



2015 ANDE Annual Conference

Written testimonial of my experience at the 2015 conference for Ricardo Salinas scholarship

My experience at ANDE Conference this year was great because I could learn from peers, share our experience at NESST with other intermediaries like us, strengthen my global network and meet individually more than 20 people through pre-scheduled meetings. The key learning topics were: the barriers and challenges of the Funds for Impact enterprises in Latin America reinforcing the existence of the missing middle; the challenges regarding attracting and developing talent for impact enterprises; the challenge of raising money for intermediaries; the power of good policies but also the challenges on how to address the governments in emerging market countries; the logic and the benefits behind the platform that gives loans for early stage enterprises and how strong is to raise money from the crowd; exits in impact investing and existing data to bring impact investing to the main stream. The main takeaways were: how to balance global and local knowledge and partnerships; how to work in collaboration with peers; how to address the missing middle.

The Conference impacts us by opening doors and provoking us to leave our comfortable zone sharing both our successes and our failures. The sessions are very interactive and give everybody an opportunity to learn and share. It brings a great balance between lectures, networking spaces and round tables. The main impact for my personal participation is the opportunity to grow within my organization and within the sector. As soon as I arrived back I started to share my experience at ANDE's with my local and global team. The idea is to leverage the learnings from my participation bringing the knowledge into NESST methodology.

The key connections that I made in the conference will be great to continue our global goals of finding partners and co-investors for our Portfolio of Social Enterprises in Brazil and around the world.

It was a pleasure to participate and I hope to come back for future editions.

I am very grateful for the Ricardo Salinas Scholarship that made this possible.

Renata Truzzi de Souza
Country Director
NESST Brazil

Hungary – Poland – Romania –Argentina – Brazil – Chile – Peru – USA

nesst@nesst.org
www.nesst.org