



INCLUSIVE  
BUSINESS  
SWEDEN



**Annual Report 2016**

## OVERVIEW

Inclusive Business Sweden is the Swedish national centre for the advancement of inclusive business initiatives with the “Base of the Pyramid” (BoP) – the 4,5 billion individuals living on less than \$8 per day. Inclusive Business Sweden serves as a platform for creating awareness of inclusive business, facilitating collaboration between organisations, as well as for connecting and supporting organisations to create opportunities associated with the BoP.

During 2016, we continued to build on our major programme, the **Inclusive Business Co-creation Accelerator**, as we work towards the vision of having Swedish business playing a leading role in addressing the challenges of poverty. During the year, this programme progressed from ecosystem building towards co-creation and business development. We also commenced working with Sida’s **Innovations Against Poverty** programme – a €7.4 million challenge fund for supporting inclusive business models in Zambia, Uganda, Ethiopia and Cambodia. We finalised a study for **Project InTaCt** (Inclusive Textiles and Clothing) focussed on value-chains in Bangladesh and Myanmar, supported Swedish SMEs in internationalising through the **Go Africa** project, and are exploring how new technologies can be used to promote **Behaviour Change in Sanitation** in Kenya, and across Africa.

Our work is continuing to support inclusive business ventures in Sweden and around the world, and during 2016 we supported over 20 ventures. We have been working with ventures focussed on alleviating energy poverty, addressing hidden hunger, developing jute-based products, establishing recycling ecosystems, building eHealth business models, changing sanitation behaviours, enabling sexual health and rights for workers and empowering smallholder farmers.

Our fourth annual Inclusive Business Forum was held in October 2016 with around 170 participants, with presentations from the Deputy Prime Minister of Sweden, and the Executive Director of the International Trade Centre. We have also formally established alliances with partners in Bangladesh, Kenya and Nigeria to facilitate co-creation, and continue to work with our European partners towards developing a broader EU platform.

During 2016, we continued to broaden and expand our operations. Our team grew to include Lorah Njagi Holmstedt, who brought her Kenyan background and experience to strengthen our joint expertise. We have also added a few new Associates to our team, and welcomed back Ana Pérez Aponte from parental leave. We have also welcomed new organisational members and continue to work closely with them.

We would like to extend our thanks to our growing networks of partners, collaborators and supporters of our work, and look forward to continuing our work towards addressing the global challenges of poverty through inclusive business.



---

Mike Debelak

*Executive Director and Founder*

Inclusive Business Sweden



---

Sofia Ström

*Chairperson*

Inclusive Business Sweden

# OUR PORTFOLIO 2016

## Inclusive Business Co-Creation Accelerator (IBCA)

<i>Project duration</i>	January 2015 – May 2017	
<i>Financier</i>	VINNOVA	
<i>Partner(s)</i>	RISE, SIANI	
<i>More info</i>	<a href="http://www.inclusivebusiness.se/inclusive-business-co-creation-accelerator/">http://www.inclusivebusiness.se/inclusive-business-co-creation-accelerator/</a>	

The IBCA continues to work towards the vision of having Swedish business playing a leading role in addressing poverty. In 2016, good progress has been made as we moved from ecosystem building towards co-creation and business development.

The IBCA has been working towards the vision through enabling around 20 ventures. For example, in energy, the programme has supported ventures tackling energy poverty in East Africa, solar solutions in Botswana and Nigeria and sustainable smart grids in India. Agri-food ventures include the development of salt-tolerant wheat for Bangladesh, tackling hidden hunger through bioprocessing, and empowering women in agribusiness in East Africa. In the textile and clothing sector, a jute farm-to-factory and textile recycling ecosystem has been defined in detail for Bangladesh. Water and sanitation solutions are being supported with applications for refugee centres, in crisis situations and for the broader BoP. Healthcare focused on developing eHealth solutions for East Africa. While these ventures are at different stages, and have received varying levels of support, we are pleased to be engaged in so many pioneering initiatives.

We have met or exceeded all three of our goals for this programme in 2016:

- Currently we have over 120 Swedish actors in our ecosystem across the six sectors, and many others have joined internationally. Furthermore, our ecosystem continues to thrive through both offline forums such as the Inclusive Business Forum, workshops and events, and other collaborations, and online forums and social media where we continue to share knowledge and resources.
- The IBCA programme has been working actively with about 20 ventures involving 25 Swedish businesses and supporting them to develop and scale their initiatives. These ventures connect to multiple regions where we have collaborated with local actors including East Africa and Southern Africa, Nigeria, Bangladesh, India and China. We have provided many more actors with ad hoc support, knowledge, connections and funding opportunities.
- The IBCA programme has confirmed formal partnerships with organisations in Bangladesh, Kenya, Nigeria and India and are developing collaborations with other potential partners through field officers placed in China, South Africa and Botswana. We are also exploring the development of partnership with multi-national actors.

## Innovations Against Poverty (IAP)

<i>Project duration</i>	2016-2019	
<i>Financier</i>	Sida	
<i>Partners</i>	SNV & BoP Inc	
<i>More info</i>	<a href="http://www.inclusivebusiness.se/projects/innovations-against-poverty-phase-ii/">http://www.inclusivebusiness.se/projects/innovations-against-poverty-phase-ii/</a>	

Inclusive Business Sweden joined forces with SNV and BoP Innovation Centre to implement Innovations Against Poverty – a €7.4 million Sida-funded challenge fund aimed to stimulate the private sector to focus efforts, innovation and resources on developing services, products and systems that contribute to poverty alleviation. The four year programme aims to enhance and enable social innovation in Cambodia, Uganda, Zambia and Ethiopia.

The IAP challenges the private sector to develop products, services and business models that can contribute to the fight against poverty and climate change. Specialized to identify and support innovative inclusive business models that deliver both commercial benefits for the private sector and developmental benefits for the low-income population, the fund is focused on the WASH, energy, agri-food and ICT sectors.

The challenge fund was launched in March 2017. Inclusive Business Sweden is responsible for the program components Learning and Evaluation and Investment Matchmaking.

## Project InTaCt (Inclusive Textiles and Clothing)

<i>Project duration</i>	2016	
<i>Financier</i>	Asian Development Bank	
<i>More info</i>	<a href="http://www.inclusivebusiness.se/projects/inclusive-textiles-and-clothing-intact/">http://www.inclusivebusiness.se/projects/inclusive-textiles-and-clothing-intact/</a>	

Project InTaCt was a study focusing on mapping opportunities for developing inclusive business models across supply chains in Asia, as possible new and innovative investment opportunities for leading Swedish and other international and local companies in the sector.

While the hope was to engage large Swedish corporates like IKEA and H&M in the development of large-scale inclusive business models, the study was not limited to the opportunities connected to Swedish brands alone, but involved a highly participatory process involving many actors internationally from business, government and civil society.

The study was implemented with an approach supporting co-creation of business models between Swedish, Bangladeshi and Myanmar actors. Two field trips to Bangladesh and Myanmar were undertaken, and now that the report is finalised, we are looking to take some of the initiatives forward in the new year.

## Go Africa

<i>Project duration</i>	2016 - 2017	
<i>Financier</i>	Tillväxtverket	
<i>Partners</i>	STING, Swecare and Swedish ICT	
<i>More info</i>	<a href="http://www.inclusivebusiness.se/projects/go-africa/">http://www.inclusivebusiness.se/projects/go-africa/</a>	

Go Africa is an internationalisation program open to Swedish SMEs from all sectors. The program provides participating companies with the competence, network, tools and support needed to successfully break into and do business in sub-Saharan Africa with a specific focus on Kenya, Tanzania, Rwanda and Nigeria.

Inclusive Business Sweden was integral to the launch of the programme in September 2016, enabling the opportunity for Swedish SMEs to partner with African leaders and entrepreneurs from Ethiopia, Kenya, Nigeria, Rwanda, South Africa, Tanzania, Uganda and Zambia. Furthermore, we are continuing to mentor two participating companies in the ICT and energy sectors, continuing into 2017.

## Behaviour Change for Sanitation

<i>Project duration</i>	2016 - 2017	
<i>Partners</i>	Aqua for All	

Inclusive Business Sweden together with Dutch organisation Aqua for All and a lead researcher for WASH innovations in Kenya are carrying out a research project focussed on identifying and testing the potential for new technologies to enable behaviour changes for sanitation. This research project is exploring the potential of utilising technologies and business models to encourage sharing and usage of sanitation services in developing markets where 40% of people do not have access to a toilet. Studies are currently being carried out in Kenya and the project is expected to conclude by November 2017.

## FINANCIAL OVERVIEW

This is a summary of our financials over a three year period:

SEK	2016	2015	2014
Revenue	2 668 kkr	1 529 kkr	999 kkr
Expenses	2 509 kkr	1 835 kkr	867 kkr
Result	159 kkr	-306 kkr	132 kkr

## CONTACT DETAILS

### *Visiting address*

Inclusive Business Sweden  
Västra Hamngatan 18  
411 17 Göteborg  
+46 (0) 761 977 655

### *Postal address*

Inclusive Business Sweden  
c/o GU Ventures  
Erik Dahlbergsgatan 11 A  
411 26 Göteborg

### **Online**

[www.inclusivebusiness.se](http://www.inclusivebusiness.se)  
[info@inclusivebusiness.se](mailto:info@inclusivebusiness.se)