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# Sourcing Capital to Catalyse and Scale Promising Social Enterprises

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# What is a “Social Enterprise” ?

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## Social enterprises

Organizations that apply market-based approaches to the provision of products and services that benefit poorer communities.

A social purpose is embedded in their mission regardless of whether they are structured as non-profits or for-profits.

## Market Overview – Healthcare Provision in Africa

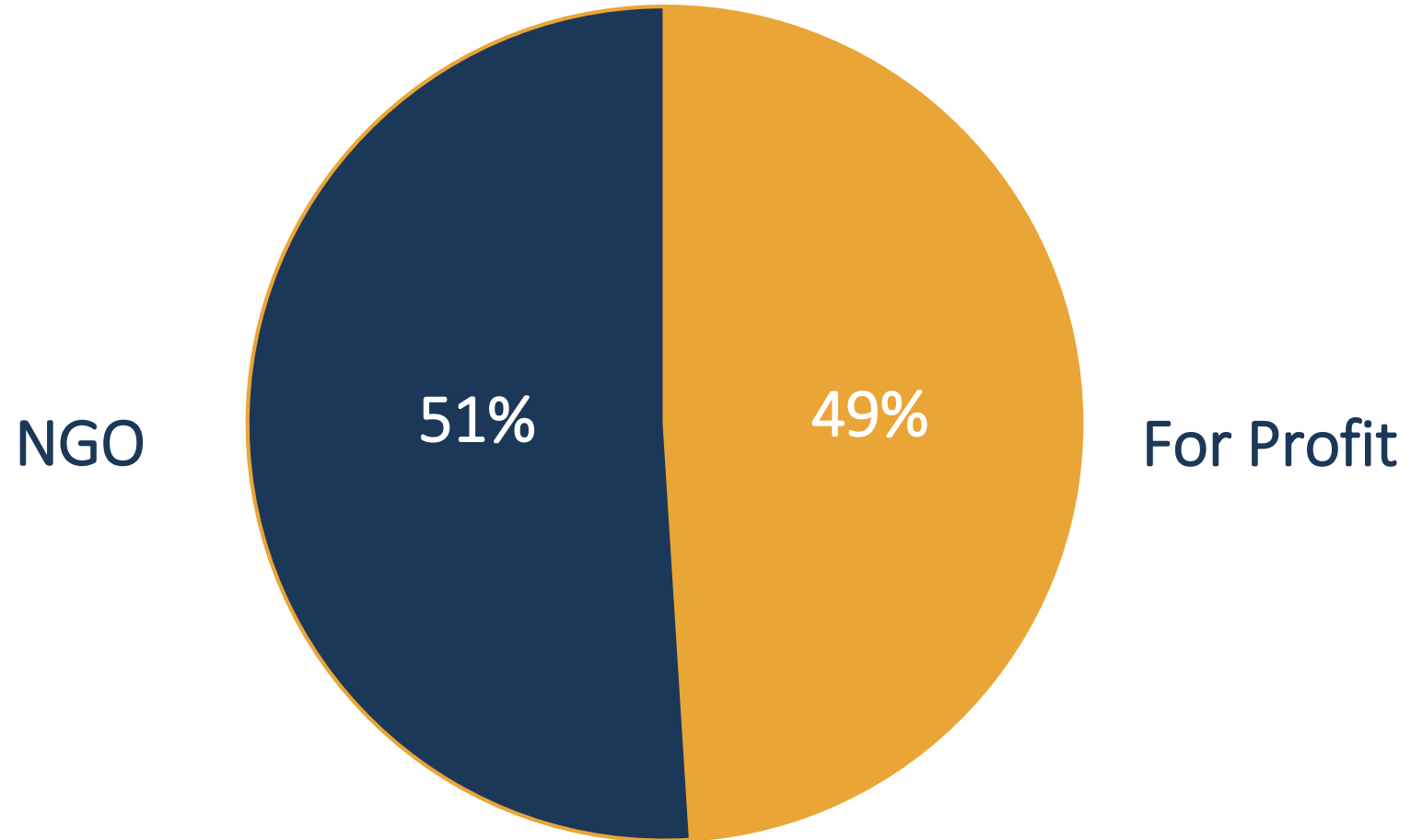
267 organizations self-identify as social enterprises providing healthcare to low income communities.

Responding to growing demand for affordable and quality care.



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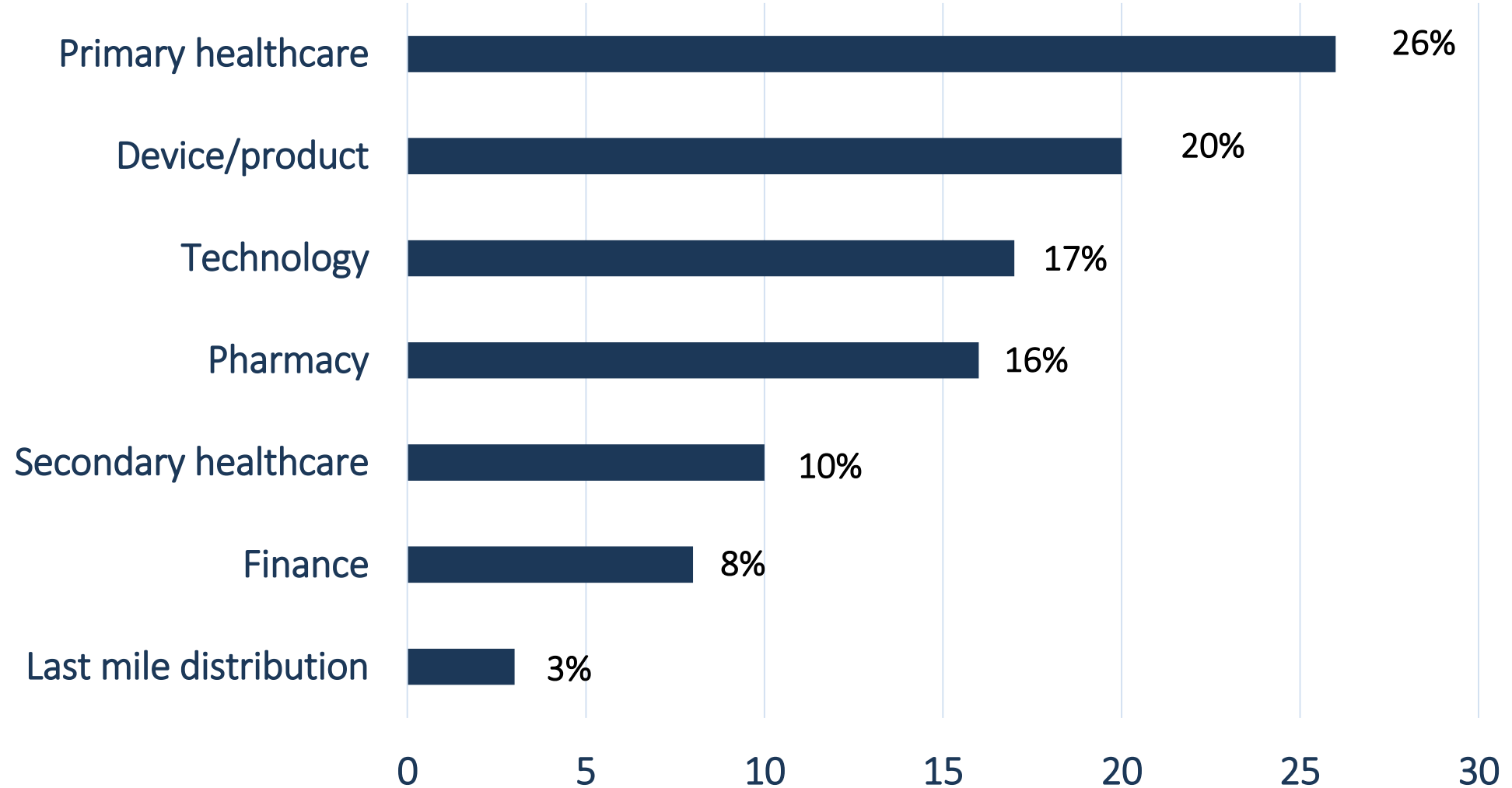
# Organisation Type in Africa



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## Issue Focus in Africa

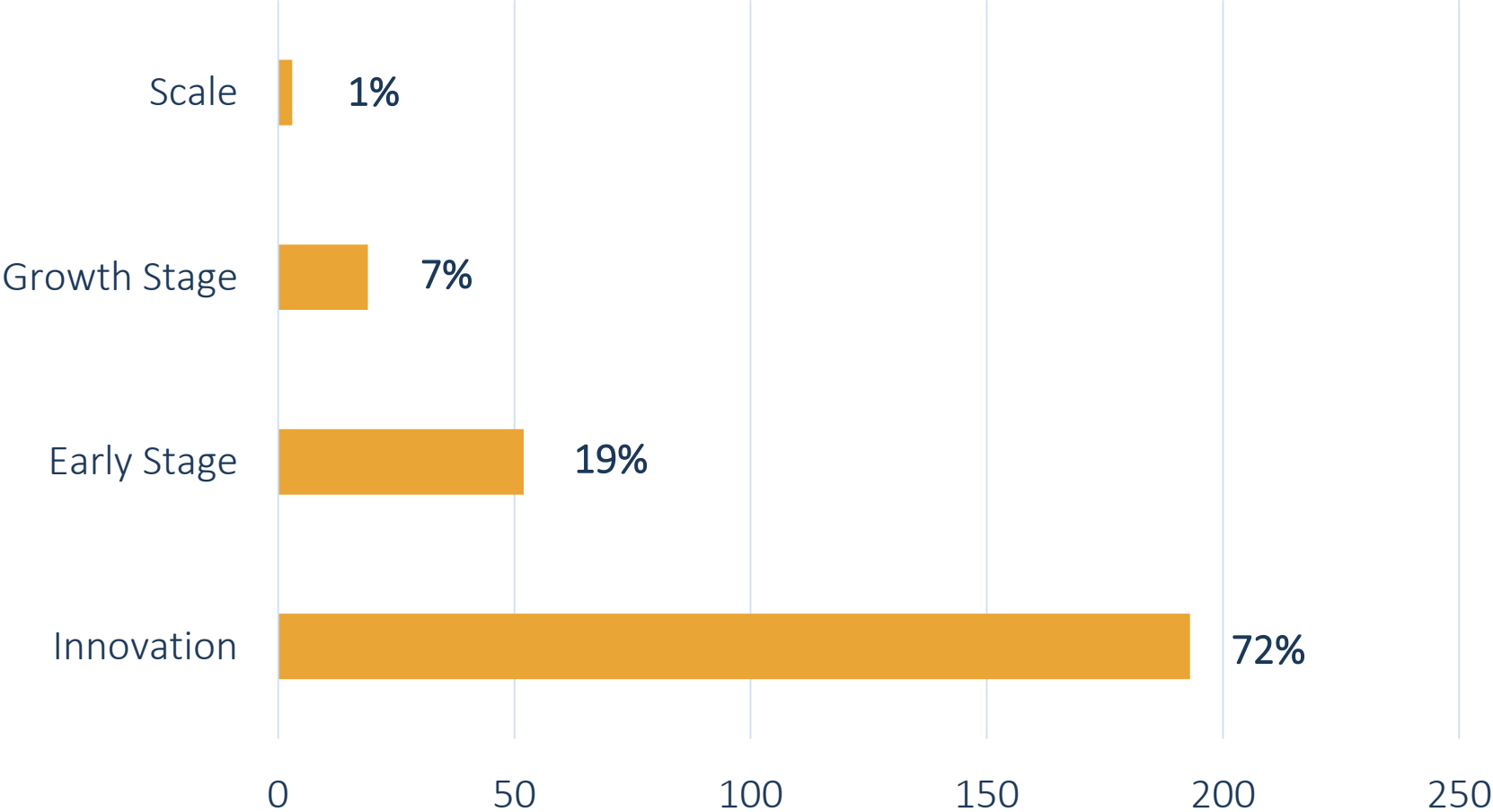
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# Stage of Development in Africa

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## Geographic Focus

### Countries with the most social enterprises:

#### East Africa

Kenya 64

Uganda 16

Tanzania 14

Rwanda 9

#### Southern Africa

Zambia 8

South Africa 6



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# What Support do Social Enterprises Require?

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Like any small and growing business, social enterprises require the following support if they are to transition to scale:

- Enabling policy environment
- Appropriate funding
- Business and technical skills support
- Market linkages



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## Current Level of Support Available

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Stage of Growth	Type of Support	Availability
Innovation	Short term grants	<b>HIGH</b>
Early Stage		<b>LOW</b>
Growth Stage		<b>LOW</b>
Scale	Investment seeking a return on capital	<b>HIGH</b>

*Source: SEAD Report – Healthcare Innovation in Africa (2016)*





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## Market Overview

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A large and growing number of social enterprises address a broad range of healthcare solutions in Africa, but:

- They are highly concentrated in East Africa
- Most are early stage
- **There is a widespread lack of capital and skills support to help scale-up social enterprises to achieve significant impact**

