

AGENDA

Day 1 Wednesday, 19 September 2012 Business-to-Business Day

*Location: Federal Ministry for Economic Cooperation and Development (BMZ)
Stresemannstraße 92 - Berlin*

Moderator: Minu Hemmati, adelphi

08:30-09:00 Registration of winners

09:00-09:30 *Welcoming address*

Ibrahim M. I. Alturki - Alternate Executive Director for Saudi Arabia,
The World Bank




*Keynote address: Insights from the "Policy Note on the Business Environment for
Inclusive Business Models." International Finance Corporation. 2012*

Sabine Hertveldt - Senior Operations Officer, International Finance Corporation

09:30-10:30 *Winner Focus Groups 1*

Defining Core Challenges for Inclusive Businesses




*In parallel working groups the winners work together on defining the core challenges they
face when scaling-up and replicating their business. The outcomes of these discussions serve
as a basis for the group discussions that follow.*

<i>Group</i>	<i>Facilitator</i>	<i>Room</i>
1 - Challenge "Access to Capital"	Rainer Agster, adelphi	 RED
2 - Challenge "Infrastructure"	Minu Hemmati, adelphi	 BLUE
3 - Challenge "Value Chains"	Mirko Zürker, adelphi	 YELLOW

10:30-11:00 Coffee break

11:00-12:00 *Winner Focus Groups 2*

Defining Core Challenges for Inclusive Businesses (continued)

<i>Group</i>	<i>Facilitator</i>	<i>Room</i>
4 - Challenge "Innovation"	Rainer Agster, adelphi	 RED
5 - Challenge "Finance for the BoP"	Minu Hemmati, adelphi	 BLUE
6 - Challenge "Regulatory Environment"	Mirko Zürker, adelphi	 YELLOW

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11:30-12:00 Registration of B2B participants
Representatives from inclusive, and other, businesses will join the business-to-business (B2B) day at lunch time.

12:00-13:30 Networking lunch and marketplace
The marketplace showcases the successful business models and products of the winners and provides a platform for the participants and winners to network.

13:30-14:00 Welcoming and introduction to the business-to-business day




14:00-15:15 **B2B Focus Groups 1**
Discussing Core Challenges & Developing Joint Solutions

In B2B working groups, representatives of leading inclusive, and other, businesses work with the winners on finding solutions to their core challenges. They strengthen business relationships, and discuss ideas and strategies to overcome the identified challenges. The results of these working groups are further discussed on Day 2 with participants from across the private, public, financial and academic sectors.

Group	Facilitator	Room
1 - Challenge "Access to Capital"	Rainer Agster, adelphi	 RED
2 - Challenge "Infrastructure"	Minu Hemmati, adelphi	 BLUE
3 - Challenge "Value Chains"	Mirko Zürker, adelphi	 YELLOW

15:15-15:45 Coffee break

15:45-17:00 **B2B Focus Groups 2**
Discussing Core Challenges & Developing Joint Solutions (continued)

Group	Facilitator	Room
4 - Challenge "Innovation"	Rainer Agster, adelphi	 RED
5 - Challenge "Finance for the BoP"	Minu Hemmati, adelphi	 BLUE
6 - Challenge "Regulatory Environment"	Mirko Zürker, adelphi	 YELLOW

17:00-17:15 Conclusions from the B2B Focus Groups

19:00-22:30 Networking Reception and Gala Dinner
Location: Palais Am Festungsgraben, Am Festungsgraben 1 - Berlin

Keynote address

Bruno Wenn - Chairman of the Management Board, Deutsche Investitions- und Entwicklungsgesellschaft (DEG)

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Day 2 Thursday, 20 September 2012 Cross-Sector Collaboration Day

*Location: Federal Ministry for Economic Cooperation and Development (BMZ)
Stresemannstraße 92 - Berlin*

Moderator: Minu Hemmati, adelphi

08:30-09:00 Registration of participants

09:00-09:30 Welcoming and introduction to the cross-sector collaboration day

Keynote address

Uta Böllhoff - Director General "Europe, Middle East and Asia; multilateral development policy", German Federal Ministry for Economic Cooperation and Development (BMZ)

09:30-10:30 *Plenary discussion panel*

How to create a conducive business environment for Inclusive Businesses?

- Panelists:**
- **Nurgul Chaimardan** - Director of Project Implementing Unit for Information, Communications Infrastructure Development Project, ICT and Post Authority (ICTPA), Government of Mongolia
 - **David Griswold** - President, Sustainable Harvest Coffee, Winner of the G20 Challenge
 - **Jim Tanburn** - Coordinator, Donor Committee for Enterprise Development
 - **Paulus Verschuren** - Special Envoy Food and Nutrition Security, Ministry of Foreign Affairs of The Netherlands
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10:30-11:00 Coffee break

11:00-11:15 *Keynote address*

Ulrike Wahl - Managing Director, Siemens Stiftung

11:15-12:15 *Plenary discussion panel*

Access to finance: How to support Inclusive Businesses to overcome the barriers for scale and replication?

- Panelists:**
- **Sreyamsa Bairiganjan** - Manager, Cleantech Enterprise Engagement and Research, New Ventures India
 - **Marlene Carvajal** - Vice President, Deutsche Investitions- und Entwicklungsgesellschaft (DEG)
 - **Francisco Meré Palafox** - Director, Agrofinanzas, Winner of the G20 Challenge
 - **Vineet Rai** - Managing Director, Aavishkaar Venture Management Services
 - **Luiz Ros** - Manager for the Opportunities for the Majority, Inter-American Development Bank

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12:15-14:00 Networking lunch and marketplace

14:00-16:15 *Parallel working groups*

Winner Challenge Pitches & Exploring Ways of Working Together

In cross-sector working groups the winners present their core challenges and the strategies to tackle the challenges identified during Day 1. They discuss the refinement and implementation of these strategies and explore collaboration opportunities with cross-sector participants.

In a World-Café setting, participants have the opportunity to participate to three different working groups. Participants must choose one group to join in each slot.

Group	Facilitator	Room
1 - Challenge "Access to Capital"	Julia Rohe, adelphi	 RED
2 - Challenge "Infrastructure" or Challenge "Qualified Labour"	Anais Mangin, adelphi	 BLUE
3 - Challenge "Value Chains"	Mirko Zürker, adelphi	 YELLOW
4 - Challenge "Innovation"	Rainer Agster, adelphi	 ORANGE
5 - Challenge "Finance for the BoP"	Minu Hemmati, adelphi	 GREEN
6 - Challenge "Regulatory Environment"	Irina Comardicea, adelphi	 GREY

14:00-14:40 *Parallel working groups - Slot 1*

14:45-15:25 *Parallel working groups - Slot 2*

15:30-16:10 *Parallel working groups - Slot 3*

16:15-16:45 Coffee break

16:45-17.15 Conclusions from the working groups and creating joint recommendations

17:15-17.30 *Closing remarks and outlook*

Susanne Dorasil - Head of Division, Economic Policy; Financial Sector, German Federal Ministry for Economic Cooperation and Development (BMZ)

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