



The Role of TBN

Transformational
Business Network



The TBN Mission

The mission of TBN is to combat poverty and bring social transformation by promoting the growth of Small and Medium sized Enterprises (SME' s)

We believe that building SME' s fosters improvements in living standards, in health, education, innovation - and restores human dignity

What is TBN?

A network of business people and investors using enterprise to tackle global poverty.

A network that:

- Provides SME entrepreneurs and intermediaries with:
 - investment,
 - management support,
 - technical assistance,
 - training & mentoring.
- Shares ‘best practice’ of locally relevant investment and business models;
- Sources trusted partners, both local and international;
- Builds the ‘enterprise ecosystem’ in emerging economies.

Why focus on enterprise?

- Economic growth is the fastest way to reduce poverty – as seen in China and the Asian Tigers;
- Successful enterprises provide sustainable employment, without distorting the local economy - unlike aid;
- Business enterprises create a valuable tax base, to whom local politicians have to be accountable;
- **AND**: Mainstream investors (including Development Finance Institutions) don't support SME's because they are small and hard to reach;

➤ **Impact investors need to fill the gap.**

Why focus on SMEs?

- Economic growth requires a vibrant sector of SME's – usually missing in poor countries (“the missing middle”);
- In developed economies they are the engine for job creation, typically employing 65% of the workforce and generating over 50% of GDP;
- They are an excellent source of innovation and entrepreneurship;
- They are a driver of competition;

What does TBN do?

- **Inspire**
 - International conferences
 - Creation of in-country networks
- **Facilitate**
 - Arranging ‘Expo’ trips to introduce investors and technical skills to in-country networks
 - Building local entrepreneurial capacity through training and support
- **Advocacy**
 - Supporting the development of impact investment vehicles as an asset class

Inspiring networks - United Kingdom



Inspiring networks - Cape Town



Inspiring networks - Uganda



"This is TBN member Jonathan Bamber presenting the Ugandan Prime Minister with the Toughstuff solar power kit at the launch event for Transformational Entrepreneurs' Network in Kamala in December 2009. TEN is part of the growing TBN family. TBN General Manager Jerry Marshall spoke at the event which attended by business people and bishops from across the country. Following the conference, Toughstuff identified partners to import and distribute the low cost solar power equipment via 'village entrepreneurs' and churches."

Inspiring networks - Dubai



Inspiring networks - Zimbabwe



Inspiring networks - Malaysia



What do TBN members do?

- Initiate projects
- Establish businesses
- Invest
- Train
- Support & mentor businesses
- Find markets



Establish businesses:

ToughStuff is a business established by a TBN member that provides low cost solar powered light, radio batteries and mobile charging, distributed via thousands of village entrepreneurs



Invest:

TBN members investing in Nairobi-based **Fusion** have enabled 262 SME businesses, unable to get bank loans because of a lack of collateral, to obtain funding to grow their businesses and provide vital employment



Margaret has been able to expand her wig making and beauty products business thanks to a Fusion loan and now has 10 employees



Train:

TBN members developed a practical 4 day course on setting up a business that has created hundreds of businesses in Africa and Asia, and trainees are delivering the course to others



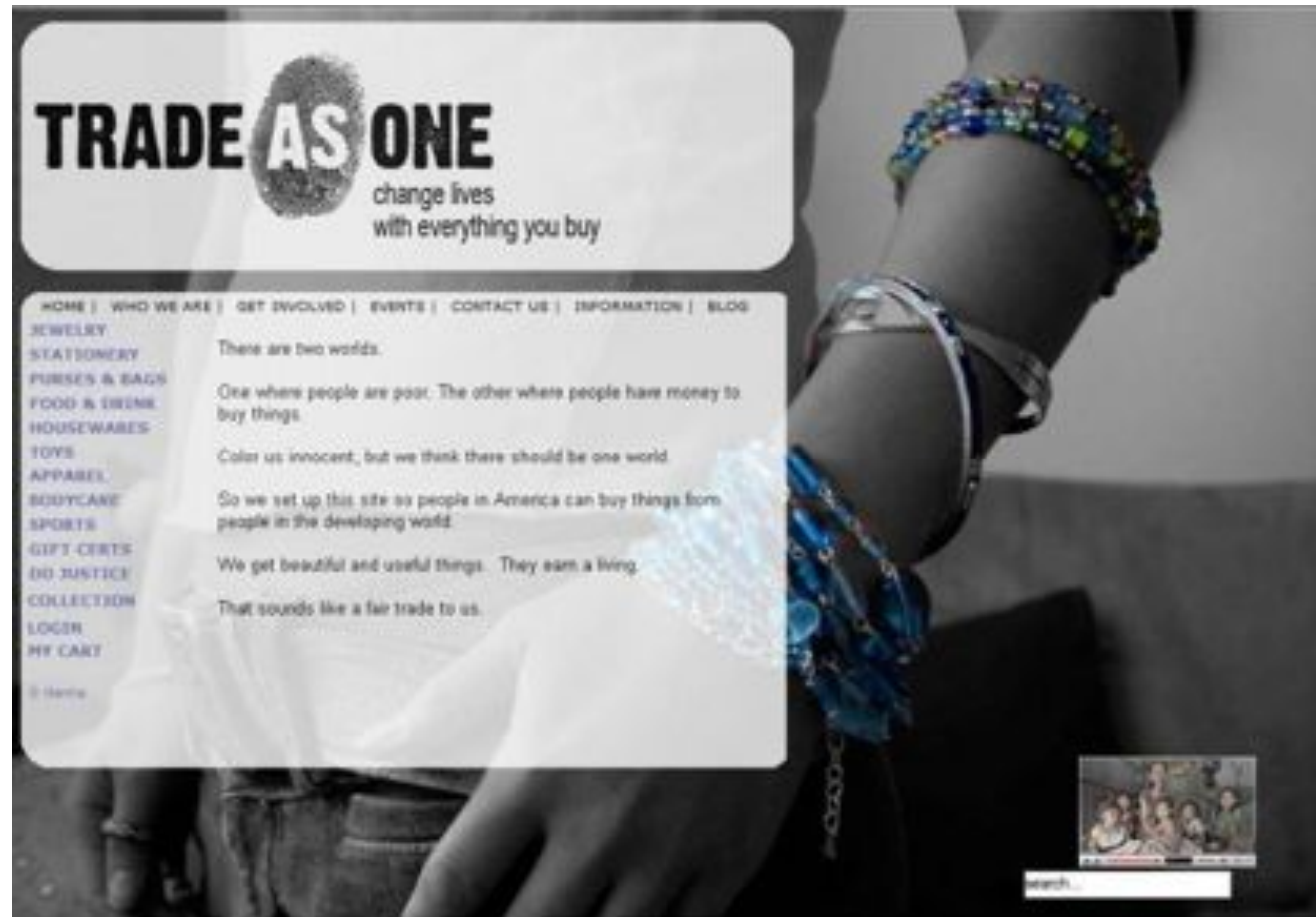
Support and mentor businesses:



Members have helped **Hagar** as it provides hope and a sustainable future for ex-trafficked women and children in Cambodia through vocational training and employment in its catering and contract cleaning companies

Find Markets:

Trade as One was established by a TBN member to market goods from developing countries in the USA



Advocacy & support for the Impact Investing Universe:

Revolving Loan Funds



Private Equity/VC



SME Banking



Investment Companies



Asset Management/ Fund of Funds



MicroFinance



Some of the other relationships in the network:

- **Tearfund**
- **Oxfam**
- **Angello Capital Partners**
- **Aquaid**
- **Shaftesbury Partnership**
- **Daima Energy**
- **Christian Aid**
- **Computers4Africa**
- **Geneva Global**
- **Guiding Capital**
- **Hand in Hand Trading**
- **Aid for Trade**
- **Bees Abroad**
- **Brains Direct Ltd**
- **Just Buy**
- **Tumu Enterprises**
- **Via Design**
- **Worldshare**
- **Ibex Venture Capital Fund**
- **International Development Enterprises**
- **Shell Foundation**
- **Just Cards**
- **Kairos Leadership Development**
- **Lifeline Network International**
- **Metalrax Group PLC**
- **Nimbus Social Enterprise Consulting**
- **Oasis Transformation**
- **Open Doors**
- **Panahpur Charitable Trust**
- **RED International**
- **Resonance**
- **Send a Cow,**
- **Street Kids of Africa**
- **Switched on**
- **WWF**
- **AND MANY MORE.....**

What has been the Impact of TBN members?

Since foundation in 2003:

- ✓ 67 projects have been launched in 22 countries;
- ✓ 20,000 jobs have been created or sustained;
- ✓ \$35m has been invested directly, or leveraged by members' investment.
- We are looking at ways to increase the impact of the network as it grows.



Why not get involved? - Member benefit 1

You can make a big impact

Ishmael had been able to grow his welding business in the Kibera Slum, Nairobi with help from a \$1000 loan through a TBN project.



Why not get involved? - Member benefit 2

**You will develop
valuable skills**

*The opening of a well
made possible through
TBN member activities*



Why not get involved? - Member benefit 3

Its an interesting journey!



What help do TBN members get?

- **Help to get involved**
 - ‘Expo’ visits to developing countries
 - Local groups (TBGs)
 - Personal contact
- **Practical support**
 - Access to skills and resources (eNews, portal, members day)
 - Mentoring
 - Loan fund
 - NGO status / business cards
 - Encouragement



Great value for your membership fees!

Make a difference

www.tbnetwork.org

