



2019

Impact Report



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A WORD FROM THE REGIONAL DIRECTOR

By any measure, 2019 has been a dire year for small and growing businesses in East Africa. Most of them have had to walk the road less traveled, just to survive. Many have walked the plank into oblivion. From my numerous conversations with entrepreneurs (I can empathize - I am one of them) success this year for many has bottomed out to keeping the front door open. Never mind the limping!

That said, optimism is on the rise: In Kenya, the government started clearing outstanding debt obligations that had strangled business cashflows, with SMEs being most affected. Liquidity is also being boosted now that banks can effectively price their lending with the removal of interest rate caps that had curtailed commercial lending to small businesses for three long arduous years. The outlook for growth and job creation in 2020 is looking up.

At TBN East Africa, even with this myriad of challenges, we did not just strive. We thrived. We were able to raise USD 1.5M in investment for our entrepreneurs, with another USD 8M+ in the pipeline.



In Africa, 9 out of 10 jobs are created by Small and Growing Businesses. And these businesses contribute 70 percent to their country's GDP. And did you know that every dollar invested in SGBs generates USD 13 in the local economy? That's opportunity.

We invite you to journey with us into 2020. And if you are looking for investable businesses, we have a portfolio of winners - impactful, values-based businesses.



JACOB ZIKUSOOKA
REGIONAL DIRECTOR

TACKLING POVERTY THROUGH BUSINESS

Through our global network, we catalyse purpose-driven entrepreneurs, help build impactful businesses and unlock investments in emerging and frontier markets by:



Transforming Business Culture



Accelerating Purpose-Driven Entrepreneurs



Mobilizing Impact Investment

SCALE FOR SUCCESS



Scale for Success is an experiential learning-based training and coaching program which guides a cohort of entrepreneurs to develop an effective business strategy, drive revenue growth, streamline operations, understand requirements for scaling and become investment-ready.

134

Entrepreneurs trained

248

New jobs created

INVESTMENT ADVISORY



TBN recently launched Investment Advisory Services (IAS) to provide bespoke financial consultancy support to entrepreneurs and investors across the investment cycle.

This includes:

- Pre-investment advisory
- Transaction Brokerage
- Post-Investment Support

PEER TO PEER MENTORSHIP

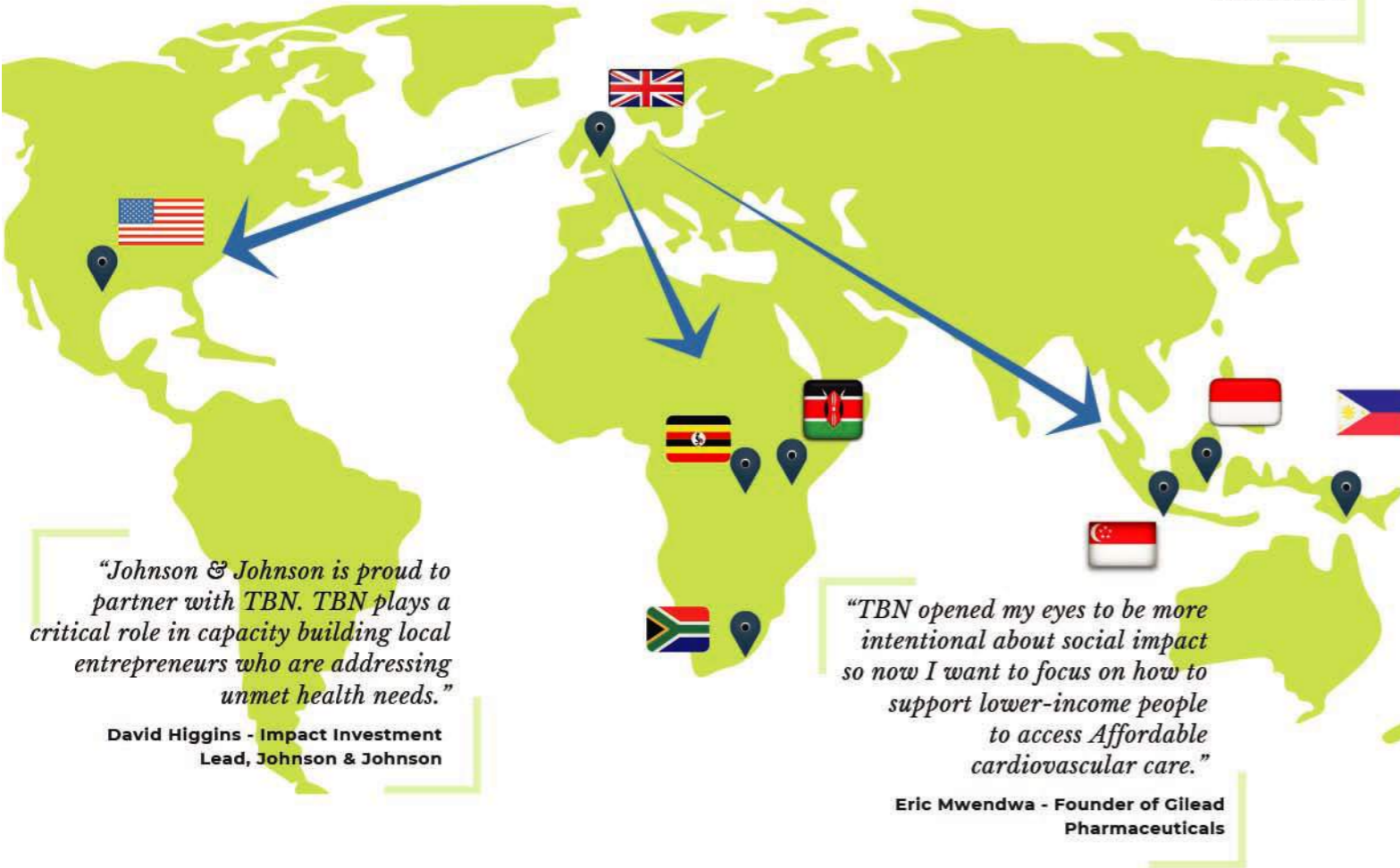


Entrepreneurs become part of an exclusive community of purpose-driven entrepreneurs where they share experiences and learnings and hold each other accountable for continuous growth.

WE BELIEVE MOVEMENTS CAN TRANSFORM THE WORLD

"TBN has given us capacity and empowered us even before raising capital."

Moses Mathenge, Co-founder
Kubamba Ltd



"Johnson & Johnson is proud to partner with TBN. TBN plays a critical role in capacity building local entrepreneurs who are addressing unmet health needs."

David Higgins - Impact Investment Lead, Johnson & Johnson

"TBN opened my eyes to be more intentional about social impact so now I want to focus on how to support lower-income people to access Affordable cardiovascular care."

Eric Mwendwa - Founder of Gilead Pharmaceuticals

TBN was founded in 2003 by Kim Tan and Stuart McGreevy, seasoned entrepreneurs and investors who wanted to shift the development paradigm from aid to enterprise. TBN has now grown into an international movement and leveraging its network of more than 2,000 members across 7 countries; we have created over 1,500 jobs, supported over 100 entrepreneurs to scale their businesses and mobilised more than £55m in investment.

A GLOBAL REVIEW

2019 HIGHLIGHTS

134 ENTREPRENEURS TRAINED



EXPANDED INTO UGANDA (EST.2018)



25 ONGOING PARTNERSHIPS



248 NEW JOBS CREATED



35% FEMALE - LED ENTERPRISES



>\$1.5M INVESTMENT COMPLETED



>1M CUSTOMERS REACHED



MACHAKOS ORTHOPEADICS

Disability in Kenya affects close to 500 000 people. Dr. Levis and Dr. Speciosa identified a gap within the healthcare sector in providing quality healthcare and started Machakos Orthopaedics in 2015, a clinic that offers high quality surgeries at almost a fifth of the price in the market - creating access to quality & affordable healthcare. They have recently completed the Scale for Success programme and are now in conversations with potential investors.

"Since joining TBN, we have seen a transformation in our business including; improved business processes; adopted new systems; increased sales growth but most important, reaffirmed our purpose to our staff and are now motivated."

Speciosa Nguku - Founder, Machakos Orthopaedics

IMANI ACADEMIES

According to UNESCO, there are currently 263 million children and youth that are not in school and 330 million are in school but not learning. The biggest reason being the inability of their guardians to afford school fees and dues attached to them being in school.

Ivan founded Imani Academies, a chain of low-cost primary schools that serves people at the bottom of the social economic pyramid in Kampala. He recently completed the Scale for Success programme and has expanded to a second school serving over 250 pupils.

"TBN opened my eyes to a whole new dimension of looking at my business. I began to work ON the business and not just IN the business."

Ivan Agaba - Founder, Imani Academies

TBN COMMUNITY IMPACT



“WE AIM TO SUPPORT BUSINESSES IN GIVING BACK TO THE COMMUNITY”

Josephine Suleiman founded Olivelink, a quality healthcare service provider located at the Sinai slums in Nairobi. It's vision is to provide quality patient centered healthcare services to the masses living in the informal settlements throughout East Africa. This year, they held a medical camp on the 2nd of November at their newly established Tassia clinic as part of their corporate social responsibility. We were honored to be part of this noble cause and we will continue to further support impact-based organisation on their CSR efforts. The services offered during the Medical camp were:

- General consultation
- HIV testing & counseling
- Screening for hypertension
- Family planning
- Dental screening
- Cancer screening (cervical and breast)



2019 ANNUAL IMPACT INVESTMENT SUMMIT

HELD AT THE MESTIL HOTEL & RESIDENCE IN KAMPALA, UGANDA - JULY 4TH 2019

This year, TBN successfully hosted its third annual Impact Investment Summit from the 4th – 5th of July in Kampala to connect, discuss and learn about the impact investing ecosystem in East Africa and the work of TBN. Over 130 delegates including local and international investors, entrepreneurs, NGO's and development organisations from across the globe attended the event. The summit provided a platform where investors were able to learn more about investing in East Africa and to interact with TBN's entrepreneurs.

As a result of the event and the connections made, profiles of high potential businesses were shared with investors and several investment discussions are currently ongoing.



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THE ARDBARRON TRUST



CONTACT US



Kenya: +254 799 909966

Uganda: +256 780 367367



info@tbnetwork.org



@TBNetworkEA



@TBNetworkEA



@TBNEA