



28<sup>th</sup> January  
Cariplo Foundation Congress Centre

## **DISRUPTIVE THINKERS: SHAPING SOLUTIONS FOR POVERTY ALLEVIATION**

---

**THE CASE OF IMPACT INVESTING FOR SOCIAL ENTERPRISES**

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

# DISRUPTIVE THINKERS: SHAPING SOLUTIONS FOR POVERTY ALLEVIATION

---

## THE CASE OF IMPACT INVESTING FOR SOCIAL ENTERPRISES

WHAT IS AN APPROPRIATE POSITIONING WITHIN THE RAISING IMPACT INVESTING INDUSTRY WHICH COULD ADDRESS SOCIAL ENTREPRENEURS' EXPECTATIONS AND CHALLENGES IN DELIVERING IMPACTFUL SOLUTIONS?

Many of the big global issues facing us today such as how to eradicate poverty, improve health, ensure access to basic services, and tackle the rapid depletion of our natural resources, require organizations to have a common agenda and mobilize market based solutions.

A growing sense of urgency has led into a new generation of social entrepreneurs who refuse to accept the world as it is, who see what is possible and get to work. Compassionate and passionate entrepreneurs who believe in the power of market based solutions in ensuring access to the underserved and reducing the distance between the haves and the have nots. Ambitious ventures aimed to tackle social, environmental and governance challenges at the source. Champions of new way of thinking of values with "sparkle" in their eyes.

Social entrepreneurs spot dysfunctions in the system and they try to work out how to solve problems.

To deliver their solutions they need a robust ecosystem of supporting players growing up around them: philanthropists, foundations and mission-driven investors.

An emerging class of impact investors is increasingly crowding the social enterprises landscape with the stated intent of supporting the most promising social enterprises to scale up.

JPMorgan estimates that the impact investing industry could grow up to \$1 trillion in assets within the end of the decade.

A large debate on how to blend returns and how to deploy hybrid mechanism tools is currently taking place.

One of the greatest challenges the sector is facing is to avoid a mission drift while providing financial resources to social enterprises.

In this scenario some Italian private foundations incubated Opes impact fund, a donor fund aimed to fulfill the ambitious undertaking of closing the financial gap affecting early-stage social enterprises and building up a meaning culture in social investment.

**OPES impact fund** wants to support the work of the game changers, disruptive pioneers and social entrepreneurs deeply engaged in breaking the conventional solutions to poverty.

**OPES impact fund** wants to foster a courageous thinking beyond the rhetoric of social enterprises and impact investment bridging with the leading players in the industry to face upcoming challenges.

A joint effort among all meaning actors is needed to build a raising awareness on how to effectively support social innovators in being consistent to eradicate poverty.

For its international launch Opes impact fund invites the key stakeholders in the social enterprise landscape for an open debate leading to shape a common path in an already very fragmented industry.

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

THE PROGRAM

9.00 - 10.00 Registration

10.00 - 10.10 **Welcome Opening Session**  
*Pier Mario Vello, Secretary General Fondazione Cariplo*

**Conference Moderator: Gad Lerner**

10.10 - 10.40 **Emerging Markets - Social Enterprises Around the World**  
*Monitor Inclusive Markets, Harvey Koh*

**Social Enterprises: innovative and long-lasting solutions to poverty**

10.40 - 11.50  
*Swasth India (Health sector, India) - Sundeep Kapila*  
*Mitra Bali Fair Trade (Fair trade sector, Indonesia) - Agung Alit*  
*Village Energy (Energy sector, Uganda) - Abubaker Musuuzza*  
*Selco Power (Energy sector, India) - Dr. H. Harish Hande*

11.50 - 13.00 **Creating successful business models: "from blueprint to scale"  
debate with social enterprises**  
*Monitor Inclusive Markets - Harvey Koh*  
*Swasth India, Mitra Bali Fair Trade, Village Energy, Selco Power*

13.00 - 14.00 Lunch break

14.00 - 14.40 **Opes Impact Fund: where philanthropy and capital markets meet**  
*Opes Impact Fund*

**Supporting Social Enterprises and the impact investing industry**

14.40 - 15.50  
*J.P. Morgan Social Finance Group - Ali El Idrissi*  
*Impact Economy - William E. Burckart*  
*PostNL - Bernd van Dijk*  
*The Nand & Jeet Khemka Foundation - Don Mohanlal*  
Moderator: *Maximilian Martin*

15.50 - 16.20 **A disruptive innovator: Jack Sim**  
*Jack Sim, World Toilet organization*

16.20 - 16.30 **Wrap-up session**  
*Elena Casolari, Executive President Fondazione Opes*



28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

**Monitor Group,  
Monitor Inclusive  
Markets**

**Monitor group, Monitor Inclusive Markets (MIM).** MIM is a specialized unit within Monitor group. Since 2006, MIM has focused on identifying, understanding, developing and catalyzing investment in business models that engage the poor in socially beneficial markets.

**Speaker**

**Harvey Koh**, Associate partner at Monitor group based in Mumbai. Harvey is a leader in the MIM India unit with responsibilities in the low-income housing and clean drinking water programs.

---

**Swasth India**

**Swasth India Services Private Limited** is a social business working towards improving the health of low-income segments in urban and rural India, pursuing the mission to “ensure access to affordable and quality health services to 10 mln low-income people by 2018”.

**Speaker**

**Sundeeep Kapila**, Swasth India co-founder. Sundeeep completed his B. Tech in Computer Science from IIT Bombay in 2001. While at IIT, he worked with a campus-based startup and subsequently with a Swedish company to develop a technology product which has been spun off as a separate company. Sundeeep joined the India practice of McKinsey & Company in 2001 and worked with them for 6.5 years, specialising in the Healthcare and Development sectors.

---

**Mitra Bali  
Fair Trade**

**Mitra Bali** is an outstanding organization founded by one truly committed man, Agung Alit, who lives and breathes Fair Trade with unflinching commitment. Since 1993, Mitra Bali has been actively participating in Bali's economic and social development by working to empower a large group of handicraft producers. Through Mitra Bali, we met producers who not only benefit from Fair Trade, but also possess the same passion as the founder. Mitra Bali is actively involved in assisting these marginalized craft producers to understand and develop a fair trade model. Mitra's strong belief in fair trade is realized in their organization's structure and its business style: there is clear dialogue, equality and a sense of mutual respect throughout the production process. Mitra Bali also has regular free training workshops on design and product development, which disseminate educational and enlightening information, including ways to help producers develop their businesses.

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

**Speaker**

**Agung Alit**, Agung Alit founded Mitra Bali in 1993. Agung Alit, as he is fondly known, was aware that many local craftspeople had been victims of the trading system in Bali. While the art shop owners reaped the highest profits from the crafts they sold, the local craftspeople continue to receive low prices. While still a university student, Alit founded a discussion group called Forum Merah Putih meaning red and white—the national flag colors. The first activist group in Bali, it spread all over Bali. Alit has created a rather unique place for himself in the civil society world as a “social capitalist” or “democratic capitalist.” Additionally, he has gained acceptance by other social activists by making most of his ideas a reality.

VILLAGE ENERGY

**Village Energy** was founded in 2009 to tackle the energy crisis in Africa, starting in Uganda. Even more fundamental to its founding was the idea of empowering communities economically and socially by assembling solar products in country and distribution that relies on community participation as well as building technical skills among young people. Since inception, Village Energy has reached nearly 3,000 households, small businesses and individuals with our solar products and many more with new knowledge on energy and the environment in communities across the country. Village Energy pioneers in Uganda the local assembly of micro-home solar systems and built distribution infrastructure with rural and peri-urban based entrepreneurs at the center. Village Energy’s approach to renewable energy is to view solar products as the basis upon which previously non-existent services can be delivered in off-grid communities. Village energy’s vision is “Better Energy . Better communities”. Every off-grid community to have access to clean, safe and low cost renewable energy which will stimulate social and economic growth.

**Speaker**

**Abubaker Musuza**, Abubaker is the Co-Founder and Director of Village Energy, which runs energy micro-factories that utilize solar power to meet the energy needs of those without access to electricity. As a student, Abu launched the Kenya Uganda Tanzania Exchange (KUTE) and Battling HIV/AIDS Through Youth Exchange (BHATYX), two AIESEC Exchange programs in Uganda that opened opportunities for young Ugandans to learn and share experiences with students from around the world. He initiated a partnership between AIESEC and Ashoka to raise awareness on social entrepreneurship among students through lectures and conferences, and to link students with Ashoka Fellows. He joined Ashoka East Africa in December 2003 as Communication Development Officer. Prior to joining Ashoka, Abu was awarded the Social Worker of the Year Award by the Makerere University Social Workers Students Association (MUSWSA). Abubaker is an Acumen Fellow.

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

**SELCO**

**SELCO:** SELCO's mission is to empower the lives of underserved populations throughout the world by selling, servicing and financing products that continuously improve their quality of life. SELCO was founded in 1995 with a focus on providing reliable energy services to the poor in a sustainable manner. SELCO's first energy service offering was solar lighting; SELCO's service portfolio has now grown to include solar water heaters and improved biomass cook stoves. Since 1995, SELCO has served over a 135,000 customers. In the next 3 years, SELCO's objective is to serve to another 200,000 households.

**Speaker**

**Dr. H. Harish Hande** is a Managing Director at SELCO Solar Pvt. Ltd. He co-founded the company in 1995. Dr. Hande serves as the Vice President of Global Operations - Bangalore at Solar Electric Light Company. He has pioneered access to rural solar electrification for below poverty line families through a combination of customized home lighting systems, innovative doorstep financing, and an understanding of the market needs of different user groups. Dr. Hande serves as a Director of SELCO Solar Pvt. Ltd. He was a Director of E+Co. Dr. Hande serves on the boards of many organizations, both national and international. He was named Indian Social Entrepreneur of the Year 2007 by Schwab Foundation and as one of the 21 young leaders of the 21st Century by Business Today, both in 2007.

**OPES impact fund**

**OPES** is an Impact Investment Fund targeting early-stage sustainable businesses that tackle the most critical problems affecting the Base of the Pyramid. OPES' mission is to fight global poverty through social enterprises, emerging entrepreneurs and cutting edge ideas and solutions. OPES envisions a world where everyone has access to health, water, sanitation, energy, education and food, where everyone is empowered and has the opportunity to free his/her own potential and uplift his/her life.

**Speakers**

**Elena Casolari**, Executive President of Fondazione Opes. Since 2005 she is CEO of Fondazione ACRA, one of the biggest Italian Non-Governmental Organizations (NGOs). She is Member of the Board of Directors of Fondazione Umano Progresso and FemS<sup>3</sup>. She also serves as Board member of E&E, a Tanzanian registered social enterprise which promotes a model of self-sustainable vocational training and education. She has more than 10 years of experience in the mainstream investment banking industry covering global emerging markets (HSBC, Dresdner Kleinwort Wasserstein and Nikko Securities). Elena graduated in Economics (Summa cum Laude) from Bocconi University in Milan.

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

Other Speakers

**William E. Burckart** Managing Director, Impact Economy (North America) LLC and guides special initiatives for the Johns Hopkins Center for Civil Society Studies, including the New Frontiers of Philanthropy, Philanthropicization through Privatization, and Nonprofit Value Proposition projects. He is a lead author of the forthcoming New Frontiers of Philanthropy book and has co-authored several publications, articles, and papers on behalf of the Center. Previously, he was a consultant to Venture Philanthropy Partners, where he supported the seven-year assessment of its investment portfolio. Bill has extensive international experience as well. He worked for members of the United Kingdom Parliament in London, England and as an editor for BizShanghai, a journal covering business and economic development issues in Shanghai, China. Bill holds an MA in Public Policy from the Institute of Policy Studies at Johns Hopkins University. He also holds a BA in International Affairs from the Elliott School of International Affairs at George Washington University.

**Ali El Idrissi** is part of the J.P. Morgan Social Finance Group, a unit that was launched in 2007 to service the growing market for impact investments, meaning those investments intended to generate positive impact alongside financial return. Social Finance invests J.P. Morgan's own capital in impact investment funds focused on sectors such as SMEs, healthcare and agriculture, with the objective of achieving a financial return and a positive, measurable impact for under-served communities. In addition to its investment activity, the Social Finance Group publishes market research and is now building out its product platform to respond to increasing demand from both institutional and individual clients. Prior to joining Social Finance, Ali worked in mergers & acquisitions at J.P. Morgan with a specific focus on Sovereign Wealth Funds. More recently, Ali was part of the Natural Resources Investment Banking Group. Before joining J.P. Morgan, Ali worked for Procter & Gamble and for Foundation Zakoura Microfinance in Morocco, and for Merrill Lynch in New York.

**Gad Lerner** was born in Beirut on December 7th, 1954 from a Jewish family that had to leave Lebanon when he was three, to move to Milan. Grown up as stateless, he was granted the Italian citizenship after twenty-seven years of waiting. He approached journalism after an experience at "Lotta continua", and he worked at Radio Popolare before joining the editorial office of "Espresso" from 1983 to 1990. In the early 1990s, he wrote and hosted, for Guglielmi's Raitre, two TV shows about the Northern Question: "Profondo Nord" and "Milano, Italia". Asked to work as Deputy Director by Ezio Mauro at "la Stampa" in 1993, he later contributed also to "Corriere della Sera" and "Repubblica" as correspondent and columnist. Back in Rai with two seasons of "Pinocchio", in 2000 he was appointed Tg1 Director but, a few months later, he resigned. In 2001 he was part of La7 establishment, where he was appointed Director of the News and where he produced, together with Giuliano Ferrara, the TV show "Otto e mezzo" and hosted, from 2002 to 2012 "L'Infedele". He writes for "Repubblica", "Vanity fair" and the monthly missionary magazine "Nigrizia". Among his books, we mention "Operai" (Feltrinelli, 1987, reprinted in 2010); "Crociate. Il millennio dell'odio" (Rizzoli, 2000); "Tu sei un bastardo. Contro l'abuso delle identità" (Feltrinelli, 2005); "Scintille. Una storia di anime vagabonde", (Feltrinelli 2009).

28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

Other Speakers

**Dr. Maximilian Martin**, is the Founder and President of the Impact Pledge Foundation and Founder and Global Managing Director of Impact Economy SA and its affiliates. He also serves as Founding Faculty in Residence at Ashoka U and Lecturer in Social Entrepreneurship at the University of St. Gallen. He previously served as Founding Global Head and Managing Director of UBS Philanthropy Services, Head of Research at the Schwab Foundation, Senior Consultant with McKinsey & Company, instructor at Harvard's Economics Department, and Fellow at the Center for Public Leadership, Harvard Kennedy School. He holds an MA in anthropology from Indiana University, a MPA from Harvard University and a Ph.D. in economic anthropology from the University of Hamburg. Max created the first university course on social entrepreneurship in Europe, the first philanthropic services and social finance department for a bank in Europe and the UBS Philanthropy Forum.

**Don Mohanlal** ("Mohan") is President and CEO of The Nand & Jeet Khemka Foundation, the philanthropic foundation of the Khemka family. The foundation is invested in social entrepreneurship, school-based leadership development, climate change and integrated rural development. Previously, Mohan was Executive Vice President & Managing Director of the International Youth Foundation (IYF), based in Baltimore, Maryland, USA. IYF was founded through the largest grant ever made by the W. K. Kellogg Foundation. Prior to that, he served as Executive Vice President, Programs and Operations; Vice President for Asia and the Pacific, Canada, Latin America and the Caribbean; and Director for Northern and Western Europe, of AFS Intercultural Programs. Mohan serves as the Acting CEO of the Nabha Foundation and as a member of the Advisory Board of the Centre for Emerging Markets Solutions at the Indian School of Business; World Bank Group Advisory Council of Global Foundation Leaders; Advisor to Prince of Wales Bhumi Vardaan Foundation; the Board of Trustees of AFS Intercultural Programs; the Board of Directors of the AFS Foundation in Switzerland; a Senior Advisor to ImagineNations Group; the Board of Directors of CIRD Community Foundation, Paraguay.

**Jack Sim**, Founder of World Toilet Organization (WTO), has been a successful businessman since age 24. Having achieved financial success in his 40s, Jack felt the need to change his direction in life and give back to humanity – he wanted to live his life according to the motto "Live a useful life". Jack soon left his business and embarked on a journey that saw him being the voice for those who cannot speak out and fighting for the dignity, rights and health for the vulnerable and poor worldwide. Jack's current project at WTO is to establish a "BOP Hub" in Singapore. BOP – the Bottom of the Pyramid refers to 4 billion people that survive on less than US\$8 per day; this accounts for 40 per cent of the world's population. Jack is in the advisory board of Opes Impact Fund.



28<sup>th</sup> January  
Cariplo Foundation Congress Centre

SPEAKERS PROFILE

Other Speakers

**Bernd Van Dijk** is an expert in business and partnership development in the area of impact investing. After his education in science & innovation management at Utrecht University, Bernd held several positions within the global express and mail company TNT. In 2008, Bernd became the finance director of Moving the World, the ground-breaking partnership between the UN World Food Programme and TNT. He then was involved in TNT's impact investment in Bio Energy Resources Ltd, a Malawian start-up company creating a sustainable local bio fuel business supported by small scale farmers, where he holds a board position. After the 2011 split of TNT into TNT Express and PostNL, Bernd continued as programme manager of corporate responsibility and as a strategic business developer at PostNL. PostNL operates in the Netherlands, UK, Germany, Italy and Belgium, and in 2011 PostNL had over 4.3 billion in revenue. Bernd also holds several board positions in cultural organisations in his hometown Rotterdam.

**Pier Mario Vello** graduated in Philosophy at Turin's University and holds a Master degree in Economics from the L. Bocconi University of Milan. His professional background includes the direction of Marketing, Human Resources and Consumer Product Divisions, as well as the position of General Director at a multinational pharmaceutical company and CEO of a large food chain. During his career he gained an extensive knowledge and expertise in the fields of Total Quality Management, Strategic Planning, HR Management and Creative Problem Solving. He was three times recognised for his commitment to human resources by the "Great Place to Work" Institute. In 2006 Pier Mario Vello was appointed Secretary General of the Fondazione Cariplo. He is also a member of the Governing Council and Management Committee of the European Foundation Centre, of the Steering Committee of the EFC Research Forum, and of the Board of Directors of L. Bocconi University and of the Fondazione G. Dell'Amore.