

Hotel Four Points by Sheraton, Medellín

## AGENDA

### **Wednesday, 5 June 2013 - G20 Inclusive Business Workshop “Scaling up Finance for the BoP”**

*Simultaneous translation in English and Spanish will be provided.*

*Moderator*      Francisco Luis Fernandez, adelphi

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9.00 - 9.30      Registration and coffee

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9.30 - 9.45      **Welcoming and introduction to the workshop**

*/ Location: Salón Medellín*

Speaker: Lukas Socarras, Program Manager - Siemens Foundation

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9.45 - 9.55      **Context of the G20 Challenge on Inclusive Business Innovation**

Speaker: Eriko Ishikawa, Global Program Manager -International Finance Corporation (IFC)

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9.55 - 10.35      **Plenary session “Envision”**

**Keynote address**

Speaker: Ted London, Senior Research Fellow - William Davidson Institute; Faculty Member - University of Michigan’s Ross School of Business

*The keynote will challenge new perspectives on the scale-up and replication of inclusive business models and inspire creativity and new thinking.*

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10.35 - 10.50      Coffee Break

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10.50 - 12.30      **Working Groups “Explore” (running in parallel)**

**Successful financing solutions for the BoP**

*The morning working groups will enable the sharing of best practices and success stories on Finance for the BoP on the basis of the successful examples of the G20 Challenge Winners. The discussions will address the following questions: What are successful financing instruments and mechanisms to provide access to finance along the value chain and to BoP consumers? What opportunities do they present and what challenges exist to scale and replicate these solutions?*

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### Working Group 1 - Consumer Financing

*/ Location: Salón Santafé*

Presentations by the G20 Challenge winners:

- **Corporación Universitaria Minuto de Dios** by Leónidas López Herrán, President
- **Manila Water Company** by Carla Beriña-Kim, Head of Sustainable Development

Facilitator: Julia Rohe, adelphi

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### Working Group 2 - Value Chain Financing

*/ Location: Salón Botero*

Presentations by the G20 Challenge winners:

- **Agrofinanzas** by Francisco Mere, CEO (tbc)
- **Sustainable Harvest Coffee Importers** by David Griswold, President
- **Tenda Atacado Ltda** by Marco Gorini, CEO VoxCred S/A, Tenda Atacado Group

Facilitator: Francisco Luis Fernandez, adelphi

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**12.30 - 14.00**    Networking Lunch

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**14.00 - 14.40**    **Plenary Session “Envision”**

*/ Location: Salón Medellín*

#### Keynote address

Speaker: Rupert Scofield, President and CEO - FINCA International

*The keynote will offer new insights on access to finance and address key challenges in expanding financing solutions serving the needs of the BoP.*

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**14.40 - 16.15**    **Worldcafé Session “Enable”**

#### Enablers for scaling up financing solutions for the BoP

*The afternoon session will discuss how to enable the scale-up and replication of innovative financing solutions provided by inclusive business models. The discussions will address the following questions: How can we successfully advance financing solutions for the BoP? What innovations and external conditions are required? How can donors, financial institutions and governments support?*

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**16.15 - 16.45**    Coffee Break

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**16.45 - 17.45**    **Open session “Engage”**

#### Open collaboration space: exploring partnerships

*The open collaboration space gives participants the opportunity to explore collaboration potential and develop new business ideas.*

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**18.00 - 21.30 Evening Session**

*/ Location: Salón Medellín*

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**18.00 - 19.30 Opening remarks**

Speaker: Luiz Ros, Manager for the Opportunities for the Majority (OM) - Inter-American Development Bank (IADB)

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**Panel Discussion - Bridging the financial gap: the impact of inclusive business models**

Panellists:

- Susanne Dorasil, Head, Economic Policy & Financial Sector Division - German Federal Ministry for Economic Cooperation and Development (BMZ)
- Marco Gorini, CEO - VoxCred S/A, Tenda Atacado Group
- Santiago Pérez, Vice President Personal and SMEs Banking - Grupo Bancolombia
- Camilo Santa, Advisor for Inclusive Business and Impact Investment in the National Agency for the National Agency of Overcoming Extreme Poverty, ANSPE - Colombia

*Inclusive businesses can act as enablers for financial inclusion. The panel discussion will showcase innovative financing solutions for the BoP and initiate a dialogue between businesses, policy makers and donors on how to facilitate access to finance for the BoP.*

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**Closing remarks**

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

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**19.30 - 21.30 Networking cocktail reception**

*In cooperation with UNDP - Business Call to Action*

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