



INCLUSIVE
BUSINESS
SWEDEN



Annual Report 2017

OVERVIEW

Inclusive Business Sweden (IBS) is a not-for-profit centre whose mission is to enable business to meet global development needs. We engage and support organisations in developing sustainable, innovative and inclusive business models with the “base of the pyramid” (BoP) – the 4.5 billion people who live on less than \$8 a day. Since 2013, we have been working towards our goals by delivering collaborative programmes and direct business services, locally and globally. At Inclusive Business Sweden, we are making it our business to end poverty.

In 2017, Inclusive Business Sweden continued to grow and evolve - driven by the ambition to enable positive impact for people and planet. We continued to focus our work around three lines of business – ecosystem management, business services and collaborations for development. Some of the main projects and achievements for the year include:

The finalisation of the three-year **Inclusive Business Co-creation Accelerator**, a **Vinnova** funded programme that created a foundation for much of our work with Swedish business.

We continued our work with **Innovations Against Poverty**, a €7.4 million challenge fund from Swedish International Development Cooperation Agency (Sida) aimed to stimulate the private sector to focus efforts that contribute towards poverty alleviation. Along with our partners at SNV and BoP Innovation Center, we selected and onboarded 35 high-potential innovative businesses from Uganda, Zambia, Ethiopia and Cambodia to be funded and supported by the programme over the next two years.

With the support of the European Regional Development Fund and Västra Götalandsregionen, the two-year **Expand** programme seeks to establish West Sweden as a hotbed for inclusive business while supporting West Swedish SMEs to create inclusive business models. The initial work for this project carried out in 2017 led to the recruitment of 15 businesses into the Expand Pioneers Accelerator Programme.

With the support of the Unilever Foundry and in partnership with Aqua for All, IBS completed a research programme investigating **peer-to-peer business models to meet sanitation needs** in Kenya. The project included the development and testing of a prototype app designed to improve access to sanitation for people with limited or no access to clean toilets.

Small business support programmes such as **Go Africa** and **Inclusive North** have helped to enable Nordic businesses to internationalise and succeed in developing markets.

Our 5th annual **Inclusive Business Forum** was a great success again with top speakers, hands-on workshops and approximately 130 participants.

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.



Mike Debelak
Executive Director and Founder
Inclusive Business Sweden



Sofia Ström
Chairperson
Inclusive Business Sweden

OUR PORTFOLIO 2017

Inclusive Business Co-Creation Accelerator (IBCA)

<i>Project duration</i>	2015-2017
<i>Financer</i>	Vinnova
<i>Partners</i>	Research Institutes of Sweden (RISE), Swedish International Agriculture Network Initiative (SIANI), Swecare



The IBCA was a collaboration between Inclusive Business Sweden, RISE, SIANI and the Swecare Foundation. The programme finalised in April 2017 and set a path for co-creating and scaling inclusive business models with the BoP. The programme sought to work towards global ambitions in the 6 sectors identified as having great potential for Swedish capabilities to meet the needs of the BoP; agri-food, healthcare, energy, water and sanitation, ICT, textiles and clothing. The programme’s vision for 2020, is for Swedish business to play a leading role in addressing the global challenges of poverty- enhancing agricultural productivity, enabling access to energy, water sanitation, healthcare and communications, improving environmental sustainability, and creating jobs both at home and abroad.

Innovations Against Poverty

<i>Project duration</i>	2016-2019
<i>Financer</i>	Swedish International Development Cooperation Agency (Sida)
<i>Partners</i>	SNV Netherlands Development Organisation (SNV), BoP Innovation Center (BoP Inc.)



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. The fund specialises in identifying and supporting innovative inclusive business models that deliver both commercial benefits for the private sector and commercial development benefits for the low-income population, with a focus on the WASH, energy, agri-food and ICT sectors. Launched in March 2017, the challenge fund has granted funding and advisory support to a total of 35 business from Cambodia, Ethiopia, Uganda and Zambia. In addition to financial and technical support, our role at IBS is to manage the monitoring and evaluation framework for the programme, and to help connect these businesses with impact investors in order to scale for impact.

Expand

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



The Expand project aims to get more West Swedish SMEs informed and involved in inclusive business in developing markets. The Expand project kicked off at the beginning of 2017 with a roadshow where we reached out to approximately 200 SMEs with presentations about inclusive business and the Sustainable Development Goals. At the end of 2017 everything was prepared for the start the Expand Pioneers Programme where 15 SMEs would receive coaching and support for establishing and scaling their inclusive business models. Within the Expand project, we also organized the Inclusive Business Forum 2017 in Gothenburg, engaging about 130 participants around the theme of “Scaling for Impact”. It was a successful event with positive evaluations from the participants.

Peer-to-Peer Business Models to meet Sanitation Needs

<i>Project duration</i>	2016-2018
<i>Financer</i>	Transform (Unilever and the UK's Department for International Development)
<i>Partners</i>	Aqua for All, Unilever



In 2016, Inclusive Business Sweden, Aqua for All and a lead researcher for WASH innovations in Kenya, teamed up to identify and test the potential for behavioural changing technologies to improve sanitation in Kenya. During 2017, the project explored the potential of using peer-to-peer technologies and business models to meet sanitation needs in areas where people have limited or no access to toilets. A mobile application prototype for managing public toilets was created and tested including features like reviewing and mobile payment solutions, with the aim to increase the incentives for improved sanitation to the pre-existing facilities. The project members worked with local toilet users, owners and managers to explore how digital tech and business models could be used to formalize, scale and remove barriers for sharing and using toilets.

Go Africa

<i>Project duration</i>	2016-2017
<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.

Inclusive North

<i>Project duration</i>	2017
<i>Financer</i>	Rising North
<i>Partners</i>	Danish BoP Learning Lab, Impact Iglu at Aalto School of Business



Inclusive North is a project with the goal of improving the success of Nordic start-ups operating in the inclusive business arena. The project engaged 19 Nordic startups by onboarding them into a global community of inclusive business ventures, investors and advisors and profiling them in three blog posts that was distributed widely across project partners networks.

Sustainovaid (Hållbara Innovationer för Kris och Katastrof)

<i>Project duration</i>	2016-2018
<i>Financer</i>	Vinnova
<i>Partners</i>	RISE, Läkarmissionen, various



The project aims to contribute to the development of sustainable system solutions for crises and catastrophes. The goal for the project is to help establish the role of the private sector in emergency response and use that as a starting point for Swedish innovation system actors to embrace inclusive business models in their work.

FINANCIAL OVERVIEW

This is a summary of our financials over a four-year period:

SEK	2017	2016	2015	2014
Revenue	3 427 kkr	2 668 kkr	1 529 kkr	999 kkr
Expenses	3 129 kkr	2 509 kkr	1 835 kkr	867 kkr
Result	298 kkr	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
info@inclusivebusiness.se

