

# Achievement in Inclusive Business

**Company(ies):**

**Name(s):**

**Job Title(s):**

**Email(s):**

**Phone(s):**

**Have you applied to the Awards before? If “Yes”, which year(s) did you apply, and to which category(ies) did you apply for?**

## **1. Summary of Company**

1.1. Key aspects of your company

*Please summarize the activities of your company, including sectors of activity and key operations (100 words max)*

1.2. Date of establishment

1.3. Country(ies) of incorporation and main country(ies) of operation

1.4. Sustainability strategy

*Please summarize the company’s overall approach to sustainability, how it is integrated, and how it has impacted the company’s performance (100 words max)*

1.5. Total assets in FY12 and in FY13 (in local currency and USD)

1.6. Total net profits in FY12 and in FY13 (in local currency and USD)

## **2. Summary of the Company’s inclusive business model**

2.1. Date of launch (i.e. since when did the company start working with people at the Base of the Pyramid?)

2.2. Country(ies) of impact

2.3. Types of beneficiaries reached at the Base of the Pyramid (suppliers, distributors, retailers or customers)

2.4. Number of beneficiaries reached at the Base of the Pyramid

2.5. Risk management

*Please summarize what types of environmental, social and corporate governance risks, if any, have been identified, and how they are mitigated, monitored and reported (200 words max)*

## **3. Innovation**

*Please summarize the most innovative and groundbreaking features of the company’s inclusive business model (400 words max)*

## **4. Impacts**

4.1. Social impacts and benefits

*Please summarize the main social impacts and benefits of the company’s inclusive business model, including how the company has improved the lives of the suppliers, distributors, retailers or customers at the Base of the Pyramid, and*

*where applicable, how it has enabled financing or capacity building to the suppliers, distributors, retailers, or customers at the Base of the Pyramid (400 words max)*

**4.2. Financial impacts and benefits**

*Please summarize the key aspects that make the company's inclusive business model financially sustainable (400 words max)*

**5. Scalability**

*Please summarize the company's inclusive business model's catalytic effect and potential for local, regional, or international replication, citing any major barriers that have been or would need to be overcome (400 words max)*

**6. Why should the Company's inclusive business model win?**

*Companies who applied last year to the Achievement in Inclusive Business category of the 2013 FT/IFC awards, are asked to emphasize what has changed in the last year (200 words max)*