



The German Minister for Economic Cooperation and Development, Dirk Niebel,
and the Netherlands Minister for European Affairs and International
Cooperation, Ben Knapen, cordially invite you to:

Partnerships for Inclusive Business

Wed, 30th Nov, 13:30-15:00, BEXCO,
Convention Hall Room 106-108

13.30 **Moderator:** *Darian Stibbe*, Director, International Business Leaders Forum

13.35-13.45 **Opening Speech:** *Hans-Jürgen Beerfeltz*, State Secretary, Federal Ministry
for Economic Cooperation and Development (BMZ), Germany

13.45-14.00 **Recent trends in public private partnerships for inclusive business**

Anna Peters, Programme Manager Corporate Responsibility, Bertelsmann
Foundation

Commentator: *Rob van Tulder*, Director Partnerships Resource Centre,
Prof. at RSM Erasmus University

14.00-14.50 **From experience to impact – how can donors promote partnerships for
inclusive business most effectively; Discussion with the Panel and the
Audience**

Peter Bakker, President designate of the World Business Council for
Sustainable Development and UN Ambassador Against Hunger

Daniel Gad, Founder and Managing Director of Omega Farms and
MetroLux Flowers, Ethiopia

Sigrid Kaag, Assistant Secretary General and Assistant Administrator
Bureau of External Relations and Advocacy, UNDP

Georg Kell, Executive Director, UN Global Compact

Vineet Rai, CEO, Aavishkaar, India

Nena Stoiljkovic, Vice President, Business Advisory Services, IFC

14.50-15.00 **Closing speech and wrap-up:** *Ben Knapen*, Netherlands Minister for
European Affairs and International Cooperation

**NOTE: A
light lunch will
be available in
the room
from 13.00
to 13.25**

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Partnerships for Inclusive Business

A Busan Side Event

Over the last decade, many multilateral and bilateral donors have begun to support the development of inclusive business models: profitable core business activity that also tangibly expands opportunities for the poor and disadvantaged. These business models integrate people in poverty into value chains as suppliers, employees / distributors, or consumers (through pro-poor products) resulting in significant development benefits in addition to business benefits.

Partnerships with actors from non-business sectors of society can help companies overcome some of the barriers to developing inclusive business models, as well as helping to assure pro-poor benefits. For example, donor agencies may lower investment risk by providing grants, loans or guarantees, or provide technical or advisory services. NGOs with knowledge of, and access to, communities may help companies create context-appropriate products. Micro-credit agencies can provide loans and government extension services can provide technical support to smallholder farmers to build their capacity to be a reliable part of a supply chain.

Many of these collaborative ventures have generated notable results in fighting poverty and increasing productivity and growth, particularly in energy, agriculture, financial services and information and communications technology sectors. Nevertheless, despite the potential, governments, donors and companies are still at an early stage of a learning journey and the current scale of activities is only scratching at the surface of the poverty challenges, especially in the LDCs.

The aim of the side event is to discuss how to reach a far more ambitious scale: how can governments, multilateral and bilateral donors most effectively inspire, promote and support inclusive business partnerships in order to have genuine, systemic impact on poverty reduction.

The side event will be informed by the study “Partners in Development – How Donors Can Better Engage the Private Sector for Development in LDCs” (2011) undertaken by Bertelsmann Foundation, UNDP and UNGC and on research developed by the Partnerships Resource Centre.

Questions for discussion may include:

- What are some of the most successful practices of donors in supporting inclusive business to date and how can they be brought to scale?
- What would be appropriate institutional mechanisms at country level, such as public-private platforms, to promote more extensive inclusive business partnerships?
- As the number of ‘low-hanging fruit’ inclusive business projects dwindles, how can donors and partner governments promote and support inclusive business?
- How can donors better coordinate their activities to achieve more broad scale impact?

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Organisers:

Dutch Ministry of Foreign Affairs • German Federal Ministry for Economic Cooperation and Development (BMZ) • Bertelsmann Foundation (Germany) • International Business Leaders Forum • Partnerships Resource Center (Netherlands); United Nations Development Programme • United Nations Global Compact