

SANKALP AFRICA SUMMIT 2019

NAIROBI, KENYA FEBRUARY 21-22, 2019



SUMMIT REPORT





POST EVENT REPORT 2019

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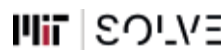
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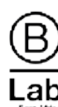
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About Sankalp Forum

Sankalp Forum is a multi-stakeholder platform focused on growing the entrepreneurship economy in emerging markets by channeling support to entrepreneurs and innovators. The Sankalp team has successfully organized 6 regional summits in Africa with 1100+ delegates attending the latest edition including government leaders, corporations, investors, entrepreneurs and innovators.

Launched in 2014, the annual Sankalp Africa Summit intends to support the regional SME ecosystem and build a transfer corridor with other emerging markets in the Global South. Entrepreneurs remain at the core

of Sankalp Forum, and each year through the Sankalp Awards, we source, screen, and support high potential enterprises in their capital raise.

The entrepreneurial ecosystem in East Africa is young, and incredibly active. Yet, it is fraught with challenges that entrepreneurs face on a daily basis as they launch their businesses. The landscape in East Africa validates the 'ecosystem approach' that Intellectap takes – bringing together Capital, Knowledge and Networks. These three factors are inextricably linked and critical for the success of any entrepreneur – seasoned or young.



SANKALP AFRICA SUMMIT 2019

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Accelerating Unlikely Alliances to Build an Inclusive Africa

Economic growth in East Africa has seen unprecedented growth in recent years, which has been far ahead of Africa as a whole, even outpacing SE Asia's growth from 2012-2016. The per capita GDP for East African countries have doubled over the last 10 years.^{#1}

In addition to positive economic trends, people in East Africa have seen improved social indicators as well – overall they are living longer lives, gaining better education, and seeing improved quality of life, compared to just the previous generation. These are all positive steps towards achieving the Sustainable Development Goals, but we still have a long way to go for sustainable development take hold across the African continent. In many circles, sustainability has become synonymous with revenues, business models, and entrepreneurship – where social businesses can be the main driver for meeting the SDGs.^{#2}

This entrepreneurship agenda has taken Africa by storm in recent years – global investors have their sights set on Africa as the next frontier for booming business, nascent sectors offer business opportunities everywhere for creative entrepreneurs, and the Silicon Savannah promises to leapfrog progress with technology.

Investors and entrepreneurs are not on this joy ride alone in Africa. Recent years have seen an impressive boom of accelerators, incubators, corporates, non-profits, academic institutions, and government initiatives focusing on building, supporting, and scaling entrepreneurs and small business. Traditional, aid-based non-profits are designing entrepreneurial underpinnings into their programs, corporates are launching incubation centers and innovation hubs, and academic institutions are launching entrepreneurship education programs to encourage young graduates to be self-employed. Traditional non-profits like Amref, World Vision, and the Aga Khan Foundation have launched programs aimed at identifying, supporting and even funding

1 United Nations Economic Commission for Africa, Macroeconomic & Social Developments in Eastern Africa 2018

2 United Nations Economic Commission for Africa, Macroeconomic & Social Developments in Eastern Africa 2018





social entrepreneurs who are helping to address their key areas of focus. Global corporations like Merck, Barclays, and Google have all launched incubation or acceleration programs aimed at identifying and supporting the next big game changing business. Furthermore, financiers are actively exploring options of blended finance and social impact bonds to align and channel public, private, and philanthropic funds to mobilize impact investments into frontier markets.

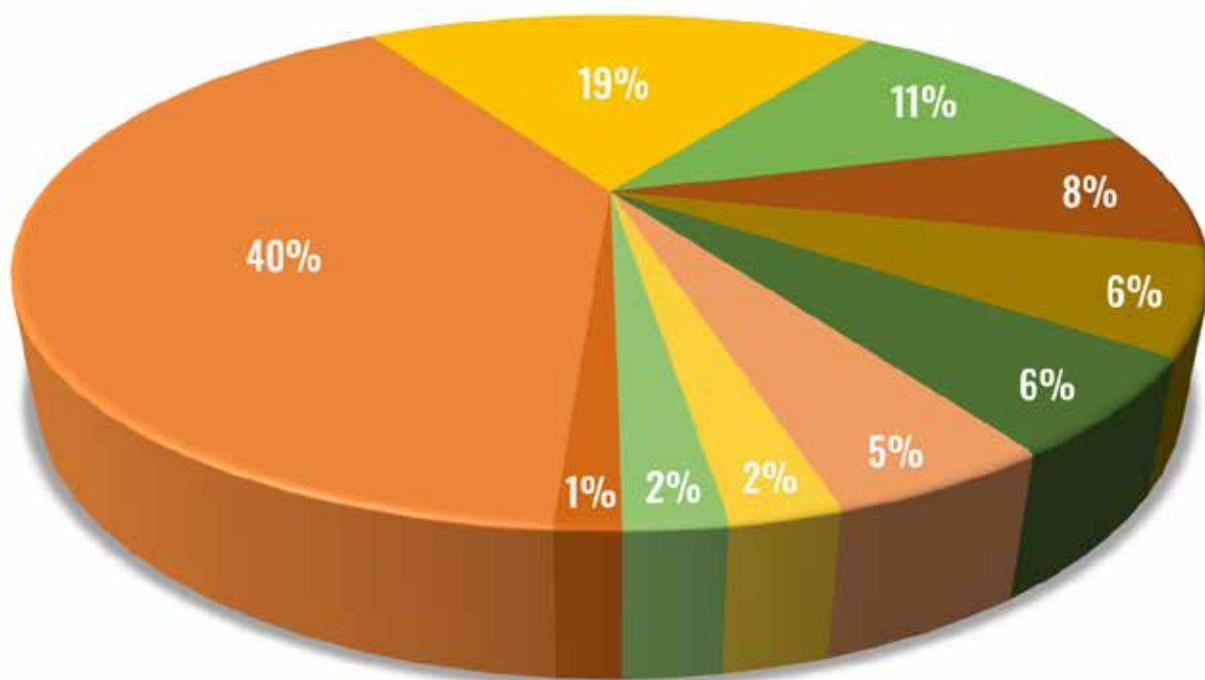
As the entrepreneurship agenda gains popularity from an ever-increasing base of stakeholders, and the space gets more crowded, these stakeholders and the entrepreneurs they support begin to rub shoulders and step on each others' toes without even knowing it. Many stakeholders have commonalities and overlap in their entrepreneurship agendas, but may never realize it. How effectively are such programs delivering value to entrepreneurs, customers, and beneficiaries? How much redundancy could be alleviated if these stakeholders worked together instead of in parallel? What efficiencies could be improved by aligning agendas across different stakeholders? What insights could be gained from seasoned veterans in the space, like impact investors, accelerator programs, and entrepreneurs themselves?

As we continue to work towards achieving the Sustainable Development Goals, it is more

important than ever that we work in tandem instead of independently to amplify each individual's contributions. The 2019 Sankalp Africa Summit is the one place where all these different types of stakeholders convene with the objective of building an enabling ecosystem for entrepreneurship. The upcoming Summit looks forward to helping align stakeholders and provide a platform where unlikely alliances can take hold, and their collective impact can be amplified.



Who Attended Sankalp?



1100+ People attended the summit



Summit Agenda

Day 1 (21st February 2019):

Timing	Activity/Session
07:00 AM – 08:00 AM	Morning Yoga
07:30 AM – 08:30 AM	Breakfast Meeting: Investing to Improve the Lives of Adolescent Girls & Young Women
08:00 AM – 09:00 AM	Registrations
09:00 AM – 09:15 AM	Opening Remarks
09:15 AM – 10:00 AM	Opening Plenary: Accelerating Unlikely Alliances to Build an Inclusive Africa
10:00 AM – 10:15 AM	Off the Cuff: In Conversation with Vineet Rai & Jeff Koinange
10:15 AM – 10:25 AM	Report launches - IDRC & Intellectap: The Global Landscape of Gender Lens Investing - SDG Partnership Platform & Intellectap: Innovative Health Financing Models for Universal Health Care
10:25 AM – 10:55 AM	Sankalp Africa Awards (Top 5 pitches)
10:55 AM – 11:10 AM	Awards Ceremony (3 winners)
11:15 AM – 12:00 PM	Tea Break
12:00 PM – 01:30 PM	Ethiopia: Africa's Juggernaut Economy
	Making Primary Health Care Accessible in Kenya: The Role of Innovative Health Financing
	Is Your Baby Ugly: Valuations in Africa
	Hard Talk: Unraveling the Investor - Entrepreneur Mindset
	The Rise of Strategics as Early Stage Investors in African Startups
	Workshop Partnering for Change: Connecting Talent with the Entrepreneurship & Corporate Ecosystem
	Scaling Access to Finance for Early Stage Entrepreneurs in Emerging Markets
	Talent Tent Untangling Training: Is Your Program Ineffective and a Waste of Time and Money?
	Escaping Innovation: Expanding the Notion of Impact to Include the Local Economy
01:30 PM – 03:00 PM	Lunch
03:00 PM – 04:30 PM	ZAMBIA: The New Investment Frontier
	Building the WASH Ecosystem: Moving Beyond the Traditional Delivery of Services
	Pipelines and Partnerships: Positive Impact Investment Opportunities in Agribusinesses
	Innovations Beyond Borders: Connecting Asia & Africa
	The Role of Climate Finance in Enabling MSMEs
	The Big Debate: Africa's Next Generation of Leaders - Are They Ready?
	Reaching the Tipping Point for Impact Investing
	Trash to Production Circular Economies
	A New Leadership Approach for Progressive Fast Growing Organizations
03:00 PM – 05:00 PM	By Invite Only Deal room@Sankalp
04:00 PM – 06:00 PM	Happy Hours



Day 2 (22nd February 2019):

Timing	Activity/Session
07:00 AM – 08:00 AM	Morning Yoga
07:00 AM – 09:00 AM	Breakfast Meeting GIIN Member Meeting Invite Only
	Breakfast Meeting Genesis Catalyst Meeting
	Registrations
09:00 AM – 09:15 AM	Recap of Day 1 & Introduction to Day 2
09:15 AM – 10:15 AM	Main Plenary: Inverting the Pyramid: Scaling Millions of Women Entrepreneurs
10:15 AM – 10:30 AM	Are You Creating the Right Connections @ Sankalp?
10:30 AM – 11:30 AM	Tea Break
11:30 AM – 01:00 PM	SOMALIA: From Fragile to Frontier, what will It Take ?
	Storytelling Workshops as Case Clinics for Social Entrepreneurs
	Breaking the Paradigm (Investing Without Exits)
	Turning Intentions into Action: How to Boldly Implement Gender Lens Investing
	Educating for the Skills of the Future
	Financial Inclusion 2.0: Digitizing Agricultural Value Chains 'Can we Build an Alternative to M-Pesa?'
	Tackling the Missing Middle: Access to Productive Clean Energy Services to Catalyse Economic Resilience
	Unlocking the Potential of Private Sector to Achieve Universal Health Coverage for the Last Mile
	Building Ecosystems for Corporate-SME partnerships Invite Only
	Talent Tent: Intercultural Management
01:00 PM – 03:00 PM	Lunch
03:00 PM – 04:30 PM	SOUTH SUDAN: Welcoming Africa's Youngest Economy
	Making the Economics Work for Early Stage Financing - A Workshop for Fund Managers Invite Only
	The Dragon In The Savannah: China's Role in Africa's SME Development
	EV's for Africa: Is Africa Ready for Smart & Sustainable Mobility Solutions?
	Urban Health Design Challenge
	Star Trek Tech for Social Good: Pipe Dream or Inevitable Reality?
	Master Class – Capital Raising and Decoding Term Sheets
	The Big Debate: Is the Gig Economy Africa's Economy?
	#Pitch2Incub8rs
	Fail Faire: Turning Failure into Learning

Key Speakers at Sankalp



Fred Swaniker
Founder and CEO
African Leadership University



Ivy Mwai
Interim Country Representative,
Kenya, Mastercard Foundation



Rahul Chhabra
High Commissioner of
India to Kenya



Susie Kitchens
Deputy High Commissioner
British High Commission



Anzette Were
Economist, researcher, analyst
Anzette Were Consulting



Kathryn Toure
Regional Director, Sub-Saharan
Africa International Development
Research Centre (IDRC)



Siddharth Chatterjee
United Nations Resident
Coordinator, Kenya
United Nations



Carola Schwank
Head, Empowering People,
Network Siemens Stiftung



Arif Neky
Senior Advisor, UN Strategic
Partnerships, SDG Partnership
Platform



Pauline Mbayah
Director, Strategy and Partnerships
Africa Enterprise Challenge Fund



Vincent Ogutu
Vice Chancellor Designate,
Strathmore University



Dr. Wanjiru Kamau-Rutenberg
Director
African Women in Agricultural
Research (AWARD)



John Kashangaki
Deputy Chief of Party
Kenya Investment Mechanism



Luni Libes
Investor
Fledge & Investorflow.org



Frank Omondi
Chief Executive Officer,
Ten Senses Africa



Katrina Ngo
Senior Manager, The Global Impact
Investing Network



Andrea Snyder
Communications and
Marketing Director, MIT Solve



Erik Hersman
CEO
BRCK



Vera Zhan
Head of Network Clients, East Africa
Standard Chartered Bank Kenya Ltd



Andy Narracott
Founder, Finding Impact

Sankalp Awards

This year, over 350 enterprises, operating in 20+ countries applied to the Sankalp Africa Awards. The enterprises were screened by an internal screening committee, post which they received technical support & showcase preparation from sector experts within Intellecap and the Intellecap Impact Investment Network (I3N) member base.

Finally, the top ten enterprises pitched to an esteemed jury of corporate leaders, policy makers and investors. The top five engaged in a conversation with Jeff Koinange, a leading Kenyan TV anchor, on Day 1 of the Sankalp Africa Summit. Out of these, the three winners were:



Kwangu Kwako: Kwangu Kwako Limited (KKL) uses prefabricate concrete panels that they use to build safer, more secure, affordable homes as a viable alternative to traditional low income and informal settlement structures

Lakeview Fisheries: Lakeview's aim is to utilize modern aquaculture technology to improve the availability of sustainably farmed fish in Kenya, thereby increasing per capita fish consumption, improving nutrition, creating rural jobs, improving rural livelihoods and lowering poverty.

Insurance for All: IFA focuses in the design and distribution of various micro insurance products targeting workers in Kenya's informal sector (JuaKali). The first micro-insurance product in the market is AfyaPoa.

LIST OF FINALISTS



Insights & Highlights Day 1



OPENING PLENARY - ACCELERATING UNLIKELY ALLIANCES TO BUILD AN INCLUSIVE AFRICA

of Sankalp Africa Summit 2019 was focused on understanding the ways in which we can mobilize unlikely alliances across stakeholders to achieve business transformation. It brought together key voices from across the globe, spanning across the private and public sector with panelists Anzette Were - Economist, Fred Swaniker - Founder & CEO of African Leadership University, Siddharth Chatterjee - United Nations Resident Co-Ordinator for Kenya and Erik Hersman - CEO of BRCK in conversation with our host Jeff Koinange, a renowned Kenyan TV journalist. Their dialogue helped the 1000+ audience members understand the support needed from the impact ecosystem, and what is required to scale every enterprise to a multi-million dollar entity.

After a power packed discussion by the panel, Jeff Koinange & Vineet Rai, Founder of the Aavishkaar Group engaged in a fireside chat. Vineet spoke about his pioneering journey as an impact investor,

the Aavishkaar Africa Fund, and how the continent's entrepreneurs have immense potential to grow and scale.

IDRC & Intellectap launched a report on 'The Global Landscape of Gender Lens Investing', which explores and examines the strategies used by gender lens investors across the globe. This was followed by the launch of a whitepaper by SDG Partnership Platform & Intellectap, titled 'Innovative Health Financing Models for Universal Health Care'. The whitepaper brings out the need for innovative health financing models in Kenya and how these models can work towards achievement of Universal Health Coverage.

ETHIOPIA: AFRICA'S JUGGERNAUT ECONOMY

This session explored the factors that have contributed to Ethiopia continuing its remarkable run as the continent's best performing economy, and the impetus this can potentially provide for the social enterprise ecosystem. The country has already begun



to make provisions for bolstering the current climate for entrepreneurs and investors, but a more concerted effort in tightening policy measures that encourage MSME growth, and a more targeted approach to support enterprises in finding the right investor profile will unlock new avenues for growth. The SEWF slated for October this year will be an excellent opportunity for Ethiopia to showcase the progress thus far and the potential that exists to continue its run as a juggernaut economy of Africa.

HARD TALK: UNRAVELING THE INVESTOR - ENTREPRENEUR MINDSET

The Entrepreneur-Investor relationship forms the crux of an enterprise ecosystem, and this Aavishkaar led session demonstrated the current challenges and lacunae that exist in this dynamic. Three major factors, namely, representation of local enterprise success



stories, the timing for expansion, and the proverbial debate between growth vs. profitability, were the driving points for this highly engaging discussion. Ultimately, all participants were in consensus that the most critical success factor for an entrepreneur has, and will remain their capacity to understand the needs of the market and ensure their offering ticks the boxes in that regard.

WORKSHOP | PARTNERING FOR CHANGE: CONNECTING TALENT WITH THE ENTREPRENEURSHIP & CORPORATE ECOSYSTEM

Connecting Talent with the Entrepreneurship and Corporate ecosystem called for an approach that takes into account the diverse stakeholder groups



associated and works towards a solution that acknowledges existing biases, recognizes and eliminates challenges, and identifies ways in which these stakeholders can collaborate. The MIT D-Lab team, which facilitated this session, customized their PACT framework to execute what was an extremely well attended and participative session. This was part of the overall track supported by the Mastercard Foundation.

SCALING ACCESS TO FINANCE FOR EARLY STAGE ENTREPRENEURS IN EMERGING MARKETS

Dutch Good Growth Fund's report released earlier this year, that explores the means to make early stage financing in emerging markets more scalable and viable, was the basis for their session at Sankalp this year. The discussion was anchored around understanding the role of different 'archetypes', models that are the protagonists of early stage financing. Accelerators, Angel Networks, early stage venture funds as the 3 main archetypes were well represented and there was conscious effort to deliberate ways in which each of them could build better synergies with the others to develop the entrepreneurial ecosystem.

PIPELINES AND PARTNERSHIPS: POSITIVE IMPACT INVESTMENT OPPORTUNITIES IN AGRIBUSINESSES

The Feed the Future Kenya Investment Mechanism (KIM) Program, with support from USAID, has been working to address some of the most fundamental challenges that plague agribusinesses in the form of either information asymmetry in the market or limitations to capital one way or another. Through



the session, the discussion moved towards some of the critical areas that the program has been working towards, in order to move the needle for these stakeholders. Focus on financing underserved agri value chains, exploring possibilities to finance multiple value chains to make more customized solutions, and considering expansion to other parts of Kenya were shared as the major areas for nurturing and developing the sector at large.

THE BIG DEBATE: AFRICA'S NEXT GENERATION OF LEADERS - ARE THEY READY?

The first debate at the Summit looked at what is currently needed to build Africa's next generation of young leaders, and who is needed on this journey to build skills, education, and civic engagement? Leaders can go on to build businesses, drive social change through non-profits, and even lead countries, but their capacities must be built by the ecosystem at large. Many youth are eager but are not capable. Talent, capital, investment, and infrastructure are the things the youth need to take this continent ahead.

BY INVITE ONLY | DEAL ROOM@SANKALP

What is now a regular fixture on the Sankalp agenda, the Deal Room provided a great opportunity for High-potential entrepreneurs, looking for external investment to interact with relevant investors. Unlike a conventional speed dating session, the entrepreneurs were vetted in advance, and given the nature of information shared with investors, the conversations were a lot more evolved as well. This year's edition saw nearly 30 such interactions between investors and entrepreneurs.

MAKING PRIMARY HEALTH CARE ACCESSIBLE IN KENYA: THE ROLE OF INNOVATIVE HEALTH FINANCING

This session explores the urgent need for the government in Kenya, and by extension across Africa, to look beyond the traditional approaches to financing healthcare and identify innovative ways to engage private sector, attract private capital, reduce dependency on the already drying donor funding and further reduce the Out of Pocket Expenses (OOPE) and to achieve Universal Health Coverage for its citizens.

The session discussed several models that can be used in this regard including: Social/Development Impact Bonds (SIB/DIB) which help fund health care through contracts where private investors provide upfront flexible funding to healthcare providers and outcome funders and government in case of social impact bonds and DFIs in case of development impact bonds repay these investors based on the healthcare outcomes achieved by those who receive the services, Advance Market Commitments (AMCs) that guarantee market for new vaccines, drugs and diagnostics for the developing world made by pharmaceutical and diagnostic companies that have long been reluctant to invest in producing because they have little prospect of earning an attractive return, Health Insurance, which entails the protection of the population against health perils in exchange for regular premium payments proportionate to the likelihood and cost of the risk involved also provide alternative ways of financing healthcare. This can either be Single payer mechanism, private insurance, or a blend of public and private health insurance, and finally innovative financing models like PAYG (Pay-As-You-Go) for high cost assets like x-ray machines, and various lab equipment whereby lease financing can be adopted and the asset manufacturer or owner provides the right to use the asset to another party against periodical payments.

IS YOUR BABY UGLY: VALUATIONS IN AFRICA

Organizations in Africa have for a long time been either undervalued or overvalued by promoters and investors alike.

This session set out to educate on valuations, why they should go beyond the numbers, and why entrepreneurs need to focus on 'valuable intangibles' in a business as much as they do the P&L. Intangibles that investors look at are confidence in the entrepreneurs' team, previous estimated valuations, liquidity preferences towards the investor, the teams' execution capacity, good exit track records, and above average return on investment ratios.



Entrepreneurs were also encouraged to keep pushing with three main pieces of advice: To research and approach possible buyers of the business, to always look to scale new avenues of revenue, and to understand that down-rounds do happen and the best way to move on is to learn from them."

THE RISE OF STRATEGICS AS EARLY STAGE INVESTORS IN AFRICAN STARTUPS

This session focused on why partnerships between startups/SMEs and Strategics (large organizations that are strategically good for startups) are important.

Participants discussed the need for SMEs to think beyond the 'Small' and find relevant partners they can structure deals with, and grow symbiotic relationships with. An example of benefits SMEs can get from partnerships with Strategics is develop their product and customer scope, competition analysis, developing sales and marketing, developing organizational structure and capital funding. Finally, the session participants were all in agreement that working with Strategics is a good plan for small and medium enterprises as they are invested in the business and as such, tend to be in for the longer term.

ESCAPING INNOVATION: EXPANDING THE NOTION OF IMPACT TO INCLUDE THE LOCAL ECONOMY

Is there a way to measure impact? How can it be done? Similarly, how can we ensure that the builders of impact-based businesses on the African continent are building African businesses for Africans?

This session sought to define what Impact really is, and what it means to different people by finding common ground in its definitive characters. It also saw the speakers and audience discussing different challenges faced by SMEs such as not-high-enough ROI rates to attract good and patient capital, e.g. in the education sector, communication breakdown and failure in expectation setting where investors offer something different from what the business actually needs, and capex capital vs. working capital and its nuances where many SMEs face challenges in getting services from investors, unlike their larger counterparts.



The solution revolves around getting involving intermediaries; impact investors with varying viewpoints to focus on impact that a business has instead of on the income returns from the business, and in this way, looking at the bigger picture.

ZAMBIA: THE NEW INVESTMENT FRONTIER

This session sought to shine the spotlight on one of Africa's under-estimated markets; Zambia, and to show the emerging impact investment opportunities available in the country and overall show why it is a country worth investing in.

Although mining is the backbone of this land-linked country, and contributes ~70% to Zambia's economy,



a single often small change in regulation by the government could have a large negative impact on the mining as a sector.

Therefore, it is prudent to begin looking at Zambia as an impact investment destination currently (as there are currently few impact investors). Some Key sectors that are growing and require investment are ranked as:

Agriculture - there's a large opportunity here as many areas of Zambia are fertile (~88%) Agro-processing (around 81%) Energy and renewables (~47%) Tourism (~47%) Aquaculture (~29%), and aquaculture by end of the session, it was clear that Zambia has a huge untapped market in the impact investment space and investors who venture here stand to make good returns while effecting a positive impact.

BUILDING THE WASH ECOSYSTEM: MOVING BEYOND THE TRADITIONAL DELIVERY OF SERVICES

Is there a one size fits all business model in the Water, Health, and Sanitation space that can be adapted anywhere?

This session sought to what business model works best and whether it can be replicated, who the key stakeholders are and how are people bringing them together, what is required to achieve Sustainable Development Goal #6 (Ensure availability and sustainable management of water and sanitation for all).

It came out clearly that as much as there have been developments in the space, a lot more needs to be done. Over 50 Billion is currently needed to achieve SGD6 and no one entity can do it alone; this calls for partnerships between the public sector (government),

the donor community, as well as the private sector (both large established corporates as well as SMEs).

All in all, building the WASH ecosystem can only be done by moving beyond the traditional delivery of services (which has a lot of moving parts to consider) to multi-level PPPs; only that way can we grow the sector.

THE ROLE OF CLIMATE FINANCE IN ENABLING MSMEs

This session aimed at bringing together key decision-makers and financial institutions (including private sector investors and foundations) to identify and implement potential transformational investments to curb climate change. It also included discussion on potential opportunities in renewable energy sector with emerging interventions. Overall this session was intended to support MSMEs understand the role of climate finance and mechanism to avail it, a complex but worthy channel of investment for MSMEs. This session resulted in defining and putting forward the role of climate finance and ways on how it can be channelized effectively and efficiently to MSMEs.

The key discussion points at the session were:

- Factoring and impact bonds could be two significant source of capital for MSMEs; both of them are highly under-utilized currently
- Result based financing is an effective mechanism to mobilize private capital but it is equally important to provide working capital to MSMEs in parallel to ensure that they achieve the desired results in sustainable manner
- Venture capital needs to stop picking winners from every sector/geography for investment; instead venture capital needs to be more risk taking with less return expectation
- Farmers are the best example of innovative enterprises (MSMEs) across the globe as they are more exposed to climate change impacts (drought, cyclones, floods, etc.) but still start afresh every year with an expectation to generate revenue even amidst adverse climate change situations

TRASH TO PRODUCTION | CIRCULAR ECONOMIES

This session built on the 2018's Circular Economy session at Sankalp Africa Summit and sought to dive deeper into looking at Circular Economy Entrepreneurs and hearing directly from them on the kinds of challenges they face when running Circular Economy enterprises in emerging markets, what business models they're currently employing, and the circular principles they employ in order to scale their businesses.

This workshop will explore how to do this, with examples and case studies of entrepreneurs who are already pioneering the circular economy across a variety of sectors – such as apparel, food, waste management, and water, among others. 3-5 enterprises will briefly present their business models, and then in small group discussions dissected the business models (using their business model canvases) to better understand how circular principles contribute to the business model. By putting some of these models under the microscope using the business model canvas as a tool, the Sankalp community was able to collectively understand what are business model scaling barriers and challenges, probe into the circular principles present in them, and thereby identify some of the support measures required to help these types of entrepreneurs succeed.

The session was designed as a lab session where entrepreneurs in the circular economy space first set the context by speaking about their businesses and then broke out into groups to dissect their business models to see where they either needed support they could get directly from the participants in the room, or identify other possible revenue drivers (revenue model gaps) from their presented business models.

INNOVATIONS BEYOND BORDERS: CONNECTING ASIA & AFRICA

This session compared the similarities and differences between African countries and Asian countries (the global South-South) while exploring what learnings can be shared across the two similar geographies

through exchange of ideas, technology-and-knowledge transfer initiatives, and business model replication across these two geographies especially in social-heavy sectors like healthcare, agriculture, clean (and available) energy, and manufacturing.

It also dove deep into the challenges these geographies share and how information on problem-solving can be shared across these diverse regions.

Finally, the session had various stakeholders in the room work on identification of business models, practices, and ecosystems, that form avenues of mutually beneficial exchange between Africa and Asia, explored ways through which the Africa and



Asia can accelerate replication of successful and transferable business models, and more importantly share knowledge and experiences to solve challenges that deter co-operation between Africa and Asia.

REACHING THE TIPPING POINT FOR IMPACT INVESTING

The session sought to create a unique opportunity for exchange of ideas and a fruitful discussion on how National Advisory Boards can accelerate the creation of impact by engaging diverse players in dialogue, developing policy recommendations and implementing a range of innovative financial instruments.

These were discussed as the main ways that can spur Kenya, and other African countries, to become true Impact Nations which then attract investors committed to investing in Africa and the Sustainable Development Goals.



A NEW LEADERSHIP APPROACH FOR PROGRESSIVE FAST GROWING ORGANIZATIONS

Does having the right kind of leadership remain a critical piece to catalyze fast growth in an organization?

This session sought to equip participants with practical tools, techniques, and insights, to find out why having leaders with the right frame of mind, attitude, and ethic, creates the best environment for companies to grow.

There was a general consensus amongst participants that good organizational leadership isn't about leaders telling people what to do, but showing them why and inspiring them to do great work!

UNTANGLING TRAINING: IS YOUR PROGRAM INEFFECTIVE AND A WASTE OF TIME AND MONEY?

How do I get my people doing the right things, at the right time, in the right way? How do I then prepare them for the job in a way that yields results? How do I prepare them for the demands of leadership if I wanted them to take leadership roles in this organization? Many organizational leaders ask themselves these questions when thinking about talent in their various organizations and how they can improve the skills they possess in order to have better output.

This session sought to unpack, demystify and simplify both the art and science of training and team development by teaching participants how to ask the right questions and putting together the right training packages.



Insights & Highlights Day 2



INVERTING THE PYRAMID: SCALING MILLIONS OF WOMEN ENTREPRENEURS

Women remain primarily invisible in the work they do, yet contribute enormously to its output and value. Gender issues fundamentally shape the totality of production, distribution, and consumption within an economy; from production to processing to disposal, 'gendered patterns' of behaviour condition men's and women's jobs and tasks, the distribution of resources and benefits derived from income-generating activities in the value chain, and the efficiency and competitiveness of value chains in the global market.

This represents a missed opportunity as it prevents women from achieving higher productivity and moving from low underpaid jobs to higher better quality jobs and business opportunities.

There has been a positive move to promote gender inclusion, especially in increasing the participation of women in social, economic and political roles and the most common method being adopted by various

stakeholders is increasing the number of women employed rather than focusing on the quality of jobs/work being done by women. While discussions have started around meager percentages of venture capital going towards women led or women-owned businesses, including the need for women investing in women, and diversity of fund managers (moving beyond all male fund management); the critical conversation of increasing women's involvement, at the middle level of value chains, as managers or owners of businesses is missing. For instance, in the agriculture sector women do a majority of farm work but their representation in producer associations is negligible, it is furthermore difficult to find women as aggregators/traders of agriculture commodities. In the health care sector, most community health workers are women but when it comes to the job at managerial level i.e. as clinic/hospital in-charge there is limited representation by women. Same goes for the education sector where you will find women teachers but not many women principals. The story cuts across all the sectors; there is a need to move

from interventions that marginally improve women's income levels and lives to the interventions that increase women's participation in more quality and meaningful roles higher up the value chain.

SOMALIA: FROM FRAGILE TO FRONTIER, WHAT WILL IT TAKE?

There was a concerted effort this year to discuss the opportunities and challenges associated with some of the other economies in the continent, that possess large potential for growth. In the case of Somalia, the various development actors do exist, but require more support in aligning for a more collaborative approach. There is also a need to debunk some of the myths and notions associated with the business climate



in Somalia. From the entrepreneur's perspective, the assistance they need is more technical than financial, to scale their businesses. Investors and other development institutions too need to change their lens, to understand the needs of Somali SME's being different than many conventional ones.

STORYTELLING WORKSHOPS AS CASE CLINICS FOR SOCIAL ENTREPRENEURS

Social entrepreneurs find themselves constantly communicating with diverse stakeholders, from potential investors and service providers to employees and end customers. However, communication with stakeholders cannot always be limited to data and statistics. What appeals to people is stories, because good stories and narratives are what people register in their memories. To improve storytelling skills of social entrepreneurs, Siemens Stiftung created a

hands-on workbook to support social entrepreneurs, business trainers and coaches in developing practical skills as a storyteller. This workbook was shared with delegates at the Sankalp Africa Summit 2019 in a curated workshop which allowed for exploration and live practice of different tools that are showcased in the workbook.

EDUCATING FOR THE SKILLS OF THE FUTURE

For a topic that has deep significance and relevance across emerging and developing markets, this discussion, supported by The Mastercard Foundation, brought forth useful insights that have application across academia, entrepreneurship, and the private sector. To develop solutions with strong emphasis on the African context, create content that's contemporary and pertinent to the present needs of the market, and make the system more accountable and conducive for including incentives were some of the key factors that emerged from the discussion. This would go a long way in establishing a new approach to prepare the current demographic for the demands of the future.

TACKLING THE MISSING MIDDLE: ACCESS TO PRODUCTIVE CLEAN ENERGY SERVICES TO CATALYSE ECONOMIC RESILIENCE

The "missing middle" involves gaps in size of energy/cleantech applications supported, stage of investment, gender involvement, and employment opportunities in the sector. It was believed that the growth of SMEs and women's economic empowerment in energy are real keys to resilient economic growth. It is critical to shift focus from utility/household power connections to catalyzing and growing proven business models and technology.



UNLOCKING THE POTENTIAL OF PRIVATE SECTOR TO ACHIEVE UNIVERSAL HEALTH COVERAGE FOR THE LAST MILE

The role of private sector is still considered to be that of an innovator and not as indigenous to healthcare delivery. But there are several aspects within this realm where the private sector can play a prominent role. However, Public Sector needs to create a regulatory environment to facilitate private sector participation. Primary Health, Supply Chain management, and overall integration of the different healthcare actors are some critical areas wherein the private sector can play the lead. At the same time, there are also aspects for the private sector to keep in mind while engaging with the current modes of delivery. It needs to take more ownership beyond being the supplier of products and services and emerge accountable towards maintenance and quality of services as well. There is huge scope in Africa for the private sector to take the lead in economies where public sector has collapsed by creating an integrated network of health service delivery.

SOUTH SUDAN: WELCOMING AFRICA'S YOUNGEST ECONOMY

Since this was the first time that South Sudan was profiled at the Summit, this culminated into a TED style talk, that included 3 young leaders from the country, each presenting the challenges and more importantly, underlining the opportunities that potential stakeholders could look at, towards changing the present socio-economic landscape in South Sudan. The need to address quality of education emerged as the biggest hinderance presently plaguing the



economy, and an area where the private sector could pay a decisive role in improving overall standards. That said, there are areas with huge potential to be harnessed, especially agriculture, dairy, livestock and fisheries as well. Being the continent's youngest country, the youth will play a pivotal role in shaping the fortunes of South Sudan.

MAKING THE ECONOMICS WORK FOR EARLY STAGE FINANCING - A WORKSHOP FOR FUND MANAGERS | INVITE ONLY



As a workshop catering specifically to Fund Managers, the discussion was around how fund managers are innovating in the traditional venture capital model. This was followed by brainstorming to understand the best ways for fund managers to structure innovative finance vehicles, streamline operations from sourcing to exit, deploy financing fit for the company's needs, and raise capital that will bring financial and non-financial benefits.

THE DRAGON IN THE SAVANNAH: CHINA'S ROLE IN AFRICA'S SME DEVELOPMENT

The burgeoning economic and trade ties between China and Africa have been a point of scrutiny and intense debate over the past few years. The focus has often been on government relations with far less attention focused on the interactions between the private sector in Africa and China. Further, there has been a tendency to be binary in the analysis, defining it as either all positive or all negative- the reality is far more nuanced.

While recognizing the need for increased collaboration between Chinese investors and African SME's, there was also extensive discussion on the role of understanding cultural contexts when exploring areas between China and Africa. As governments in African countries have made the investment climate for Chinese firms more lucrative, the next step ought to be in the direction of knowledge transfer that increases capabilities for not just enterprises, but the whole ecosystem at large.

URBAN HEALTH DESIGN CHALLENGE

MIT Solve identifies and supports social innovators with the best solutions to the world's most pressing challenges.

At the Sankalp Summit this year, Solve used the coalition to search for innovators from around the world to deliberate on solutions pertaining to 'Healthy Cities'. This unique format allowed for a discussion that encompassed the various aspects to be considered within the urban health spectrum, and especially those which emphasised on enhancing the mental and physical well being of those living in urban sprawls. Since many centres will only attain the status of a city in the future, the participants were encouraged to create solutions that would facilitate health-centric design, planning, and development of new cities. At the same time, there was also recognition of the fact that we need solutions that can retrofit existing urban areas to make them healthier places to live.



MASTER CLASS – CAPITAL RAISING AND DECODING TERM SHEETS

The objective of this workshop was to inform and educate emerging entrepreneurs about the fund-raising process; right from preparing a fundraising plan and approaching the right investors to decoding term sheets. Designed as an interactive session, the workshop's content was a combination of case studies and practical experiences, ideally tailored more for a niche audience. That fundraising is a patient process, hesitation shouldn't be a factor during difficult conversation with investors, and that instinct is often underrated, emerged as some of the key takeaways from this engaging session.

THE BIG DEBATE: IS THE GIG ECONOMY AFRICA'S ECONOMY?

Globally, the Gig Economy has been building momentum and Rough estimates indicate that the gig economy sector is worth approximately USD 5Billion and involves around 60 million workers in the global south with a projection of exponential growth. It is therefore being recognized as an economic force, in part thanks to players like Uber, Taxify, and AirBnb. In Africa specifically, there are houses of thought that claim the Gig Economy is The Economy, due to high rates of informal employment and the ever-present "side hustle." In fact, an estimated 63% of the total labor force in Africa engages in some level of self-employment. However, questions are arising as to whether this is actually creating meaningful employment, because of the volatile nature of the income streams, inconsistent pay, and lack of benefits. This debate therefore sought to get insights on such issues.

However, given what's often defined as part of the 'Gig Economy', the most important resolution all



panelists all agreed on was that there needs to be more research around the gig economy especially in Africa to understand the size, the key drivers, the benefits and challenges and explore all aspects of both tech and non-tech based gigs so that this data can be used to influence decision making among the key stakeholders within the gig economy.

However, all panelists agreed that the gig economy was indeed the future of work for Africa.

FAIL FAIRE: TURNING FAILURE INTO LEARNING

Failure of an organization or even of an individual is often something that has been kept hidden from the limelight, or at least the belief has been that it should be hidden.

This session's aim was to alter misconceptions on failure and make it a normal part of any entrepreneurship process, one that serves to help the organization learn and grow and hence fail forward.

Failure cannot be accepted without first analyzing common causes. A key cause of failure was pointed toward over committing on expectations. Lack of transparency and subsequently, honesty, often lead to undue pressure for those involved, and therefore underachieving and hence; failure.



Embedding a culture of failure was said to be healthy for the organization. It would ensure that there is flexibility in programming and designing of projects. It would also give a realistic perspective of where the industry is and would allow for sharing of lessons with employees.

BREAKING THE PARADIGM (INVESTING WITHOUT EXITS)

What is the best investment instrument when considering an impact-based business? Is it debt? Or is it equity? Or is it something in between?

This session sought to demystify what the expected returns are on impact-based businesses, and what entrepreneurs can do to increase their chances of being noticed by investors, securing investment, and setting realistic expectations and outcomes both for themselves and for the investors.

The session also set out to answer the question of whether one can turn a previously 'uninvestable company' into an investable one. Additionally, participants were coached on several things to consider when flipping uninvestable companies to investable ones. Some of these are:

- Choosing the instrument - Debt or equity, and with it considering different tax rates and deductions
- Choices on residual equity (where you would like your company to buy back half your shares because you would need to make more than 2x) and the upside upon an exit, among others

TURNING INTENTIONS INTO ACTION: HOW TO BOLDLY IMPLEMENT GENDER LENS INVESTING

Many investors and capital providers world over have observed that female founders often outperform their male peers. However, female founders get a fewer and smaller investments as compared to their male counterparts.

This has been consistent across the board both in developed as well as developing markets, and has highlighted a large untapped opportunity for investors, Gender Lens Investing.

This session aims to educate the participants on the advantages of investing in women-led enterprises, as well as enterprises led by gender-diverse teams as much as in enterprises led by men. Similarly, the session looks to help participants understand the power of looking at investments with a gender lens

as not only good for business, but a necessity if we are going to shift the balance of power relations and create a more equitable future for women and girls.

While impact investors are often looked to as those who would lead this effort, it is for all stakeholders in the wider ecosystem to strongly commit to incorporating gender considerations in their processes.

FINANCIAL INCLUSION 2.0: DIGITIZING AGRICULTURAL VALUE CHAINS 'CAN WE BUILD AN ALTERNATE TO M-PESA?'

This session explored the potential of digitizing agriculture value chains in Kenya with one key question informing the discussion; 'Is it possible, and should the focus be on building an alternate to M-Pesa?'

The panelists and participants all agreed that the focus should not be on building an alternate or a competitor to M-Pesa but developing ecosystems that compliment and leverage this existing digital wallet infrastructure by making steps to fully exploit the full potential M-Pesa has to serve farmers. In order to properly serve farmers, a value-chain based



approach that brings together key players like input providers, farming and financial information providers and financiers would be the key to the efficiency which can then be enhanced through digitization.

Another facet of the session dove into the likelihood of several stakeholders coming together and partnering to curate an end-to-end financial and agricultural offering to farmers. While this is required and possible, who would own the data? Central to this question of data ownership is also the evolving data ownership regulations that seeks to protect the consumer while still providing the necessary data to fully maximize what the end customer gets and benefits from.



BUILDING ECOSYSTEMS FOR CORPORATE-SME PARTNERSHIPS | INVITE ONLY

This was an invite-only session that saw corporates and SME leaders come together to discuss how corporates can borrow ideas from each other and enhance networking amongst themselves, with SMEs, and with investors as well.

Additionally, focus was on how corporates can leverage already existing relationships and benefit from them - either by working with SMEs and leveraging their skills, and knowledge to expand scope or with investors and SMEs/enterprises in tri-partite agreements to reduce risk profiles but still get good investments in the market. This can only be done by working alongside SMEs to improve/develop them and give them access to markets to ensure a win-win scenario.

This, when paired with a focus on social impact businesses, will give corporates a good footing both on their bottom line numbers as well as corporate social investment and standing.

TALENT TENT: INTERCULTURAL MANAGEMENT

How can we hire people who are most likely to thrive in intercultural settings, eliminate cultural biases when hiring, and build and encourage intercultural competence in teams and management?

This session sought to define the need to hire cross-cultural teams with the increased globalization and urbanization as most companies continue to scale into different regions and geographies in the modern world. In the relatively new social enterprise and venture capital ecosystems, office dynamics

tend to be puzzling, draining, and frustrating for members who are unaware of the rich culture-diverse environments they are operating in, just like in the more traditional work settings. The session stressed the need to understand the cultural iceberg, and to try ensure cultural diversity boosts innovation and productivity to maximize shareholder wealth and the organization's forward momentum.

#Pitch2Incub8rs

Unlike most pitching events, where entrepreneurs are pitching to investors, this session comprised of four early stage entrepreneurs who pitched their ideas and businesses to incubation & acceleration program representatives for feedback on their pitch, business model, and overall presentation.

Jurors present included Javad Mushtaq from Katapult, Lydia Muya from Ongoza, Albert Kimani from yGap, Silvy Kananu from Sinapis, and Lyndsey Petro from Innovation Edge South Africa.

Entrepreneurs who pitched are George Maina from Once Sync, Eric Githua from Aqua Save Limited, Josiah Otieno from TechLima, and Joyce Gema from TradeCare Africa Limited.

Key asks from the enterprises were business and technical advisory support, training and mentoring to further develop individual business models



and successfully deploy the solutions, as well as complimentary capital (especially grants) to help product market fit. This session was most useful for those interested in building pipeline at the earliest stages. It also gave a platform to very early stage enterprises to be part of a global ecosystem at Sankalp, and harness the vast expertise and support available.



STAR TREK TECH FOR SOCIAL GOOD: PIPE DREAM OR INEVITABLE REALITY?

Exponential technologies such as Artificial Intelligence, Robotics, IoT (internet of things), and 3D printing have made the leap from science fiction of the '80s and '90s to reality of today. The impact of these technologies is all pervasive and it is possible that no industry will remain untouched. However, can these technologies be harnessed to help build equitable and inclusive societies?

This session sought to hear from different entrepreneurs doing work in exponential technologies in film production, water harvesting and sanitation, textiles manufacturing, last-mile delivery for medicinal drugs and blood in Africa, and food security and safe storage in remote and off-grid areas.

Once context was set, the room broke out into groups that came up with 5 different 'futuristic innovations' based on the ideology of 'what would we be able to solve if there were no limitations on technology?' Solutions proposed were quite futuristic e.g. nanobots that consume all produced waste for a planet 100% free from pollution, and a futuristic system that ensured any food leftover in households could be shrunk into a simple small balanced-meal pill and teleported to areas with problems of food security to eliminate hunger in the World.

EV'S FOR AFRICA: IS AFRICA READY FOR SMART & SUSTAINABLE MOBILITY SOLUTIONS?

This session sought to discuss different ways to support entrepreneurs who are solving Africa's mobility problems by building electric-driven vehicles.

Some of the low hanging fruit and easy wins that were immediately identified were:

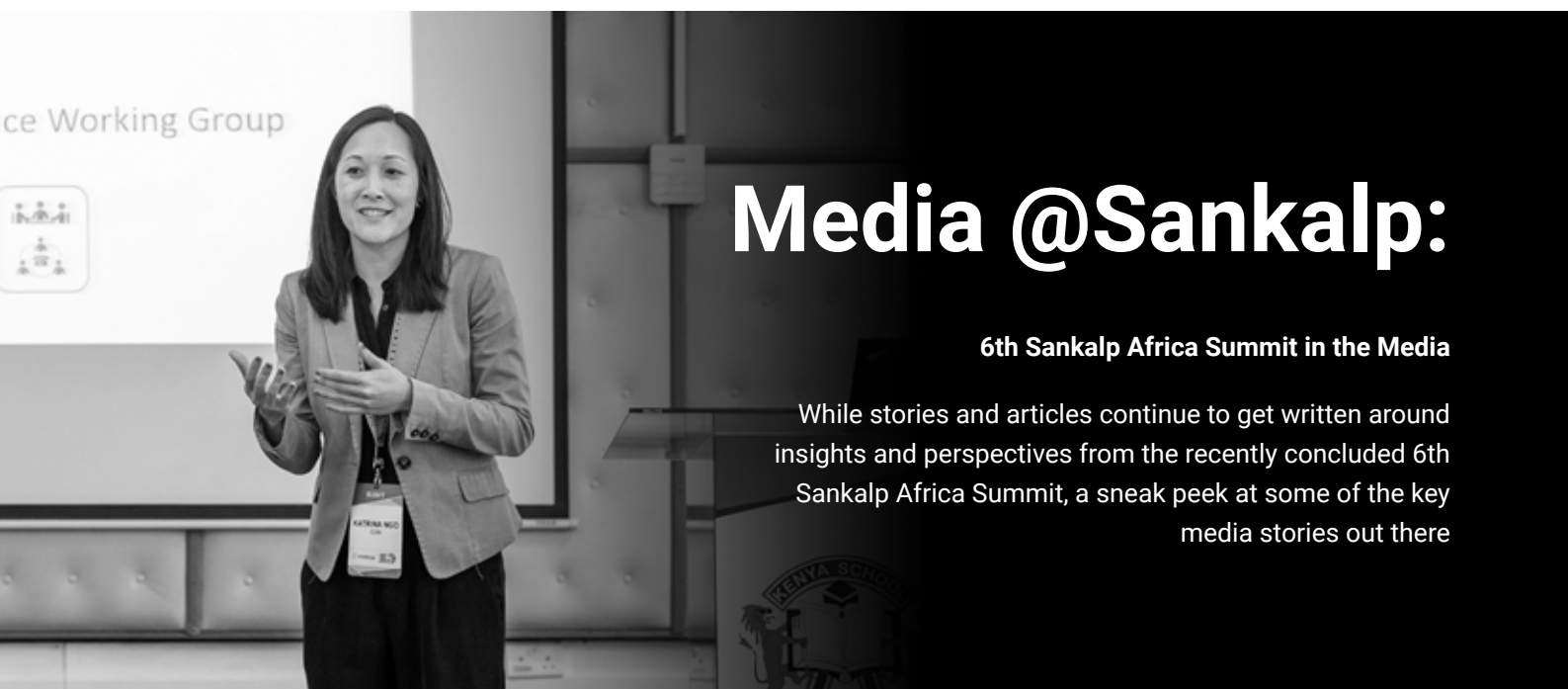
Reduction of electricity tariffs to support electric vehicles affordable financing options reduction in car and electric-vehicle parts' import tariffs and capacity building of mechanics to empower them to service electric vehicles

- Creation and adoption of charging stations and increase in capacity of battery power
- Regulation to inspire the reduction in purchase cost of batteries

- The need to recognize electric vehicles more as energy solutions than transport solutions to encourage favorable regulations and finance in the sector

This session also had input from entrepreneurs in the electric vehicle space such as Ampersand, and they stressed the need to adopt more regulations that would see them become successful to achieve a true shift from fossil-fuel powered vehicles to battery-electric propulsion for both private vehicles as well as for mass-market vehicle fleet and public transit systems.





1. Housing Startup Bags Top Prize At Sankalp Awards
2. Social Business & Fragile States
3. 5 Innovative Financing Models
4. Universal Healthcare Coverage
5. One With The People
6. Startups At The 6Th Sankalp Awards
7. Swiss Development Corporation Partners With Sankalp Africa
8. Swiss Development Corporation Spurs Devt In Frontier Economies
9. Accelerating Unlikely Alliances
10. Celebrating Entrepreneurship And Impact Investing
11. Kenya Startups Win Top 3
12. Inclusive Businesses In Africa
13. Opportunities For Innovative Financing For Universal Health Coverage Launched In Kenya

Organizations That Attended Sankalp

0-9

4G Capital Group

A

AAIC Partners Africa
 Aavishkaar Africa Fund
 Aavishkaar - Intellectap Group
 ABC Impact Advisors Ltd
 ABC Impact Advisors Ltd
 Abraaj
 Accelerated
 Accion Venture Lab
 Acumen
 Acumen Capital Partners
 ADAP A Different Approach to Poverty
 (ADAP Capital LLC & ADAP Advisory LLC)
 Advance Consulting BV
 AECF Africa
 Africa Grant Advisors
 Africa Tech Ventures
 African Leadership University
 African Management Initiative
 African Venture Philanthropy Alliance
 (AVPA)
 African Women in Agricultural Research
 (AWARD)
 AgDevCo
 AHL Venture Partners
 AlphaMundi Group
 Alter Global
 ALX
 Amped Innovation
 Ampersand USA Inc
 Amref Health Africa, Kenya
 Anapanda & Tunapanda Institute
 Angama
 Anthos Fund and Asset Management
 Anzette Were Consulting
 Aqysta
 Archimedes Project
 Argidius Foundation
 Asaak
 Ascent Africa
 Ashoka

Aspen Network of Development
 Entrepreneurs (ANDE)
 ASSIST DEVELOPMENT SOLUTIONS (ADS)
 ATRAXX Group
 Audible Concepts
 Azuri Technologies

B

B Lab East Africa
 Baobab Circle Limited
 BCFS Group
 BeneFactors Ltd
 Bethnal Green Ventures
 Beyonic Inc
 BiD Network Uganda Limited
 Bidhaa Sasa
 BioLite
 Blue Haven Initiative
 Bluewave Insurance Agency Limited
 BMW Foundation Herbert Quandt
 Boerner Consult
 Bowmans Law
 Branch International
 BRCK
 British High Commission
 BURN Manufacturing Co
 Business Connect

C

Capria VentureBasecamp
 Capria Ventures VC
 C-Change
 CDC Group PLC
 Ceniath
 Chancen International
 Cherehani Africa
 China Impact Ventures
 Christian Aid
 City Eye Hospital
 Cognition Advisory
 ColdHubs
 Colin Azavedo & Associates
 Convergence Finance
 CORRELATION BV

CrossBoundary
 Croton Industries (Eco Fuels Kenya Ltd)
 Cyber Trace Ltd

D

Danske Bank
 Data Integrated Limited
 DEG - German Development Finance
 Institution
 Department for International Development
 (DFID)
 Devery
 DIA Impact Media Africa Limited
 Digital Divide Data
 Dimagi
 Diverse Generation
 DOB Equity
 Doen Foundation (Stichting Doen)
 Drivelectric
 dukamili
 Duke University - Innovations in Healthcare

E

E4IMPACT FOUNDATION
 Echo Mobile
 Echoing Green
 Edel Maven
 Edge Performance
 Educate!
 eKutir
 eLengo
 Elewa Company Ltd.
 ELMA Philanthropies
 Empower & Serve Kenya (Empserve Kenya)
 Empower Venture Partners
 Eneza Education
 Engineers Without Borders Canada
 Enlight Institute
 Enterprise Singapore
 Envirofit
 ENVision Mobile
 Enviu East Africa
 Enza Capital
 EPIC-Africa

Erhvervshus Hovedstaden

Esoko

Every Woman Every Child Innovation

Marketplace

EWB Ventures

F

Factor[e] Ventures

FACTS

FATT

Fenix International

FINCA Ventures

Fledge & Investorflow.org

Foundation for a Smoke-Free World

FSD Africa

Future of Learning Fund

Futurepump

Fuzu Ltd

G

Genesis Analytics

Geo Gecko

German Development Bank (KfW)

Gjenge Makers Ltd

Global Affairs Canada

Global Alliance for Clean Cookstoves

Global Alliance for Improved Nutrition (GAIN)

Global Innovation Fund

Global Projects

Good Nature Agro

Goodwell Investments

Government Of India

Graca Machel Trust

Grand Challenges Canada

Grassroots Business Fund

Grofin

GSG

H

Heifer International

High Commission of India, Kenya

Honey Care Africa

Howard University, Washington DC

Huawei

I

Ibua Impact Fund

icreate Project

I-Dev International

IDRC

IFC

Ignitia

Imara Tech

Impact Capital Africa

Imprint Africa

Inclusive Business Action Network (IBAN)

Innovation Edge

Insurance For All (IFA)

Intelcap Advisory Services Private Limited

International Development Research Centre (IDRC)

Investors' Circle

iungo capital

J

Jacaranda Health

Jaza

Jetstream Africa

JKL Live, Citizen Television

JMX Capital

Johnson & Johnson

K

KALRO

Karisimbi Business Partners

Keheala

Kentegra Biotechnology

Kenya Community Development Foundation (KCDF)

Khula!

Kigali Farms

Kinyungu Ventures

Kohler

Kokeroo

KSF Impact

Kwangu Kwako Limited

Kyusa

L

Lake National Sacco Ltd

Leaf

Lendable

Lensational

LifeBank

LifeCo UnLtd Ventures

LISTAF Enterprise Solution

Longitude Finance

LRTT: Limited Resource Teacher Training

Lwala Community Alliance

Lynk

M

Mastercard Foundation

Merck

Mercy Corps

Mercy Corps Social Venture Fund

Mergermarket

Mi

Micro Health Initiative

MIT D-Lab

MIT Solve

Mobile Agricultural Power Solutions

Moloto Capital Investments

Moringa School

Mosabi

Mowgli Mentoring

M-PAYG

Mr. Green Africa

N

NABII Zambia Taskforce

Nampya Farmers Market

Novastar Ventures

NpM, Platform for Inclusive Finance

Numida

Nyama Africa

O

Oikocredit International

Omidyar Network

Ongoza

Opacus Technologies Limited

Open Capital Group

Opes-Lcef

Optimizer Foundation

Orange Digital Ventures

Orkidstudio Limited

Overtly Covert Pty. Ltd



P

Padmad
Palladium
Partners in Food Solutions
Peripheral Vision International
Pollex GmbH
Private Equity Support
Producers Direct
PROPARGO
PSI
Punam Energy Pvt Ltd (ONergy Solar)

R

ReaMedica Health
Redbird Health Tech
Resonate
RIBY Finance Ltd
Ripple Tech and Innovation Pod.
Rippleworks
Root Capital
ROSE Womens Foundation
Rural Spark BV

S

SAB Foundation
Said Business School, Oxford University
Samata Capital
Sanivation
Savannah Brands Company
Schooner Africa
Seacrest Consulting
Shell Foundation
Shine Campaign
SHONA
Siemens Stiftung
Siha Health
Simusolar, Inc.
Sinapis Group
Sistema Bio Bolsa

Skoll Centre for Social Entrepreneurship
Skoll Foundation
SKY.GARDEN
Slatecube
Social Bites
Social Innovation Academy (SINA)
SolarNow
SoloGrid UG
Sorenson Impact Foundation
SOTE
SparkMeter
SPRING Accelerator
St. Mechanic Limited
Stage Six, Inc.
Strathmore University
StratLink Global
SunCulture
Sunspot Energy (Spark Possibilities)
SunTransfer Kenya Ltd
SUNU
Swiss Cooperation Office

T

TaroWorks
TASLAF Advocates & Consultants.
Teach For India - InnovatED
TechBridge Invest
Tethered Up
The CCG Trust
The Global Impact Investing Network (GIIN)
The Ihangane Project
The Lemelson Foundation
Thermogenn
ThreeArrows Impact Partner
Tiny Totos Kenya
Toilet Board Coalition
Tony Blair Institute for Global Change
Triggerise Kenya Limited
Triodos Investment Management BV

Triple Jump
TruTrade Africa
Tshikululu Social Investments
Tugende
TULAA
Turaco

U

UK Knowledge Transfer Network (KTN)
UN SDG Partnership Platform
United Nations
Upande Limited

V

Venture Capital Trust Fund (VCTF)
VestedWorld
Victory Farms
VilCap Investments
Village Capital
Village Industrial Power
Villgro Kenya
Virunga Power
Vista Ventures Social Impact Fund
Vitol Foundation
Vuma Biofuels

W

Wangara Green Ventures
Wazi Recycling Industries
World Resources Institute
World University Service of Canada
Whitten and Roy Partnership (WRP)
WTS LLC

X

Xpower & MeshPower

Y

YGAP
Yunus Social Business Foundation

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intellectap

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