

**IMPACT!AFRICA**  
SOCIAL ENTREPRENEURSHIP SUMMIT



**BRITISH  
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# Impact!Africa

## Social Entrepreneurship Summit 2019

Kenya School of Monetary Studies,  
Nairobi, Kenya

**4 - 5 December 2019**

**THEME: COLLABORATIVE FINANCE  
FOR SOCIAL INNOVATION**



## AGENDA

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*Empowered lives.  
Resilient nations.*



# Contents

Conference Theme and Objectives	4
Tentative Agenda	6
Draft Annotated Programme and Session Plan Templates	7



## CONFERENCE THEME AND OBJECTIVES

To support the financial and social innovation consensus-building a two-day conference has been envisaged as a joint forum to bring together different stakeholders across Africa to share experiences, challenges and possible solutions to support the building of a vibrant social economy. The envisaged conference theme will be **'COLLABORATIVE FINANCE FOR SOCIAL INNOVATION'**. The conference topics will cover two areas of discussion related to social innovation and its adoption and growth in Africa and bring together experts and participants, from across Sub Saharan Africa, including private and public sector institutions, environmental NGO's, academia and international agencies and entrepreneurs.

### *Future Financing Models for Social Innovation*

This sub-theme will seek to engage conference participants in dialogue and answer the questions.

- *Is there a need for financial innovation?*
- *What is currently happening?*
- *Which financing models are best suited for Africa?*
- *What is needed to create a continuum of financial support?*

Topic in this track will cover the spectrum of financing structures and instruments suitable for the growth of social innovation in Africa and how these innovations can be leveraged to meet the funding gap towards the SDGs.

### *Framework for Scalable Social Innovation*

This sub-theme will seek to engage conference participants in dialogue on the steps needed to rapidly grow social innovation in Africa to meet the SDG objectives and set the continent on a path to attain the AU, Agenda 2063 target. Participants will engage hear from practitioners and experts regarding ongoing efforts, opportunities and business models across Africa and how they can be scaled. With Social entrepreneurship already taking shape in the continent the what is needed to get these solutions to scale and touching the lives of over a billion people on the continent The sessions will also seek to get answers to how a strongly linked ecosystem can be developed across Africa to support systemic change and efficiently make use of available resources and infrastructure.

## Objectives

The conference will aim to engage participants in dialogue over the two days with the objective of:

- Fostering the growth of a collaborative ecosystem where stakeholders can;
  - Equip social entrepreneurs and other ecosystem players with thought-leading- and cutting-edge knowledge in various fields such as impact investing, social innovation, fund raising, and pipeline development
- Facilitating productive networking between and among key stakeholders present by;
  - Providing a platform for finance experts, development practitioners and social enterprises to delve deeper into innovative financing and its next steps.

## Format

The conference will be held over two days incorporating both plenary sessions as well as parallel group discussions, workshops and round-tables for the advancement of the topic.

- **Plenaries** – These will be moderated discussions with high-level representatives of leading government, private sector investors, innovators, and foundations. The discussions will offer an interactive session with invited speakers sharing their experience, insights and success and the audience asking questions.
- **Thematic Deep-Dive Sessions** – This will feature discussions amongst stakeholders in the ecosystem to share their experiences, innovative models, champion ideas, and engage audiences in different thematic areas of interest in *collaborative finance for social innovation*.



## TENTATIVE AGENDA

### DAY ONE AGENDA: 4 DECEMBER 2019

Time	Description	Type
TBD	Arrivals & Registrations	
Morning	<b>Collaborative Finance for Social Innovation</b> <ul style="list-style-type: none"> <li>Welcome and Opening Ceremony</li> <li>Plenary discussion from Key Note speakers</li> </ul>	Plenary
TBD	Lunch	
Afternoon	<b>Africa Café</b> - Conversations with Social Innovators	Sessions
	<b>Master Class</b> – Accessing finance – stories from successful entrepreneurs	Sessions
	<b>Master Class</b> – Examples of impact investment models	Sessions

### DAY TWO AGENDA: 5 DECEMBER 2019

Morning	<b>The Future of Financing for Social Innovation:</b> <ul style="list-style-type: none"> <li>Financing models for Africa</li> <li>The financing continuum: Institutions, services and products</li> <li>Impact financing/investment</li> <li>Women Entrepreneurship Financing</li> </ul>	Plenary
TBD	Lunch	
Afternoon	<b>Framework for Scalable Social Innovation</b> <ul style="list-style-type: none"> <li>Framework for Scalable Social Innovation</li> <li>Policy and Regulation Pragmatic approaches to the development of social innovation</li> <li>Getting everyone aligned</li> </ul>	Plenary
Afternoon	<b>Africa Café</b> - Conversations with Social Innovators	Sessions

# DRAFT ANNOTATED PROGRAMME AND SESSION PLAN TEMPLATES (IN CURRENT ORDER)

## DAY ONE AGENDA: 4 DECEMBER 2019

Sub-theme	Collaborative Finance for Social Innovation
<b>Sessions</b>	<ul style="list-style-type: none"> <li>• Welcome and Opening Ceremony</li> <li>• Plenary discussion from Key Note speakers</li> </ul>
<b>Format</b>	Keynote presentation, plenary speeches and a session
<b>Session Brief</b>	<p>Africa is estimated to require \$1.3 trillion annually to finance the SDGs. This is on the backdrop of decreasing traditional sources of financing from the public, private and official development assistance sectors. This is compounded by growing populations putting pressure on public finances and the provision of services. With this reality, African nations and providers of capital need to be innovative in how to finance innovations in order to propel economic growth and provide social benefits towards a sustainable continent. The capital required will need to be sourced from alternative sources and not just traditional government and philanthropic sectors but rather all the three sectors, public, private and philanthropic working together.</p> <p>The innovation ecosystem in Africa is growing rapidly and is a major contributor to achieving SDG goals. With this, there is an increasing amount of social innovations and enterprises looking for financing that is appropriate for their social business models as well as an increase in financiers recognizing the potential of financing social innovations and entrepreneurship. This increase in stakeholders on both the capital provision and capital seeking side of the innovation equation, therefore, leads to a need for more collaborative processes to ensure capital is deployed in sustainable solutions and innovations that are likely to help the continent towards achieving its development agenda.</p> <p>Keynote speakers for this session will include social entrepreneurs, social investors and intermediaries who will speak towards the collaboration currently witnessed in the ecosystem as well as provide their thoughts and opinions on possible solutions on how collaboration could be fostered. The goal is to highlight the miss-match between availability and demand and to come up with suggestions for innovative financing approaches and processes required to meet the funding gap facing Africa.</p>
<b>Expected Outcomes</b>	<ul style="list-style-type: none"> <li>• Provide examples of ongoing collaboration efforts in the ecosystem</li> <li>• Highlight opportunities for collaboration towards financing innovation</li> <li>• Encourage collaboration for social innovation financing</li> </ul>



<b>Session Title</b>	<b>Africa Café – Conversations with Social Innovators</b>
<b>Format</b>	Plenary
<b>Session Brief</b>	<p>Africa is witness to innovations that have done a great deal to tackle the social challenges prevalent both in their countries as well as across the continent.</p> <p>This plenary session will give the centre stage to innovators and entrepreneurs drawn from across the continent share their innovations and journey so far.</p>
<b>Expected Outcomes</b>	<ul style="list-style-type: none"> <li>• Increased visibility to breakthrough innovations from the continent</li> <li>• Highlight the state of innovation</li> <li>• Attract impact investors and other stakeholders to invest in and partner with social innovators</li> </ul>

<b>Session Title</b>	<b>Master Class Training Skills and Experiences with Social Innovators</b>
<b>Format</b>	Breakout sessions
<b>Session Brief</b>	<ul style="list-style-type: none"> <li>• Increased visibility to breakthrough innovations from the continent</li> <li>• Highlight the state of innovation</li> </ul> <p>Attract impact investors and other stakeholders to invest in and partner with social innovators</p> <ol style="list-style-type: none"> <li>1. Accessing financing – the how to</li> <li>2. Developing a model for impact investment – the how to</li> </ol>
<b>Expected Outcomes</b>	<ul style="list-style-type: none"> <li>• Accessing financing – ways and methods to succeed in this sphere</li> <li>• Attract impact investors and other stakeholders to invest in and partner with social innovators</li> </ul>



## DAY TWO AGENDA: 5 DECEMBER 2019

### Sub-theme The Future Of Financing For Social Innovation

#### Session Title Financing models for Africa

Format Session

**Session Brief** A UNDP report on “Impact Investment in Africa: Trends, Constraints and Opportunities” identified key challenges on the demand and supply side of innovation financing in Africa. Supply-side challenges linked to availability and distribution of funds into innovations and social enterprises included, limited availability of innovative fund and deal structures, lack of capital supply across the risk/return spectrum, poor linkages between social enterprises, investors and innovation networks and a lack of awareness amongst mainstream investors, policymakers and the general public.

Around the world, innovative financing models and approaches have been developed and some are currently being tested to fund social enterprises and solutions provide positive social, environmental and financial impact. These models use a mix of financial instruments and investors including public, private and philanthropic investors to support the growth of these innovations and enterprises. These models are not limited to traditional financial structures such as Debt, Equity and Grants. They include innovative instruments like outcomes-based investing, ideation grants, social impact Insurance, blended finance and many more. These instruments are designed not to treat impact as a side effect but as a core component of capital allocation by changing the cost of capital and return, enabling outcomes to trigger payments and putting a monetary value to outcomes that were previously not valued.

However, Africa lags behind in the innovation of financing models for social enterprises and innovations taking into account Africa’s reality. A Majority of investors still prefer equity or debt with philanthropists and public sector having the additional option of providing grants. The lack of innovative structures has limited enterprises ability to receive investment due to the perceived high risk and nascent markets which require a longer period of time to mature before returns and outcomes can be realized.

To help foster both financial and social innovation in Africa stakeholders will be required to engage in dialogue to develop innovative financial solutions to overcome these challenges. This session will explore how blended finance, outcome-based financing and other possible financing models can be leveraged to create a continuum of support for innovations from their idea to maturity stage while keeping incentives and goals aligned.

- Expected Outcomes**
- Introduce new investment structures and models
  - Encourage knowledge sharing between the innovative fund and instrument designers and traditional investors



Sub-theme	The Future Of Financing For Social Innovation
Session Title	The financing continuum: Institutions, services and products
Format	Session
Session Brief	<p>A key challenge highlighted by the UNDP report “Impact Investment in Africa: Trends, Constraints and Opportunities” was the lack of investors across the risk-return spectrum of an innovation’s life cycle. This is largely exhibited by the lack of investment deals on the continent despite the high number of enterprises and innovations seeking financing. The investment landscape is characterized by investors seeking to make large ticket investments of \$1 million and above with very few investors seeking to make investment below \$0.5 million. This shows both an unwillingness to take a risk in smaller enterprises but also the lack of tailored products to meet the investment needs of these small enterprises.</p> <p>These small enterprises are forced to rely on personal savings and investment from close family and friends to grow their business, with the unfortunate reality that many of them die due to lack of enough financial resources. Banks and other debt providers have also turned a blind eye to this segment of enterprises by the nature of their products which have high collateral and interest rates which are not suited to such businesses.</p> <p>The lack of a pipeline of investors and suitable products for enterprises has limited their growth and performance which holds the continent back in addressing its social challenges. There is an urgent need for the development of new financing products to better suit the African enterprise characterized by high risks. Which requires the entry of different kinds of financial institutions who will take a long-term approach and are willing to trade off short-term financial return for social returns.</p>
Session Brief	<p>These investors must then become activists in attracting more capital and resources into African markets, especially from banks, larger corporates, growth equity investors and development finance institutions (DFIs).</p> <p>This session will seek to engage participants in the need for the development of a financing continuum along an innovation’s life-cycle with adaptable instruments and financing structure for African ventures.</p>
Expected Outcomes	<ul style="list-style-type: none"> <li>• Encourage the development of tailored financial products</li> <li>• Engage both traditional and non-traditional innovation financiers to create a continuum of financing</li> </ul>



Sub-theme	Framework For Scalable Social Innovation
Sessions	Framework for Scalable Social Innovation
Format	Session
Session Brief	<p>The African continent has experienced rising rapid and sustained economic growth over the past decade with an average of 5-7% growth annually. This, however, hasn't been translated to a rise in social indicators and improvement in living standards with the continent still facing issues in access to healthcare and education, access to water and electricity etc. The lack of social growth is now threatening to halt or even erode the economic growth witnessed. African economies are looking for solutions to the growing social challenges to meet the continents growing populations needs and requirements.</p> <p>Social innovation is a possible avenue for addressing these challenges, ought to be encouraged and widely practised if the continent is to make good on its plans of becoming a leader in the global economy. To arrive at these solutions a framework of designing, executing and monitoring the effects of such solutions is key to help the continent have a blueprint on how to achieve this in as short a time as possible.</p> <p>This session will seek to gather innovators, investors, government, academia and all other interested stakeholders in consultation and experience sharing towards developing a framework to; identify social inadequacies that could be solved through innovation. Secondly, develop locally relevant and globally adaptable solutions to meet the identified challenges. Thirdly would be to formulate strategies and initiatives that will help secure resources both human and financial towards the development of these solutions. Lastly, ways of monitoring these solutions will need to be considered to gauge their success and effectiveness towards meeting social challenges.</p>
Expected Outcomes	<ul style="list-style-type: none"> <li>• Sharing of existent frameworks adopted across the continent</li> <li>• Encourage framework development for African innovation ecosystems</li> </ul>



Sub-theme	Framework For Scalable Social Innovation
Session Title	Policy and regulation
Format	Session
Session Brief	<p>One of the biggest impediments to innovation across the world has been identified as the restrictive policies or lack of policies and regulations that cater to advances in technology and processes at the centre of innovation. Africa and most of the developing world has been blamed for lacking structures to regulate innovation that often times restricts innovation and development of new products and solutions. Policy and regulation can, therefore, be a stumbling block to innovation or a great incentive for its growths and permeance across the continent.</p> <p>How then do legislators and public sector come up with policies that seek to encourage rather than stifle innovation? What are the ongoing efforts towards this and how can the private and philanthropic sectors contribute to the development and adoption of positive policies?</p> <p>This session will seek to gain the perspective of policymakers, government regulators, innovators and ecosystem stakeholders on their assessment of innovation regulation in Africa and what needs to be done to help the continent advance to a positive policy environment that encourages innovation and entrepreneurship.</p>
Expected Outcomes	<ul style="list-style-type: none"> <li>• Engage policymakers in dialogue related to policy and regulation development</li> <li>• Share best case examples of enabling policy and regulatory environments</li> </ul>



Sub-theme	Framework For Scalable Social Innovation
<b>Session Title</b>	<b>Pragmatic approaches to the development of social innovation</b>
<b>Format</b>	Breakout sessions
<b>Session Brief</b>	<p>Across the continent, social entrepreneurship has taken root with hubs of innovation forming with Cape Town, Nairobi, Lagos, Accra being some of the cities with vibrant communities and high activity in social entrepreneurship. However, despite these efforts the continent is still reeling from the effects of the social challenges that plague it. There is a need to further accelerate the development of social innovations and enterprises covering the expanse of the continent.</p> <p>This session will seek to understand the challenges faced and provide locally relate-able solutions on how the innovation hubs and ecosystems across the continent can be rapidly scaled to support the under-served part of the continent. Speakers and experts from across the continent will contribute to the discussion sharing their insights and view on how Africa needs to innovate, the strategies and technical capabilities required.</p>
<b>Expected Outcomes</b>	<ul style="list-style-type: none"> <li>• Actionable strategies for innovation acceleration</li> <li>• Increased sharing and collaboration between ecosystem stakeholders</li> </ul>



<b>Sub-theme</b>		<b>Framework For Scalable Social Innovation</b>
<b>Session Title</b>	<b>Getting everyone aligned</b>	
<b>Format</b>	Session	
<b>Session Brief</b>	<p>While there has been an increase in associations, member bodies and other collaborative initiatives, reflecting an increasing maturity of individual country ecosystems. The question still to be answered is, how can a pan-African collaboration be achieved? Bringing together the entire African ecosystem in order to optimize resources, efforts, and energies of all stakeholders involved.</p> <p>Key participant stakeholders for this session would be other ecosystem enablers and intermediaries, DFIs/donor organizations and programs, foundations, networks, associations, etc.</p>	
<b>Expected Outcomes</b>	<ul style="list-style-type: none"> <li>• Create a platform for partnership and dialogue amongst stakeholders</li> <li>• Develop the next course of action to foster collaboration in the African innovation ecosystem</li> </ul>	







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