



INCLUSIVE  
BUSINESS  
SWEDEN

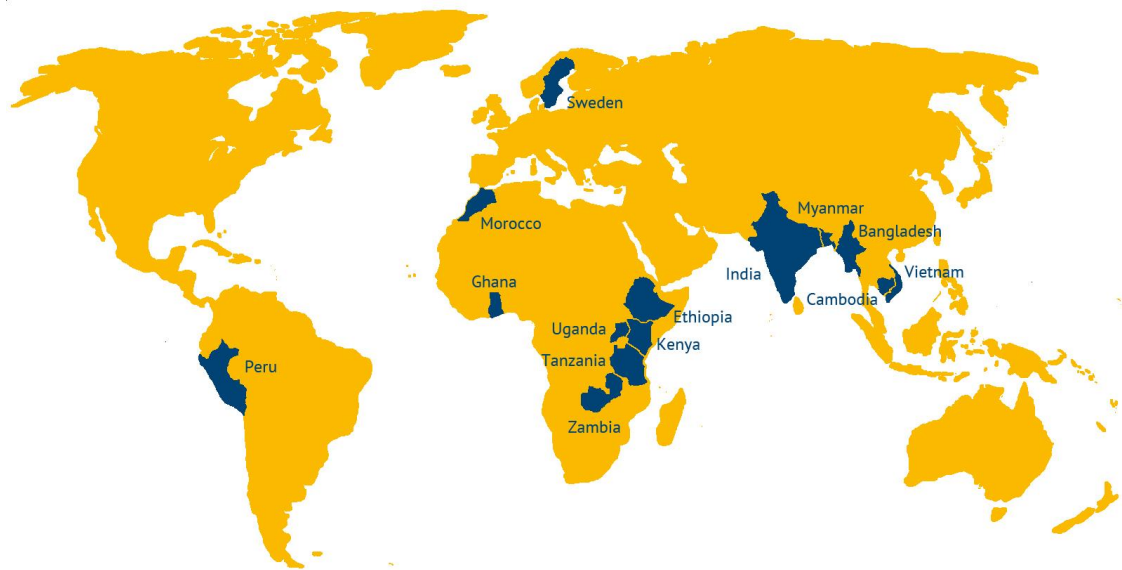


# Annual Report 2018

## OVERVIEW

At Inclusive Business Sweden, our mission is to enable business to meet global development needs. We engage and support organisations in developing sustainable, innovative and inclusive business models that reduce poverty and improve living conditions for the poor. Since 2013, we have been working towards our goals by delivering collaborative programmes and direct business services, both locally and globally.

During 2018, we challenged ourselves further to create real impact in the work we do. In addition to delivering great results through our programmes, we also established our impact measurement framework in order to track our progress and results. To date, we are proud to announce we have worked to create impact across 14 countries and have enabled over 90 businesses through our programmes.



An outline of some of our major programmes as well as our newly introduced impact measurement framework are included in this annual report.

As always, we would like to extend our thanks to our growing network of members, associates, partners, collaborators and supporters, and look forward to continuing our work towards addressing the global challenges of poverty through inclusive business.

At Inclusive Business Sweden, we are making it our business to end poverty.

A handwritten signature in black ink that reads "Sofia Ström".

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*Mike Debelak*  
Executive Director  
Inclusive Business Sweden

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*Sofia Ström*  
Chairperson  
Inclusive Business Sweden

# OUR PORTFOLIO 2018

## Innovations Against Poverty

<i>Project duration</i>	2016-2020
<i>Financer</i>	Sida
<i>Partners</i>	SNV, BoP Innovation Center



The IAP challenge fund challenges the private sector to develop products, services and business models that can contribute to the fight against poverty and climate change. Through our advisory and non-reimbursable funding, we are supporting innovative inclusive business models that deliver developmental benefits for the low-income population in both rural and urban areas, while being commercially viable. The challenge fund has supported 35 businesses across 4 countries – Cambodia, Ethiopia, Uganda and Zambia – in the energy, agri, WASH and ICT sectors. Our role is to measure the social, economic and environmental impact of the selected ventures, and connecting ventures to appropriate impact investors worldwide.

## Expand

<i>Project duration</i>	2017-2019
<i>Financer</i>	EU Regional Development Fund (ERUF) and Västra Götalandsregionen
<i>Partners</i>	RISE, Johanneberg Science Park, GU Ventures and Black Dot



The Expand project aims to get more West Swedish SMEs informed and involved in inclusive business in developing markets. Having taken off during 2017, project Expand recruited a group of 15 businesses to receive coaching and support for establishing and scaling their inclusive business models. Within the Expand project, we also organized the 6<sup>th</sup> annual Inclusive Business Forum 2018 in Gothenburg, engaging about 130 participants around the theme of *Markets of the Future*. It was a successful event with positive evaluations from an overwhelming majority of the participants.

## Kenya – Nordic Green Hub

<i>Project duration</i>	2018 - 2020
<i>Financer</i>	Nordic Development Fund
<i>Partners</i>	Confederation of Danish Industry, Aalto University, Quercus Group, Kenya Association of Manufacturers



This project aims to enhance climate change resilience and reduce carbon emissions in Nairobi Kenya, through transfer of technologies and experiences from the Nordic countries, and will build on the Sustainable Development Goals by offering concrete inputs on how innovative partnerships between Kenyan and Nordic stakeholders can contribute to solving the growing climate challenges in Nairobi. The hub is expected to pave the way for significant environmental benefits in Nairobi through introduction of best practices and follow-up investments from the Nordic countries.

## JutePP

<i>Project duration</i>	2016-2018
<i>Financer</i>	Nordic Climate Facility
<i>Partners</i>	Juteborg, JuteLab International, and Razzaque Jute Industries



The Gothenburg-based company Juteborg is innovating a replacement for polypropylene granules (PP): JutePP granules, which can replace 30-50% of PP with jute, thus reducing the use of virgin plastic with its associated emissions. Indeed, it has the potential to replace plastic completely. This project will also validate the Farmer to Factory (F2F) jute supply chain model.

## Go Africa 2.0

<i>Project duration</i>	2016-2018
<i>Financer</i>	Tillväxtverket
<i>Partners</i>	Sting, Swecare, RISE



The overarching goal of the Go Africa programme was to ensure the long-term sustainability of a thriving community of Swedish SMEs working with sustainable business models in African markets. The programme provided opportunities for competence development, experience sharing and networking to over 100 Swedish SMEs through both online and offline activities.

## Ethiopian Wheat Company Assessment

<i>Project duration</i>	2018
<i>Financer</i>	Inclusive Business Action Network (iBAN) and GiZ
<i>Partners</i>	Local Ethiopian consultant



Inclusive Business Sweden undertook an assessment of the wheat industry and relevant stakeholders in Ethiopia, in preparation for the design of a training programme introducing the topic of inclusive business and improving knowledge on business model development. The assessment was a collaboration between us and a local consultant.

## HIKK / Sustainnovaid

<i>Project duration</i>	2016-2018
<i>Financer</i>	VINNOVA
<i>Partners</i>	RISE, Läkarmissionen (among others)



The HIKK (Hållbara Innovationer i Kris och Katastrof) project was initiated and led by RISE and Läkarmissionen for the purpose of increasing opportunities for Swedish business to provide solutions designed to alleviate needs in emergencies and disasters. Inclusive Business Sweden participated in the project as part of a consortia of 16 actors from academia, civil society, business and public organisations and advised project management on matters concerning the inclusivity of proposed business models. This project is set to continue during 2019.

## Challenge Champions

<i>Project duration</i>	2018
<i>Financer</i>	Sida



Since 2007, Sida has used Challenge Funds as a mechanism for addressing global challenges and creating positive social impact in developing countries. It is considered an appropriate instrument for addressing development objectives, but what is the long-term impact in the community of these investments? During 2018, Inclusive Business Sweden looked closer at three national-based Challenge Funds and highlighted a number of personal stories of how businesses invested in are continuing to create impact in their communities.

## SIANI Expert Group

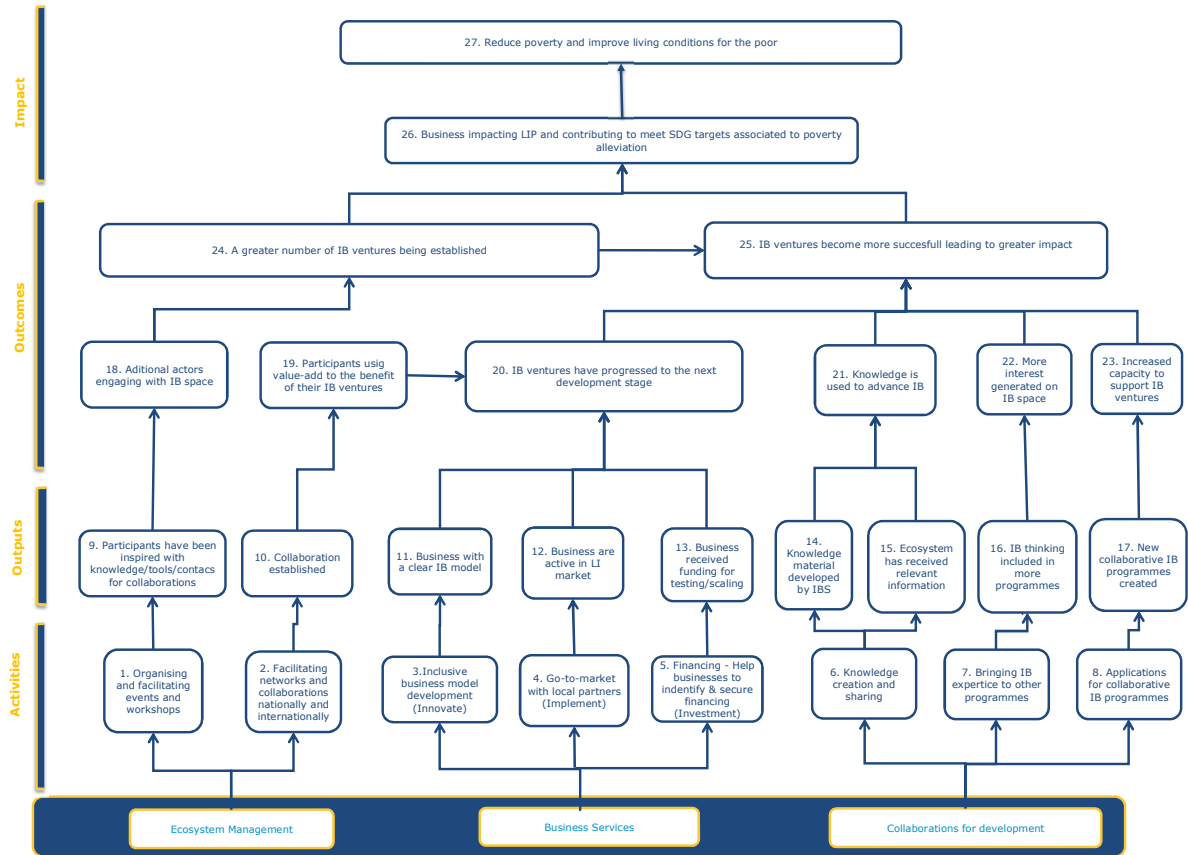
<i>Project duration</i>	2018
<i>Financer</i>	SIANI and SEI
<i>Partners</i>	AgriProFocus, AWAN and pool.farm



SIANI expert groups are broad-based working groups established to convene experts on specific issues. Inclusive Business Sweden participated in the group “Benefits of collaborative purchasing of local produce for women smallholder farmers in Kenya”, which explored how digital services can lead to more business for this particular group.

# OUR IMPACT FRAMEWORK

Our impact framework maps out how the activities we undertake translate to real impact:



# FINANCIAL OVERVIEW

A summary of our financials over a five-year period:

SEK	2018	2017	2016	2015	2014
Revenue	3 159 kkr	3 427 kkr	2 668 kkr	1 529 kkr	999 kkr
Expenses	3 168 kkr	3 129 kkr	2 509 kkr	1 835 kkr	867 kkr
Result	-10 kkr	298 kkr	159 kkr	-306 kkr	132 kkr

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