

G20 Inclusive Business Workshops

Regional Workshop Africa

29–30 October 2013, Nairobi – Kenya



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Invitation to the G20 Inclusive Business Workshop Africa

Scale, replicate, accelerate: growing inclusive business in Africa

Germany and Saudi Arabia, in their role as co-facilitators of the G20 Pillar “Private Investment and Job Creation”, are pleased to invite you to the **G20 Inclusive Business Workshop Africa**, which will take place in **Nairobi, Kenya on 29-30 October 2013**. The event is part of the G20 Inclusive Business Workshop series, supported by the generous contribution from the United Arab Emirates and the Siemens Stiftung (Foundation).

The G20 Inclusive Business Workshop Africa is a unique multi-stakeholder forum bringing together the [G20 Challenge Winners](#) with more than 150 influential representatives from the private sector, government, development and inclusive business community. The objective of the workshop is to foster the spread of inclusive businesses in Africa through showcasing successful examples, developing solutions to their growth challenges, and encouraging new business relationships.

Following a closed door **Business-to-Business Workshop**, the **Cross-Sector Forum** will offer a variety of discussion forums and inspiring keynotes focusing on the inclusive business landscape in Africa and ways to support the growth and replication of promising inclusive business models. The forum is jointly organized with the Siemens Stiftung ([Foundation](#)), the African Development Bank ([AfDB](#)), UNDP Africa Facility for Inclusive Markets ([UNDP AFIM](#)) and Business Call to Action ([BCTA](#)).

We would like to offer you the opportunity to join this exclusive, high-profile workshop, and to bring your unique business expertise into the discussions with the winners and other business leaders. As a participant you will benefit from a unique peer-learning experience and contribute to the definition of promising approaches to advance the scale of inclusive business models in Africa. The results of the workshop will also be fed into the G20 Development Working Group and serve as a basis for future policy recommendations on fostering inclusive business.

We very much hope that you will be able to accept this invitation and look forward to welcoming you in Nairobi!

The G20 Inclusive Business Workshop series is supported and financed by:

The G20 Inclusive Business Workshop Africa is organized in cooperation with:

Context & overview of the G20 Inclusive Business Workshop Africa

Scaling-up and replicating inclusive businesses

While the commercial viability of a business model is a key driver of scale, in the specific context of inclusive businesses scale and replication become even more important, for development reasons. Inclusive businesses contribute to poverty reduction through the inclusion of low income communities into their value chains. Even if many inclusive business models are considered successful, only a few of those have truly scaled up or replicated their model.

What are the barriers to scale and replication? How to support inclusive businesses to overcome these challenges? This is the focus of the G20 Inclusive Business Workshop series.

Following previous workshops addressing core challenges to scale and replication (e.g. innovation, finance for the BoP), this final event will explore the specificities of doing business at the Base of the Pyramid in Africa. Although considerable change and innovation in inclusive businesses creation can be observed in the region, substantial obstacles remain in the business environment and can prevent inclusive businesses from achieving scale and replicating.

For more information on the previous workshops, please visit the [G20 Challenge website](#).

Day 1: Business-to-Business Workshop

On the first day, we invite you to an **exclusive B2B workshop** to work together with the G20 Challenge winners and further successful business leaders on the topic **Replicating Inclusive Businesses**. The workshop will present successful replication approaches and discuss solutions enabling the expansion of inclusive businesses into new markets, especially in the African context. You will have the opportunity to exchange your experience on the topic with other inclusive businesses as well as to explore new collaboration opportunities.

The B2B workshop will be a highly interactive and inspiring day. We invite you to:

Envision

Expose yourself to new perspectives on the topic “**Replicating Inclusive Businesses**” and why replication of inclusive businesses matters for African economies and societies.

Explore

Dive deeper into the matter by joining group conversations, in which we invite you to **share your experience** and explore **successful replication models and approaches**.

Enable

Turning theory into practice, identify **enablers** and **develop joint recommendations** to advance the replication of inclusive businesses and accelerate impact.

Engage

Through an open collaboration space and networking events, exchange innovative ideas with other innovators and inspiring practitioners to explore new business opportunities.

Day 2: Cross-Sector Forum

On the second day, the **Cross-Sector Forum** will be open to a larger public including representatives from the private sector, government, development and inclusive business community. Participants will be able to get insights into the latest trends in inclusive businesses in Africa and to participate in a high-level public-private dialogue to create a favorable ecosystem for inclusive businesses.

The event will offer diverse discussion forums revolving around the three following perspectives:

- Scale-up and Replication
- Inclusive Business Ecosystem
- Spotlight on Solutions.

Key elements of the workshop



Draft programme: G20 Inclusive Business Workshop Africa

29 October 2013: Business-to-Business Workshop

Organized in cooperation with Business Call to Action (BCTA), the B2B Workshop will be open to around 40 business representatives and focus on the topic “Replicating Inclusive Businesses”.

9.30 - 9.50	Welcome and introduction to the day <hr/> Context of the G20 Challenge on Inclusive Business Innovation Speaker: Sabine Hertveldt, Senior Operations Officer- International Finance Corporation
9.50 - 10.30	Plenary Session “Envision” Opening Keynote Address Speaker: Strive Masiyiwa, CEO and Founder Econet Wireless (tbc) <i>The keynote will open up new perspectives on why replication of inclusive business models matters for African economies and societies.</i>
10.30 - 11.00	Coffee Break <hr/>
11.00 - 12.30	Working Groups “Explore” Replication approaches: learning from experiences and exploring expectations <i>The morning working groups will offer a discussion forum for an exchange of experiences between companies which are successfully replicating and those interested in entering new markets. What are successful replication models? What are the main barriers in replicating into new markets? What motivation drives those who want to expand and what expectations are realistic?</i>
12.30 - 14.00	Networking Lunch & Open Collaboration Space <hr/>
14.00 - 15.30	Working Groups “Enable” Co-creation of solutions and advancing replication <i>The afternoon working groups will provide a platform to jointly develop solutions and recommendations enabling the replication of inclusive businesses. How are companies overcoming replication barriers? What are enablers and how can donors, governments and further intermediaries support the replication of inclusive business models? Participants will also have the opportunity to explore collaboration potential with the winners and other businesses based in Africa.</i>
15.30 - 16.00	Coffee Break <hr/>
16.00 - 17.00	Plenary Session “Engage” Highlights from the G20 Inclusive Business Workshop series <i>The G20 Challenge winners and main partners will share their impressions and key take-aways from the workshop series.</i>
17.00 - 18.00	Open Collaboration Space <i>The open collaboration space gives participants the opportunity to deepen their discussions and develop new partnership opportunities.</i>
19.00 - 21.30	Networking dinner <i>Participants from the cross-sector forum will join the evening reception for a first get-together with the participants of the workshop.</i>

30 October 2013: Cross-Sector Forum

The Cross-Sector Forum will be open to around 150 participants from various sectors and focus on the topic “Scaling-up and Replicating Inclusive Businesses in Africa”.

9.00 - 9.20

Welcome

Speaker: Nathalie von Siemens, Spokesperson of the Board of Siemens Stiftung

9.20 - 9.45

Opening Keynote Address

Speaker: Prof. Njuguna Ndung'u, Governor of the Central Bank of Kenya (tbc)

9.45 - 11.00

High-level Plenary Panel

Building inclusive economies in Africa: strengthening the case for businesses that matter

Speakers:

- Abdoulaye Mar Dieye, Director Regional Office Africa - UNDP (tbc)
 - Susanne Dorasil, Head, Economic Policy & Financial Sector Division - German Federal Ministry for Economic Cooperation and Development (BMZ)
 - Anthony Mothae Maruping, African Union Commissioner for Economic Affairs (tbc)
 - Tim Turner, Director, Private Sector and Microfinance Department, AfDB (tbc)
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11.00 - 11.30

Coffee Break

11.30 - 12.45

Parallel Sessions

Scale-up & Replication	Inclusive Business Ecosystem	Spotlight on solutions
Scale & replicate in Africa: successful approaches and lessons learnt <i>Hosted by G20 Challenge</i>	Building a supportive ecosystem for inclusive businesses in Africa <i>Hosted by UNDP - AFIM</i>	Fostering market linkages: how to strengthen collaboration between SMEs and large industrial enterprises <i>Hosted by AfDB</i>
<i>Insights and experiences from the G20 Challenge Winners</i>	<i>Presentation and discussion of UNDP recent study: “Realizing Africa’s Wealth - Building Inclusive Businesses for Shared Prosperity”</i>	<i>Perspectives from the mining, oil, gas and agri-business sectors in Africa and discussion</i>

12.45 - 14.00

Networking Lunch

14.00 - 14.45

Inclusive Business Insights

Experiences from the G20 Challenge Winners

14.45 - 16.00

Parallel Sessions

Scale-up & Replication	Inclusive Business Ecosystem	Spotlight on solutions
<p>180° debate: should inclusive businesses be the new business and development paradigm?</p> <p><i>Hosted by G20 Challenge</i></p> <p><i>Compelling debate on the necessity of scaling-up and replicating inclusive businesses</i></p>	<p>South-South exchange on policies promoting inclusive businesses</p> <p><i>Hosted by UNDP - AFIM / G20 Challenge</i></p> <p><i>Discussion on what are successful policy instruments and initiatives to foster inclusive businesses</i></p>	<p>Empowering people: technologies for basic needs</p> <p><i>Hosted by Siemens Stiftung</i></p> <p><i>Successful solutions for basic supply and entrepreneurial approaches towards societal challenges</i></p>

16.00 - 16.30

Coffee Break

16.30 - 16.45

Key take-aways and Outlook

17.15 - 19.00

Award Ceremony of the “empowering people. Award”

Hosted by Siemens Stiftung

Celebrating the winners of the [empowering people. Award](#): smart technological solutions for sustainable improvement of basic supply (Open Doors and Welcome Drinks up from 16:45)

19.00 - 21.30

Evening Reception

A detailed agenda and regular updates will soon be available on the [G20 Challenge Website](#).

Logistics

Venue & hotel

The workshop will take place at the Hotel Hilton Nairobi, Kenya.

Hilton Nairobi
Mama Ngina St
Nairobi, 00100
Kenya
Phone: +254-20-2288000

For more information, visit the [Hotel website](#)



The hotel is situated in the city's central business and shopping districts. Close to local attractions including the house of Parliament, major international companies and organizations, and the famous Curio Shops are within walking distance from the hotel.

Registration & costs

Please register for the workshop at <http://www.g20challenge.com/ws-africa/registration-B2B/>

Registration is by personal invitation only. There is no registration fee for the G20 Inclusive Business Workshop, and costs for lunches and the evening receptions are covered. You are responsible for your accommodation and any extra expenses.

Recommended hotel

Special rates for delegates of the workshop are available at the **Hilton Nairobi**:
Hilton Guest Room (Single): 125 USD incl. tax
This offer includes the breakfast buffet and free internet access.

For preferential accommodation rates at the venue hotel and to make a reservation, please click [here](#).

For more information for other alternatives on accommodation, feel free to contact Janine Büscher at g20challenge@adelphide or +4930890006899.

General information

Visa: A visa is required for entry into Kenya and can be obtained at the airport. For the full list of countries a visa is required for and further visa requirements please see the webpage of the [Kenyan Immigration Department](#). Although visa can be obtained at arrival we recommend organizing visa in an Embassy or High Commission in your country of residence if possible.

Language: The conference language will be English.

Dress Code: The dress code for the workshop is business casual.

How to reach the venue & hotel

From Jomo Kenyatta International Airport (JKIA)

- ✓ Travel distance: 18km/11 miles, travel time 25 minutes
- ✓ Estimated taxi fee: 23 USD

For more information on driving directions, please click [here](#).

Contact

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