

INCLUSIVE BUSINESS



Implemented by **giz** Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Expert Meeting on

Investment, Innovation and Entrepreneurship for Productive
Capacity Building and Sustainable Development

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Inclusive Business Action Network

by

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The views expressed are those of the author and do not necessarily reflect the views of UNCTAD

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INCLUSIVE BUSINESS



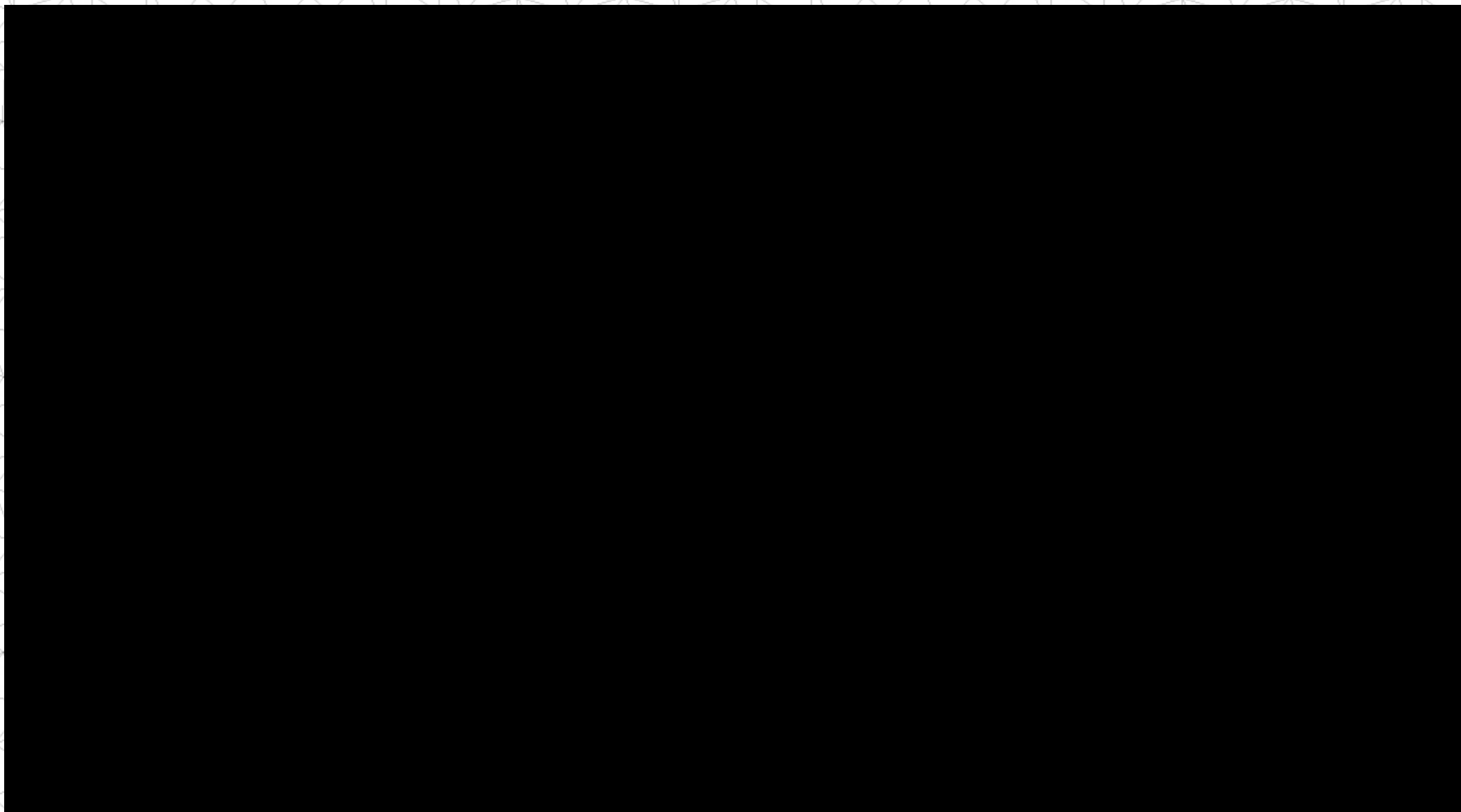
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INCLUSIVE BUSINESS ACTION NETWORK

Unlocking the power of Inclusive Business

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What is Inclusive Business - *Movie*



Background

- Combined purchasing power of BoP equals 5 trillion US
5.000.000.000.000,00 US\$
- High interest in affordable, good quality products
- Spending increases with growing income
- By 2050 population growth by 85%, mainly in developing
countries
- 3 billion people live in extreme poverty
- Lack of access to clean drinking water, safe and sustainable
energy, healthcare and -services

High growth potential



Development challenges



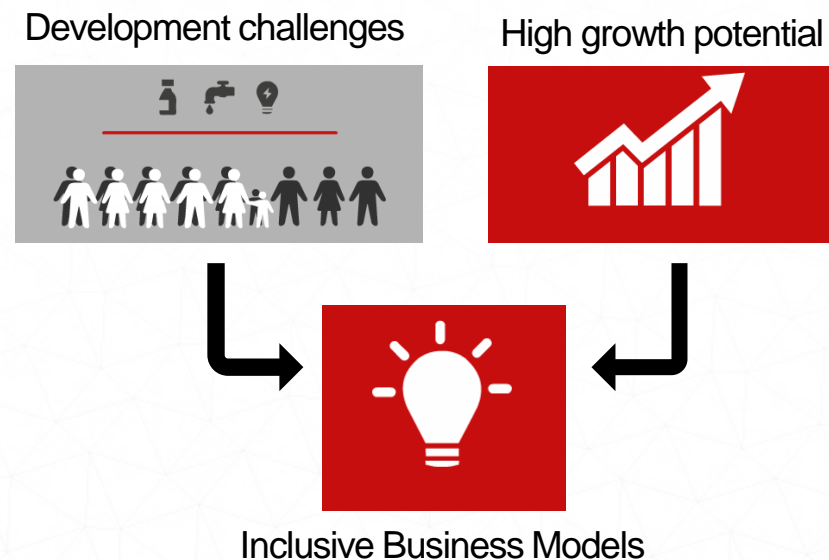
Win-Win through Inclusive Business models

A solution for development challenges

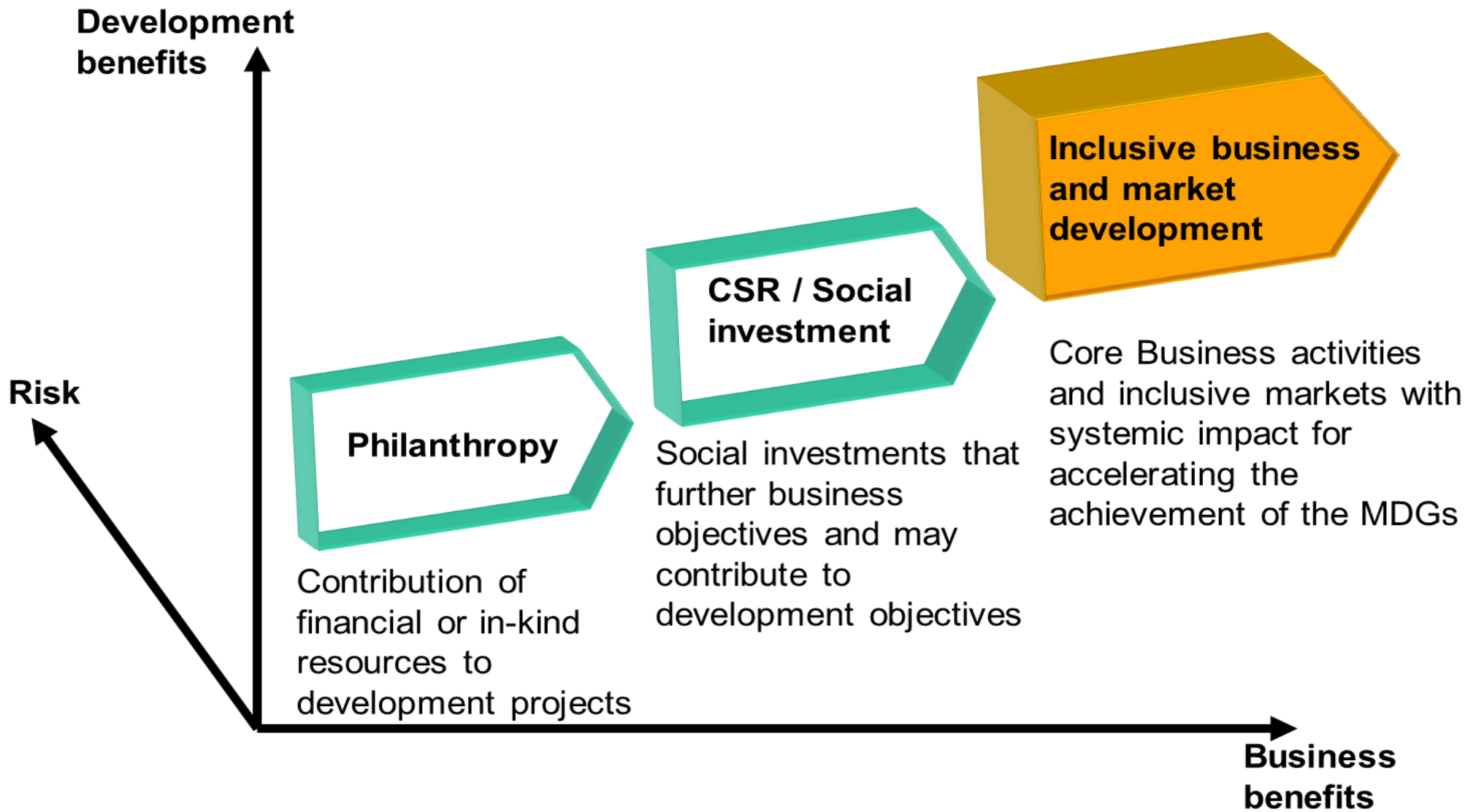
Inclusive business models:

- **Benefit for low-income populations** in developing and emerging markets
- Create decent employment and regular **income-generating opportunities**
- Are **profitable and sustainable** solutions

→ Trigger future middle classes and enterprise growth in new markets



Inclusive Business offers a new role for the private sector in development



Inclusive Business Models - EXAMPLES

„Mobisol“

Challenge: access to affordable energy in rural areas

Solution: decentralized solar systems with mobile payment, easy installation and maintenance

Impact: 3.000 systems installed in Kenya, Ghana and Tanzania (2013)



„Nazava water filters“

Challenge: access to affordable and clean drinking water

Solution: Development of inexpensive water filters

Impact: Access to clean drinking water for 80.000 people in Indonesia



Scaling up and replicationg IB Models – The CHALLENGES

Inclusive business entrepreneurs face high barriers:

- Scarcity of low accessibility to local market information
- Lack of adequate financing mechanisms / access to finance
- Difficult legal and regulatory framework
- A complex business and support environment

The need for collective action

- Existing facilitator approaches usually address only one particular barrier (multilateral & bilateral organisations, bilateral donors, initiatives and networks, public as well as corporate foundations, investors)
- Any single industry facilitator is unlikely to be able to address all challenges, barriers, the ecosystem
- Scaling barriers are often inter-related across different levels and may require a combination of interventions

Creation of a global action-oriented facilitation network



The IB Action Network – A global facilitator approach

The IB Action Network is an entry point for and to the global inclusive business community, it:

- **Links inclusive businesses** (corporates and entrepreneurs), **existing initiatives & support mechanisms** of different stakeholders, investors, and business accelerators around the world
- Facilitates **access to knowledge and information**
- Enables **peer-learning and exchange formats** and provides specific **tools** to scale and replicate inclusive business models (e.g. BoP Sector Dialogues, Innovative Roundtables)
- Offers **local support** in Africa, Asia and Latin America
- Fosters partnerships and triggers collective action
- Engages and facilitates **dialogue with policy makers** in developed, developing and emerging markets

IBAN Secretariat

Governance Structure

Stakeholder Management

IBAN products & services

Knowledge
Sharing &
Learning

Online: Website

Offline: Working groups, Peer
learning formats (BoP Sector
Dialogues, "Innovation Roundtables")

Networking &
Partnerships

Access to
local hubs

RIBHs

Focus regions SEA, MENA, SSA (via the RIBHs) plus LAK

IBAN's range of services in the future

You want to start or strengthen your engagement in IB/BoP markets!

We offer:

- Access to information on market conditions, to successful business models, experts, funding instruments, etc.;
- Exchange of knowledge with other companies e.g. in the context of BoP Sector Dialogues;
- Support of innovative small-scale measures for the development and exploration of BoP markets through consultancy and structures on the ground;
- The opportunity to participate in our 'innovative roundtables', which bring corporate actors together with representatives of international organisations in order to identify new fields of actions in IB markets.

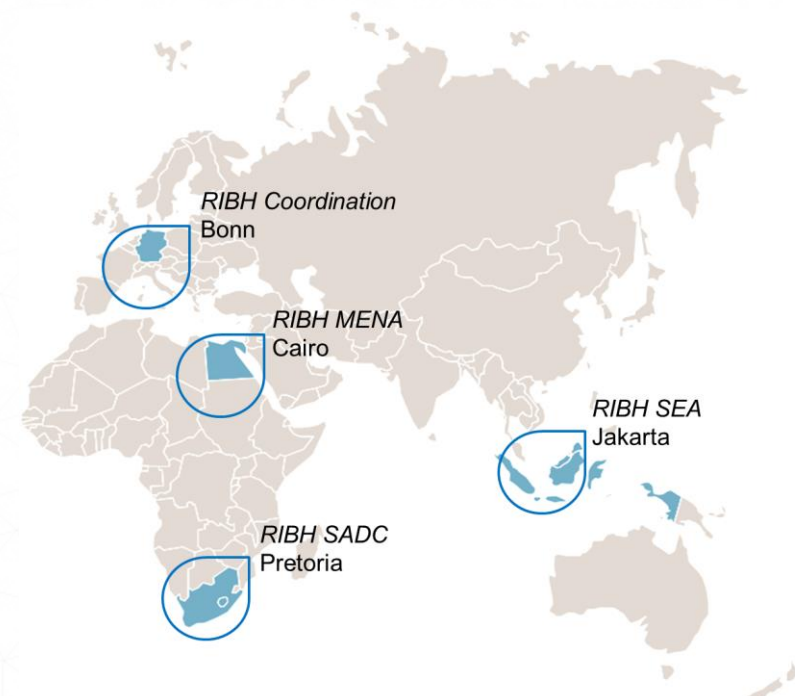
The IB Action Network – **A global solution for all STAKEHOLDERS**

- Inclusive Businesses
- Companies and private sector associations
- International & multilateral organisations
- Bilateral donors
- Initiatives and networks
- Public as well as Corporate Foundations
- Investors, private funds

The Responsible & Inclusive Business Hubs – Concrete support on the ground

RIBH Responsible
& Inclusive
Business Hubs

- Are regional focal points for companies and startups – in South East Asia, the MENA region, Southern Africa
- Give advice for the implementation and mainstreaming of inclusive business (and responsible business – corporate responsibility)
- Provide information, have implementation know-how and extensive networks related to inclusive business in and among partner countries
- Support the replication of successful inclusive business models



Launch of the IB Action Network: 18-20 November 2014, Berlin, Germany



"Great event!!! I take home: contacts, new tools, glance on the actual news on IB."



"You have done a great job bringing people able to take commitments on next steps."



"Make the IBAN website as the one-stop-shop online platform for information exchange, integrating existing tools such as practitioners hub, BoP innovation centers' matchmaking device."



"Timely and successful initiative. Thanks a lot."



"Keep up the great spirit. Wonderful event."



Events 2015

- Sankalp Forum Africa 2015 from 5 – 6 February 2015, Nairobi, Kenya
- BASE III Forum from 29 June – 1 July 2015, Mexico City, Mexico
- SEED Africa Symposium from 9 – 10. September 2015, Nairobi, Kenya
- Ashoka Globalizer in September 2015, Buenos Aires, Argentina
- IB Asia Forum, November 2015, in Manila, Philippines

INCLUSIVE BUSINESS

The IB Action Network – **CoCreation & Partnering**

**INCLUSIVE BUSINESS
ACTION NETWORK**

- Strengthen the role of the private sector in fostering development worldwide
- Leverage private sector engagement and investment
- Scale up and replicate inclusive business impact

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Thank you for your attention!

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