



YUNUS
socialbusiness

GLOBAL INITIATIVES

Growing Businesses That Matter

Presentation for Pecha Kucha

We build upon more than 30 years of experience in social business

A social business is a company 100% dedicated to the solving a social problem in a financially self-sustainable way.

- Over the last 30 years, Professor Yunus and his Grameen network have founded more than 40 SBs in Bangladesh alone
- YSB is leveraging the extensive experience of the Grameen / Yunus family in building social businesses



YUNUS

INCUBADOR

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At a Glance: What is Yunus Social Business?

- Yunus Social Business **enables entrepreneurs to create social businesses** by providing non-financial support and financing
- **Co-founded in 2011** by Professor Muhammad Yunus, Saskia Bruysten and Sophie Eisenmann
- Spun off from GCL (which focuses on events on and promotion of social business); YSB focuses **on creation of social businesses**
- Based in Germany (gGmbH), YSB has **local teams in 7 countries**
- **40+ employees globally**, plus volunteer consultants and network of supports

YSB's Impact

(as of December 2014)

AT A GLANCE

Yerus Social Business Global Initiatives (YSB) is a social accelerator that incubates and finances local entrepreneurs to build solutions from the ground up. YSB is active in 7 countries where local country offices source, coach and mentor entrepreneurs; YSB subsequently finances the most promising social businesses while also providing post-investment support.

Please note that all figures in this report are as of December 31, 2014 and all monetary amounts are in US Dollars.



7 COUNTRIES



26 SOCIAL BUSINESSES



400+ ENTREPRENEURS SUPPORTED



1000+ JOBS CREATED AND/ OR SUSTAINED



\$7.4M DEPLOYED TO SOCIAL BUSINESSES



200,000+ CUSTOMERS SERVED

YSB has financed 26 Social Businesses across various sectors

Sustainable Agriculture / Livelihoods



Snack Fresh | Haiti

Business purchasing potatoes from smallholder farmers to make healthy snacks
27 jobs and 6,000+ regular clients and distributors



Campo Vivo | Colombia

JV started in 2014 with McCain for strengthening farmers.
Improved working conditions and higher income for 675 farmers



Organic Farming Albania

Income for 100+ farmers in mountainous areas and promotes sustainable farming
11 hectares of land prepared



ESN FATEM | Haiti

Poultry farm to subsidise school operations.
Over 12,000 chickens sold and 25,000 USD generated.

Affordable Health & Sanitation



DIGO Distribution | Haiti

Supplier of detergent products to improve household hygiene
64 jobs and 613,000 gallons of product sold in 2014



Seniors' House | Albania

Quality residential home and care for elderly in Tirana
24 jobs, 91 elderly customers



Palmis Eneji | Haiti

Distribution of clean cookstoves and solar lamps to low-income households via franchises
5,900 customers, 17,000 tonnes of CO² saved



Bive | Colombia

Affordable healthcare for low income families
10000 users; 68% cheaper than other providers

Strengthening local economies



Pain O Quotidien | Haiti

Combating malnutrition through fortified bakery products distributed by local women.
250 jobs created



Kreyol Essence | Haiti

Locally made beauty products for tackling income disparities.
Income opportunities for 300 farmers and 20 producers

Social Business Spotlight: DIGO, Haiti

- DIGO is a distribution social business, working with micro-entrepreneurs to help **sell domestic cleaning products**
- DIGO allows customers to bring their own plastic containers to sales points; **reducing cost to customer** and also **reducing plastic waste in Haiti**
- At end 2014, DIGO had built up network of 100 points of sale, providing increased income to over 100 micro-entrepreneurs
- **At 30% of price of traditional cleaning products**, DIGO helps Haitians **fight water-borne diseases** such as diarrhea and cholera



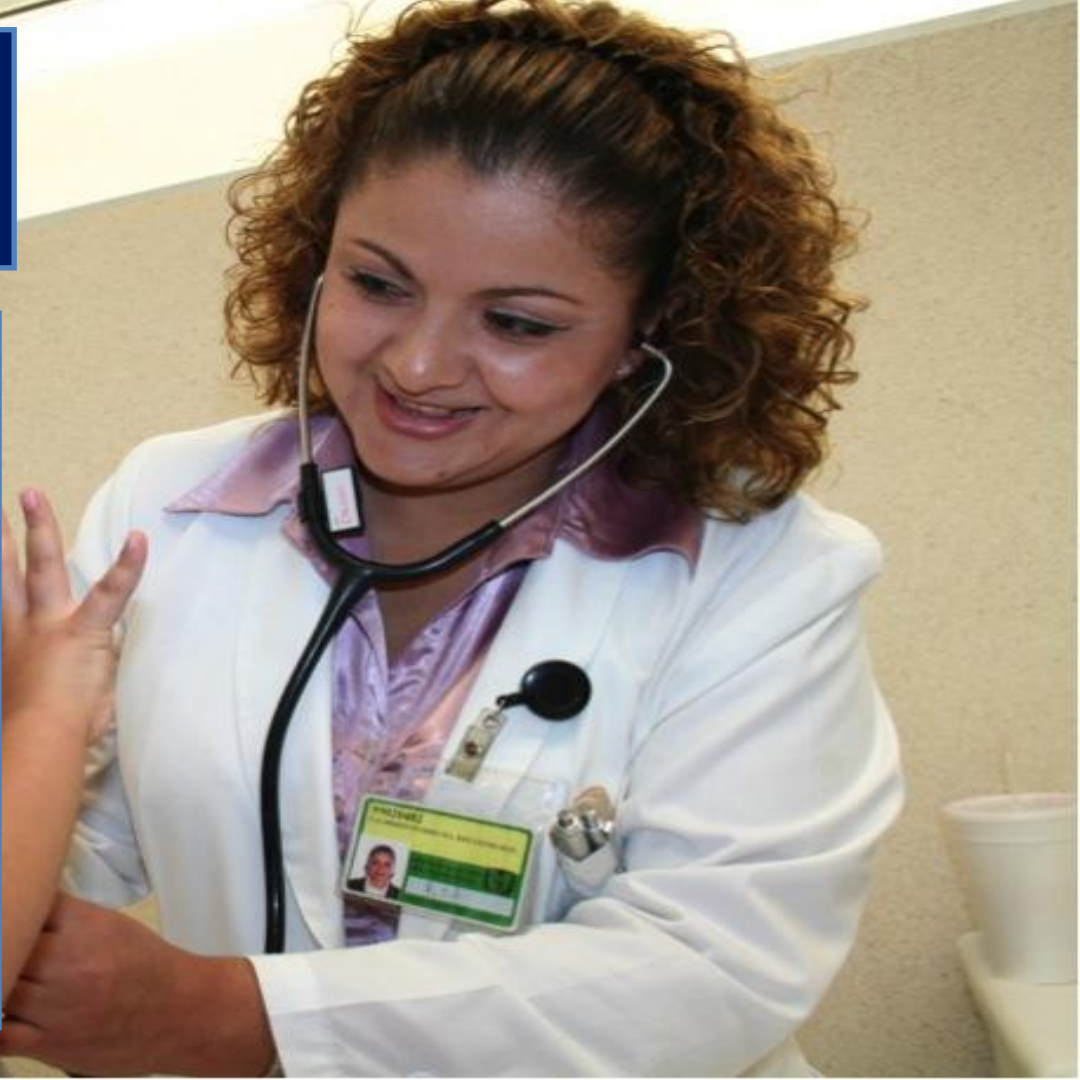
Social Business Spotlight: Campo Vivo, Colombia

- **Launched as a JV** with potato giant **McCain** to intervene in agriculture value chain
- **Develops small-scale farmers** by providing high quality technical assistance and capacity building
- Campo Vivo's operations have **increased family income, improved productivity levels and working conditions** and engaged both men and women
- Campo Vivo, in 3 years, **will directly impact 675 producers** and their families, or an estimated 2,400 individuals



Social Business Spotlight: BIVE, Colombia

- BIVE has created a network of 62 health care providers **that offer discounts and immediate care** with a focus on the poorest of the poor to prevent denial of health care services
- A BIVE membership not only provides access to general care, but also **discounts of up to 68%** on the price of private providers and **a guaranteed medical appointment in 7 days**
- Since November 2012, BIVE has **served over 10,000 patients** in the Caldas region, **90% of whom are from low and middle income families**



We are spread over several countries



2010 Haiti

The YSB Haiti office was opened with the support of our founding partner SAP. Currently, the team manages a portfolio of 9 social businesses.

2014 Costa Rica

Launched the first corporate social business joint venture with a Costa Rican leading food company, Florida Ice and Farm Company, to produce food to combat malnutrition targeting children.



2013 Tunisia

In partnership with the African Development Bank, Tunisia was the first in a series of African countries to replicate the social business concept. In 2014, it launched its first accelerator program, locally known as iBIDA.



Germany

YSB Global Initiatives in Frankfurt coordinates all project countries across the globe, serves as a shared services provider to all countries and develops YSB's overall strategy. The team drives process standardization, quality control, and knowledge exchange across all countries and makes the final financing decision. Global partnerships that benefit all countries are initiated through YSB Global Initiatives, as are global fundraising activities and investor relations.



2011 Colombia

YSB Colombia was created in 2011 originally as Gramscén Caldas and officially became YSB Colombia in 2013. It currently manages a portfolio of 3 social businesses to date, including a joint venture with potato giant McCain.



2012 Albania

YSB Albania began operations in April 2012 with the support of the Albanian National Government, and in 2014, it expanded its outreach to Kosovo. YSB Albania has financed 5 social businesses to date, and ran its first intense accelerator program in 2014.

2011 India

YSB India was launched in 2011 in Mumbai, and 7 social businesses have received financing to date.



2013 Brazil

In March 2013, YSB Brazil was launched to spread the social business concept throughout Brazil; Rio was officially declared a 'Social Business City'. Ymus Negócios Sociais Brazil, as it is locally known, ran three cycles of accelerator programs in São Paulo and Rio in 2014.



2013 Uganda

In partnership with the African Development Bank, YSB Uganda was started in November 2013, and the first social businesses were supported in 2014.

We focus on 2 core initiatives to achieve our goals



ENTREPRENEURIAL SERVICES

3 months structured accelerator program for selecting and training high-potential entrepreneurs.

- Business planning advice
- Mentoring support
- Market access
- Product and market testing
- Access to local and international experts
- Leadership trainings
- Preparation for financing readiness

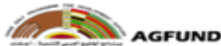


FINANCING

Financing as well as active portfolio management and support for the most promising social businesses.

- Due diligence
- Debt and equity
- Soft loans and grace periods according to each business' needs
- Financial and social monitoring and reporting
- 6-8 year ongoing support

And have an extensive list of partners who support us in our work





We have over 40+ employees globally

With backgrounds in consulting, international development and venture capital



With a Global Management Team and Local Country Directors for Local Country Teams



Prof. Muhammad Yunus
Co-Founder & Chairman



Saskia Thais Bruysten
Co-Founder & CEO



Sophie Eisenmann
Co-Founder & CFO



Sylvain Franc de Ferrière
Program Director, Africa



Karen Hitschke
Director, Funds & Investments



Phillippe Saint Cyr
Country Director
YSB Haiti



Aarti Wig
Country Director
YSB India



Shkelzen Marku
Country Director
YSB Albania



Andrea Perez
Country Director
YSB Colombia



Eriab Kiiza
Country Director
YSB Uganda



Rogerio Oliveira
Country Director
YSB Brazil



Leila Charfi
Country Director
YSB Tunisia

You can make an impact by supporting YSB



... WITH YOUR EXPERTISE

Become a mentor for our social businesses or as a volunteer social business consultant for YSB.



... FINANCIALLY

Become a philanthropic lender to our social businesses or make a donation to support our accelerator programs.



... BY BECOMING A PART OF YSB'S GLOBAL NETWORK

Learn more about YSB and our social businesses by joining one of our networking events around the world or visit our country offices.

Contact Us and Help Us Grow Visionary Social Businesses!



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