertise in facilitation, participation and innovative dialogue design within change processes.

Since 2003, Bart has been involved in the development of CSR-related policies. He has advised the Dutch government on the implementation of the OECD guidelines for Multinational Enterprises and ISO 26000, sustainable public procurement, Fair Trade and sustainable private sector development. Bart is regularly invited by governmental and non-governmental organizations to make presentations on CSR policymaking and the implementation of sustainability strategies.

Lindsay Smalling

Lindsay has worked on the SOCAP Conference for three years as Entrepreneur Coordinator (2012), Program Manager for the Oceans track (2013) and Senior Content Associate (2014). The annual SOCAP event in San Francisco is the largest conference for impact investors and social entrepreneurs and has drawn more than 10,000 people since 2008. Lindsay is also Strategic Initiatives Officer at ImpactAssets, a financial services company focused on increasing the flow of capital to impact investing, where she creates resources to help financial advisors and investors navigate the field of impact investing. Lindsay is a graduate of Columbia Business School and Pomona College.



Rebecca Szrama

Rebecca Szrama is Head of “Responsible and Inclusive Business Hub” in Pretoria since March 2014. This project of the GIZ powers a paradigm shift towards sustainable economic development and fosters cooperation between small and big enterprises. The hub provides information on and raises awareness about Corporate Social Responsibility and Inclusive Business.

Rebecca Szrama has been working in the field of inclusive business and cooperation with the private sector for more than six years. After working in the private sector and non-profit sector, she urged to match the efficiency and sustainable approach of both approaches to create wider impact and an inclusive development. She worked as a self-employed consultant in the field, and then supported the German Ministry for Economic Cooperation and Development (BMZ) in the topic of cooperation with the private sector.



Dr. Christina Tewes-Gradl

Dr. Christina Tewes-Gradl is an expert on inclusive business. As a founder and managing director of Endeava, she works with partners from all sectors to identify and implement market-based solutions to poverty. Christina has more than twelve years of experience in research and advising on sustainability, strategy and development issues. She is a Research Fellow at the CSR Initiative of the Harvard Kennedy School. In her PhD research, she developed a stakeholder view of the business model concept. Christina holds Masters degrees from the University of Passau and LSE. Previously, Christina worked as a strategy consultant with McKinsey&Co and with rice farmers in Madagascar.





Arne H. Theissen

Arne H. Theissen is Executive Director of the Inclusive Business Action Network and heads the Responsible and Inclusive Business Hubs at GIZ (Deutsche Gesellschaft für Internationale Zusammenarbeit). Prior to his current position he has worked as country manager for the GIZ portfolio in Bolivia and has served as focal point for the cooperation with the private sector in South America. After having developed GIZ's Resource Governance approach, he designed and supported projects in West Africa, Afghanistan and South America. He has gained private sector experience in business consulting and holds a diploma in Business Administration and a Master's degree in Peace and Conflict Studies.



Michael Vollmann

Michael Vollmann has been an International Program Director at Ashoka since 2012, responsible for the Globalizer Program. Michael started a strategic multi-year partnership between Ashoka and Siemens Foundation – the Community Impact Development Group (CIDG). This international network supported social entrepreneurs from more than a dozen developing countries in Latin America and Sub-Sahara Africa in refining their business model, making them investor ready and exchanging learnings as peers.

Prior to being an international program director he was part of the start-up team of Ashoka in Germany. Before joining Ashoka he was a member of the BMW Foundation Responsible Leader network and winner of the 2011 BMW Foundation Young Leader Award.

He received his diploma degree (equivalent of a combined bachelor & master) in Intercultural Business Studies at the University of Passau, Germany and the State University of Rio de Janeiro and is an active Alumni of the International Scouting Movement.



Bertil van Vugt

Having a background in journalism (Bachelor) and political science (Master), Bertil combined his two interests by working at media production company Africa Interactive from 2006 to 2014. The past two years (2012 to Feb 2014) he lived in Nairobi, Kenya, where he successfully set up a subsidiary branch of Africa Interactive in one of Africa's most important hubs.

For a long time already Bertil has been passionate about supporting starting entrepreneurs in Africa to realise social impact. After returning to the Netherlands he has joined VC4Africa in July. VC4Africa is the largest online community of entrepreneurs and investors dedicated to building game changing companies on the continent. At VC4Africa Bertil is responsible for the Inclusive Business Accelerator Online, an open innovation platform that connects social innovators, business coaches, impact investors and businesses.



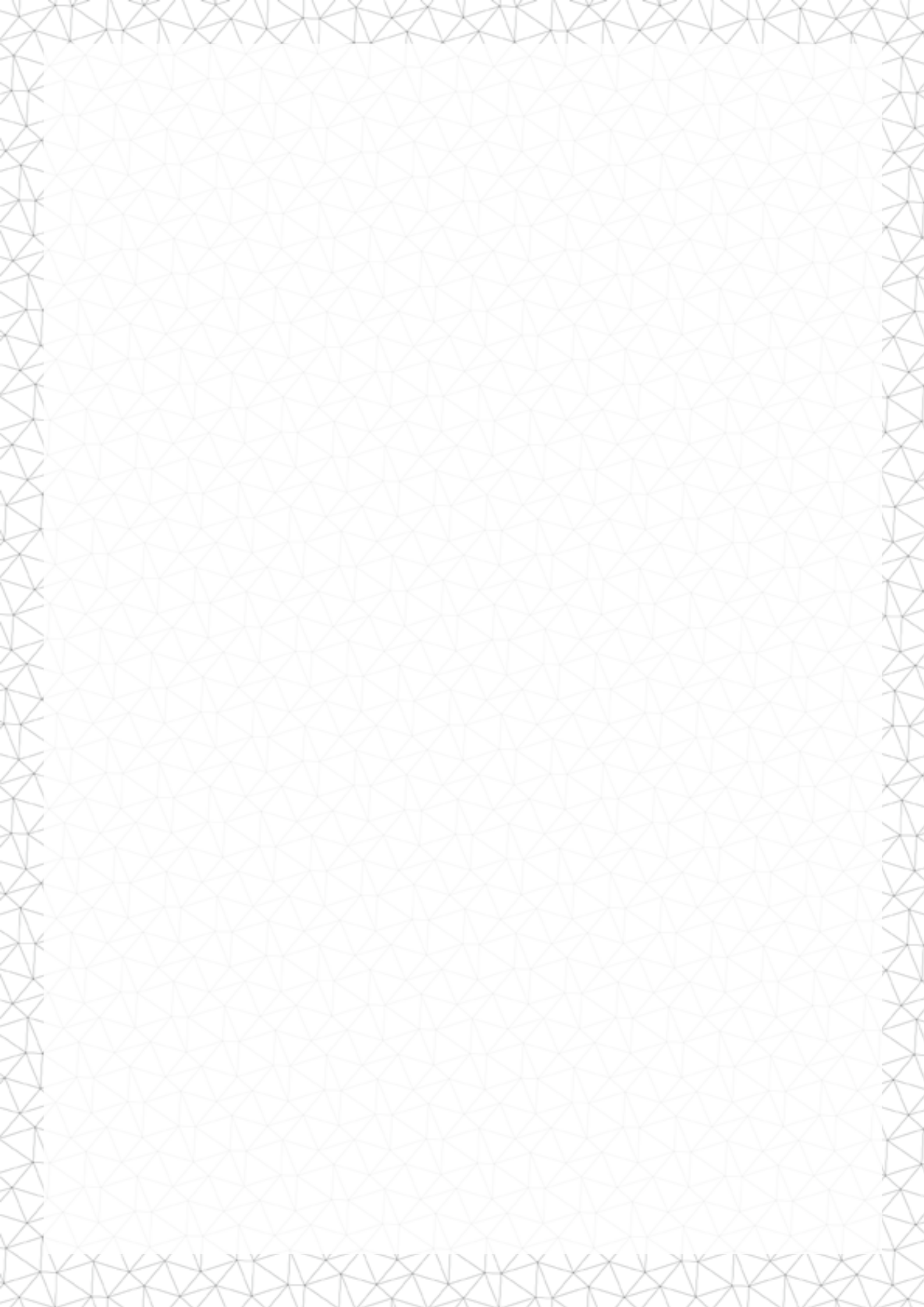
Andreas Zeller

As co-founder and Managing Partner of Open Capital Advisors, Andreas has worked closely with SMEs in East and Southern Africa and with local and global investors. Over the past four years, Open Capital has completed over 100 engagements across 9 countries, supporting inclusive businesses. For those businesses who have required capital to scale, Open Capital has raised \$43M from a range of global investors.

Andreas began his career at a start-up technology venture, for which he managed operations and worked on capital raising efforts. Andreas then entered investment banking, working first with Citigroup in New York and London, then with Credit Suisse in New York.

Andreas left Credit Suisse to join the infrastructure investment team at the International Finance Corporation (IFC), World Bank Group, first as term staff in Washington, D.C. then as a consultant in Nairobi, Kenya. At IFC, Andreas was responsible for analysing, structuring and executing "double bottom-line" private equity investments across Africa, Latin America, and Eastern Europe.





THE FUTURE OF INCLUSIVE BUSINESS – CONTINUED EXCHANGE OF IDEAS

We hope the rich discussions during our launch event help us all to plan the road ahead for building inclusive business. In the days and weeks following the event, you can catch up on presentations, photos and reflections on the dedicated page on the Practitioner Hub on Inclusive Business: bit.ly/IB-Action

In December, we continue to review progress in inclusive business and look forward to the next phase. 'Looking Back, Looking Forward' will be a series of interviews and blogs with leaders in the field and many partners of the Inclusive Business Action Network. It will be featured throughout December on the Practitioner Hub on Inclusive Business, and shared on Twitter (#IBforward). Sign up now at bit.ly/JoinIB-Hub if you would like to receive the summary newsletter on 'Looking Back, Looking Forward' in your inbox. Or contact the Hub Editor (caroline@carolineashley.net) if you would like to contribute to the series.

INCLUSIVE BUSINESS



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