



FT/IFC
TRANSFORMATIONAL BUSINESS
 Conference & Awards 2014
 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