

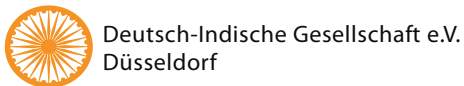
4th Biennial Indo-German Business Forum

Thursday, 6th September 2012

Düsseldorf, Germany

The path towards inclusive growth:
Achieving Scalable & Sustainable Impact

Forum Organisers



Forum Partners



(Thought Leadership Partner)



Sehr geehrte Damen und Herren,

Die Deutsch-Indische Handelskammer (AHK Indien), die Deutsch Indische Gesellschaft, und Pratham e.V. – ein gemeinnütziger Verein zur Förderung der Schulbildung unterprivilegierter Kinder in Indien – möchten Sie ganz herzlich zum vierten Deutsch-Indischen Business Forum einladen.

Die Veranstaltung wird von der Landeshauptstadt Düsseldorf und der Industrie- und Handelskammer Düsseldorf (IHK) unterstützt.

Die Veranstaltung wird am Donnerstag, den 6. September 2012, in den Räumen der IHK Düsseldorf (Ernst-Schneider-Platz 1, 40212 Düsseldorf) stattfinden.

The Path towards Inclusive Growth: Achieving Scalable & Sustainable Impact

Bei der diesjährigen Veranstaltung steht das Thema Wachstum im Vordergrund – und seine Konsequenzen für Unternehmen, Gesellschaft und Volkswirtschaft. Insbesondere in Entwicklungsmärkten stellt sich die Frage, wie viel Wachstum erstrebenswert ist – und zu welchem Preis.

In Vorträgen und Expertendiskussionen wird die Veranstaltung mögliche Antworten diskutieren und aufzeigen, wie Wachstum gestaltet und gemessen werden kann, damit seine positiven Aspekte nachhaltig sind, und möglichst alle Gesellschaftsschichten davon profitieren.

Das Forum bietet Geschäftsleuten, Unternehmen, Vertretern der Wissenschaft, Stiftungen und Investoren eine wertvolle Plattform zum Meinungsaustausch und die Möglichkeit, von Erfolgsgeschichten und Erfahrungen anderer zu lernen. Die Themen sind international, doch wird ein spezieller Fokus auf die deutsch-indische Zusammenarbeit gelegt.

Wir würden uns sehr freuen, Sie auf dem diesjährigen Deutsch-Indischen Business Forum begrüßen zu dürfen. Zur Bestätigung Ihrer Teilnahme verwenden Sie bitte beiliegendes Rückantwortfax oder registrieren Sie sich online <http://indogermanbusinessforum.eventbrite.com>

Mit freundlichen Grüßen,

IGBF Team

Rückantwortfax

bitte per Fax oder Post bis zum 23.08.2012 zurücksenden an

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Verbindliche Anmeldung zum vierten Deutsch-Indischen Business Forum am Mittwoch, 6. September 2012 in den Räumen der IHK Düsseldorf (Ernst Schneider Platz 1, 40212 Duesseldorf).

Der Teilnahmebetrag für das Forum beträgt EUR 100,-. Selbstverständlich stellen wir Ihnen gerne über diesen Betrag eine Spendenquittung aus.

Nach Eingang der Anmeldung übersenden wir Ihnen einen Bestätigung Ihrer Teilnahme und die Rechnung über den Teilnahmebeitrag. Bitte beachten Sie, dass eine kostenfreie Stornierung nur bis zum Anmeldeschluss am 23.08.2012 möglich ist.

Name _____

Firma _____

Strasse _____

PLZ/Ort _____

Telefon _____

Email _____

Datum _____

Unterschrift _____

Falls Sie eine Anfahrtsbeschreibung benötigen, schreiben Sie uns eine kurze Email.
Wir lassen Ihnen dann die Beschreibung umgehend zukommen.

4th Biennial Indo-German Business Forum

We are happy to announce the 4th Indo-German Business Forum in Düsseldorf in cooperation with the Indo-German Chamber of Commerce (AHK Düsseldorf), the DIG Düsseldorf and Pratham e.V. The conference is supported by the the State Capital of Düsseldorf and the Düsseldorf Chamber of Industry and Commerce (IHK).

For this year the theme is:

The Path towards Inclusive Growth: Achieving Scalable and Sustainable Impact.

While emerging market leaders hardly have enough time to ponder how much growth is desirable and at which rate it is healthy for its society, developed economies struggle to achieve what they believe is the minimum growth necessary in an ever-challenging and ever more regulated environment.

This one-day conference aims at answering some of these questions from a different perspective: How can growth be inclusive for all involved? And how can it to be of benefit for both emerging and developed markets and, most importantly, its people along the entire value chain and across the income pyramid?

The focus of this year's event will thus be on impact: What are the drivers of healthy growth that will continue long-term? How can impact be generated, from small enterprises to big companies, in the partnership between emerging and developed markets, and sustained? And, as you cannot manage what you cannot measure (Peter Drucker) – how can we assess, evaluate and monitor the impact we create?

Our ambition and goal is to cover this highly topical theme by presenting concrete examples, sharing lessons learnt and providing perspectives on the way forward. As India and Germany and their economies are closely related via a huge number of long-lasting, successful business, cultural and political partnerships, they will be in the spotlight of our panels and keynotes by experienced speakers sharing their experiences. Topics will include:

- **How inclusive is current growth:** A status quo of current economic development
- **What is impact:** Dimensions of the key element to inclusive growth
- **Where to start:** Innovation is needed for impact to be inclusive for all
- **How to create a chain reaction:** Impact generation in all parts of the sustainable value chain
- **When is impact delivered:** Different ways to assess, measure and monitor impact
- **What's next:** Outlook and perspectives on future challenges and best practices

Programme Agenda

09:00 – 09:40 Registrations

09:40 – 10:00 Introduction and Welcome Addresses

10:00 - 11:15 **Panel 1: Setting the scene: What does inclusive growth mean to us?**

- Does the business world really mean business when discussing inclusive growth or does it just pay lip service to it?
- How is it possible to share the benefits of growth more widely?
- Will shareholders allow inherent conflict of inclusive growth and maximising shareholder returns?
- Is delivery of inclusive growth not the government's primary responsibility? Why should the private sector take flak for the government's failures?
- What lasting impact can the business community bring to the segment at the Base of the Pyramid?
- What are the dynamics between urban, peri-urban and rural inclusivity?

11:15 – 11:45 Refreshment Break

11:45 – 13:00 **Panel 2: Achieving and Measuring Inclusive Growth**

- What models and tools are prevalent to measure inclusive growth?
- How reliable are these tools?
- What new research and innovation is going on in measurement of inclusive models?
- Can social media bring about a revolution in measuring social impact?
- Is it possible to incentivise enterprises to pursue inclusive growth based on the defined metrics?

13:00 – 14:00 Lunch Break

14:00 – 15:45 **Parallel Streams**

A) Case Studies from five enterprises delivering inclusive growth and impact

1. Rural Transformation
2. Environment
3. Education (Pratham)
4. Energy
5. Healthcare

B) IHK - AHK - Workshop "Fachkräfte in Indien finden, qualifizieren und behalten"

15:45 – 16:15 Refreshments Break

16:15 – 17:15 **Panel 3: Impact Investing**

- As more data becomes available the world is waking up to the potential of inclusive growth – Perspectives from Banks, Private Equity, Venture Capital, Philanthropists, Development Finance Institutions and Angel Investors
- What are the financial resources available to reallocate the benefits of growth to all sections of society?

17:15 – 17:30 **Closing Remarks**

17:30 – 19:00 **Networking Reception**

End of Forum

About the Organizers

Pratham

Pratham is India's largest non-governmental organization working to provide quality education to the underprivileged children of India. Pratham was established in 1994 to provide pre-school education to the children in the slums of Mumbai city. Since then, the organization has grown both in scope and geographical coverage. Today, we reach out to millions of children living in both rural and urban areas through a range of interventions.

All our programs are designed to ensure that:

1. Enrollment in schools increases.
2. Learning in schools and communities increases.
3. The education net reaches children who are unable to attend school.
4. Models are replicated and scaled up to serve large numbers of children to achieve a large-scale impact.

Pratham firmly believes in working with the government to bring about large-scale change and therefore our programs are aimed at supplementing rather than replacing governmental efforts. We have signed Memorandums of Understanding with 8 state governments for our flagship program – Read India and are working in close collaboration with the municipal corporations in several cities such as Mumbai and Delhi.

We also work with the school systems and communities to plan and implement our programs. Thousands of volunteers, mainly women, belonging to the same communities as the children work with us to implement the interventions at the grassroots. These volunteers are mobilised, trained and monitored by the Pratham team and are also provided with Teacher Learning Material and books developed by Pratham. This not only ensures more effective implementation of our programs, but also helps build capacities at the grassroots for providing quality education to the children. Empowerment of women, especially from economically weaker sections of society and from minority religious groups is often cited as one of Pratham's most significant contributions to the communities in which it intervenes. These young women benefit not only in terms of capacity building with regard to additional employable skills like teacher training, managing the local program/ enterprise, communication etc. but most importantly, confidence building and increased respect and acceptance in the local community.

Pratham has also become a powerful voice in the area of educational reform. The Annual Status of Education Report (ASER) facilitated by Pratham is referred to by the Central and State Governments for formulating various plans and policies. Our senior team leaders are members of important policy making bodies both at the Central and State levels, including the Governing Council of the Sarva Shiksha Abhiyan.

The Pratham team comprises of educationists, development professionals, media personnel, corporates, workers, activists, PhDs, MBAs, CAs, civil servants, bankers, corporate professionals, consultants, who all bring their experiences and perspectives to the organization and are unified by the common vision of improving the future of our children.

Pratham Germany e.V. is a registered German charity.

Pratham is a tripartite partnership between the government, citizens and corporates. Our work is supported by several national and international corporates like ICICI Bank, Reliance Industries, CITI Group, Johnson & Johnson, McKinsey & Co., IBM, Boeing International, Piramal Group, BILT, British Gas, CSFB, HSBC, Standard Chartered Bank, etc., and multilateral foundations like UNICEF, World Bank, UNDP, UNESCO, American India Foundation and Paul Hamlyn Foundation.

Pratham's board comprises the following members:

- Mr. Ajay G. Piramal**, Piramal Group (Chairman)
- Mr. Mukesh Ambani**, Reliance Industries
- Mr. Kumarmangalam Birla**, Aditya Birla Group
- Ms. Reita Gadkari**, Trustee Pratham UK
- Mr. Vijay Goradia**, Vinmar Group of Companies, USA
- Mr. Pramit Jhaveri**, Citibank
- Mr. Sharad Kale**, Retired IAS officer
- Mr. Shahid Mahdi**, Retired IAS officer
- Mr. Ramesh Mangaleshwaran**, McKinsey & Company
- Mr. Sanjay Motwani**, Sansar Capital
- Mr. Sanjay Nayar**, Kohlberg Kravis Robert & Co (KKR)
- Mr. Arvind Sanger**, Geosphere Capital Management
- Mr. Narayanan Vaghul**, Former Chairman, ICICI Bank Ltd.
- Dr. Atul Vardhachary**, Reliance

For more details visit: www.pratham.org

Indo-German Chamber of Commerce

The Indo-German Chamber of Commerce (IGCC) was established in 1956 for the promotion of economic relations between India and Germany. IGCC today has approximately 6,500 members. This makes it the largest German-foreign Chamber in the world and the largest Chamber of Commerce in India. The team of IGCC consists of 80 professionals working in our Head Office in Mumbai, our Branch Offices in Delhi, Bangalore, Kolkata and Chennai and our liaison office in Duesseldorf (Germany). Take a look at the services we offer. Visit one of our Offices and let IGCC be your coach for your entry in to Indo-German Business.

For more details visit: <http://indien.ahk.de>

Düsseldorf Chamber of Commerce and Industry

Düsseldorf Chamber of Industry and Commerce is one of the largest Chambers of Industry and Commerce in Germany. It represents about 82,000 companies from all business sectors (industry, wholesale and retail trade, logistics, services) in the City of Düsseldorf as well as the Mettmann County. Düsseldorf Chamber of Industry and Commerce is the Focal Point Chamber for India in the State of North Rhine-Westphalia promoting the business exchange with India. It operates in its premises an "India Desk" in cooperation with the Indo-German Chamber of Commerce.

For more details visit: www.duesseldorf.ihk.de

Deutsch-Indische Gesellschaft e.V.

The Deutsch-Indische Gesellschaft e. V. Düsseldorf (DIG Düsseldorf) was founded in the year 2011 with the aim to nourish the Indo German relationship and promote connections between Indians and Germans living in Germany, especially in the Düsseldorf area.

The DIG Dusseldorf is an affiliate member of the national body of the Deutsch-Indische Gesellschaft e.V (DIG) which is based in Stuttgart. DIG was founded in 1953 to foster relations between India and Germany. DIG fosters contact with state institutions and other civil society organizations. The DIG functions as a platform to give the German public an understanding of the culture and the religions of the Indian subcontinent, as well as offer knowledge on its political structures, tremendous socio-economic potentials, and India's past and present challenges. In doing so, the DIG preserves the tradition of a close relationship between the two nations.

Endorsing the above goal the DIG Dusseldorf sees itself as a mediator between the two cultures and provides a forum for exchange of information and ideas about the rich culture, the many religions and philosophical traditions of the Indian subcontinent. DIG Düsseldorf endeavours to promote cultural exchange and understanding between Indians and Germans primarily through cultural events, lectures and seminars from all walks of life. The ultimate goal is to foster personal contacts between Germans and Indians living in Germany via various German Indian experiences.

The governing board and members of DIG Düsseldorf work on an honorary basis. The association pursues exclusively non-profit purposes and is financed by membership fees and donations.

All natural and legal persons, societies and corporates who have an interest in promoting relations between India and Germany can become members of the Deutsch-Indische Gesellschaft e. V. Düsseldorf (DIG Düsseldorf). The members of the DIG Dusseldorf are also members of the n Deutsch-Indische Gesellschaft (DIG) in Stuttgart.

For more details visit: <http://www.digduesseldorf.de>