



FT/IFC
TRANSFORMATIONAL BUSINESS
 Conference & Awards 2014
 Sustainable Solutions to Today's Development Challenges



Criteria

1. Summary of Company(ies)	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
1.1. Key aspects of your company(ies)	-	-	-	-
1.2. Date of establishment	-	-	-	-
1.3. Country(ies) of incorporation and main countries of operation	-	-	-	-
1.3. Total Assets (in local currency and USD)	-	-	-	-
1.4. Total Net Profits (in local currency and USD)	-	-	-	-
2. Summary of Transaction	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
2.1. Date of launch	-	-	-	-
2.2. Size (in local currency and USD)	-	-	-	-
2.3. Profitability (in local currency and USD)	-	-	-	-
2.4. Country(ies) of impact	-	-	-	-
2.5. Types of beneficiaries reached (directly and indirectly)	-	-	-	-
2.6. Number of beneficiaries reached (directly and indirectly)	-	-	-	-



Criteria

3. Innovation	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
3.1. Business model approach	Proven approach	Best practice in existing markets	Innovative approach within regional context	Transformative initiative
3.2. Market innovation	Existing products or services to existing markets	New product or service to existing markets	New product or service to new markets	Transformative product or service to new markets
3.3. Financial Structure	Proven structure	Best practice in existing markets	Innovative approach within regional context	Internationally groundbreaking structure
4. Impacts	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
4.1. Environmental impacts and benefits	No "E" benefits, potential negative impacts	No significant "E" benefits	Limited "E" benefits	Significant "E" benefits and mitigation of material impacts
4.2. Social impacts and benefits	No "S" benefits, potential negative impacts	No significant "S" benefits	Limited "S" benefits	Significant "S" benefits and mitigation of material impacts
4.3. Corporate governance impacts and benefits	No significant "CG" benefits, potential issues	No "CG" issues	Limited "CG" benefits	Significant "CG" benefits
4.4. Financial impacts and benefits	Negative financial returns	Variable financial returns	Demonstrated potential for exceptional returns in the M-L/T	Exceptional returns
5. Scalability	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
5.1. Catalytic effect	No market impact, potential negative impact	No significant market impact	Limited market impact	Significant market impact
5.2. Replicability	Not replicable or scalable without loss of benefits	Limited replicability, loss of benefits in scaling up	Practice likely to be replicated within market segment	Practice likely to be replicated as new international standard
6. Roles	Level 1: Business As Usual	Level 2: Making Small Change	Level 3: Scaling-Up Change	Level 4: Transforming the World
6.1. Company(ies) role	Supporting role	Value added role in financing, supporting role in sustainability value add	Value added role in financing and sustainability	Critical value added role in financing and sustainability
6.2. Other stakeholders' roles	Supporting role	Supporting role in sustainability value add	Value added role in sustainability	Critical value added role in sustainability
7. Why should this transaction win?	-	-	-	-