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 Intellecap takes – bringing together Capital, Knowledge and Networks. These three factors are inextricably linked and critical for the success of any entrepreneur – seasoned or young.
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 to 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):

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<th>Timing</th>
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<td>07:00 AM – 08:00 AM</td>
<td>Morning Yoga</td>
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<tr>
<td>07:30 AM – 08:30 AM</td>
<td>Breakfast Meeting: Investing to Improve the Lives of Adolescent Girls &amp; Young Women</td>
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<td>08:00 AM – 09:00 AM</td>
<td>Registrations</td>
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<td>09:00 AM – 09:15 AM</td>
<td>Opening Remarks</td>
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<td>09:15 AM – 10:00 AM</td>
<td>Opening Plenary: Accelerating Unlikely Alliances to Build an Inclusive Africa</td>
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<td>10:00 AM – 10:15 AM</td>
<td>Off the Cuff: In Conversation with Vineet Rai &amp; Jeff Koinange</td>
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<td>10:15 AM – 10:25 AM</td>
<td>Report launches</td>
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<td>- IDRC &amp; Intellecap: The Global Landscape of Gender Lens Investing</td>
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<td>- SDG Partnership Platform &amp; Intellecap: Innovative Health Financing Models for Universal Health Care</td>
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<tr>
<td>10:25 AM – 10:55 AM</td>
<td>Sankalp Africa Awards (Top 5 pitches)</td>
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<td>10:55 AM – 11:10 AM</td>
<td>Awards Ceremony (3 winners)</td>
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<td>11:15 AM – 12:00 AM</td>
<td>Tea Break</td>
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<td>12:00 PM – 01:30 PM</td>
<td>Ethiopia: Africa's Juggernaut Economy</td>
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<td>Making Primary Health Care Accessible in Kenya: The Role of Innovative Health Financing</td>
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<td>Is Your Baby Ugly: Valuations in Africa</td>
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<td>Hard Talk: Unraveling the Investor - Entrepreneur Mindset</td>
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<td>The Rise of Strategics as Early Stage Investors in African Startups</td>
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<td>Workshop</td>
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<td>Scaling Access to Finance for Early Stage Entrepreneurs in Emerging Markets</td>
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<td>Talent Tent</td>
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<td>Escaping Innovation: Expanding the Notion of Impact to Include the Local Economy</td>
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<td>01:30 PM – 03:00 PM</td>
<td>Lunch</td>
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<td>03:00 PM – 04:30 PM</td>
<td>ZAMBIA: The New Investment Frontier</td>
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<td>Building the WASH Ecosystem: Moving Beyond the Traditional Delivery of Services</td>
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<td>Pipelines and Partnerships: Positive Impact Investment Opportunities in Agribusinesses</td>
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<td>Innovations Beyond Borders: Connecting Asia &amp; Africa</td>
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<td>The Role of Climate Finance in Enabling MSMEs</td>
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<td>The Big Debate: Africa's Next Generation of Leaders - Are They Ready?</td>
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<td>Reaching the Tipping Point for Impact Investing</td>
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<td>Trash to Production</td>
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<td>A New Leadership Approach for Progressive Fast Growing Organizations</td>
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<td>03:00 PM – 05:00 PM</td>
<td>By Invite Only</td>
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<td>04:00 PM – 06:00 PM</td>
<td>Happy Hours</td>
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### Day 2 (22nd February 2019):

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

Fred Swaniker  
Founder and CEO, African Leadership University

Ivy Mwai  
Interim Country Representative, Kenya, Mastercard Foundation

Rahul Chabra  
High Commissioner of India to Kenya

Susie Kitchens  
Deputy High Commissioner, British High Commission

Anzetse Were  
Economist, researcher, analyst, Anzetse 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 Ogunlu  
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**

![Image of finalists with trophies]
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 Anzetse 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 & Intellecap 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 & Intellecap, 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 it’s 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 AGROBUSINESSES**

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 is 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 it 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 be 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.
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 fundraising 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 ALTERNATIVE 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 tripartite 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, Lydiah Muya from Ongoza, Albert Kimani from yGap, Silvya 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.
While stories and articles continue to get written around insights and perspectives from the recently concluded 6th Sankalp Africa Summit, a sneak peek at some of the key media stories out there.

| 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

A
4G Capital Group
AAIC Partners Africa
Aavishkaar Africa Fund
Aavishkaar - Intellecap 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
Anzetse 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
Capria VentureBasecamp
Capria Ventures VC
C-Change
CDC Group PLC
Ceniart
Chancen International
Cherehani Africa
China Impact Ventures
Christian Aid
City Eye Hospital
Cognity Advisory
ColdHubs
Colin Azavedo & Associates
Convergence Finance
CORRELACTION BV
CrossBoundary
Croton Industries (Eco Fuels Kenya Ltd)
Cyber Trace Ltd
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
P
- Padmad
- Palladium
- Partners in Food Solutions
- Peripheral Vision International
- Pollex GmbH
- Private Equity Support
- Producers Direct
- PROPARCO
- 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
- Seacrester 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
- Sorensen 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
- 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
- Thermogen
- 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
- VIICap Investments
- Village Capital
- Village Industrial Power
- Villgro Kenya
- Virunga Power
- Vista Ventures Social Impact Fund
- Vitol Foundation
- Vuma Biofuels
- 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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