



Impact Report 2017



TRANSFORMATIONAL BUSINESS NETWORK



THERE ARE NO EASY ANSWERS TO THE ERADICATION OF POVERTY. THERE IS NO 'ONE SIZE FITS ALL' SOLUTION. HOWEVER, THE ROLE OF ENTERPRISE – AND PARTICULARLY OF INVESTMENT IN SMALL AND MEDIUM ENTERPRISES – HAS BEEN OVERLOOKED FOR TOO LONG. ENTERPRISE-BASED STRATEGIES ARE THE KEY. AS ENTREPRENEURS AND INVESTORS, WE CAN HARNESS OUR BUSINESS ACUMEN AND CAPITAL TO TRANSFORM POOR NATIONS.

KIM TAN, FOUNDER OF TBN

STEWARDSHIP MEANS TO CONSCIOUSLY TAKE UP OUR POWER, INVESTING IT INTENTIONALLY AMONG THE SEEMINGLY POWERLESS, PUTTING OUR POWER AT THEIR DISPOSAL TO ENABLE THEM TO CULTIVATE AND CREATE.

ANDY CROUCH, AUTHOR & THEOLOGIAN

We believe business can transform poverty.

Our planet has almost 1 billion people worldwide living in extreme poverty (less than \$2 per day). Indonesia has one of the highest maternal mortality rates in the world with 139 deaths per 1000 births. In Kenya, youth unemployment is greater than 40%.

At Transformational Business Network, we are nurturing a movement of investors and entrepreneurs who are breaking down barriers and building impactful relationships:

- **Between rich and poor.**
Those of us who have prospered have been encouraging, mentoring and investing in others.
- **Between entrepreneur and investor.**
We are changing the dynamics of power and developing successful partnerships.
- **Between international and local.**
Real change in each society must be led from within, but those of us from other parts of the world can come alongside.

The challenges facing us are enormous and can feel overwhelming. Yet as this Impact Report shows, we are seeing jobs being created and lives being transformed.

We have supported radical entrepreneurs, like Zana in Kenya who are providing low-cost sanitary pads, and Agape Call Centre in Changi Prison in Singapore who are providing employment for prisoners. We have worked with pioneering investors, such as the Johnson and Johnson Fund that is investing in healthcare in East Africa, and the Garden Impact Fund that is backing game-changing innovations in South East Asia.

As the African proverb says *'If you want to go fast go alone, if you want to go far, go together'*.

We invite you to journey with us.



Reuben



Reuben Coulter
CEO, TBN

We believe movements can transform the world.

Through our global network, we catalyse entrepreneurs to 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

Our flagship six-month training and coaching program is helping entrepreneurs refine their business strategy and operational logistics in order to develop a realistic business plan. Scale for Success also gives the entrepreneurs access to a network of like-minded peers and business experts who can help support their growth.

Investment advice

Our analysts are enabling early-stage enterprises to become investment-ready through their tailored advisory services. We leverage our global network of investors to broker investments.

Access to expertise

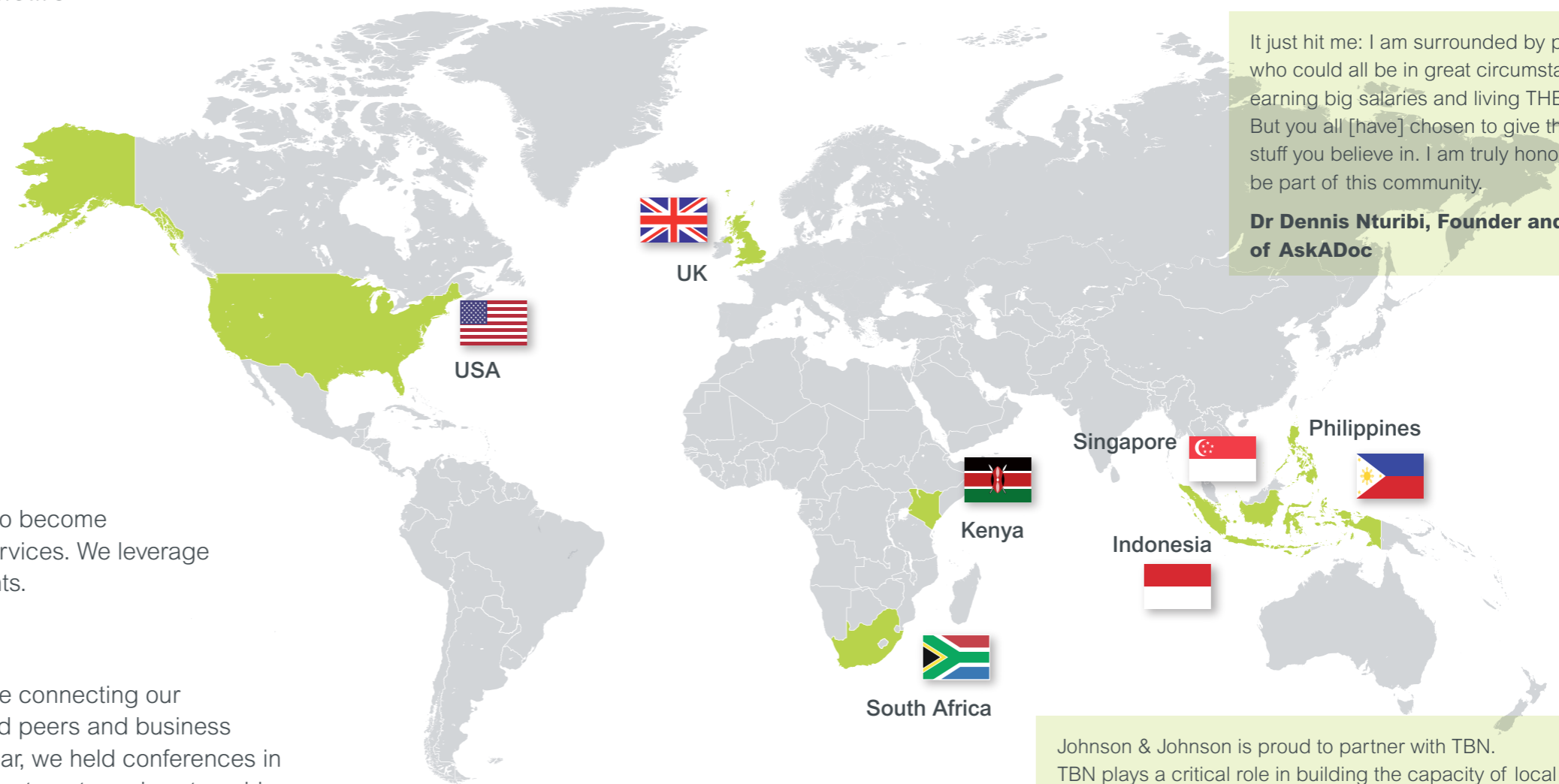
Relationships are central to how we operate. We are connecting our entrepreneurs to a global community of like-minded peers and business experts who can help support their growth. This year, we held conferences in Kenya and Indonesia which led to new insights, investments and partnerships.

Before coming to the Scale for Success program, I was providing high-end cardiovascular devices in East Africa because I thought it was a good business model. 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 Mwenda, Founder of Gilead Pharmaceuticals

It just hit me: I am surrounded by people who could all be in great circumstances, earning big salaries and living THE life. But you all [have] chosen to give that up for stuff you believe in. I am truly honoured to be part of this community.

Dr Dennis Nturibi, Founder and CEO of AskADoc

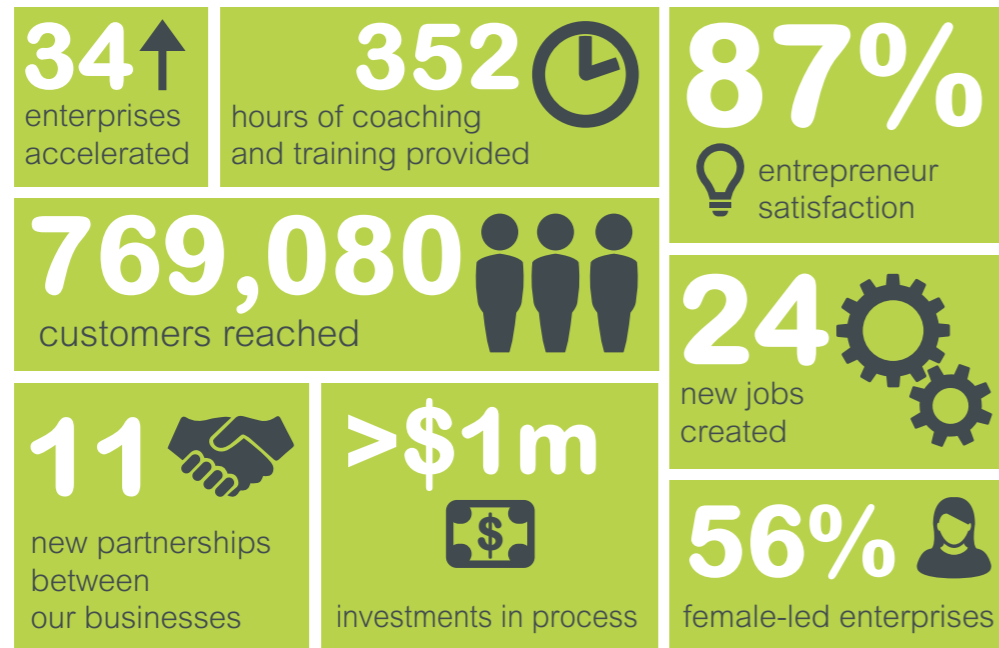


Johnson & Johnson is proud to partner with TBN. TBN plays a critical role in building the capacity of local entrepreneurs who are addressing unmet health needs. There is tremendous entrepreneurial spirit in Kenya.

David Higgins, Johnson & Johnson



East Africa



Megan Mukuria founded Zana Africa to address the fact that 4 in 5 women across East Africa lack access to safe, affordable menstrual products or related health education.

In 2017, Megan joined the TBN accelerator program and changed Zana's business model as a result of attending the course. Megan says, **'TBN has hands down been the best accelerator program that I've ever joined. I think we were a little bit stuck and it has helped us get unstuck.'**

Zana Africa has its eyes set on expansion beyond East Africa. It is planning to increase sales of its sanitary pads and launch new products.



Kim Wanjihia launched Ecomaji to address the severe drought conditions that beset Kenya.

With a degree from Australia, and skills gained from working in the construction industry, Kim embarked on a two-year trial-and-error journey to devise a water recycling solution.

Ecomaji grew rapidly with support of friends, family and mentors, but joining the TBN Scale for Success program was key to putting Ecomaji onto a stronger footing for further growth. **'We realized we were just doing things without any documented processes. We therefore identified weak points and addressed them.'**

South East Asia



Anil David, founder of Agape Call Centre, strongly believes that everyone with desire and talent should be given an equal opportunity to succeed and transform their life.

With investment secured through our network, Anil has established a call center in Singapore's largest prison and a transportation business that employs prisoners, ex-offenders, youths and wheelchair-bound people.

Investment partners

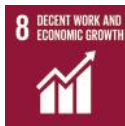
With thanks to all our investment partners – those featured here, and those who wish to remain anonymous.





Photo: TBN CEO, Reuben Coulter with co-founders Stuart McGreevy and Kim Tan.

Impacting the Sustainable Development Goals



Founders:

Kim Tan
Stuart McGreevy

Chair of TBN International:

Terry Watson

Chair of TBN Asia:

Melvyn Mak

Chair of TBN East Africa:

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