SESSION FORMATS

**LIGHTNING KEYNOTE**
- Listen to some of the most inspiring global leaders as they share their perspectives and calls for action to achieve a just and impact-led recovery.
- **Format:** 15 min, TED-style

**FORUM**
- Tune into a cooperative dialogue designed to stimulate critical thinking from a diverse range of speakers and draw out concrete recommendations for action.
- **Format:** 45 min, Socratic debate-style, including comments from participants

**BREAKOUT**
- Join experts on specific topics to share learnings anchored in real-life experience, including good (and bad) practices, so that participants leave the session with inspiration and a reality check.
- **Format:** 45 min, including interactive discussion with participants to learn from the room’s experience too. Breakout sessions are capped at 50 participants by design, to maximise interaction.

**RADICAL CHALLENGES AND MOONSHOTS**
- Listen to the radical ideas, voices of lived experience and moonshot plans that deserve to be heard, now more than ever.
- **Format:** 45 min, with 3-4 TED-style talks or ‘in conversation with’ dialogues between a field-building leader and a social entrepreneur

**COFFEE, COCKTAILS, CONNECTIONS AND CONVERSATIONS**
- Like in any real-life conference, there will be multiple opportunities for networking and serendipitous meetings.
- You will be able to schedule 1:1 meetings with other attendees, as well as join SDG themed networking tables hosted by GSG partners such as UNDP, Sankalp and SOCAP. You are welcome to hang out on the Summit platform beyond the actual sessions on the agenda, and we have invested a lot of love in tailoring the platform so that you can have an extraordinary experience that far exceeds a Zoom call.

**TOWNHALL**
- GSG’s Chair, Sir Ronnie Cohen, will guide a conversation with special guests and conference attendees on how we reshape capitalism.
- **Format:** 90 min, in two 45 minute parts, taking place on Friday, September 11th. Audience participation will be actively invited and incorporated by the moderator through polls, Q&A and chat.

**WORKSHOP**
- Dive into working meetings based on the GSG Action Areas for a just and impact-led recovery. These workshops are not panel sessions but truly thought-provoking and action-oriented meetings where we will be progressing collective work that started prior to the GSG Global Impact Summit and will continue beyond it. These workshops are an opportunity for you to join forces with the global community to accelerate change.
- **Format:** 90 min, in two 45 minute parts, on Friday, September 11th. Workshop sessions are capped at 50 participants on purpose, to maximise interaction. Both parts of the workshops are offered separately, on a first-come, first-served basis. You can attend the same workshop for both Part 1 and Part 2, or switch topics for Part 2.

**REGIONALS**
- The GSG Regional and National Advisory Board (NABs) from around the world will be showcasing concrete achievements of their work. We are offering you a world tour (without you having to take a plane!) of the most advanced initiatives to drive more capital to public good.
- **Format:** 90 or 120 min sessions with speakers representing the work happening in more than 30 countries. Join the regional where you live and/or where you want to learn more about what’s happening to drive impact investment in other parts of the world!
## GSG Global Impact Summit 2020 Agenda

### Day 1: 9th September - Wednesday

**Time** | **9th September**
---|---
11:00 - 12:00 BST | Coffee & Connections
12:00 - 12:15 BST | Welcome Ceremony
Cliff Prior, CEO of GSG
12:15 - 12:30 BST | Lightning Keynote 1
Sir Ronnie Cohen, Chair of GSG
**Choose your session (all sessions run in parallel)**

### Breakout Series 1
1A - How to mainstream pay-for-success
1B - Scaling early-stage impact funds
1C - Health ventures: reaching the most vulnerable
1D - Grassroots role in recovery
1E - Building impact wholesalers
1F - From the ground up: reflections from an Argentinian slum

### FORUM 1.1
Achieving a just and sustainable recovery

### FORUM 1.2
 Acting through G7 and G20 for an impactful recovery

13:15 - 13:30 BST | Lightning Keynote 2
Achim Steiner, United Nations Development Programme

### Breakout Series 2
2A - Helping the most vulnerable: informal settlements
2B - Tech innovation for good
2C - Boosting social entrepreneurship for recovery
2D - Harnessing the creative industries for an impact-led recovery
2E - Academic partnerships for change
2F - Radical challenges and moonshots

### FORUM 2.1
Mainstreaming impact investing

### FORUM 2.2
How can governments embed impact for a just recovery?

14:15 - 14:30 BST | Lightning Keynote 3
Darren Walker, Ford Foundation

### Breakout Series 3
3A - Mainstreaming impact measurement
3B - Climate Capital: the role of impact investment
3C - Achieving impact integrity and market definition
3D - Outcomes finance for education
3E - Catalytic capital for recovery
3F - Radical challenges and moonshots

### FORUM 3.1
Accelerating impact capital flows to SMEs in Africa

### FORUM 3.2
Pensions for purpose

15:00 - 15:15 BST | Lightning Keynote 4
Ibukun Awosika, First Bank of Nigeria

### Breakout Series 4
4A - Uniting efforts for an impact-led recovery
4B - Challenges of DFIs in tackling the Covid-19 crisis
4C - Impact up-skilling the unemployed
4D - From Green Bonds to Social Bonds: the next impact growth area
4E - Power of inclusive decision-making
4F - Radical challenges and moonshots

### FORUM 4.1
Creating jobs and battling inequality

### FORUM 4.2
Impact investing: asset management’s future

16:00 - 16:15 BST | Lightning Keynote 5
Chandrakant Patel, Hewlett-Packard

### Cocktails & Conversations

### Europe Regional Session
15:30 - 17:00 BST

### Day 2: 10th September - Thursday

**Time** | **10th September**
---|---
09:00 - 11:00 BST | Asia Pacific Regional Session
09:00 - 11:00 BST | Africa Regional Session
09:30 - 11:00 BST | Coffee & Connections

### Workshop 1
- Informal settlements - an impact capital response
- Mainstreaming outcomes-based financing - matching instruments & issues
- Improving access to capital for SMEs and SGBs in Africa
- Persuading the powerbrokers: a compelling narrative for impact
- From billions to trillions: what will it take from asset managers?
- Influencing pensions for purpose
- Getting impact into governmental decisions
- Impact transparency for corporates and investors

### Workshop 2
- Mainstreaming impact measurement
- Climate Capital: the role of impact investment
- Achieving impact integrity and market definition
- Outcomes finance for education
- Catalytic capital for recovery
- Radical challenges and moonshots

### Workshop 3
- From Green Bonds to Social Bonds: the next impact growth area
- Power of inclusive decision-making
- Radical challenges and moonshots

### Workshop 4
- Creating jobs and battling inequality
- Impact investing: asset management’s future

### Day 3: 11th September - Friday

**Time** | **11th September**
---|---
09:00 - 11:00 BST | Coffee & Connections
09:30 - 11:00 BST | Coffee & Connections

### Action for Recovery Workshops
**Part 1**
- Workshop 1
- Workshop 2
- Workshop 3
- Workshop 4
- Workshop 5
- Workshop 6
- Workshop 7
- Workshop 8

### Action for Recovery Workshops
**Part 2**
- Workshop 1
- Workshop 2
- Workshop 3
- Workshop 4
- Workshop 5
- Workshop 6
- Workshop 7
- Workshop 8

### Lightning Keynote 6
Jessica Alba, The Honest Company

### Lightning Keynote 7
Philipp Hildebrand, BlackRock

### Lightning Keynote 8
Paul Romer, PMR Economics and NYU University | Gillian Tett, Financial Times

### Europe Regional Session
15:30 - 17:00 BST

### North America Regional Session
15:30 - 17:00 BST

### Latin America Regional Session
15:30 - 17:00 BST
AGENDA

DAY 1
Wednesday, 9th September

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<tr>
<th>Time</th>
<th>Title</th>
<th>Session outline</th>
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<tbody>
<tr>
<td>11.00 - 12.00 BST</td>
<td>Coffee &amp; Connections</td>
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<tr>
<td>12.00 - 12.15 BST</td>
<td>Welcome Ceremony</td>
<td>Cliff Prior, CEO of GSG</td>
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<tr>
<td>12.15 - 12.30 BST</td>
<td>LIGHTNING KEYNOTE 1</td>
<td>Leading a just, impact-led recovery</td>
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<td>Sir Ronnie Cohen, Chair of GSG</td>
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BREAKOUT SERIES 1  Choose your session (all sessions run in parallel)

<table>
<thead>
<tr>
<th>Time</th>
<th>Breakout 1A</th>
<th>How to mainstream pay-for-success</th>
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<tr>
<td>12.30 - 13.15 BST</td>
<td>The increasing adoption of outcomes-based finance (OBF), pay-for-success (PFS), and results-based finance (RBF) mechanisms is a crucial part of the transition towards impact economies. However, PFS finance is far from mainstream. This session will shed some light on the wider set of Paying for Outcomes mechanisms, as well as exploring the challenges to mainstreaming these models to increase adoption, as a key policy-led driver of the impact revolution.</td>
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|                | Key insights                  | Overview of pay-for-success instruments (highlighting the variety of available vehicles)  
|                |                                | Illustrate the main challenges and barriers in order to mainstream pay-for-success model  
|                |                                | Provide emerging insights for wider implementation  |

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<tr>
<th>Time</th>
<th>Breakout 1B</th>
<th>Scaling early-stage impact funds</th>
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<tr>
<td>12.30 - 13.15 BST</td>
<td>Early stage funds play a unique role in entrepreneurial and financing ecosystems, especially in emerging markets. They bridge the “missing middle gap” providing tailored capital, alongside high-touch support to companies which require investment, but are often too large for microfinance and lack the profile required for traditional venture capital. They prepare those companies for later stage investors to invest and help them scale their impact. Their work is essential to support the growth of impact ventures, yet they face many challenges, especially during this crisis.</td>
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</table>
|                | Key insights                  | The role of early stage impact capital to support and grow impact ventures for an impact-led recovery  
|                |                                | Discuss risks and needs of early stage impact funds as a result of the Covid-19 crisis  
|                |                                | Opportunities for scaling early stage impact funds in the current context  |

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<thead>
<tr>
<th>Time</th>
<th>Breakout 1C</th>
<th>Health ventures: reaching the most vulnerable</th>
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<tbody>
<tr>
<td>12.30 - 13.15 BST</td>
<td>The pandemic has exacerbated the challenges and limits of underfunded healthcare systems. The most vulnerable have been disproportionately hit by the health consequences of the crisis. However, the pandemic has also resulted in numerous health start-ups redirecting their products and services to help public health systems, and a number of innovative financing mechanisms being created (including the much discussed ‘Coronabonds’).</td>
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|                | Key insights                  | Innovative financing mechanisms successfully addressing healthcare needs especially for the most vulnerable  
|                |                                | Startups pivoting to new business models to support public health systems  |

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<thead>
<tr>
<th>Time</th>
<th>Breakout 1D</th>
<th>Grassroots role in recovery</th>
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<tbody>
<tr>
<td>12.30 - 13.15 BST</td>
<td>Are we listening to the voices of the most vulnerable in Covid-19 response and recovery? What has the crisis meant for existing grassroots movements around issues like climate and inequality? Grassroots voices are more important than ever.</td>
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|                | Key insights                  | Examples of grassroots engagement shaping a just and impact-led recovery  
|                |                                | Recommendations for the impact investing community to better listen and support  |
### DAY 1 | Wednesday, 9th September

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<thead>
<tr>
<th>Time</th>
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<th>Session outline</th>
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<tr>
<td></td>
<td><strong>BREAKOUT SERIES 1</strong></td>
<td><strong>Choose your session (all sessions run in parallel)</strong></td>
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<tr>
<td>12.30 - 13.15 BST</td>
<td><strong>BREAKOUT 1E</strong> Building impact wholesalers</td>
<td>Impact investment Wholesalers boost the development of the impact investing market by supporting the growth of intermediaries, usually fund managers. They are providers of capital but also often play the role of market champions to raise awareness and build market knowledge and capacity. There is no single model of how they are funded, their structure or shareholding - instead, there are key decision points in designing a wholesaler to best suit your national priorities and challenges. <strong>Key insights</strong> ▲ Wholesale impact investors boost the development of impact investing in their country ▲ Decisions points to design a wholesaler ▲ Three top issues: how to raise the funds; how to get the right governance and mandates; how to delivery in practice</td>
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<td><strong>BREAKOUT 1F</strong> From the ground up: reflections from an Argentinian slum</td>
<td>GSG’s Seb Welisiejko visits “Villa La Carcova”, one of the most iconic slums in the greater area of Buenos Aires to discuss the multi-dimensional implications of urban informality with Waldemar Cubilla, a local community leader. Habitat, education, justice, health and the importance of building “from the ground up”.</td>
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<td><strong>FORUM 1</strong></td>
<td><strong>Choose your session (all sessions run in parallel)</strong></td>
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<tr>
<td>12.30 - 13.15 BST</td>
<td><strong>FORUM 1.1</strong> Achieving a just and sustainable recovery</td>
<td>Achieving a just and sustainable recovery will take global commitment and momentum from business leaders, policymakers, civil society and investors. This session will explore the role of each player, exploring the most powerful levers for truly transformational system change. <strong>Key insights</strong> ▲ The features of a just and sustainable recovery ▲ The role of policymakers, business, investors and civil society in achieving this</td>
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<td><strong>FORUM 1.2</strong> Acting through G7 and G20 for an impactful recovery</td>
<td>The G7 and the G20, the top fora for governments representing the largest economies in the planet, are crucial to promote and drive meaningful change in the impact policy space. As the UK and Italy prepare to assume the presidencies of the G7 and the G20 in 2021, respectively, the GSG and its NABs aim to coordinate and drive efforts for impact to be at the centre of post-COVID recovery discussions, with governments assuming a leading role in driving the impact revolution. <strong>Key insights</strong> ▲ Learning from past experience on how to best engage with the G7 and the G20 ▲ Discussing the role of the GSG and its NABs in lobbying these fora’s agendas ▲ Emerging messages that our global impact movement would seek to bring to the centre of the global discussion</td>
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<td>13.15 - 13.30 BST</td>
<td><strong>LIGHTNING KEYNOTE 2</strong> Impact investment’s role in achieving the SDGs</td>
<td>Achim Steiner, Administrator, United Nations Development Programme</td>
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<td><strong>BREAKOUT SERIES 2</strong></td>
<td><strong>Choose your session (all sessions run in parallel)</strong></td>
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<td>13.30 - 14.15 BST</td>
<td><strong>BREAKOUT 2A</strong> Helping the most vulnerable: informal settlements</td>
<td>Over 1 billion people live in informal urban settlements globally; with no access to basic services and facing other multidimensional deficits in their living conditions, from lack of infrastructure, to labour market informality and poor access to education and health. However, territorial inequality rarely comes across as a core issue area within the impact investment space. This session will aim to bring attention to informal habitat as a core issue to the global impact agenda, for a just and inclusive recovery seeking to improve the lives of those living in slums and informal settlements in middle- and low-income economies. <strong>Key insights</strong> ▲ Shed light on the size of the problem globally, and on the multidimensional dimension or territorial inequality ▲ Discuss how the covid exacerbated pre-existing inequalities, exposing the underlying vulnerability of slum communities in dealing with the consequences of the pandemic and the severe slowdown of economic activity in many countries ▲ Develop a better, first hand understanding of slum dwellers’ living conditions, stressing why we see this as a core issue area for impact</td>
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| 13.30 - 14:15 BST | **BREAKOUT 2B**  
Tech innovation for good | Improving lives and social outcomes is often a key driver for tech innovations. Yet the tech industry and the impact movement still have significant potential to do more together, and ensure that the needs of the most vulnerable are best integrated in the development of new solutions. The opportunities for affordable products and services to meaningfully benefit everyone at scale exist. Impact investors have a mission to further collaborate with the tech industry to embed impact at the heart of their work, for a just and impact-led recovery.  
**Key insights**  
▲ Examples of tech solutions creating positive impact at scale and the role of impact investors in the development of such solutions  
▲ Recommendations to foster more collaboration between the impact movement and the tech industry |
|             | **BREAKOUT 2C**  
Boosting social entrepreneurship for recovery | In April 2020, under the leadership of the WEF, more than 50 organisations, including the GSG, joined forces to help social entrepreneurs - many of whom are operating on the frontlines, as first responders to the on-the-ground impacts of Covid-19 on vulnerable communities. Social entrepreneurs are needed now more than ever. Impact investors have an important role to play in making capital accessible to entrepreneurs, providing necessary non-financial support, and relaxing payment and administrative burdens at a time when all social entrepreneurs need to focus on keeping their businesses running and safeguarding the wellbeing of the people they serve.  
**Key insights**  
▲ Explore current challenges of social entrepreneurs and impact investors in the crisis  
▲ Discuss examples and the role of impact investors in support social entrepreneurs through for instance, channeling additional capital to social enterprises, or expanding technical support |
|             | **BREAKOUT 2D**  
Harnessing the creative industries for an impact-led recovery | 2021 is the UN International Year of Creative Economy for Sustainable Development, and there are many high-impact opportunities for investors to back creativity during the Covid-19 response and recovery. Artists - notably women and youth - are emerging as critical problem-solvers and entrepreneurs, driving positive and social change in their communities.  
**Key insights**  
▲ Inspire global policymakers, fund managers and wealth advisors, institutional and individual investors, and philanthropic funders of the global ecosystem for impact investing to prioritize the creative economy  
▲ Demonstrate the local impact of the creative industry in Covid-19 response and recovery |
|             | **BREAKOUT 2E**  
Academic partnerships for change | Universities can add value at many levels of the development of the impact economy. They research the field and create data sets, particularly in for better impact measurement practices, where the availability of comparable data and standardised frameworks will enable faster adoption. Secondly, they have a role as educators, nurturing the future leaders of the impact space. Lastly, many academic institutions fund research and development projects which lead to early stage impactful innovations within science and technology. The session will explore how universities can collaborate across these key themes, and what can be improved.  
**Key insights**  
▲ The various roles of academic institutions in propelling the impact economy  
▲ Routes for better collaboration for academic institutions with each other and with practitioners in the impact space |
|             | **BREAKOUT 2F**  
Radical challenges and moonshots | Listen to the radical ideas, voices of lived experience voices and moonshot plans that may not fit into a specific topic - but deserve to be heard, now more than ever  

**DAY 1 | Wednesday, 9th September**

Choose your session (all sessions run in parallel)
## DAY 1 | Wednesday, 9th September

### FORUM 2

**Choose your session (all sessions run in parallel)**

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<th>Time</th>
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| 13.30 - 14.15 BST | **FORUM 2.1** Mainstreaming impact investing                  | Hear from leading voices about what it will take to make impact investing the new norm, from the perspective of market-builders, family offices, pension funds and asset managers who are showing us it is possible.  
**Key insights**  
▲ Actions and initiatives which will take impact investing to the next level  
▲ Key next steps which will help impact actors create momentum |
| 13.30 - 14.15 BST | **FORUM 2.2** How can governments embed impact for a just recovery? | There is an opportunity to embed impact in government recovery packages. Governments around the world are developing bailouts programmes and recovery plans aimed to sustain industries and mitigate the economic crisis from Covid-19. This is an opportunity to use state aid to influence private-sector behavior to produce social and environmental positive impact.  
**Key insights**  
▲ Rethink the relationship between State and Business  
▲ Governments bailouts adopt conditionalities that impose the private sector to operate creating impact |
| 14.15 - 14.30 BST | **LIGHTNING KEYNOTE 3** | Darren Walker, President, Ford Foundation |
| 14.30 - 14.45 BST | **CLOSING KEYNOTE** | Save Our Future: more and better education funding  
Amel Karboul, CEO, Education Outcomes Fund - interviewed by Alexandra Mousavizadeh, Tortoise Media |
| 14.30 - 14.45 BST | **Day 1 - Closing Remarks** |  |
| 15.00 - 15.45 BST | **EUROPE REGIONAL SESSION** Impact investing and new models to address social needs | How does impact investment sustain and innovate welfare models, and ease the access to social services? This session will cover five main ways in which impact investment promotes and supports welfare states.  
**Key insights**  
▲ Improve and scale: many impact investments aim at improving or scaling up already implemented services.  
▲ Align and correct: in some cases, impact investing works to align incentives that are not correctly placed.  
▲ Coordinate and integrate: some impact investments provide their strategic contribution in terms of creation and exploitation of synergies among different actors.  
▲ Release and prevent: impact investments as preventative measures.  
▲ Innovate and experiment: impact investments allow the redistribution of financial and political risks among various actors. |
| 15.00 - 16.30 BST | **In conversation with Yo-Yo Ma** | Role of creativity in impact with Laura Callanan  
Cocktails & Conversations |
### DAY 2
**Thursday, 10th September**

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| 09.30 - 11.00 BST | **ASIA PACIFIC REGIONAL SESSION**  
A showcase from the region | Asia-Pacific NABs will run a relay race where each NAB will showcase key cases and stories in succession from their local ecosystems. During the session, you will learn about Asia Pacific NABs’ role in supporting the growth of the impact investing market. They will describe their major outcomes and future ecosystem challenges. Furthermore, local players such as social entrepreneurs and investors will give a picture of opportunities in local impact investing markets. You will hear examples from Australia, New Zealand, Bangladesh, India, Japan and South Korea.  
**Key insights**  
▲ How countries are approaching their various and distinct impact ecosystem challenges  
▲ Opportunities discussed and presented by local entrepreneurs and investors at the forefront of creating change in the region |
| 11.00 - 12.00 BST | Coffee & Connections                      |                                                                                                                                             |
| 12.00 - 12.15 BST | **Day 2 - Kick-Off**                      |                                                                                                                                             |
| 12.15 - 12.30 BST | **LIGHTNING KEYNOTE 4**  
Impact Disruption: Entrepreneurs, Corporates and Finance  
Ibukun Awosika, Chairman, First Bank of Nigeria | The global pandemic has resulted in increased widespread support for a more responsible type of capitalism. CEOs of corporates around the world are being asked by their peers, policy makers and civil society, what they are doing to support their employees, their customers and their health systems. Investors have also weighed in on the issue, with giants such as Blackrock stating that companies with a strong sense of purpose would be better able to navigate the crisis. Understanding companies’ impact on their stakeholders has never been more popular and important. Taking this mainstream will require strong leadership and accountability from all.  
**Key insights**  
▲ Explain the ABC of Impact Investment  
▲ Overview of the most recent changes within impact reporting  
▲ Highlight concrete examples of organisations aligning financial and impact management  
▲ Challenges of mainstreaming - in theory and practice |
| 12.30 - 13.15 BST | **BREAKOUT SERIES 3**  
Choose your session (all sessions run in parallel) | The global pandemic has resulted in increased widespread support for a more responsible type of capitalism. CEOs of corporates around the world are being asked by their peers, policy makers and civil society, what they are doing to support their employees, their customers and their health systems. Investors have also weighed in on the issue, with giants such as Blackrock stating that companies with a strong sense of purpose would be better able to navigate the crisis. Understanding companies’ impact on their stakeholders has never been more popular and important. Taking this mainstream will require strong leadership and accountability from all.  
**Key insights**  
▲ Explain the ABC of Impact Investment  
▲ Overview of the most recent changes within impact reporting  
▲ Highlight concrete examples of organisations aligning financial and impact management  
▲ Challenges of mainstreaming - in theory and practice |
| 12.30 - 13.15 BST | **BREAKOUT 3A**  
Mainstreaming impact measurement | The lack of reliable data on the size and nature of the impact investment market is an important factor inhibiting the growth of more widespread confidence and participation in, and finance commitment to, national impact economies. The increase in the number of organisations entering into the impact investment space renders impact integrity more relevant than ever. Governments, investors and innovators rely on market data to identify opportunities and inform decisions. This session will cover various aspects of impact integrity, from market definition to market sizing.  
**Key insights**  
▲ Compare and contrast different approaches to impact integrity  
▲ Potential solutions to the problem of ‘impact-washing’  
▲ Market sizing approaches to date - what is working and what is missing |
| 12.30 - 13.15 BST | **BREAKOUT 3B**  
Climate Capital: the role of impact investment | The lack of reliable data on the size and nature of the impact investment market is an important factor inhibiting the growth of more widespread confidence and participation in, and finance commitment to, national impact economies. The increase in the number of organisations entering into the impact investment space renders impact integrity more relevant than ever. Governments, investors and innovators rely on market data to identify opportunities and inform decisions. This session will cover various aspects of impact integrity, from market definition to market sizing.  
**Key insights**  
▲ Compare and contrast different approaches to impact integrity  
▲ Potential solutions to the problem of ‘impact-washing’  
▲ Market sizing approaches to date - what is working and what is missing |
| 12.30 - 13.15 BST | **BREAKOUT 3C**  
Achieving impact integrity and market definition | The lack of reliable data on the size and nature of the impact investment market is an important factor inhibiting the growth of more widespread confidence and participation in, and finance commitment to, national impact economies. The increase in the number of organisations entering into the impact investment space renders impact integrity more relevant than ever. Governments, investors and innovators rely on market data to identify opportunities and inform decisions. This session will cover various aspects of impact integrity, from market definition to market sizing.  
**Key insights**  
▲ Compare and contrast different approaches to impact integrity  
▲ Potential solutions to the problem of ‘impact-washing’  
▲ Market sizing approaches to date - what is working and what is missing |
Now more than ever it is crucial to foster an issue-centered approach to impact investment, for a just recovery in the post-pandemic world. Meanwhile, the Covid-19 crisis has revealed and widened inequalities in terms of education: it has worsened the chances for the poorest to have the same chances and opportunities in life as the rest. This session will try to characterize and distinguish some of the most pressing challenges expected to face societies all around the world in the education field: from growing drop-out rates, deteriorated level of schooling, to greater exclusion and inequality for already marginalized groups. We will envisage outcomes-based mechanisms playing a key role in solutions.

**Key insights**
- Stress the need to promote an issue-centered approach to impact investing
- Anticipate challenges in the education area during recovery
- Explore why it offers a great scope for impact capital under outcomes-based/pay-for-success schemes

Catalytic capital - whether grant or investment - is key to leveraging wider investment. Investors and philanthropists providing catalytic capital can enhance the impact sector’s influence in the crisis and recovery. With the pandemic affecting the world’s regions differently, in some countries in the emergency phase catalytic capital is needed to safeguard SMEs at risk of collapse, while in others it is needed for the recovery to reinforce health systems, strengthen national education systems, and upskill workers, for example.

**Key insights**
- Discussion on where catalytic capital can be most influential in driving a recovery focused on social priorities
- Players stepping up to supply catalytic capital: examples and way forward

Listen to the radical ideas, voices of lived experience and moonshot plans that deserve to be heard, now more than ever.

**Key insights**
- The issue: the SME financing gap and how the Covid-19 crisis has exacerbated it
- Accelerating impact capital flows, addressing barriers to supply
- Distributing impact capital: concrete examples of actions organisations are taking (and could implement) to allocate more capital to support SMEs in Africa

In emerging economies, a large majority of communities rely on employment in the SME sector, which comprise 90 percent of businesses and 80 percent of jobs in Africa. A large proportion of SMEs are small businesses, which experience limited access to capital to bridge business interruption, during the pandemic or other economic shocks, or to support growth. This capital gap predates the current crisis, and it is particularly acute for women-led businesses. If viable businesses in the SME sector are not supported, the fallout could have significant implications for the health of these economies.

**Key insights**
- The issue: the SME financing gap and how the Covid-19 crisis has exacerbated it
- Accelerating impact capital flows, addressing barriers to supply
- Distributing impact capital: concrete examples of actions organisations are taking (and could implement) to allocate more capital to support SMEs in Africa

Shifting greater allocations of pension funds’ capital across the spectrum towards impact, will lead to a significant snowball effect for trillions to be allocated to build a just recovery. Whilst some visionary pension funds have contributed to this area long before Covid-19 (e.g. PGGM), since the pandemic, new instruments are being developed, standardised and popularised (e.g. ‘Coronavirus bonds’). They are attracting attention and capital, providing and mainstreaming ways for pension funds to contribute to the recovery.

**Key insights**
- Show how pension funds have been approaching portfolio allocations towards impact
- Discuss challenges, opportunities and recommendations for further action

**Lightning Keynote 5**

How tech can drive an impact-led recovery

Chandrakant Patel, Chief Engineer, Hewlett-Packard
## Breakout Series 4 - Choose your session (all sessions run in parallel)

### Day 2 | Thursday, 10<sup>th</sup> September

<table>
<thead>
<tr>
<th>Time</th>
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<th>Session Outline</th>
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| 13:30 - 14:15 BST | **Breakout 4A**  
Uniting efforts for an impact-led recovery | Over six months have passed since the Covid-19 virus first appeared. As the world continues to grapple with the dire health and economic impact of the global pandemic, we ask what we can do within our sphere of influence to ensure a just and impact-led recovery. In this session, a range of collaborations in the impact investment space are showcased and explored with participants.  
**Structure**
- Rapid showcase of a range of collaborations underway - 5x3 mins (15 min)
- What you did - why you did it - what helped/hindered - what is it achieving
- Explore with wider participants - 15 mins
- Test out market builder initiatives - 5 mins presentation + 10 mins discussion (15 min)
**Key insights**
- Covid-19 has seen rapid collaborations to address the crisis and hoped-for recovery: what are we achieving from these collaborations?  
- An opportunity to test out ideas from convening market builders
- Discuss what we can achieve together that we can’t do individually and the role each one can play |
| | **Breakout 4B**  
Challenges of DFIs in tackling the Covid-19 crisis | DFIs play a key role in supplying catalytic capital to governments and the private sector in emerging markets. Their long term investment mandate aims at driving and incentivising sustainable development. In the Covid-19 crisis, DFIs have supported investments such as healthcare and liquidity for businesses through financial intermediaries. Yet they have also received criticism for not responding at pace, limiting their support to existing clients, and being unable to expand their reach because of complex due diligence requirements and inflexible risk profiles. This session will discuss how DFIs can do more to remain true to their development mission in this crisis and support the most vulnerable, at the same time that they face even greater pressure not to risk taxpayer money.  
**Key insights**
- Reflection on how DFIs can adapt specific areas of their operational models to take more risk and support the MSMEs struggling now
- Discussion around strategic alignment, areas for improvement and collaboration to drive change and a more coordinated approach for the longer term
- DFIs have an opportunity to influence longer term resilience through gender-lens investing and tilting support towards social and environmental sustainability - examples of where and how is this happening |
| | **Breakout 4C**  
Impact: up-skilling the unemployed | This rise of unemployment around the world is one of the hardest manifestations of the social and economic downturn caused by the pandemic outbreak. The Covid-19 crisis will have profound, long-term consequences for the labour market, affecting vulnerable workers the most, across economic sectors and regions. Supporting training, re-skilling and up-skilling programmes targeting the unemployed emerges as a top priority in this context, and one where different impact investment and outcomes-based vehicles look most promising to achieve scale and maximum social outcomes. This session will explore the consequences of this pressing societal issue and discuss alternatives to drive adequate investment programmes to help mitigate them.  
**Key insights**
- Stress the need to promote an issue-centred approach to impact investing.
- Anticipate challenges in the labour market development area during recovery, especially regarding unemployment and the expected volatile dynamics of the labour market; and
- Explore alternatives to channel impact capital to this issue area under outcomes-based/pay-for-success schemes |
**DAY 2 | Thursday, 10th September**

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td><strong>BREAKOUT SERIES 4</strong></td>
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<td>(Choose your session (all sessions run in parallel))</td>
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| 13.30 - 14.15 BST | **BREAKOUT 4D** From Green Bonds to Social Bonds: the next impact growth area | Social and SDGs Bonds, aimed at leveraging the capital markets for social transformation at scale, are expected to become a $400bn USD market in 2021. These instruments have the potential to follow the path of the better known Green Bonds, which are now a standard means of raising capital at scale to support environment-focused investment programs, and a mainstream investment asset globally. Since the onset of Covid-19, we are already seeing that issuances of sustainability and social bonds have accelerated, while the ones of green bonds declined, as the private markets are tapped to help with the response and recovery. SDG bonds are called to have a central role in attracting great pools of capital for investment in programs across the critical issue areas for a just and impact-led recovery, both in emerging and developed economies.   
**Key insights**  
▲ Clear understanding of Social and SDG Bonds and their potential  
▲ Size investment gap across several social issue areas, evidencing that governments alone cannot bridge it  
▲ Raise awareness of UNDP SDG Bond standards, guidelines and investment opportunities |
| 13.30 - 14.15 BST | **BREAKOUT 4E** Power of inclusive decision-making | While we acknowledge the importance of diversity in governance structures, what do inclusive models look like and how can they be mainstreamed during Covid-19 response and recovery? This session will explore examples of inclusive stakeholder engagement and ownership in developed and emerging markets.   
**Key insights**  
▲ Benefits of diverse voices in governance, across age, gender and ethnicity  
▲ Top tips on ‘how to’ and where to find resources and support |
| 13.30 - 14.15 BST | **BREAKOUT 4F** Radical challenges and moonshots | A session to listen to the radical ideas, voices of lived experience and moonshot plans that deserve to be heard, now more than ever. |
| **FORUM 4** |                                                                 | (Choose your session (all sessions run in parallel))                                                                                                                                                       |
| 13.30 - 14.15 BST | **FORUM 4.1** Creating jobs and battling inequality | Unemployment rates and inequalities, across gender, race and income, are peaking at a time when people and the planet are especially vulnerable to further shocks. How does the impact economy contribute to fight increasing inequalities and drive new and higher-quality job opportunities for those who need them most?   
**Key insights**  
▲ The size and nature of the challenge across the globe  
▲ The role of impact investing in job creation and reducing inequalities |
| 13.30 - 14.15 BST | **FORUM 4.2** Impact investing: asset management’s future | Covid-19 has put a spotlight on how organisations across the world can contribute to the recovery phase. Asset managers have come under the same scrutiny, and a few of them are leading the way in accelerating allocations to create positive impact. Responsible, sustainable and impact investments can support the transition to build back better, particularly in relation to healthcare, education, employment and climate. Progress has already been made by some fund managers, influenced by consumer choice. For example Blackrock recently launched a Fund to invest in US businesses led by minorities and serving minority communities. New instruments are being developed, standardised and popularised (e.g. ‘Coronavirus bonds’) which are attracting attention and capital, providing ways for the asset management industry to contribute to the recovery.  
**Key insights**  
▲ How COVID is reshaping the way asset managers are thinking about impact  
▲ What’s new for asset managers: a look at instruments and approaches  
▲ Looking into the future: collaboration and standards for an impact-led recovery |
<p>| 14.15 - 14.30 BST | <strong>LIGHTNING KEYNOTE 6</strong> Jessica Alba, Founder, The Honest Company |                                                                                                                                         |
| 14.30 - 14.45 BST | <strong>CLOSING KEYNOTE</strong> Kristalina Georgieva, Managing Director, International Monetary Fund (IMF) |                                                                                                                                         |
| 14.45 - 15.00 BST | <strong>Day 2 - Closing Remarks</strong> |                                                                                                                                         |</p>
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<tr>
<td>15.00 - 15.45 BST</td>
<td><strong>How can private capital drive impact in Africa?</strong></td>
<td>The session explores the evolution of the impact sector on the continent, taking learnings from a diverse panel on their approach to impact and what they are doing to maintain momentum and ‘build back better’ from the Covid-19 crisis.</td>
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<tr>
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<td>Session curated by Old Mutual Alternative Investments</td>
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<tr>
<td>15.00 - 16.30 BST</td>
<td><strong>Cocktails &amp; Conversations</strong></td>
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<td>15.30 - 17.00 BST</td>
<td><strong>NORTH AMERICA REGIONAL SESSION</strong>&lt;br&gt; Innovative Impact Investing Financing Models and Field Building Initiatives from Canada and the U.S.</td>
<td>This session will convene around 30 leaders from US and Canadian institutions to feature catalytic innovations including the Tipping Point Fund, PRIME Coalition, etc.</td>
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<tr>
<td>15.30 - 17.00 BST</td>
<td><strong>LATAM REGIONAL SESSION</strong>&lt;br&gt; A focus on youth employment</td>
<td>Where has the issue of youth employment been successfully addressed using impact investment? This session will address this question by sharing concrete solutions to this increasingly important topic given the rising unemployment rate since the start of the pandemic in the region. The conversation will embrace perspectives from: 1. beneficiaries of innovative programmes; 2. social entrepreneurs targeting Quality Education - SDG 4; and 3. investors into this issue area. <strong>Key insights</strong> ▲ Showcase concrete examples of how impact investment can address youth unemployment at scale ▲ Focus on how to use such programmes to create systemic change and how to transform successful cases into public policies.</td>
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# DAY 3
Friday, 11th September

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<tr>
<td>09.00 - 11.00 BST</td>
<td><strong>AFRICA REGIONAL SESSION</strong></td>
<td>How to build and strengthen impact investing ecosystems in Africa? During this session GSG African NABs and most recent impact investing taskforces from Nigeria and Kenya will present their national challenges, main achievements, and most compelling examples. An informal discussion will give the chance to all participants to reflect on the shared challenges presented and debate on future scenarios for the development of impact investing markets on the continent. You will hear examples from South Africa, Ghana, Nigeria, Kenya and Zambia. Breakout groups to brainstorm around challenges presented by NABs Wrap-up &amp; final discussion</td>
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<tr>
<td>11.00 - 12.00 BST</td>
<td>Coffee &amp; Connections</td>
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| 12.00 - 12.15 BST | **LIGHTNING KEYNOTE 7**                          | **Impact: Driving the new Investment Normal**  
Philipp Hildebrand, Vice Chairman, Blackrock  

**ACTION FOR RECOVERY WORKSHOPS**  
PART 1: Choose your session (all sessions run in parallel)

| Time (PART 1) | Workshop 1: Informal settlements - an impact capital response | The workshop will aim to bring urban and habitat experts together with impact financial specialists: two ‘camps’ that need to collaborate to put forward innovative financial solutions, to attract investment capital at scale to deal with the development of informal settlements in a sustainable, impactful manner. Whilst the former are familiar with state of the art programmatic solutions to the issue area, they rarely tackle the financial architecture of urban development programmes in a strategic manner to achieve scale. Conversely, experts in the impact finance space tend to be less familiar with this particular issue area, which offers great richness in terms of the multi-dimensional impacts derived from consistent investment in socio-urban integration of informal settlements, and is closely aligned with SDG number 11 (Sustainable Cities and Communities) and others.  
▲ Workshop Part 1: Argentina’s case study, focusing on the effort to create the first official, national registry of slums and informal settlements, pass a law to promote their development and create a dedicated trust fund to finance interventions.  
▲ Workshop Part 2: Working discussions for action - are SDG bonds suitable to support investment in informal habitat?  
**Key insights**  
▲ Learn about Argentina’s experience  
▲ Stimulate dialogue on the possible combinations of instruments and issue area  
▲ Introduce the rationale for an outcomes-based approach in habitat development programs  
▲ Explore emerging business models based on the economic evaluation of potential outcomes and revenue streams (e.g. land-value capture and other mechanisms) |
| 12.30 - 13.15 BST | **WORKSHOP 2**                                   | **Mainstreaming outcomes-based financing - matching instruments & issues** How can we best adopt outcomes-based models to address the most pressing issues in the post-pandemic recovery and beyond?  
▲ Workshop Part 1: Matching instruments and issues: learnings from case studies around the world. In the first part of this workshop, we will deep dive into outcomes-based finance and pay-for success best practices, and lessons learned from case studies, focusing on their ‘success’ stories, and also on their challenges and barriers. We will explore whether certain instruments are better suited to specific social issues.  
▲ Workshop Part 2: What do the NABs need to support their work on Outcomes-Based Finance? In the second part, we will explore what is most useful to the NABs to support their work with the players in their national impact ecosystems, in advocating for outcomes-based finance solutions. This will guide outputs of the workshop, and help draft a communications plan.  
**Key insights**  
▲ Draw lessons from success cases of outcomes-based models in education and labour market development  
▲ Examples of how to adopt outcomes-based responses to address key issue areas in the COVID crisis recovery  
▲ Guidance as to how best to support the NABs |
## DAY 3 | Friday, 11th September

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| 12.30 - 13.15 BST (PART 1) | **WORKSHOP 3** Improving access to capital for SMEs and SGBs in Africa | The reported capital gap for small businesses in Africa is estimated to be over $140 billion. This workshop will bring together organisations working on channeling capital to Small and Medium Enterprises (SMEs) to articulate challenges, areas of need, potential for collaboration and joint action steps. The session will have two segments: the first to hear about today’s realities from both local and institutional capital providers, and, secondly, to engage participants in real-time problem solving and actionable initiatives.  

**Key insights**  
△ How local capital providers are addressing the typical financing needs of small businesses  
△ What roles do institutional capital providers play in SME finance: who do they target and what constraints do they face in achieving their mission  
△ Opportunities for local and institutional capital providers to leverage each other’s strengths and collaborate  

|          | **WORKSHOP 4** Persuading the powerbrokers: a compelling narrative for impact | As the social impact investing movement continues to gain traction, the community remains fragmented, lacking a unified voice about the impact opportunity. This reduces key audiences’ awareness and slows the impact movement’s momentum. The goal is to accelerate the adoption of impact investing policies and mainstream the solutions to drive a just and impact-led recovery, and develop impact economies. This will be achieved by creating a compelling impact narrative that is used by impact organisations to persuade multiple audiences. This work is focused on two “powerbroker” sectors: the financial sector, and governments. It will liaise with the consumer-focused work of other organisations.  

This session will work on a socratic forum approach - moderator setting the frame, placing 6 challenges in turn, involving relevant leaders, then opening out to the wider group, crystallising the key points, then moving to the next challenge.  
1. Where are we starting from? We ask discussants to bring examples of top-line narrative from impact organisations - their own, others they know  
2. How does it look from the other side? Financial sector participants, government participants  
3. What else is going on? Consumer side initiatives, NAB initiatives on comms  
4. What do we want to achieve? What are the key goals for this project?  
5. Looking beyond the bubble - what are the ingredients of a compelling narrative for impact?  
6. Where next? How can we take this work further, to achieve persuasive influence?  
7. Who will join us? Sign up time!  

**Key insights**  
△ Getting known and understood, more widely and across countries  
△ Getting beyond our own bubble  
△ A compelling overall narrative for the impact movement to persuade the powerbrokers  

|          | **WORKSHOP 5** From billions to trillions: what will it take from asset managers? | Following on the initial breakout session in the GSG Summit this interactive workshop will explore concrete actions that will help drive further capital allocations by asset managers towards responsible, sustainable and impact investments.  

**Key insights**  
Part 1  
△ Demonstration of profitability of significant asset allocations towards impact  
△ Missing products and instruments and existing ones that need to be promoted for wider adoption, to drive further allocations  
△ Scale with impact integrity: how to maintain remain true to the intention  

Part 2  
△ Business models of impact funds: how collaboration and co-investments can create win-win strategies  
△ Standards: the current picture and what needs to happen  
△ Possible formation of a global working group to address the recommendations of the workshop  

Choose your session (all sessions run in parallel)
### Agenda

#### DAY 3  |  Friday, 11th September

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| **12.30 - 13.15 BST** | **WORKSHOP 6**  | Influencing pensions for purpose  
▲ The first part of the workshop will focus on the strategic framework: setting impact objectives and asset allocation, exploring what opportunities already exist today.  
▲ The second part will focus on the implementation, performance evaluation and capturing learning to feedback into strategy work.  
Throughout the session, examples of institutional impact investing will be discussed. It is an interactive, action-oriented session focused on peer-to-peer learning between key players in the sector.  
**Key insights**  
▲ The entire investment cycle, from setting objectives to evaluating performance: what is working well already today in the space  
▲ How are experts engaging with pension funds: what opportunities have been created by the pandemic to enable pension funds to invest for impact |
| **12.30 - 13.15 BST** | **WORKSHOP 7**  | Getting impact into governmental decisions  
Governments in developed countries are deploying recovery and rebuilding packages and this is likely to be a multi-year experience given the continuing Covid-19 challenge and its economic and social consequences. Governments in developing countries may look to donors and multilateral banks, for similar support. This session will focus on discussing 3 main activities that will enable impact to become better embedded into governmental decision making.  
1. Working with governments and influencing their decisions  
2. Evaluating the impacts of existing governmental recovery packages, and ensuring that impact is embedded in future government programmes  
3. Discussing differences and various modalities for determining the impact of such packages in developed versus developing countries  
**Key insights**  
▲ The opportunity to press for impact in bailout and recovery packages;  
▲ Demonstrating impact considerations for better long-term results;  
▲ Discussing how we can best embed and evaluate impact in governmental recovery and rebuilding packages |
| **12.30 - 13.15 BST** | **WORKSHOP 8**  | Impact transparency for corporates and investors  
How do we measure impact? What is the best way of enabling corporates and investors to accurately report their impact? This session will provide clarity on the linkages between different Impact Reporting and Accounting initiatives and how players can implement them.  
▲ **Workshop Part 1:** Significantly, in July 2020, the two most established impact reporting organisations (GRI and SASB) announced a plan to collaborate. They will create resources to show how their standards can be used together, and will support ESG analysts to better understand their data.  
▲ **Workshop Part 2:** The Impact Weighted Accounts Initiative (IWAI) seeks now to pilot its methodology with innovative corporates and investors. They recently published the full data set of 1800 companies’ environmental footprint, reflecting the positive and negative environmental externalities of the companies in their financial accounts.  
**Key insights**  
▲ The future of impact reporting for companies and investors  
▲ Current tools and steps available to companies and investors |
| **13.15 - 13.30 BST** | **TOWNHALL**  | The Road to Reshaping Capitalism -  
in discussion with  
Sir Ronnie Cohen  
In an interactive and thought-provoking townhall format, Sir Ronnie Cohen will explore the road to reshaping capitalism with four leading voices across government, business, academia and civil society. Your questions and comments will be core to the session, through polling and Q&A, so come with all of your ideas about actions we can take beyond the GSG Summit! |
| **13.15 - 13.30 BST** | **LIGHTNING KEYNOTE 8**  | Paul Romer, Co-recipient of the Nobel Memorial Prize in Economics, PMR Economics and NYU University  
Gillian Tett, Editor-at-Large - US, Financial Times |

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**Legend:**  
- **PART 1:** Choose your session (all sessions run in parallel)
### AGENDA

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<td>Choose your session (all sessions run in parallel)</td>
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| 13.30 - 14.15 BST (PART 1) | WORKSHOP 1  
Informal settlements - an impact capital response |                                                   |
|            | WORKSHOP 2  
Mainstreaming outcomes-based financing - matching instruments & issues |                                                   |
|            | WORKSHOP 3  
Improving access to capital for SMEs and SGBs in Africa |                                                   |
|            | WORKSHOP 4  
Persuading the powerbrokers: a compelling narrative for impact |                                                   |
|            | WORKSHOP 5  
From billions to trillions: what will it take from asset managers? |                                                   |
|            | WORKSHOP 6  
Influencing pensions for purpose |                                                   |
|            | WORKSHOP 7  
Getting impact into governmental decisions |                                                   |
|            | WORKSHOP 8  
Impact transparency for corporates and investors |                                                   |
|            | **TOWNHALL**                                                          |                                                     |

**Choose your session (all sessions run in parallel)**

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| 14.15 - 14.30 BST | LIGHTNING KEYNOTE 9  
Moving big businesses to delivering real impact  
Emmanuel Faber, CEO, Danone |                                                   |
| 14.30 - 14.45 BST | ACTIONS FROM WORKSHOPS |                                                   |
| 14.45 - 15.00 BST | Day 3 - Closing Remarks |                                                   |
| 15.00 - 16.30 BST | Cocktails & Conversations |                                                   |

Coffee and cocktails not included!