BILL & MELINDA GATES foundation

ESCAP
Economic and Social Commission for Asia and the Pacific

IMPACT HARVEST FORUM

INVESTING IN INCLUSIVE BUSINESSES

23-24 MAY | **UNITED NATIONS CONFERENCE CENTRE**
BANGKOK, THAILAND

ANGIN endeva GIIN IMPACT HUB IIC IMPACT INVESTORS COUNCIL raiSE SINGAPORE Centre for Social Enterprise VALUE FOR WOMEN

IMPACT HARVEST FORUM

INVESTING IN INCLUSIVE BUSINESSES

BILL & MELINDA GATES foundation

ESCAP
Economic and Social Commission for Asia and the Pacific

Nurturing the Environment Track



Masterclass

Recognising Inclusive Businesses: Building Accreditation Systems



SESSION 1
11.15 - 12.30, 23 MAY

UNITED NATIONS CONFERENCE CENTRE
BANGKOK, THAILAND

in collaboration with endeva



Inclusive Business Accreditation

- Why? Benefits
- What? Accreditation methodology
- How? Establishing a national accreditation system

IMPACT HARVEST FORUM
INVESTING IN INCLUSIVE BUSINESSES

Why? Benefits of an IB Accreditation System

For governments:

- Recognise businesses that make an **impact beyond profit**
- Enables **targeted support** to businesses

For companies:

- **Learning opportunity** (expert assessments and feedback)
- Access to **financial** and **non-financial incentives** (recognition, business support)
- Access **to impact investors**

What? Accreditation criteria

Strategic intent

The business purposefully seeks to create scalable and systemic solutions to challenges faced by low-income populations

Social Impact

The business delivers significant social impact to low-income populations

Commercial Viability

The business is profitable & bankable, adheres to ESG, and can access financial resources for growth

Innovation

The business continually innovates in its business model, technologies, and solutions to address the needs of low-income populations

What? Scoring methodology

Strategic intent
(9 points)

- Strategic intent
- Measuring & managing impact

Commercial viability
(40 points)

- The company
- The IB model
- Governance
- Environmental and social safeguard standards

Social impact
(42 points)

- Social impact reach
- Social impact depth
  - For income model
  - For product and service model
- Contribution to systemic poverty reduction & inclusion

Innovation
(9 points)

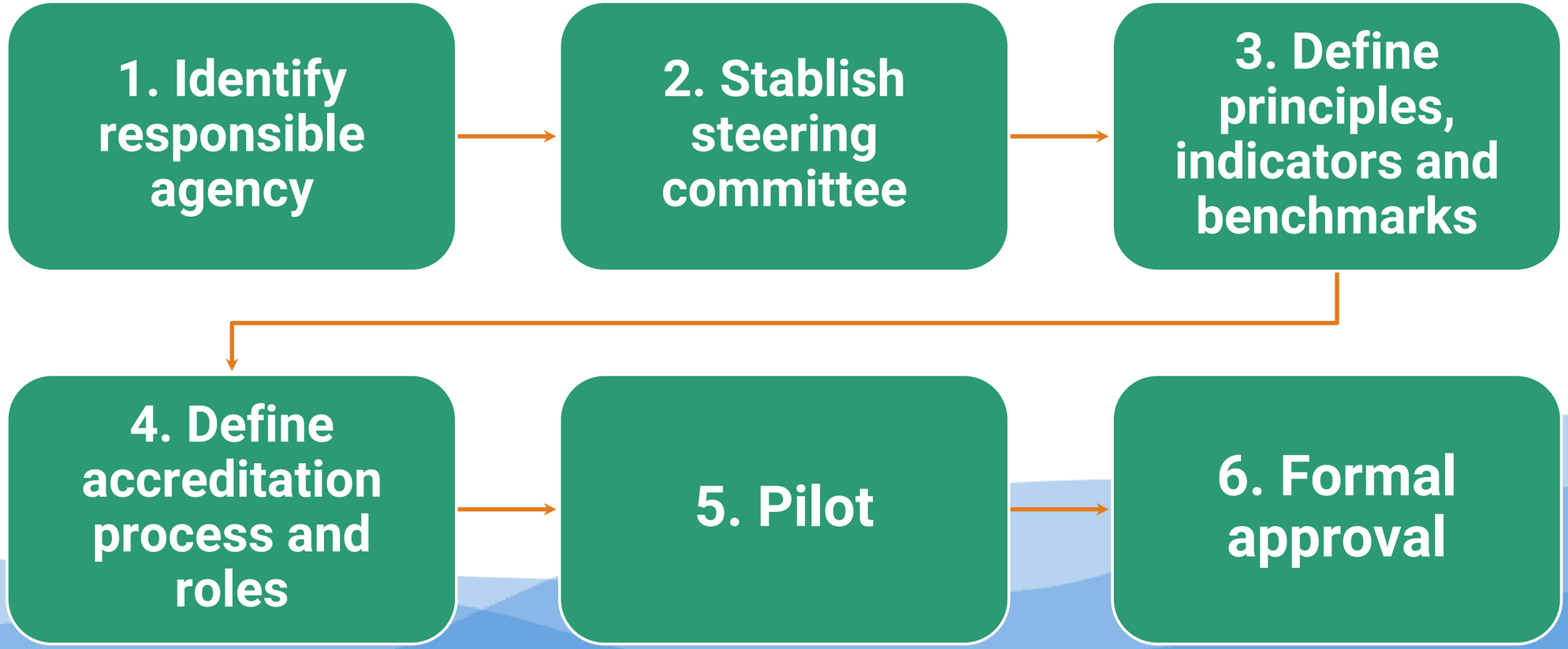
- Business model
- Technological
- Social
- Environmental

80–100 points: Grade A: Inclusive business model

50–80 points: Grade B: Potential inclusive business model

<50: Grade C: Not an inclusive business model

How? A national IB accreditation system



IB Accreditation
ASEAN

Guidelines for the promotion of inclusive businesses

- 12 policy actions, including IB Accreditation

Accreditation systems established in

- Cambodia
- Viet Nam

Under development: Model Framework for an Inclusive Business Accreditation System in ASEAN

- To recognise IB across the region
- Establish linkages between IB-accredited companies & incentives for businesses

IB Accreditation Viet Nam

Prime Minister approves the 2022-2025
Program on support for private enterprises in sustainable business
–> IB Accreditation

Agency for Enterprise Development, Ministry of Planning and Investment

Accredited IB companies to receive incentives, including technical support for Business coaching, market access, financing access, technology access, trade promotion, etc.



IB Accreditation Viet Nam Pilot Hanoi, Nov'23 – March'24

Participating IB Support Organizations

Accredited Enterprises

WELEAD
Pioneering Women's Leadership Network

"Participating in IB Accreditation gives us opportunities to listen directly to leaders of the businesses in a comprehensive way "from macro to micro aspects" of the inclusive business model".

Ms. Phạm Thị Hoài Giang, Expert

Traphaco Sapa Ltd., Co.

"Using the assessment toolkit helps our company better shape its work plans, have clearer goals, and build activities associated with effective social impact. "

Mr. Đỗ Tiến Sỹ, M.A, Outstanding Physician, Director

World café: Sharing insights



IB Accreditation Viet Nam Sharing

Implementation agency - Establishing an IB Accreditation system

- Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam

Business – Learnings from undergoing IB accreditation

- Mr. Minh Anh Nguyen, Co-Founder, Vinasamex

IB support organisation - Supporting businesses in their accreditation

- Ms. Hang Nguyen Thu FIIS, Viet Nam

IB expert - Lessons in accreditation implementation

- Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam

Instructions - World Café

Instructions:

1. Please **stay at the table** you are already sitting at.
2. Your **speakers will change tables** every 15 minutes.
3. **Speakers will provide you with an input** based on their experience with accreditation.
4. You will have time for a **group discussion** with each speaker.

Group questions:

1. **Implementation agency:** Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam: What would you need to consider to establish something similar in your country?
2. **Inclusive business expert:** Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam: Which is your key takeaway/lesson learned from today's session on IB accreditation so far?
3. **Inclusive business support organisation:** Ms. Hang Nguyen Thu FIIS, Viet Nam**:** What type of organisations can you think of in your country could support inclusive businesses in the accreditation process?
4. **Business: Mr. Minh Anh Nguyen, Co-Founder, Vinasamex:** What are the key inclusivity gaps in your country the private sector could cover? How can accreditation help in this matter?

Table 1	Table 2	Table 3	Table 4
Implementation agency: Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam	**Inclusive business expert:** Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam	**Inclusive business support organisation:** Ms. Hang Nguyen Thu FIIS, Viet Nam	**Business: Mr. Minh Anh Nguyen, Co-Founder, Vinasamex**
Business: Mr. Minh Anh Nguyen, Co-Founder, Vinasamex	**Implementation agency:** Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam	**Inclusive business expert:** Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam	**Inclusive business support organisation:** Ms. Hang Nguyen Thu FIIS, Viet Nam
Inclusive business support organisation: Ms. Hang Nguyen Thu FIIS, Viet Nam	**Business: Mr. Minh Anh Nguyen, Co-Founder, Vinasamex**	**Implementation agency:** Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam	**Inclusive business expert:** Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam
Inclusive business expert: Ms. Pham Hong Ngan, Policy Research Consultant, Viet Nam	**Inclusive business support organisation:** Ms. Hang Nguyen Thu FIIS, Viet Nam	**IBusiness: Mr. Minh Anh Nguyen, Co-Founder, Vinasamex**	**Implementation agency:** Ms. Huong Thi Trinh, Deputy Director General, AED, Viet Nam



Inclusive Business Accreditation System Manual

A guide for establishing an inclusive business accreditation system

IMPACT HARVEST FORUM
INVESTING IN INCLUSIVE BUSINESSES

THANK YOU

