

# Sankalp Africa Summit 2018

## Sessions Details

Date	Session Title*	Description
01-03-2018	Rise and Shine! Yoga	Get your day warmed up with sunrise yoga, facilitated by our friends Africa Yoga Project!
01-03-2018	Registrations	
01-03-2018	Bridging the Entrepreneur - Investor Gap: Exclusive Breakfast hosted by Beyond Capital Fund	<p>Join Eva Yazhari (CEO, Beyond Capital), Ben Grozier and Mehak Malik (Associates, Beyond Capital) in a breakfast discussion about the key challenges faced by early-stage social entrepreneurs in East Africa and how investors can help boost their success.</p> <p>Beyond Capital is an impact investment fund that promotes economic development in base of pyramid communities through its investments in water, waste and sanitation, agriculture, health care, and clean energy.</p> <p>By providing pro-bono services worth ~\$1M to its portfolio, Beyond Capital has exemplified post-investment support.</p>
01-03-2018	Welcome and Opening Address	
01-03-2018	Making SDG's a Reality in Africa: Can the Private Sector Lead the Way	<p>Over the last few decades, we have seen the world come together to solve these challenges, but it's urgency has never been so clear. The Sustainable Development Goals – also called the Global Goals – has brought together the private and public sector towards collective action, in unprecedented ways. In this session, we celebrate what has been done so far and delve deeper into the untapped opportunities presented by the SDGs in Africa for the entrepreneurs, corporates and the development community.</p> <p>According to the recently released “Better Business, Better World” report, it has been noted that Achieving the Global Goals would create a world that is comprehensively sustainable: socially fair; environmentally secure; economically prosperous; inclusive; and more predictable.</p>
01-03-2018	Role of the Creative Economy in Making SDG's a Reality in Africa	
01-03-2018	Industry Launches	Climate Smart Innovations for a Sustainable Africa 2030
01-03-2018	Shared Value Partnership: Going Beyond the Buzzwords	<p>Shared value is a topic of discussion across the sector, and organizations are still struggling with “getting it right”. In this session we will take a deep dive into healthcare case studies, hearing perspectives from corporate, government and social enterprise leaders about what's gone right and what's gone wrong. The lessons from these are broadly applicable to various sectors in the impact space.</p> <p>Speakers for this session will come from:            General Electric (GE)            GE Ventures            UNDP            Pharm Access            Miller Center for Social Entrepreneurship</p>
01-03-2018	Entrepreneurs for Impact: Listen to 5 Game Changing Entrepreneurs Compete for the Sankalp Africa Award	
01-03-2018	Tea Break	

01-03-2018	Deal Room (Sign up Required)	<p>This session is for Entrepreneurs and Investors only!</p> <p>The Investor-Entrepreneur Deal Room is a structured networking activity intended to expose entrepreneurs to a number of different investors. Entrepreneurs should expect to meet with investors looking to make investments in East Africa. Investors will be meeting pre-selected enterprises that are actively looking to raise investment. Deals will be facilitated by Intellectap's Investment Banking Team.</p> <p>Investors can sign up here: <a href="https://docs.google.com/forms/d/e/1FAIpQLSd2jJuG7H1KeuACfvYaf-OC15_Utb4u-LYdclKXcc-LHqhJlA/viewform">https://docs.google.com/forms/d/e/1FAIpQLSd2jJuG7H1KeuACfvYaf-OC15_Utb4u-LYdclKXcc-LHqhJlA/viewform</a></p> <p>Entrepreneurs can apply to be selected here: <a href="https://goo.gl/forms/TbdaMZPc2G5tav9F3">https://goo.gl/forms/TbdaMZPc2G5tav9F3</a></p>
01-03-2018	Mentoring Clinic (Sign Up Required)	<p>The mentoring clinics have been designed to help entrepreneurs spend quality time through one-on-one interactions with industry experts. At the Sankalp Forum, we believe that entrepreneurs are the wealth creators of tomorrow and through the mentoring clinics we hope to help:</p> <ol style="list-style-type: none"> <li>1. Entrepreneurs gain business insights from seasoned industry professionals.</li> <li>2. Build a relevant deal flow pipeline for impact investors across the world.</li> </ol> <p>What to Expect:</p> <p>The mentoring clinics have been designed to allow for 30 minute one-on-one interactions between entrepreneurs and mentors during the summit. We expect that each mentor interacts with 2-3 enterprises.</p> <p>The mentors and mentees will be introduced via email in advance of Sankalp. They are then free to schedule a mutually agreeable time to meet any time on February 23rd or 24th. There are plenty of spaces in the Networking Field where you can meet up.</p> <p>Entrepreneurs are recommended to come to your mentor meeting prepared with a specific topic you would like to discuss. 30 minutes doesn't allow much time, so it's good to have a specific ask in mind!</p> <p>Mentor Sign up Form: <a href="https://docs.google.com/forms/d/e/1FAIpQLSfolWsURzgXy_EOcmR-6_QlurFoiTdoCKyxqjZRC6f9iFLA9g/viewform">https://docs.google.com/forms/d/e/1FAIpQLSfolWsURzgXy_EOcmR-6_QlurFoiTdoCKyxqjZRC6f9iFLA9g/viewform</a></p> <p>Entrepreneur Sign up Form: <a href="https://docs.google.com/forms/d/e/1FAIpQLSdkyeg9uOgrEyH2-WTpYGEMIHjad4jw3CvX5IJvH85Hz9WGwA/viewform">https://docs.google.com/forms/d/e/1FAIpQLSdkyeg9uOgrEyH2-WTpYGEMIHjad4jw3CvX5IJvH85Hz9WGwA/viewform</a></p>

01-03-2018	Innovation Showcase: Maternal Healthcare in Africa	<p>Join us for an exclusive event, celebrating the exciting journey of the second GE-sponsored HealthyMagination Mother and Child cohort of social entrepreneurs.</p> <p>Miller Center's GSBI programs train and mentor social enterprises around the globe. Since July, the leaders of 11 social enterprises have been working with GSBI executive mentors in Silicon Valley and GE executives in Africa to improve maternal and child health outcomes in sub-Saharan Africa.</p> <p>The Miller Center Investor Showcase is an opportunity for these social enterprises to demonstrate the investment readiness of their ventures. After the presentations, you will have an opportunity to meet with the social entrepreneurs one-on-one.</p> <p>Come listen to pitches from:</p> <p>MOBicure - Nigeria  Afya Research Africa - Kenya  Neopenda - Uganda, Liberia  Cedars Diagnostics - Kenya  doctHERs - South Africa, Pakistan  Sevamob - South Africa, India, Botswana  Sisu Global Health - Ghana, Kenya, Ethiopia, Zimbabwe, Rwanda, India and Uganda  Liberian Energy Network - Liberia  SubQ Assist - Ethiopia  Maternity Foundation - Ethiopia, Benin  MDaaS - Nigeria</p>
01-03-2018	Acceleration in Africa : Data and Debate	<p>There are hundreds of accelerators that operate around the world, including a growing number in Africa. This session will explore what we have learned about acceleration and early stage entrepreneurs through research from the Global Accelerator Learning Initiative (GALI) including an overview to the accelerator landscape and accelerator effectiveness. We'll then dive into a lively debate - yes, it's true, we're hoping not everyone will agree with each other. Participants will come away from this session with an understanding of accelerator trends, resources to start participating in data collection at their own organizations, and new insights into key controversial questions in acceleration.</p> <p>This session is hosted by the Global Accelerator Learning Initiative (GALI)</p>
01-03-2018	Capital Corridors for Africa: Leveraging cross border financing solutions for enterprise growth	<p>Hosted in partnership with DFS Africa, this session will bring forward opportunities for cross border financing focused on enabling scale in businesses across the continent. The session will dive deeper into the role for large scale, private equity investors in incentivizing and collaborating across the investing continuum</p>
01-03-2018	Cradle to Cradle: Mobilizing a circular economy for Africa	<p>We are smashing through the world's safety barriers - the social and planetary boundaries - and we therefore need to disrupt the model and speed up the change towards a circular and inclusive economy. To do this, we need to address global, systemic challenges. We need different ways of working together, new business models are required that are circular and regenerative and we need to think of alternative ways of usage and ownership. In this new economy, there is a large role for SGBs. These are the innovators that can set the standards for others to follow. We see more of these circular and regenerative business models and practices popping up all over the globe –the use of biomimicry principles, circular use business models, seeing waste as a value add etc.</p> <p>In this session we would like to explore the 'lay of the land' of these 'new economy' SGBs in East Africa. How would we define 'new economy' innovation in a local context, i.e. technology, social and financial? Which new economy business models and practices have been applied in a local context? What works, and what doesn't? What are relevant local trends and developments, for both sectors and regions? What is the potential impact of these new business models? What ambition level is there?</p>

01-03-2018	Designing Asset Classes for Early Stage SGB Finance   Invite only   invite only	<p>The Collaborative for Early Stage Finance is an emerging multi-stakeholder initiative focused on increasing access to appropriate capital for SGBs in developing countries. As part of its work, the Collaborative aims to further define the landscape for early stage SGB finance. This workshop will aim to define 'asset classes,' building on existing work that segments the supply side of capital. Through improved definition, it is envisioned that this segmentation can be used to mobilize capital from new and existing funders.</p> <p>To learn more about this session, please write to <a href="mailto:erika.boll@globaldevincubator.org">erika.boll@globaldevincubator.org</a></p> <p>This session is hosted by The Collaborative on Early Stage SGB Finance (CESF).</p>
01-03-2018	Designing a Capital Continuum: Leveraging development finance for scale	<p>The objective of the learning lab is to analyze the role of development capital in catalyzing early stage investment into Small Growing Businesses (SGBs) in Sub-Saharan Africa. The session will include fire-starters (short punchy presentations) from 3 industry stakeholders. These fire-starters and the curated Q&amp;A session will cover the following questions:</p> <ol style="list-style-type: none"> <li>1) Which instruments work for which sectors?</li> <li>2) How can early stage companies graduate from subsidized development capital to sustainable forms of commercial capital</li> <li>3) Does development capital crowd in private capital or vice versa?</li> <li>4) What innovative approaches can we use to crowd-in private capital into SGBs?</li> <li>5) Are there examples of companies that have successfully graduated from development capital dependent to being sustainable profitable and high impact?</li> </ol>
01-03-2018	Evolution of Impact Investing   Investors Only	<p>Impact investing has come a long way in the past ten years. Once a marginal and often derided investment lens, impact investing - finally - has significant momentum. Even BlackRock, the world's largest investment company, appears to be mainstreaming impact across its entire operation.</p> <p>What can we learn from this wild ride? How has our strategy evolved over the past ten years? What will our firms look like in another ten years? Are we truly at a watershed moment in the history of impact investing, or is it just another short-lived trend? And, most importantly, how can we, as investors, optimize our strategy considering all of the above?</p> <p>Moderated by Ben Peterson (Senior Partner at AHL Venture Partners), expect exceptional levels of audience participation; as an investor only session, all guests will – and should – have a voice about the future of our industry.</p> <p>Please RSVP to attend this investor only session to <a href="mailto:Ben@ahlventurepartners.com">Ben@ahlventurepartners.com</a></p>
01-03-2018	Gateway to Africa from the Nordic Countries	Join this discussion to understand what bridges have been built to connect East Africa with Nordic Countries, and how to leverage the business opportunities between those regions and Africa.
01-03-2018	Why Inclusion Matters: Lessons from B Corp Movement	A living wage for all workers. A boardroom with the same mix of people as the factory floor. Business that works for everyone. An inclusive economy is one that creates opportunity for all people to live with dignity, to support themselves and their families, and to help their communities thrive. B Lab's vision of a shared and durable prosperity is not possible without an inclusive economy. How then, can businesses incorporate inclusion as a practice towards sustainability? B Lab has put together an expert panel to address this very issue in detail.
01-03-2018	Lunch	
01-03-2018	FINTREK - Exploring new frontiers in fintech investments in East Africa	<p>East Africa has been regarded as the flag bearer of the fintech phenomenon globally. EAVCA, FSDA and FMO are pleased to launch their report FINTREK, that demystifies the complex ecosystem across multiple fintech business models, their value propositions and relative scalability cum feasibility potential. It also assesses the funding and investment requirements of the fintech sector, and the key gaps.</p> <p>The session brings to you the key findings of this report by Intellectap, research partners for the report. It explores, through a panel discussion, the future of fintech business models and their investment attractiveness to potential investors. The session will also look to understand the challenges and expectations of funders while investing in this sector, through a fire side chat, and potential investment opportunities in this sector.</p>

01-03-2018	Gateway to Africa from Asia	<p>Join this discussion to understand what bridges have been built to connect East Africa with Asia, and how to leverage the business opportunities between Asia and Africa.</p> <p>This session is supported by our partners AAIC (Asia Africa Investment Corporation).</p>
01-03-2018	Innovations for a Green Economy - Invite Only Speed Dating	<p>Hosted in partnership with Kenya Climate Innovation Center. This exclusive speed dating session is aimed at facilitating connections with investors beyond Sankalp. Whether you have already started your company and are looking for funds or are just starting out, this is an opportunity to understand what investors are looking for.</p> <p>Investor Sign Up here:  <a href="https://docs.google.com/forms/d/1mT2KATlcBU1pIUoQNRgK18t-BBecdIG-UJ8e0xD5Gzl/viewform?edit_requested=true">https://docs.google.com/forms/d/1mT2KATlcBU1pIUoQNRgK18t-BBecdIG-UJ8e0xD5Gzl/viewform?edit_requested=true</a> </p>
01-03-2018	Mainstreaming Gender Lens Investing	<p>This Mainstreaming Gender Lens Investing session aims to build awareness about gender lens investing to examine and identify the knowledge gaps in the field of gender lens investing. Also, the session will build the case for innovating financing mechanisms and delve deeper into gender impact measurement and various strategies that have been adopted.</p> <p>This session is supported by IDRC.</p>
01-03-2018	Mind the Gap: Building Inclusive Markets for an Equitable Future	<p>Industrialization, development and positive socio-economic and environmental impact also has a flip side where unfortunately trickle down for under-served communities takes longer. In the absence of quicker trickle down, these communities need to be co-opted as we design for an unlikely future.</p> <p>The session aims to share design thinking approaches to create sustainable livelihoods by sharing on-ground experiences from diverse stakeholders.</p>
01-03-2018	Mobilizing Private Wealth: Building effective Blended Finance Collaborations to reach the SDGs	<p>With the Sustainable Development Goals (SDGs) as a global development framework with clearly defined targets till 2030, it is widely accepted now that the estimated funding gap of USD 2.5 trillion annually to reach the SDGs cannot be closed by traditional development actors and Official Development Assistance (ODA) alone but only by bringing in private capital. The last years have seen increased efforts to develop innovative structures, blended finance principles and platforms for the engagement of private investors in development financing and to steer private capital towards impact creation.</p> <p>In practice, however, there is a need for more exchange and experience sharing on the 'glue' that makes such alliances work. Sometimes commercial and development actors are speaking different languages, apply different logics and metrics to measure success, and live in different organizational cultures that can make it difficult for new collaborations to work.</p> <p>This interactive session hosted by BMW Foundation Herbert Quandt and Intellectap aims to identify case studies, success factors, and recommendations that will inform the African ecosystem to scale-up impact investing and blended finance. In an interactive format, experts and participants will collectively identify success factors to make collaborations work.</p> <p>This session is hosted by the BMW Foundation.</p>
01-03-2018	Pitch2Incub8rs	<p>Unlike most pitching events, where entrepreneurs are pitching to investors, these early stage entrepreneurs are pitching their ideas to incubation &amp; acceleration programs. The judges aren't the only ones giving feedback in this session -- we welcome the entire Sankalp Community to support and provide valuable feedback on how to improve their pitch, business model, or overall presentation.</p> <p>All are welcome to join this session -- particularly for those folks interested in building pipeline at the earliest stages.</p> <p>This session is hosted by StartupWave, which is a virtual platform to assist early stage entrepreneurs refine their value propositions, develop their business models, and build their pitch decks.</p> <p>Entrepreneurs who go through the StartupWave program have the opportunity to apply to incubation partners for additional support. Our most promising enterprises will have the opportunity to pitch live at this Pitch2Incub8rs event.</p>

01-03-2018	Time, Risk and Money: Accelerating capital to early-stage ventures (Investors Only)	Investment cycles in Africa are known to take longer than other markets for a variety of reasons. In this session we will try to better understand the reasons for longer investment cycles - is it the lack of collaboration among investors, the dominance of equity as an instrument or just the lack of risk appetite? We will bring forward views from angel investors and VC's on what it will take to accelerate investment closure times and increase collaboration across the continuum. Investment cycles in Africa are known to take longer than other markets for a variety of reasons. In this session we will try to better understand the reasons for longer investment cycles - is it the lack of collaboration among investors, the dominance of equity as an instrument or just the lack of risk appetite? We will bring forward views from angel investors and VC's on what it will take to accelerate investment closure times and increase collaboration across the continuum.
01-03-2018	Why Management Matters: Moving from Founder-First to a Culture of Empowerment.	<p>Hosted by GOGLA African Management Initiative, with the kind support of RECP.</p> <p>Many start-ups struggle with Founder Syndrome. In the early days, most companies work as informal network where the founding team makes most (often all) decisions. But as companies move beyond product-market fit, this model can quickly become stifling, creating a decision-making bottleneck and holding back growth. In the rapidly evolving off-grid solar sector, this can be particularly damaging as new ideas and potential partnerships do not rise to the forefront, and as off-grid solar companies require expertise from several different areas (including technology, finance, policy, and business development), which are seldom all present in one or two founding team members. From an investment point of view, too much reliance on select individuals for company growth and development can pose a significant credit risk, and thereby deter investments. This interactive session will help participants think about why management matters, and what good management looks like in their own context. It will inspire them to think about the management culture and structure that is right for their own organization. Finally, it will provide participants with practical frameworks and 'next steps' to develop the organizational values and structures that will drive empowerment and performance as they grow.</p> <p>The session also welcomes participants active in other sectors.</p>
01-03-2018	Tea and Networking	
02-03-2018	Rise and Shine! Yoga	
02-03-2018	Climate Smart Investing Roundtable Breakfast   Invite Only	<p>This is an exclusive opportunity for investors to interact with the KCIC team and other partners in the climate innovation space over breakfast.</p> <p>Sign up here: <a href="https://docs.google.com/forms/d/1mT2KATlcBU1plUoQNRgK18t-BBecdIG-UJ8e0xD5Gzl/viewform?edit_requested=true">https://docs.google.com/forms/d/1mT2KATlcBU1plUoQNRgK18t-BBecdIG-UJ8e0xD5Gzl/viewform?edit_requested=true</a></p>
02-03-2018	GIIN Member Breakfast   Invite Only	<p>GIIN Members are invited to join our annual GIIN Member Breakfast on March 2nd. Network with like-minded peers and discuss the latest GIIN research and IMM tools we've released to the market. GIIN East Africa Liaison Ashley Elliot and IMM Senior Associate Lissa Glasgo will be in attendance, and looking forward to the opportunity to meet with you in person.</p> <p>For more information on this Breakfast Meeting, or to learn more about GIIN please contact <a href="mailto:NetworkMembership@thegiin.org">NetworkMembership@thegiin.org</a></p>
02-03-2018	Innovations from Africa for Africa	Watch 3 young Africans from the continent showcase game changing innovations
02-03-2018	Building Markets in an Uncertain World - The role of capital, government and civil society	We live in times of great uncertainty, in the last two decades, close to 1.1 billion people have moved out of extreme poverty. Reports state that these populations now have greater access to basic services and improved life expectancies. However in spite of such progress, we continue to have over 800Mn hungry people globally, 800 maternal deaths every 24 hours and immense wastage of food. This combined with growing nationalist agendas as seen through elections across the emerging and developed world, makes the need for capital, governments and civil society to play a more collaborative and active role. The 3 lynchpins of every economy have to hold each other accountable to higher standards of inclusion and sustainability.
02-03-2018	Tea Break	

02-03-2018	Deal Room (Sign up Required)	<p>This session is for Entrepreneurs and Investors only!</p> <p>The Investor-Entrepreneur Deal Room is a structured networking activity intended to expose entrepreneurs to a number of different investors. Entrepreneurs should expect to meet with investors looking to make investments in East Africa. Investors will be meeting pre-selected enterprises that are actively looking to raise investment. Deals will be facilitated by Intellectap's Investment Banking Team.</p> <p>Investors can sign up here: <a href="https://docs.google.com/forms/d/e/1FAIpQLSd2jJuG7H1KeuACfvYaf-OC15_Utb4u-LYdclKXcc-LHqhjIA/viewform">https://docs.google.com/forms/d/e/1FAIpQLSd2jJuG7H1KeuACfvYaf-OC15_Utb4u-LYdclKXcc-LHqhjIA/viewform</a></p> <p>Entrepreneurs can apply to be selected here: <a href="https://goo.gl/forms/TbdaMZPc2G5tav9F3">https://goo.gl/forms/TbdaMZPc2G5tav9F3</a></p>
02-03-2018	Building a RoadMap for the Future of Health-Care Delivery	<p>Key shifts such as automation, personalization and prediction/prevention are changing the face and nature of health-care delivery. Whether we consider drone delivery, or the growing connectedness of wearables it is clear that the private sector will play an ever-increasing role in the delivery of health-care.</p> <p>This session will begin with our speakers setting the context to discuss the key shifts they see in the future of health-care delivery. We will then break out into groups, led by the speakers, to dig deeper into each shift, discussing the opportunities, the challenges and begin to build a roadmap to ensure a seamless bridge to the future.</p>
02-03-2018	Collaborating for Impact: Aligning the Impact Investing Ecosystem	<p>Despite the growth of impact investing in Africa, the early stage financing gap is still huge in Africa: According to the Global Impact Investing Network (GIIN) and its regional industry report The Landscape for Impact Investing in East Africa, the first comprehensive analysis of the impact investing sector in Kenya, Uganda, Tanzania, Ethiopia and Rwanda, more than \$9.3 billion have been invested in the region through 1,000 direct deals by 155 impact investors that manage 203 active investment vehicles in the region. However, only a 9% of total impact capital disbursed was below USD 1 mn. The question hence remains on how to unlock more impact capital for early stage impact enterprises – through angel investing, venture philanthropy, and other instruments of impact investing.</p> <p>Recent years have seen a number of initiatives to close the funding gap in the early stage impact investing and financing ecosystem: The newly created African Venture Philanthropy Network will play an important role to bring in philanthropic actors into the impact investing chain, Impact@Africa as an African impact investing network will play a critical catalyser to establish a platform for collaboration across the stakeholder groups and the Collaborative for Early Stage SGB Finance, a multi-stakeholder initiative anchored by Omidyar Network, infoDev / World Bank, and Dutch Good Growth Fund that aims to serves as a 'launchpad' for initiatives that can help build a sustainable, diverse, and robust financing ecosystem for small and growing businesses in frontier and emerging markets.</p> <p>While the number of number of collaborative initiatives has increased in recent years and reflects the increasing maturity of the ecosystem, the question arising is: How can we increase collaboration and convergence in the ecosystem in order to optimize resources, efforts, and energies of all stakeholders involved.</p> <p>This session is hosted by the BMW Foundation.</p>
02-03-2018	Defining What it Means to be an SME: Enterprise Segmentation Workshop   Invite Only	<p>Dalberg is working with Omidyar Network and Dutch Good Growth Fund to create a segmentation of SGBs/SMEs to help investors and intermediaries match appropriate financial products with different enterprise segments, as well as to help entrepreneurs understand the most appropriate investors to target.</p> <p>This workshop will be a chance to review and provide feedback to the emerging segmentation approach as well as build out real life descriptions based of each segment based on practical investment experience with SMEs/SGBs. Join this session to contribute to this foundational piece of work for The Collaborative on Early Stage SGB Finance (CESF).</p> <p>This session is hosted by the Collaborative on Early Stage SGB Finance (CESF), which is an emerging multi-stakeholder initiative focused on increasing access to appropriate capital for SGBs in developing countries.</p> <p>For more information on this session, please write to <a href="mailto:Robert.Colvin@dalberg.com">Robert.Colvin@dalberg.com</a></p>

02-03-2018	Employee Value Proposition, hosted by RippleWorks	The No. 1 challenge that high-growth social ventures will face as you scale is hiring and retaining the top talent you need. You will need to consistently compete and win against corporations and other top employers who can offer more lucrative compensation. In order to do so, it is critically important to be able to clearly define and articulate what makes your company special as an employer. This hands-on, interactive workshop will guide CEOs and company leaders to create and deploy a winning Employee Value Proposition to beat the competition and attract and retain the best talent.
02-03-2018	Fundraising 101: Masterclass for New Fund Managers	<p>The narrative on development in emerging markets has shifted from traditional philanthropy to the use of market based approaches. With this changing trend, many traditional Non-Governmental Organizations (NGOs) are adopting Impact Investing as a means of delivering their development goals while ensuring financial sustainability.</p> <p>This session will illustrate successes and challenges experienced when raising a first fund. The session will also highlight how new funds and INGOs can leverage blended finance models to address fundraising gaps.</p>
02-03-2018	Gateway to Africa from UK	<p>Join this discussion to understand what bridges have been built to connect East Africa with UK, and how to leverage the business opportunities between UK and Africa.</p> <p>This session is hosted by TBN.</p>
02-03-2018	Head to Head: Scaling from Impact Capital to Private Credit and Commercial Capital	<p>Brought to you by Shell Foundation and Lendable – the first debt platform designed specifically for African alternative lenders. This will be an ‘unmissable’ session for alternative lenders and investors in non-banking services in microfinance, asset financing, asset leasing and a pay-as-you-go. It will be an interactive discussion between lenders and investors about how to commercialise impact finance and access structured finance for growth.</p> <p>Impact investors are instrumental in providing early stage funding to a range of lenders. But scaling is hard and raising capital to grow a loan book is unpredictable and complex. Receivables financing can be a transparent and efficient form of capital, but it needs scale, discipline and deep analytics. Share how you’ve achieved this and hear from others who’ve just successfully deployed and raised capital.</p>
02-03-2018	Spotlight on West Africa: Lessons and findings from investing in the region	According to a recently released ANDE report, West Africa is the 2nd fastest growing regional economy in Africa with a GDP growth of 6% in 2014. It is also a growing hub for impact investment with close US\$ 8.6Bn investment in the region between 2005 – 2015. With a growing focus on sustainable and inclusive development, West Africa brings to the continent immense wealth and resources for accelerated growth. In this session we will bring forth voices from the government and private sector. We will focus on gaining a better understanding of capital flows and business strategies in region to leverage greater intra – Africa collaboration.
02-03-2018	Time to turn the tables? Incentivizing and Monetizing Impact	<p>A core challenge in realizing the 2030 Agenda and its associated goals is the mobilization of additional financial resources. Achieving the Sustainable Development Goals requires funding in excess of what is currently available through traditional development actors and channels. The UN estimates the global funding gap to be USD 2.5 trillion annually over the next 15 years, calling for a new financing for development agenda.</p> <p>However, while 9000 companies have signed and expressed their commitment to achieving the SDG's, capital mobilization and action is taking longer than expected. This session will explore the possibility of incentivizing investments from impact. Building on the success of results based financing, this session will assess models and structures that can incentivize mainstream capital to become more accountable towards its impact.</p>



02-03-2018	Clean Technology Deal House	<p>Getting funding for a startup can be a tricky process and it's important to have a strategy from the start, but to also as you move into the future and grow your business. KCIC and Sankalp knowing these challenges, and the realities that lie ahead have put together a pitch session that will see 12 KCIC supported entrepreneurs pitch to a pool of investor. If you are an investor and you are interested in ready pipeline join this session on 2nd March 2018 at the Sankalp Africa Summit 2018 from 11.00 to 13.00. The enterprises include Miyonga, Nawiri, Scode, Lentera, Kitui Industries, Future Pump and Full Spoon.</p> <p>RSVP Here: <a href="https://docs.google.com/forms/d/1mT2KATlcBU1plUoQNRgK18t-BBcedlG-UJ8e0xD5Gzl/viewform?edit_requested=true">https://docs.google.com/forms/d/1mT2KATlcBU1plUoQNRgK18t-BBcedlG-UJ8e0xD5Gzl/viewform?edit_requested=true</a></p>
02-03-2018	Mentoring Clinic (Sign up Required)	<p>The mentoring clinics have been designed to help entrepreneurs spend quality time through one-on-one interactions with industry experts. At the Sankalp Forum, we believe that entrepreneurs are the wealth creators of tomorrow and through the mentoring clinics we hope to help:</p> <ol style="list-style-type: none"> <li>1. Entrepreneurs gain business insights from seasoned industry professionals.</li> <li>2. Build a relevant deal flow pipeline for impact investors across the world.</li> </ol> <p>What to Expect: The mentoring clinics have been designed to allow for 30 minute one-on-one interactions between entrepreneurs and mentors during the summit. We expect that each mentor interacts with 2-3 enterprises.</p> <p>The mentors and mentees will be introduced via email in advance of Sankalp. They are then free to schedule a mutually agreeable time to meet any time on February 23rd or 24th. There are plenty of spaces in the Networking Field where you can meet up.</p> <p>Entrepreneurs are recommended to come to your mentor meeting prepared with a specific topic you would like to discuss. 30 minutes doesn't allow much time, so it's good to have a specific ask in mind!</p>
02-03-2018	Lunch	
02-03-2018	Gateway to Africa from Germany	<p>Session concept to expose Kenyan startup and ecosystem to opportunities by the German partners. This session will provide an opportunity for startups to engage in an easy way with existing German programs in East Africa.</p> <p>This session is supported by our partners AHK (Delegation of German Industry and Commerce in Kenya) in partnership with GIZ Make-it in Kenya and will involve a start-up Reverse Pitch followed by B2B Networking Session</p>
02-03-2018	Hidden Gems: Raising Capital for Family Businesses   Invite Only	<p>What do Ferrari, Versace and Ferrero Rocher have in common? They are all family-owned global champions, of course! Families have always been at the heart of business. Family companies are among the world's oldest. The Hoshi Ryokan, an inn in Japan, has been in the same family since 718. The Antinori family has been producing wine in Tuscany since 1385, the Rothschilds in banking since the 1760s. Africa is no different with leading names such as Pick n Pay founded in 1966 in South Africa, or the Dantata Organisation in Nigeria active since 1910, the Metl Group in Tanzania founded in 1960, the Madhvani Group in Uganda founded in 1918 and the Bidco Group founded in Kenya in 1970s. However, the majority of Africa's most successful medium-sized companies are also family firms. This group however are the hidden gems, their allure disguised by the glamour of start-ups and magnetism of large corporates.</p> <p>The session focuses on how to support these family businesses to raise capital, grow and scale through examining:</p> <ol style="list-style-type: none"> <li>1. Challenges faced by family businesses in raising capital</li> <li>2. The myths of raising external equity</li> <li>3. Capital Raising Process- Optimising the Capital Structure</li> </ol> <p>This session is hosted by Intelicap Investment Banking.</p>

02-03-2018	Learning from Africa: Election Justice & Civic Engagement	<p>The year 2017 saw unprecedented changes in the African democratic space. Jose Eduardo dos Santos stepped aside after nearly 38 years in power in Angola. Robert Mugabe was deposed in a military operation in Zimbabwe after 37 years in power and Yahya Jammeh of Gambia was defeated in elections and refused to hand over power till he was deposed by ECOWAS. Just days ago, the Ethiopian Prime Minister also resigned after massive protests and nearly a year of a nation-wide state of emergency in 2016. Still within the last year, Rwanda re-elected its president in a landslide victory, and Kenya's sitting president won two elections in one year, securing their positions for another few years.</p> <p>Few would have predicted such civil change occurring, all within the last 12 months. What opportunities lay ahead for an increasingly democratizing Africa? How do those left behind after dictators fall, attract investment, rebuild the confidence of the electorate, and increase the quality of life of their citizenry? What is the role of business and civil society in protecting these hard won gains?</p>
02-03-2018	Legal Clinics for Enterprises	<p>Running a social enterprise can be a daunting ordeal, especially when entrepreneurs strive to balance attaining success businesswise while seeking positive impact in their communities and society. The session shall provide a legal map addressing structuring of your enterprise, intellectual property concerns and address impact financing, in an attempt to equip social entrepreneurs operating in Kenya and the larger East Africa region with selected legal knowledge required to navigate the region's regulatory landscape.</p> <p>This session is hosted by TrustLaw, Thomson Reuters Foundation's global pro bono legal programme, connecting the best law firms around the world with high-impact NGOs and social enterprises working to create social and environmental change. We produce groundbreaking legal research, and offer innovative training courses worldwide. Through TrustLaw, over 100,000 lawyers offer their time and knowledge to help over 4,000 organisations achieve their social mission for free. This means NGOs and social enterprises can focus on their impact instead of spending vital resources on legal support.</p>
02-03-2018	Lessons Learned from Investing in Women & Girls Impact Enterprises	<p>Join us for a smart and engaging session with entrepreneurs from the SPRING Accelerator, Investment Director Suzanne Biegel, and investors, talking about how human centred design, and girl and women centred insights work, has shifted these businesses over the past year. Hear directly from entrepreneurs and investors about what it takes to build and invest in businesses with positive impact with and for women and girls, and share your own insights.</p>
02-03-2018	MIT Solve: Design Thinking at the Frontlines of Health	<p>This year, the MIT Solve community will issue a global call for technological solutions to the Frontlines of Health Challenge: How can communities invest in frontline health workers and services to improve their access to effective and affordable care?</p> <p>In this Challenge Coalition Workshop, cross-sector leaders will use design thinking strategies to identify the most successful approaches to expanding access to health care and how technology can accelerate those achievements at the frontlines of health. By sharing insights into this challenge, participants will join a global coalition around this grand challenge and will be invited to partner with the most promising innovators.</p> <p>Solve, an initiative of MIT, crowdsources technological solutions to the world's most pressing health challenges. Solve identifies technologies from around the world, evaluates them, and forms a class of innovators with the most promising solutions to grand challenges in health. Solve functions as a marketplace by brokering mutually beneficial partnerships between select innovations and cross-sector organizations.</p> <p>This session is hosted by MIT Solve.</p>
02-03-2018	Rapid Fire Talent Workshops, hosted by RippleWorks	

02-03-2018	SEED-IBA BDS Practitioners Dialogue From Incubation to Replication – Enhancing Business Development Support	<p>This session will bring together experienced practitioners to discuss how eco-inclusive enterprise development approaches can be improved, enriched and even better tailored to the needs of SMEs of all stages of the entrepreneurial lifecycle, from incubation to replication. Representatives from eco-inclusive enterprises, business development service providers, incubators and accelerators, as well as funding institutions for eco-inclusive enterprise development will exchange best practices and jointly develop new ideas.</p> <p>This session is co-hosted by SEED and IBA.</p>
02-03-2018	The Great Debate: Brought to you by Intelicap, Acumen and Ernst & Young	“This house believes that impact investors do not try hard enough to find local entrepreneurs.”
02-03-2018	Tea Break	