

Programme at a Glance

Day 1 (20 September 2016) Challenging and Re-shaping Current Social Models	
8:15 – 9:00 am	Registration
9:00 – 9:15 am	Opening Ceremony Auditorium, Level 4
9:15 – 9:30 am	Welcome Address - <i>Jack Sim, Founder and Director, BoP Hub Ltd, Singapore</i>
9:30 – 9:50 am	Opening Speech - <i>Emeritus Senior Minister Goh Chok Tong</i>
9:50 – 10:10 am	Keynote – The Inclusive Economy: How to Make it Happen Through Inclusive and Sustainable Entrepreneurship – <i>Professor Stuart Hart, Founder, BoP Global Network</i>
10:10 – 10:30 am	Eye Care: Now and in a More Inclusive Future - <i>Jayanth Bhuvanaraghan, Chief Corporate Mission Officer, Essilor</i>
10:30 – 10:50 am	Moderated Discussion: <i>Stuart Hart and Jayanth Bhuvanaraghan,</i> Moderated by <i>Dr Al Hammond, BoP Consultant</i>
10:50 – 11:20 am	Networking Coffee/Tea Break
Plenary 1: Enabling Inclusive Access Auditorium Level 4	
11:20 – 11:35 am	The Future of Cloud-based Platforms and Smart Software Tools - <i>Mark Richards, APJ Business Unit Head (Digital Service Management), BMC Software</i>
11:35 – 11:50 am	Enabling Access: How BRAC Scales its Enterprises - <i>Naveed Akbar, Head of Strategy, Social Enterprises, BRAC</i>
11:50 – 12:05 pm	Moderated Discussion: <i>Mark Richards and Naveed Akbar</i> Moderated by <i>Gouri Mirpuri, Founder, The Learning Farm</i>
Plenary 2: Multi-stakeholder partnership to deliver nutrition to the BoP Auditorium Level 4	
12:05 – 12:20 pm	Keynote – Business Opportunities in Nutrition for BoP - <i>Anthony Hehir, Director of Nutrition Improvement Program, DSM</i>
12:20 – 12:50 pm	Moderated Discussion (curated by DSM) – Innovative Partnerships to bring Affordable Nutrition Solutions to BoP Consumers Panellists: <i>Christy Davis (Regional Director, Partnerships Development, World Vision International), Kevin Moon (General Manager, 45Rice), Anthony Hehir (Director of NIP, DSM) and Julie Gautier (Manager, Asia, Nutriset)</i> Moderated by <i>Dr Regina Moench-Pfanner, CEO, ibn360</i>
12:50 – 1:55 pm	Networking Lunch
1:55 – 2:10 pm	Keynote – Poverty Stoplight – <i>Jimena Vallejos, Poverty Stoplight Coordinator, Fundación Paraguaya</i>
Plenary 3: Inclusive Finance Auditorium Level 4	
2:10 – 2:25 pm	Micro-Financial Inclusivity – <i>Loring Harkness, Founder, Ngwe.Su</i>
2:25 – 2:40 pm	Inclusive Finance - <i>Professor Jose Mosquera, Emerging Markets Coordinator, Externado University of Colombia</i>

2:40 – 3:00 pm	Moderated Discussion: <i>Loring Harkness, Prof Jose Mosquera</i> Moderated by <i>Dr Al Hammond, BoP Consultant</i>
Plenary 4: Inclusive Health and Well-being Auditorium Level 4	
3:00 – 3:15 pm	Vitalness Care on Demand – <i>Dr Ashwin Naik, Co-Founder and CEO, Vaatsalya</i>
3:15 – 3:30 pm	Safe Drinking Water at Scale – <i>Murali Shanmugan, CEO, Arteron Global Systems Pte Ltd</i>
3:30 – 4:00 pm	Moderated Discussion: <i>Dr Ashwin Naik and Murali Shanmugan</i> Moderated by <i>Dr Al Hammond, BoP Consultant</i>
4:00 – 4:45 pm	Networking Coffee/Tea Break
Plenary 5: Observations and Reflections: What is the Potential, Where are the Gaps? Auditorium Level 4	
4:45 – 5:00 pm	Scaling Up Business Solutions to Social Problems – <i>Olivier Kayser, Founder and MD, Hystra</i>
5:00 – 5:30 pm	Moderated Discussion: <i>Professor Stuart Hart, Gouri Mirpuri, Professor Jose Mosquera and Dr Al Hammond</i>
5:30 pm	End of Day 1

Day 2 (21 September 2016) Staying Abreast of Social Progression	
8:30 – 9:00 am	Registration
9:00 – 9:30 am	Keynote – <i>Tony Meloto, Founder, Gawad Kalinga</i> Venue: Auditorium Level 4
Plenary 6: Supporting Entrepreneurship for Inclusive Scale Auditorium Level 4	
9:30 – 9:45 am	Inspiring Innovation through Social Entrepreneurship – <i>Bavidra Mohan, Head of Leadership and Strategic Partnerships, Acumen</i>
9:45 – 10:00 am	Crowd-sourced Funding and other Unconventional Capital Sources – <i>Naina Subberwal Batra, CEO, Asian Venture Philanthropy Network (AVPN)</i>
10:00 – 10:15 am	Competitiveness, Shared Value and Social Progress – <i>Amit Kapoor, Honorary Chairman, Institute of Competitiveness, India</i>
10:15 – 10:45 am	Moderated Discussion: <i>Bavidra Mohan, Naina Subberwal Batra, Parul Soni, Anthony Hehir (Director of Nutrition Improvement Program, DSM)</i> Moderated by <i>Vinika D. Rao, Executive Director, Emerging Markets Institute, INSEAD</i>
10:45 – 11:40 am	Networking Coffee/Tea Break
Plenary 7: Education at the BoP Auditorium Level 4	
11:40 – 11:55 am	Toilets Change Lives: Impacting the Young at the BoP – <i>Shweta Shukla, Director (Communications and Government Affairs), Kimberly-Clark Asia Pacific</i>
11:55 – 12:10 pm	The Potential for Education – <i>Mabel Woo, Program Director, Yidan Prize Foundation</i>
12:10 – 12:40 pm	Moderated Discussion: <i>Shweta Shukla and Mable Woo</i> Moderated by <i>Gouri Mirpuri, Founder, The Learning Farm</i>
12:40 – 2:00 pm	Networking Lunch
Workshops & Masterclasses Lecture Rooms (LR 37-43), Level 4, Block K	
Workshops Part 1	
2:00 – 4:00 pm	1. Workshop organised by BoP Global Network Topic: Knowledge Generation through Global Collaboration

	<p>Workshop Leaders: <i>Priya Dasgupta, Director of Strategic Initiatives, Enterprise for a Sustainable World</i> and <i>Andrea Shpak, Director, BoP Global Network</i> Venue: LR 38 (K4-18)</p>
	<p>2. Workshop organised by BRAC Topic: Do Social Enterprises Come with an Expiry Date? How can Social Enterprises Remain Close to its Cause and Repeat Growth Cycle?</p> <p>Workshop Leader: <i>Naveed Akbar, Head of Strategy, Social Enterprises, BRAC</i> Venue: LR 39 (K4-19)</p>
	<p>3. Workshop organised by Fundación Paraguaya Topic: Poverty Spotlight – Empowering Families to Overcome Multidimensional Poverty</p> <p>Workshop Leader: <i>Jimena Vallejos, Poverty Spotlight Coordinator, Fundación Paraguaya</i> Venue: LR 41 (K4-21)</p>
	<p>4. Workshop organised by Euromonitor International Topic: Strategies that Work at the Bottom of the Pyramid</p> <p>Workshop Leader: <i>Dr. An Hodgson, Income and Expenditure Manager, Euromonitor International</i> Venue: LR 42 (K4-22)</p>
	<p>5. Workshop organised by BoP Hub Ltd. Topic: Exponential Solutions</p> <p>Workshop Leader: <i>Jack Sim, Founder and Director, BoP Hub Ltd, Singapore</i> Venue: LR 43 (K4-23)</p>
	<p>Masterclass Part 1 Lecture Room LR 44 (K4-24), Level 4, Block K</p>
	<p>Masterclass sponsored by DSM (closed session): Lessons from Best Practice Marketers for the BoP <i>Led by Olivier Kayser, Founder and MD, Hystra</i></p>
4:00 pm	End of Day 2

Day 3 (22nd September 2016) Scaling Up and Getting the Ground Moving	
8:30 – 9:00 am	Registration
9:00 – 9:30 am	<p>Keynote: Social franchising and the Evolution of Social Enterprise and Social Innovation in Asia – <i>Michael Norton, Honorary Director, Centre for Innovation in Voluntary Action</i> Venue: Auditorium Level 4</p>
Plenary 8: BoP Realities and Opportunities Auditorium Level 4	
9:30 – 9:45 am	BoP Agriculture Finance - <i>KC Mishra, Founder, eKutir</i>
9:45 – 10:00 am	BoP Housing - <i>Guillermo Jaime Calderón, Founder and President, Group MIA</i>
10:00 – 10:15 am	BoP Water: How to Provide Access to Safe Drinking Water for the BoP? - <i>Lieselotte Heederik, Co-Founder and Director, Nazava Water Filters</i>
10:15 – 10:30 am	Last Mile Distribution - <i>Bernard Leong, Head of Digital Services, Singapore Post Ltd.</i>
10:30 – 10:45 am	BoP: Collaborations in the Last Mile – <i>Toshihiro Nakamura, Co-Founder and CEO, Kopernik</i>
10:45 – 11:15 am	Moderated Discussion: <i>KC Mishra, Guillermo Jaime Calderón, Lieselotte Heederik, Bernard Leong and Toshihiro Nakamura</i>

	Moderated by <i>Vinika D. Rao, Executive Director, Emerging Markets Institute, INSEAD</i>
11:15 – 11:30 am	Closing Remarks
11:30 – 1:00 pm	Networking Lunch
Workshops & Masterclass Lecture Rooms (LR 38-42), Level 4, Block K	
1:00 – 3:00 pm	Workshops Part 2
	1. Workshop organised by Intellectap Topic: Building Inclusive Partnerships: CSR or Business Strategy? Workshop Leaders: <i>Priyank Tiwari, Associate Director, Sankalp Forum and Vipul Singhal, Principal, Business Consulting, Intellectap Advisory Services</i> Venue: LR 38 (K4-18)
	2. Workshop organised by Institute for Competitiveness, India Topic: Bridging the Entrepreneurial Gap Through Innovative Business Models and Collaboration in Emerging Markets Workshop leaders: <i>Amit Kapoor, Honorary Chairman, Institute for Competitiveness, India and Priya Dasgupta, Director, Strategic Initiatives, Enterprise for a Sustainable World</i> Venue: LR 39 (K4-19)
	3. Workshop organised by Group MIA Topic: Affordable Housing Workshop Leader: <i>Guillermo Jaime Calderón Founder and President, Group MIA</i> Venue: LR 40 (K4-20)
	4. Workshop organised by Asian Social Enterprise Incubator (ASEI), Philippines Topic: Leveraging Impact: Growth Strategies for Inclusive Agribusinesses and Social Enterprises Workshop Leaders: <i>Markus Dietrich, BoP Lab Leader, Philippines, Co-founder and CEO, ASEI and Priya Thachadi, Consultant, ASEI</i> Venue: LR 41 (K4-21)
	5. Workshop organised by BoP Global Lab Representative (Colombia) Topic: How Small Businesses Can Run BoP Models in Emerging Markets Workshop Leader: <i>Professor Jose Mosquera, Emerging Markets Coordinator at Externado University of Colombia</i> Venue: LR 42 (K4-22)
	Masterclass Part 2 Lecture Room LR 43 (K4-23)
	Topic: Scaling Up Your Social Enterprise Masterclass led by <i>Michael Norton, Honorary Director, Centre for Innovation in Voluntary Action and Jennie Winhall, Independent Social Innovator and Service Design Strategist</i>
Pitching Session Lecture Room LR 44 (K4-24), Level 4, Block K	
3:00 pm	End of Day 3

Programme in detail

Day 1 (20 September 2016) Challenging and Re-shaping Current Social Models	
8:15 – 9:00 am	Registration
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9:15 – 9:30 am	Welcome Address - Jack Sim, Founder and Director, BoP Hub Ltd, Singapore
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9:50 – 10:10 am	Keynote – The Inclusive Economy: How to Make it Happen Through Inclusive and Sustainable Entrepreneurship – Professor Stuart Hart, Founder, BoP Global Network
10:10 – 10:30 am	Eye Care: Now and in a More Inclusive Future - Jayanth Bhuvaraghan, Chief Corporate Mission Officer, Essilor
10:30 – 10:50 am	Moderated Discussion: Stuart Hart and Jayanth Bhuvaraghan Moderated by <i>Dr. Al Hammond, BoP Consultant</i>
10:50 – 11:20 am	Networking Coffee/Tea Break
Plenary 1: Enabling Inclusive Access Auditorium Level 4	
This segment will discuss how expanding mobile broadband networks, less expensive smart mobile devices and increasingly rapid adoption in the BoP will enable access to cloud-based on-demand services, both from a technology perspective and from the perspective of one of the largest NGOs serving the BoP.	
11:20 – 11:35 am	The Future of Cloud-based Platforms and Smart Software Tools - Mark Richards, APJ Business Unit Head (Digital Service Management), BMC Software
11:35 – 11:50 am	Enabling Access: How BRAC Scales its Enterprises - Naveed Akbar, Head of Strategy, Social Enterprises, BRAC
11:50 – 12:05 pm	Moderated Discussion: Mark Richards and Naveed Akbar Moderated by <i>Gouri Mirpuri, Founder, The Learning Farm</i>
Plenary 2: Multi-stakeholder partnership to deliver nutrition to the BoP Auditorium Level 4	
This segment focuses on managing and leveraging partnerships with non-profits, governmental agencies and other companies to find strategic ways to distribute their products for maximum public health benefit. Well-defined strategic partnerships are crucial for distributing products without straying too far from organisational targets, or straining of budget to businesses. Partnering at the community level should create a safe space for social entrepreneurs to work together regardless of background and sector. Building trust to leverage strength whilst creating real impact is key in successful multi-stakeholder partnerships.	
12:05 – 12:20 pm	Keynote – Business Opportunities in Nutrition for BOP - Anthony Hehir, Director of Nutrition Improvement Program, DSM
12:20 – 12:50 pm	Moderated Discussion (curated by DSM) – Innovative Partnerships to bring Affordable Nutrition Solutions to BoP Consumers <i>Panellists: Christy Davis (Regional Director, Partnerships Development, World Vision International), Kevin Moon (General Manager, 45Rice), Anthony Hehir (DSM) and Julie Gautier (Manager, Asia, Nutriset)</i> Moderated by <i>Dr Regina Moench-Pfanner, CEO, ibn360</i>
12:50 – 1:55 pm	Networking Lunch
1:55 – 2:10 pm	Keynote – Poverty Stoplight – Jimena Vallejos, Poverty Stoplight Coordinator, Fundación Paraguaya
Plenary 3: Inclusive Finance, Auditorium Level 4	
This segment will discuss how block-chain technology as a cloud-based platform for financial services could transform the financial sector and enable expanded access to financial services for the BOP via mobile devices, both from the perspective of a mobile financial start-up in Myanmar and of an Emerging Markets consultant.	
2:10 – 2:25 pm	Micro-Financial Inclusivity - Loring Harkness, Founder, Ngwe Su

2:25 – 2:40 pm	Blockchain Technology - Prof Jose Mosquera, Emerging Markets Coordinator at Externado University of Colombia
2:40 – 3:00 pm	Moderated Discussion: Loring Harkness, Prof Jose Moderated by Dr Al Hammond, BoP Consultant
Plenary 4: Inclusive Health and Well-being Auditorium Level 4	
This segment will discuss how cloud-based on-demand services could transform healthcare, safe water provision, and access to nutrition from the perspective of Ashoka's global health team, a safe water start-up, and a multinational nutrition company.	
3:00 – 3:15 pm	Vitalness Care on Demand – Dr Ashwin Naik, Co-Founder and CEO, Vaatsalya
3:15 – 3:30 pm	Safe Drinking Water at Scale - Murali Shanmugan, CEO, Arteron Global Systems Pte Ltd
3:30 – 4:00 pm	Moderated Discussion: Dr Ashwin Naik and Murali Shanmugan Moderated by Dr Al Hammond, BoP Consultant
4:00 – 4:45 pm	Networking Coffee/Tea Break
Plenary 5: Observations and Reflections: What is the Potential, Where are the Gaps? Auditorium Level 4	
Observations and reflections will be discussed on the BoP market potential. The gaps observed in the Day 1 presentations and insights from the perspective of the moderators and a founder of the BoP movement will be shared for further debate and dialogue.	
4:45 – 5:00 pm	Scaling Up Business to Social Problems - Olivier Kayser, Founder and MD at Hystra
5:00 – 5:30 pm	Moderated Discussion: Professor Stuart Hart, Gouri Mirpuri, Professor Jose Mosquera and Dr Al Hammond
5:30 pm	End of Day 1

Day 2 (21 September 2016) Staying Abreast of Social Progression	
8:30 – 9:00 am	Registration
9:00 – 9:30 am	Keynote – Tony Meloto Founder of Gawad Kalinga This message will revolve around how Tony Meloto's vision and work in Gawad Kalinga has transformed lives from the bottom up, starting with the BoP, through a combination of values formation and experiential programs reinforced on the ground. Venue: Auditorium, Level 4
Plenary 6: Supporting Entrepreneurship for Inclusive Scale Auditorium Level 4	
This segment will be discussing on how start-ups can learn from Uber and Airbnb as well as the role of large corporations in fostering inclusive approaches.	
9:30 – 9:45 am	Inspiring Innovation through Social Entrepreneurship - Bavidra Mohan, Head of Leadership and Strategic Partnerships, Acumen
9:45 – 10:00 am	Crowd-sourced Funding and other Unconventional Capital Sources - Naina Subberwal Batra, CEO, Asian Venture Philanthropy Network (AVPN)
10:00 – 10:15 am	Competitiveness, Shared Value and Social Progress – Amit Kapoor, Honorary Chairman, Institute of Competitiveness, India
10:15 – 10:45 am	Moderated Discussion: Bavidra Mohan, Naina Subberwal Batra, Parul, Anthony Hehir (Director of Nutrition and important, DSM) Moderated by Vinika Rao, Executive Director, Emerging Markets Institute, INSEAD
10:45 – 11:40 am	Networking Coffee/Tea Break
Plenary 7: Education at the BoP Auditorium Level 4	
This segment will discuss the potential for expanding BoP access, transparency, and efficiency in a wide variety of public sector services such as the education systems from the perspective of Kimberly-Clark and Yidan Prize	

Foundation.	
11:40 – 11.55 am	Toilets Change Lives: Impacting the Young at the BoP – <i>Shweta Shukla, Director (Communications and Government Affairs), Kimberly-Clark Asia Pacific</i>
11:55 am – 12:10 pm	The Potential for Education – <i>Mabel Woo, Program Director, Yidan Prize Foundation</i>
12:10 – 12:40 pm	Moderated Discussion: <i>Shweta Shukla and Mabel Woo</i> Moderated by <i>Gouri Mirpuri, Founder, The Learning Farm</i>
12:40 – 2:00 pm	Networking Lunch
Workshops & Masterclass Lecture Rooms LR (37-43), Level 4, Block K	
2:00 – 4:00 pm	Workshops Part 1
	<p>1. Workshop organised by BOP Global Network Topic: Knowledge Generation through Global Collaboration Workshop Leaders: <i>Priya Dasgupta, Director of Strategic Initiatives, Enterprise for a Sustainable World and Andrea Shpak, Director, BoP Global Network</i></p> <p>This session will address the critical role of knowledge-sharing to enhance global networks working at the Base of the Pyramid (BoP) and leverage learnings to close the gaps between implementation, replication and scaling up. The BoP Global Network will share its existing knowledge on products, initiatives and tools that are currently being developed eg. database of case studies on inclusive business and on-line platforms experiences from industry leaders. This interactive session is designed such that all participants can contribute to identifying potential synergies to enhance knowledge- generation at a global scale. Venue: LR 38 (K4-18)</p>
	<p>2. Workshop organised by BRAC Topic: Do Social Enterprises Come with an Expiry Date? How can Social Enterprises Remain Close to its Cause and Repeat Growth Cycle? Workshop Leader: <i>Naveed Akbar, Head of Strategy, Social Enterprises, BRAC</i></p> <p>In this workshop, Naveed Akbar will facilitate a discussion on life-cycle challenges for an entrepreneur who wants to pursue successful social enterprise models. As a group, we will be answering several critical questions: eg. What amount of success is measurable and scalable? Should a social entrepreneur become a master-of-all-trades? How can one grow bigger in operation, and still prioritize the cause for existence as social enterprises? Can there be collaborations between private sector and the global donor funds to stimulate the growth of social enterprises? Venue: LR 39 (K4-19)</p>
	<p>3. Workshop organised by Fundación Paraguaya Topic: Poverty Spotlight – Empowering Families to Overcome Multidimensional Poverty Workshop Leader: <i>Jimena Vallejos, Poverty Stoplight Coordinator, Fundación Paraguaya</i></p> <p>A brief presentation on Poverty Stoplight and its application in different contexts will be given. Poverty Stoplight is a methodology that allows families to measure their level of poverty and identify and create customized strategies to solve their specific deprivations. Participants will discuss the need for using multidimensional poverty metrics and working in partnership with beneficiaries and clients as the main protagonist in the process of overcoming poverty. Working in groups, we will test the technology used to measure poverty, and explore how to set up plans for solving poverty indicators based on the priorities of clients and beneficiaries. Venue: LR 41 (K4-21)</p>
	4. Workshop organised by Euromonitor International

	<p>Topic: Strategies that Work at the Bottom of the Pyramid Workshop Leader: <i>Dr. An Hodgson, Income and Expenditure Manager, Euromonitor International</i></p> <p>This workshop focuses on emerging markets – sizing and profiling the BOP in emerging markets using Euromonitor’s Income and Wealth Distribution Analytics and other related data and analysis. Participants will share insights and discuss business strategies that work at the BOP in emerging markets. Workshop leader, Dr An Hodgson specialises in strategy research and insight analysis on a wide range of topics from demographic trends to income and wealth distribution. Dr Hodgson has a special interest in poverty and inequality issues, and the detrimental impacts they have on the operating environment of a country. Venue: LR 42 (K4-22)</p>
	<p>5. Workshop organised by BoP Hub Ltd. Topic: Exponential Solution Workshop Leader: <i>Jack Sim, Found and Director, BoP Hub Ltd.</i></p> <p>The thought leaders of today’s businesses do not just envision linear, small-scale changes – instead they want innovators who can establish practical solutions that are big, systemic and replicable, leading to exponential solutions. An exponential entrepreneur is one who leverages accelerating technology and innovation which are set on exponential growth curves and have the ability to create enormous wealth while positively impacting the lives of billions. Some of these examples include network sensors, artificial intelligence, robotics, synthetic biology and 3D printing. Key elements and best practices in exponential entrepreneurship will be discussed in the workshop, bearing in mind that a complacent “business-as-usual” approach today may render the entire business obsolete tomorrow. Venue: LR 43 (K4-23)</p>
	<p>Masterclass Part 1 Lecture Room LR 44 (K4-24)</p>
	<p>Masterclass sponsored by DSM (closed session): Lessons from Best Practice Marketers for the BoP <i>Led by Olivier Kayser, Founder and MD, Hystra</i></p> <p>In this session, Olivier Kayser will present lessons learnt in marketing and distributing nutritious foods to BoP consumers, based on case studies of over 20 organisations. With concrete examples from the field, this presentation is designed to help practitioners improve their marketing strategy and ultimately reach more beneficiaries. These key lessons have already inspired numerous social enterprises to evolve their marketing approach and a leading foundation to modify its nutrition strategy.</p>
4:00 pm	End of Day 2

Day 3 (22nd September 2016) Scaling Up and Getting the Ground Moving	
8:30 – 9:00 am	Registration
9:00 – 9:30 am	Keynote: Social franchising and the Evolution of Social Enterprise and Social Innovation in Asia – <i>Michael Norton, Honorary Director, Centre for Innovation in Voluntary Action</i>
Plenary 8: BoP Realities & Opportunities Auditorium Level 4	
This segment will discuss the applications of cloud-based on-demand services for the BoP in general agriculture, agriculture-finance, water, housing and last mile distribution.	
9:30 – 9:45 am	BoP Agriculture Finance - <i>KC Mishra, Founder, eKutir</i>
9:45 – 10:00 am	BoP Housing - <i>Guillermo Jaime Calderón, Founder and President, Group MIA</i>

10:00 – 10:15 am	BoP Water: How to Provide Access to Safe Drinking Water for the BoP? - Lieselotte Heederik, Co-Founder and Director, Nazava Water Filters
10:15 – 10:30 am	Last Mile Distribution - Bernard Leong, Head of Digital Services, Singapore Post Ltd.
10:30 – 10:45 am	BoP: Collaborations in the Last Mile – Toshihiro Nakamura, Co-Founder and CEO, Kopernik
10.45 – 11.15 am	Moderated Discussion: KC Mishra, Guillermo Jaime Calderón, Lieselotte Heederik, Bernard Leong and Toshihiro Nakamura Moderated by Vinika D. Rao, Executive Director, Emerging Markets Institute, INSEAD
11:15 – 11:30 am	Closing Remarks - Jack Sim, Founder and Director, BoP Hub Ltd.
11:30 – 1:00 pm	Networking Lunch
Workshops & Masterclass Lecture Rooms LR (38-42), Level 4, Block K	
1:00 – 3:00 pm	Workshops Part 2
	<p>1. Workshop organised by Intellectap Topic: Building Inclusive Partnerships: CSR or Business Strategy? Workshop Leaders: Priyank Tiwari, Associate Director, Sankalp Forum and Vipul Singhal, Principal, Business Consulting at Intellectap Advisory Services</p> <p>This workshop will engage corporate representatives in creating shared value by discussing the synergistic roles CSR and business teams can play in building more inclusive collaborations with small and growing businesses. The workshop will also discuss some case studies and collaboration models that have been implemented by corporates across global markets. Priyank Tiwari, a seasoned social entrepreneur will also be sharing examples of inclusive partnerships from India and other emerging markets. Venue: LR 38 (K4-18)</p>
	<p>2. Workshop organised by Institute for Competitiveness, India Topic: Bridging the Entrepreneurial Gap Through Innovative Business Models and Collaboration in Emerging Markets Workshop leaders: Amit Kapoor, Honorary Chairman, Institute for Competitiveness, India and Priya Dasgupta, Director Strategic Initiatives, Enterprise for a Sustainable World</p> <p>Social enterprise can play a valuable bridge role between end users and large corporations. How can their efforts be scaled to improve access to markets, resources, and better livelihoods? Learn how non-profits, impact investors, corporations and social enterprises can work together to bridge the entrepreneurial gap through innovative business models and collaboration in emerging markets. The key theme is on building innovative business models that have the ability to create meaningful impact where it is required the most, i.e., in low-resource settings. The session will start with the session chairs sharing their views on business model thinking. This will be followed by the discussion on real innovation requirements in the business model context. Finally, we will try to solve real world problems in key sectors by applying the principles of business model design. Venue: LR 39 (K4-19)</p>
	<p>3. Workshop organised by Group MIA Topic: Affordable Housing Workshop Leader: Guillermo Jaime Calderón Founder and President, Group MIA</p> <p>The aim of this workshop is to address the most pressing issues regarding affordable housing in the BoP communities. The workshop will be moderated by Guillermo Jaime, a serial entrepreneur who has delivered housing solutions to over 25,000 families in Mexico. Some key issues will be covered such as: Market</p>

	<p>segmentation in affordable housing and how to offer better solutions according to different demographic and geographical, psychological and financial conditions; bottlenecks and how to overcome them in the process of providing affordable housing to people in need in terms of the price, dispersion, flexibility and volume; and understanding technology when it comes to building systems that support scalability and affordability.</p> <p>Venue: LR 40 (K4-20)</p>
	<p>4. Workshop organised by Asian Social Enterprise Incubator (ASEI), Philippines Topic: Leveraging Impact: Growth Strategies for Inclusive Agribusinesses and Social Enterprises Workshop Leaders: <i>Markus Dietrich, BoP Lab Leader, Philippines, Co-founder and CEO, ASEI and Priya Thachadi, Consultant, ASEI</i></p> <p>Around the world, agriculture remains the main source of income and employment for the poor. Agribusinesses adopt various strategies in their core business model to address the demand from customers and the market on being socially and environmentally responsible – from Good Agricultural Practices Certification to Social Impact by engaging the BoP. The workshop will facilitate a discussion with thought leaders from leading inclusive agri-businesses and social enterprises in the region, who have adopted inclusive models and seen growth in the market. This will be followed by an interactive discussion with the audience on strategies and tools for social enterprises to compete in the market.</p> <p>Venue: LR 41 (K4-21)</p>
	<p>5. Workshop organised by BoP Global Lab Representative (Colombia) Topic: How Small Businesses Can Run BoP Models in Emerging Markets Workshop Leader: <i>Professor Jose Mosquera, Emerging Markets Coordinator at Externado University of Colombia</i></p> <p>This workshop will look at the SME environment in Colombia and the BoP opportunities that are available. We will examine the different phases in assisting SMEs in order to get into the BoP business successfully, whilst evaluating the various advantages and disadvantages facing the SMEs. Participants will be given opportunity to understand the shortcomings of SMEs and how these can be resolved.</p> <p>Venue: LR 42 (K4-22)</p>
	<p>Masterclass Part 2 Lecture Room LR 43 (K4-23)</p>
	<p>Topic: Scaling Up Your Social Enterprise</p> <p>Masterclass led by <i>Michael Norton, Honorary Director, Centre for Innovation in Voluntary Action and Jennie Winhall, Independent Social Innovator and Service Design Strategist</i></p> <p>This workshop will cover the following elements for social enterprises:</p> <ul style="list-style-type: none"> • Incubation process – going from start up to scale up • Ensuring financial viability whilst creating impact • Measuring, managing and increasing your social impact • Selecting a replication strategy <p>Key issues will be unpacked and explained in relation to one specific venture and four key guiding principles will be shared. An interactive exercise on the “Desolenator,” a machine powered by sunlight that turns sea water into drinking water, will be discussed to better understand marketing strategies and scale up mechanisms.</p>
	<p>Pitching Sessions Lecture Room LR 44 (K4-24), Level 4, Block K</p>
3:00 pm	End of Day 3

