



**FT/IFC
TRANSFORMATIONAL BUSINESS
Conference & Awards 2015**
Sustainable Solutions to Today's Development Challenges



Awards Criteria

| Innovation | Level 1: Business As Usual | Level 2: Adequate | Level 3: Notable | Level 4: Transformational |
|---|---|--|---|--|
| Business model approach | Proven approach | Best practice in existing markets | Innovative approach within regional context | Transformative initiative |
| 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 |
| Financial Structure | Proven structure | Best practice in existing markets | Innovative approach within regional context | Internationally groundbreaking structure |
| Impacts | Level 1: Business As Usual | Level 2: Adequate | Level 3: Notable | Level 4: Transformational |
| 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 |
| 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 |
| Corporate governance impacts and benefits | No significant "CG" benefits, potential issues | No "CG" issues | Limited "CG" benefits | Significant "CG" benefits |
| Financial impacts and benefits | Negative financial returns | Variable financial returns | Demonstrated potential for exceptional returns in the M-L/T | Exceptional returns |
| Scalability | Level 1: Business As Usual | Level 2: Adequate | Level 3: Notable | Level 4: Transformational |
| Catalytic effect | No market impact, potential negative impact | No significant market impact | Limited market impact | Significant market impact |
| 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 |
| Roles | Level 1: Business As Usual | Level 2: Adequate | Level 3: Notable | Level 4: Transformational |
| 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 |
| Other stakeholders' roles | Supporting role | Supporting role in sustainability value add | Value added role in sustainability | Critical value added role in sustainability |