

ANDE June 2011 Newsletter

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ANDE Activities

2011 ANDE Metrics Conference

June 20 – 21st, 2011
Washington, DC

The upcoming ANDE ***Metrics from the Ground Up Conference*** will take place on June 20th and 21st at the Aspen Institute offices in Washington DC. We already have an incredible group of leading impact assessment practitioners confirmed to lead engaging discussions on cutting-edge impact assessment tools and practices. The conference will focus on the challenges and benefits of implementing impact frameworks and will include opportunities to discuss the metrics challenges your organization faces. Registration will be closing very soon and spots are filling up quickly. The cost to participate is \$150 for ANDE members and \$300 for non-members. You can [register here](#) and send your questions to [Lindsey Yeung](#).

Investment Manager Training

August 1-5, 2011
Mexico City, Mexico

ANDE is pleased to announce our second Investor Manager Training will be held in Mexico City on August 1-5, 2011. This five day training course will cover the entire investment process,

including deal sourcing, due diligence, term sheets, ongoing business support, and exit strategies. Course material will be based largely on ANDE member experiences and case studies. The training is primarily targeted to staff members of ANDE member organizations who are directly responsible for investment and portfolio management or capacity development providers who work closely with investment managers and/or with entrepreneurs seeking investment.

[Registration](#) is currently only open to ANDE members. If you would like to be put on the waiting list for non-ANDE members or have any questions, please email [Jenny Everett](#).

ANDE Orientation Training - Recap

The third annual ANDE Orientation Training took place in New York City at McKinsey & Company's offices on May 23-24, 2011. With more than 60 participants from over 25 organizations, the orientation provided a comprehensive overview of the small and growing business (SGB) sector and doing deals in emerging markets. Special thanks to the following organizations who led sessions at the training: Acumen Fund, B Lab, CDC Development Solutions, Dalberg Global Development Advisors, E+Co, Endeavor, and Root Capital. Of participants surveyed, 58% of which were completely new to the impact investing industry, 91% found the training useful and would recommend it to others.

The orientation was held in conjunction with a New York City ANDE Happy Hour that was attended by over 70 guests.

ANDE/ICCO Event – Recap

In late May, ICCO and US Media hosted ANDE members and interested in organizations for a half day session in Amsterdam in conjunction with SOCAP Europe. During the event, we had the opportunity to share the findings of our recent Impact Report as well as explore case studies of SGBs in Nicaragua with PYME Capital, in South America with ICCO's Cocreation project, and in Suriname with US Media's ICT project. We were excited to see such a great turnout and want to thank ICCO and US Media for hosting the event.

ANDE also hosted a panel on the missing middle as part of the SOCAP Europe conference. ANDE members Alitheia Capital, PYME Capital, SA Capital, and Vox Capital all presented on their models and the opportunities and challenges they face in Nigeria, Central America, Bolivia, China, and Brazil, respectively.

New Members:

IFMR Ventures is an asset management company based in India with a mission to ensure that every enterprise has complete access to finance. It launched the Network Enterprise Incubator and the Network Enterprises Fund (NEF) to try and find a solution to the problem of access to debt funds, particularly for enterprises operating in remote rural areas. IFMR Ventures does this through the creation of sector specific supply chain companies called Network Enterprises,

which then works toward eliminating or mitigating the risks faced by these SMEs and accelerating access to debt capital for them. <http://www.ifmrtrust.co.in/>

LGT Venture Philanthropy is an impact investor supporting organizations with outstanding social and environmental impact. LGT seeks to increase the sustainable quality of life of less advantaged people by inspiring clients for active philanthropy, providing individualized philanthropic advice and investment implementation. It provides three kinds of capital to supported organizations: financial capital in the form of equity, debt, or grants; intellectual capital through mentoring and the iCats Program; and social capital by providing access to relevant networks. http://www.lgt.com/en/private_kunden/philanthropie/

Movirtu brings access to critical mobile technology (access and connectivity, mobile payment and banking, information services and applications) for users at the base of the pyramid. It provides software and consulting services to leading mobile telecom operators which allows for the provision of secure, mobile identities without the need for a user to have a mobile handset or SIM of his/her own. This serves the many users who currently share mobile phone access or rent access from village phone operators or urban resellers. Movirtu often partners with NGOs to provide the platform for information services, such as agricultural information, health information, or employment information, which helps SMEs gain better access to information. <http://www.movirtu.com/>

Founded in 2003, **responsAbility** Social Investments AG is one of the world's leading asset managers for social investments. It specializes in sectors such as microfinance, SME financing, fair trade, and independent media. With its products, responsAbility enables people in developing countries and emerging markets to access markets, information, and other services crucial for their development. responsAbility has launched three highly innovative products for private investors in the area of SME financing. In 2006, responsAbility BOP Investments was launched - a USD 34m private equity fund-of-fund to invest in SME fund managers based in developing countries. In 2010 responsAbility, received a G-20 SME finance challenge award for this particular product. Also in 2006, an investment certificate listed at the Swiss stock exchange was launched to finance independent news organizations in emerging democracies. The latest product innovation was responsAbility Ventures I - a \$15 million USD social ventures fund and a \$2.5 million technical assistance facility to provide long term growth capital to small and medium sized companies serving basic needs of low income households in BoP-markets. <http://www.responsability.com>

The Tony Elumelu Foundation is an independent, not-for-profit institution dedicated to the promotion and celebration of excellence in business leadership and entrepreneurship across Africa. Established in 2010, the Foundation identifies and grooms African business leaders and entrepreneurs to achieve its central objective of meaningful and equitably advancing Africa's economic development and prosperity. As an African based and funded institution, the Foundation provides a particularly relevant African perspective, working to ensure African firms are represented and professionally equipped to compete in the global mainstream of business. www.tonyelumelufoundation.org

Sector Events:

Global Summit on Educating Entrepreneurs

June 16 – 17, 2011

Ann Arbor, Michigan

The William Davidson Institute will hold the Global, June 16-17th, at the University of Michigan in Ann Arbor. The conference will bring together many recognized leaders in entrepreneurship as well as educators who have designed and delivered entrepreneurship programs in emerging markets. This is a great conference for learning the latest on creating world-class entrepreneurship training programs for SME business owners and for developing contacts with funders. Speakers will come from many countries, including Jordan, Turkey, Egypt, Nigeria, and Rwanda. Register now by clicking [here](#).

Global Business School Network (GBSN) Annual Conference

June 21-22, 2011

Mexico City, Mexico

The [Global Business School Network](#) (GBSN) comprises the world's top business schools working to strengthen business and management education in emerging markets. During the GBSN Annual Conference, network members and friends come together to facilitate relationships, disseminate best practices, share capacity building activities, and explore business opportunities and partnerships from around the world. The 2011 GBSN Annual Conference will focus on generating leadership for the complexities of the global market. Participants will discuss issues including new business education trends by region, global opportunities for today's business students, and social entrepreneurship and innovation. [Click](#) here for more information and to register.

IDB Forum for the Development of the Base of the Pyramid in Latin America and the Caribbean

June 27 - 28, 2011

Sao Paulo, Brazil

BASE: The 1st [Forum for the Development of the Base of the Pyramid in Latin America and the Caribbean](#) will bring together over 500 leading business executives, development professionals, entrepreneurs, government officials, impact investors, and others who are involved in the new and exciting work of creating innovative BOP business models by connecting private sector resources and ingenuity with the untapped potential at the base of the socioeconomic pyramid. The BASE Forum presents opportunities to meet with pioneering entrepreneurs, hear how companies of all sizes—from small businesses to international corporations—are finding success with the BOP, and learn about what may lie ahead in this still-emerging and transformative field. For more information and to register, click [here](#).

Endeavor Entrepreneur Summit

June 28 – 30, 2011

San Francisco, California

The Endeavor Entrepreneur Summit is a dynamic, invitation-only innovation conference held every other year designed to meet the most pressing needs of entrepreneurs from emerging markets and to provide investors, business leaders, and service professionals with insight into some of the fastest growing markets today. This year's Summit is built around the theme of *"Innovation has no borders - Ideas have no boundaries"* and will convene over 300 of the leading entrepreneurs, innovators, and investors from Silicon Valley and over 15 countries in Endeavor's greater global network. In addition to keynote presentations and interactive workshops, the Summit will include entrepreneur showcases, hot topic breakout discussions, office hours with Endeavor's leading network members, live mentoring sessions, and networking dinners.

You may [register](#) for the event and view a copy of the [agenda](#). For more information, contact 2011Summit@endeavor.org.

Agora Partnerships' Impact Investors Conference

July 12 – 15, 2011

Granada, Nicaragua (accelerator.agorapartnerships.org)

The Agora Impact Investor Conference will showcase nine exceptional early stage opportunities to generate social, environmental, and financial returns. The conference is designed for impact investors who appreciate both the structural barriers preventing capital from flowing to early stage ventures in the developing world, and the tremendous potential for social impact that high growth, gazelle-companies possess. At the conference, you can expect to meet executives from the small and growing business (SGB) sector, investment funds, impact entrepreneurs, global development agencies, and alternative sources of financing. There will be pitch sessions to present cases of Agora's Accelerator Impact Entrepreneurs looking for partners and investment. The mission of the Agora Accelerator is to unleash the potential of a new generation of impact entrepreneurs whose businesses are committed to creating positive economic, social, and environmental change.

Early registration (May 20-June 10, 2011): \$400 USD

Standard registration (June 11-July 11, 2011): \$500 USD

If you are unable to attend but are still interested in connecting to a live web stream of the event, please contact [Lissette Cuadra](#). To register for the conference and to find more information, click [here](#).

Sector News/Opportunities:

Leadership Essentials is Coming to Nairobi, Kenya

Join the ANDE Community for a two-day leadership program sponsored by ANDE and the Center for Creative Leadership (CCL). The program's objectives include:

- Learn essential elements of leadership and key drivers of leadership development.
- Acquire deeper insight into your identity and strengths and challenges.
- Develop leadership capacity using the Center's framework for development.
- Learn techniques for giving and receiving feedback and mentoring.
- Through peer support, gain fresh perspectives and practical advice on tackling leadership challenges.

Interested in attending? Please contact Janet Carlson at (carlsonj@ccl.org) for additional information.

Goldman Sachs *10,000 Women* Recruiting – São Paulo, Brazil

10,000 Women academic partner, Fundação Getulio Vargas (FGV) is recruiting women for its next cohort of *10,000 Women* scholars in São Paulo, Brazil. The program seeks women with existing SMEs in and around the city. FGV has already graduated 115 women from its program. The next cohort from São Paulo will enroll 35 scholars. To qualify for the program scholars must meet the following criteria:

- Women must be a Brazilian national or resident
- Women must have a motivation to expand their businesses
- Women must be underserved and could not afford the program without a significant sacrifice
- Women entrepreneurs must be managing their own business
- The business must have excellent potential for growth

Please go to <http://www.fgv.br/10000mulheres/> for more information about the program. If ANDE members know if qualified women please direct them to: Claudia Barbosa Brochini at Claudia.Brochini@fgv.br for further information.

10,000 Women is a five-year investment by Goldman Sachs to provide 10,000 underserved women around the world with a business and management education. *10,000 Women* operates through a network of more than 70 academic and non-profit partners to develop locally relevant coursework for students and to improve the quality and capacity of business education. To find out more about *10,000 Women* please go to www.gs.com.

Mainstreaming Inclusive Business

Webinar on Thursday, June 9 at 10:00 EDT

Businesses that deliver both social and commercial returns have the potential to substantively reduce poverty. Inclusive business models allow companies to use their core business in

achieving this. As more companies adopt these innovative approaches, leading business schools around the world are trying to develop curricula teaching the fundamentals of inclusive business.

Join the [Global Business School Network](#) and co-host [Business Call to Action](#) (BCtA), with the [Aspen Institute](#) and [Principles for Responsible Management Education](#) (PRME) for an interactive discussion about the fundamentals of inclusive business strategies. [Barclays](#) and [Vodafone](#) will share how they've been able to incorporate these innovative models into core operations to generate new revenues and reach new market segments. For more information and to register for the webinar, click [here](#).

Impact Investing in Emerging Markets - Report

A new report entitled *Impact Investing in Emerging Markets* has been published by Responsible Research, with support from WillowTree. The report examines the macro-economic fundamentals driving impact investing in emerging markets across Asia, Africa and the Middle East. It focuses on the opportunities available to investors in the Healthcare, Education, Nutrition, Microfinance, Environment and Infrastructure sectors in these markets. For-profit business models across the six sectors are profiled. The report argues that while it has yet to build a track record, the indicative financial returns from impact investing are compelling and comparable to selected high-performing debt and equity market benchmarks. Progress in global efforts to benchmark 'impact', also outlined in the report, show that impact investing is building in credibility and transparency as an asset class. To read the full report, click [here](#).