

ACCELERATE2030



2020

2020

Impact Report



**Accelerate2030 Gives Entrepreneurs
The Real Global Perspective On Impact
Driven Thinking**

Olcay Silahli
Accelerate2030 entrepreneur CEO, Whole Surplus

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WELCOME

To Our Story of Impact

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Ljupka Mitrinovska & Santu Boethius
Co-Founders of Accelerate2030

Our Global Reach

ACCELERATE2030 

26 Countries Involved in the Program

100+ International Partners Engaged 

2M+ Online Audience

1600 Program Applications

200 Entrepreneurs Supported

About Accelerate2030

Accelerate2030 is the world's largest program supporting entrepreneurs from developing markets scale their solutions for the Sustainable Development Goals.

The program leverages the expertise and reach of the global Impact Hub network, international organisations, corporates, investors and expert partners to:

Co-initiated by

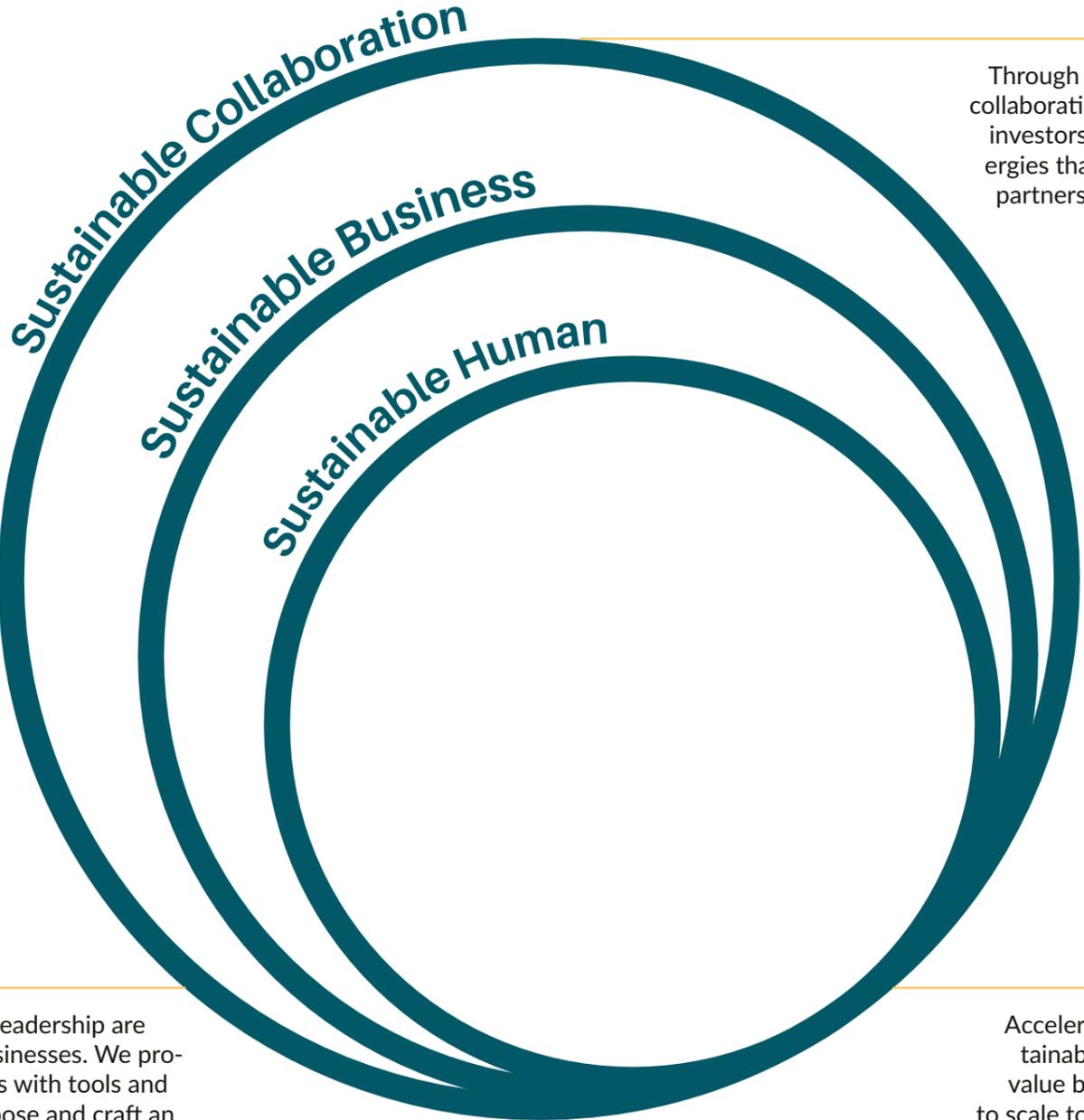


Empowered lives.
Resilient nations.

Our Approach

Fostering Sustainability at all Levels

Accelerate2030 supports businesses to align with the SDGs in a way that is sustainable for the people, the organisation and the economy as a whole.



Sustainable Human

Human flourishing and conscious leadership are essential to scaling sustainable businesses. We provide entrepreneurs and their teams with tools and strategies to clarify their core purpose and craft an inspiring long term impact vision, while integrating resilience and well-being practices at the individual and organizational level.

Sustainable Economy

Through a focus on systems change and facilitating collaborations across sectors (business, UN agencies, investors, local government, etc.), we cultivate synergies that amplify the impact of entrepreneurs and partners involved, thus leading the way to building the new impact economy.

Sustainable Business & Growth

Accelerate2030 supports businesses to build sustainable and effective scaling strategies. We add value by enhancing the capacity of entrepreneurs to scale to new markets, access finance, build strong partnerships, and measure their impact with the SDG - in alignment with their core purpose and mission



Meet Our Ventures

We select our ventures based on their impact on the SDGs, the scalability of their solution, and the skill and the quality of their team. See a selection of our 2019-2020 Global Finalists below.



Turkey | Bioplastics



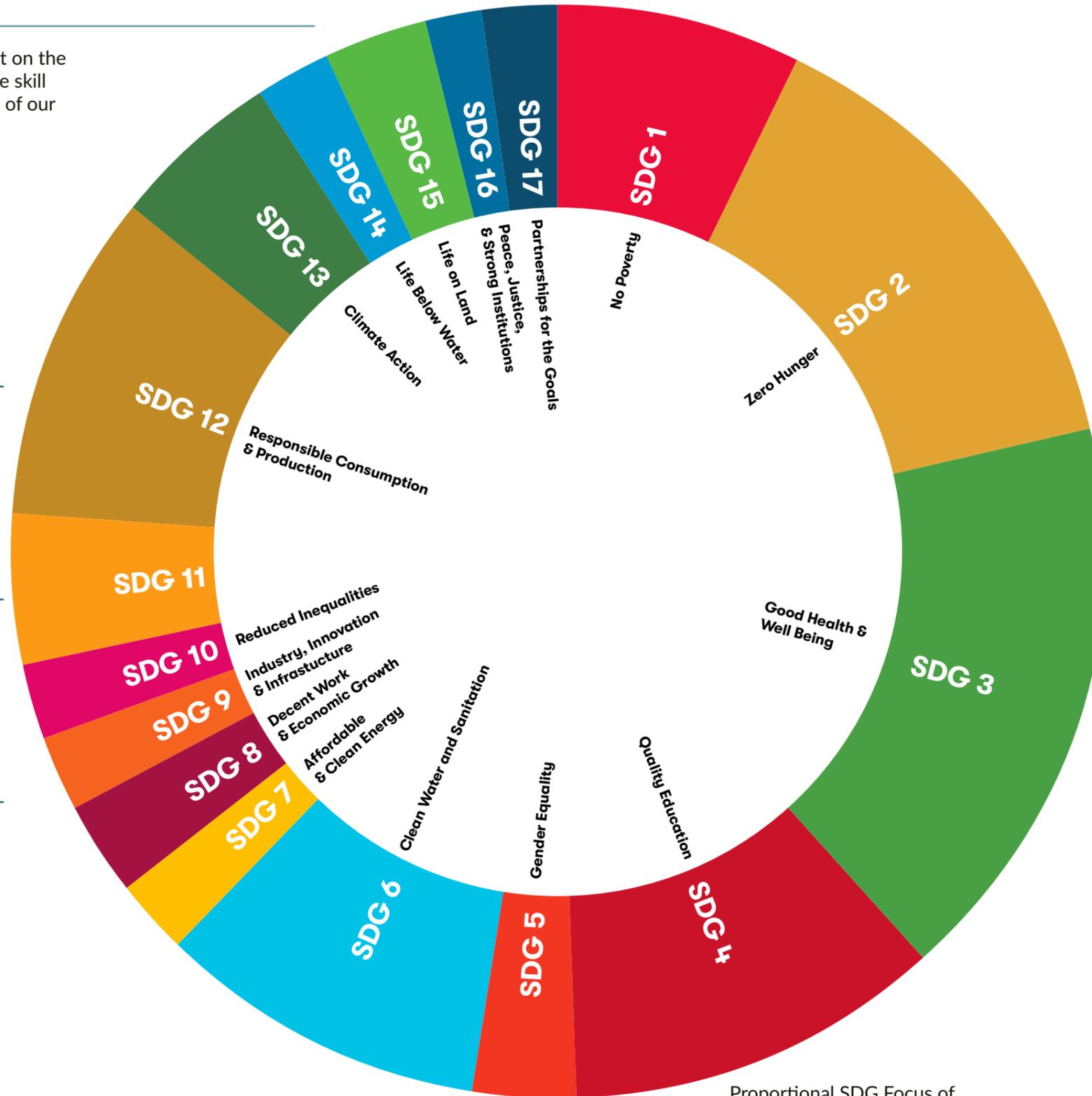
Indonesia | Waste Processing



Venezuela | Agritech



Nigeria | Clean Water



Proportional SDG Focus of our National Finalists

Brazil | Biopesticides

Costa Rica | Food Production

Serbia | Food Production

Brazil | Telemedicine

Mexico | Biotech, diagnostics

A Sneak Peak Inside the Programme

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WE SELECT OUR VENTURES BASED ON THESE FACTORS:



Impact on the SDGs

The solution effectively addresses a substantial problem linked to the SDGs



Scalability

The venture is at a growth stage where it can scale its solution to new markets



Skillful Team

The team demonstrates ambition and skills to scale their solution



Cohort Diversity

We design cohorts that are diverse in terms of geographies, sectors and gender representation.

PROGRAMME STRUCTURE

Accelerate2030 provides one-of-a-kind scaling support to entrepreneurs through National Scale-Ready Programs, followed by a Global Scaling Program for ventures with the highest international scaling potential.



PROGRAM DESIGN : 5 KEY SUPPORT PILLARS

1: LEADERSHIP AND RESILIENCE

Supporting entrepreneurs in aligning their inner purpose with the greater impact vision. The program provides holistic support on leadership, resilience and well-being to equip them on their sustainable scaling journey.

90%

Improved their leadership and resilience

2: SCALING REACH

Supporting entrepreneurs to explore innovative strategies to scale their solution and their impact, both locally and internationally.

95%

Increased their readiness to scale

3: ACCESS TO FINANCE

Assisting ventures mobilize the resources needed to scale, through investment readiness support and connections with relevant sources of funding.

76%

Improved their skills to access funding to scale

4: IMPACT MEASUREMENT

Supporting ventures to measure, manage and communicate their impact, including work on their Theory of Change, performance indicators, and aligning their impact metrics with the SDGs.

96%

Improved their ability to measure and manage their social impact

5: NETWORKS & PARTNERSHIPS

Collaboration is essential for scaling impact, and A2030 provides entrepreneurs with strategic connections, expert mentorship and networking opportunities with sector experts, investors, corporations, UN agencies and other relevant stakeholders.

75%

Were connected with strategic contacts

Our Ventures In Numbers 2019-2020



ACCELERATE2030

100%

Would **recommend** Accelerate2030 to a peer entrepreneur

EMPLOYMENT

40%

A2030 global cohort reported an average 40% **rise in employment** from 2019-2020



NEW MARKETS

A2030 global cohort reached 16 **new international markets** from 2019 to 2020

16

FINANCES

\$6,030,000

Total **funds raised** by the global cohort during the 2019-2020 program (USD)

END USERS

197%

Reported average **increase in end users** by A2030 global cohort (beneficiaries, customers, clients)

- 3 million in 2019
- 8.9 million in 2020



These are results from the global cohort of 9 ventures supported in 2019/2020. These ventures completed A2030's National Scale-Ready Program in their respective countries, followed by an intensive 6 month Global Scaling Program designed to scale their reach and impact internationally. 2019 figures were collected pre-program and 2020 figures were collected post-program.

Leadership and Resilience in a Changing World

Change starts from within

Leadership & personal resilience are at the core of Accelerate2030's approach and foundational to impactful work. To guide entrepreneurs on their sustainable scaling journeys, A2030 helps leaders clarify their inner purpose and work in alignment with their long term impact vision. The program offers workshops, retreats, online course content, peer support and personalized coaching to help entrepreneurs and their teams improve their resilience and well-being at both the individual and organizational level.

“The foundation of leadership is having clarity of vision and objectives. Prior to Accelerate2030, we lacked focus and the program made us realize our core values. During the COVID-19 crisis, we were guided by our values to pivot our operations and use our technology to convert landfill waste into a bio disinfectant to help our community in Indonesia.

Muhammed Fauzal Rizki
CEO of Sampangan, A2030 Global Finalist



18

Sustainable Human workshops
across 16 countries

150+

hours of professional coaching

90%

of entrepreneurs improved their
leadership skills and resilience

89%

of entrepreneurs integrated more
well-being practices

THE POWER OF COACHING

Accelerate2030 entrepreneurs consistently report that working with an Accelerate2030 coach is a transformational experience and a key program highlight. Coaching allows entrepreneurs to reflect on their core priorities, intentionally align with their values, and develop a plan of action that is sustainable for their own well-being, as well as their teams'.

“Working with my coach was mind blowing. I learned that I could do many things in a more effective way, such as team management, time management, prioritization and stress management

Mauricio Schneider
Co-founder and COO of Solubio,
A2030 Global Finalist

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Impact Management and Measurement

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Impact measurement and management in alignment with the Sustainable Development Goals is a key strength of Accelerate2030. The program offers tools, training and mentorship on Theory of Change, Key Performance Indicators, data collection, and crafting a compelling impact story through the lens of the SDGs.

- 96% of entrepreneurs reported that A2030 improved their ability to measure and manage their social impact
- 95% of entrepreneurs reported that A2030 helped them align their venture's social and environmental impact with the SDGs

“Impacts matters, and today's investors are looking for businesses with a clear purpose. Accelerate2030 gave us a unique vision of how important it is to build metrics, measure our impact and be sustainable on our business development journey

Javier Soto
Co-founder and CEO of Agrocognitive,
A2030 Global Finalist



18

Sustainable Human workshops across 16 countries

150+

hours of professional coaching

90%

of entrepreneurs improved their leadership skills and resilience

89%

of entrepreneurs integrated more well-being practices

MEASURING IMPACT AT SCALE

In 2019, Accelerate2030 developed an online course, “How to Measure and Manage your Social Impact,” in collaboration with the International Trade Centre and UNDP’s Business Call to Action. This course is designed to supplement A2030’s live impact management program content and reach a wider audience through the International Trade Centre’s SME Trade Academy. The course provides self-paced virtual training materials that help entrepreneurs continuously measure, manage and communicate their impact as they scale.



International Trade Centre





Sustainable Business Scaling for Impact

Accelerate2030 supports businesses to build sustainable and effective scaling strategies that align with the SDGs. We offer interactive workshops, personalised tools, tailored connections and expert mentorship to enhance entrepreneurs' capacity to scale to new markets, access finance and resources, as well as measure and manage their social impact.

The power of coaching

Accelerate2030 Global Finalists receive 6 months of tailored international scaling support from mentors at the International Trade Centre and consultants from Boston Consulting Group.



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Our Global Scaling Partners



70+
workshops across 16 countries

1100+
hours of expert mentorship

150
entrepreneurs developed a scaling roadmap

"Keeping your start-up DNA as you scale" workshop with Amazon Web Services, Geneva





Sustainable Ecosystems Local Action, Global Vision



Accelerate2030 offers a unique and concrete opportunity to collaborate with both public and private partners through a shared global vision of advancing the Sustainable Development Goals.

Accelerate2030 in Turkey

Partnerships in Action

Implemented in partnership with Impact Hub Istanbul, UNDP and Anadolu Efes, Accelerate2030 has nurtured Turkey's budding social entrepreneurship ecosystem and raised awareness of sustainable business practices at the national level.

Impact Hub Istanbul partnered with UNDP's Business Call to Action to provide entrepreneurs with a specialized Impact Measurement training to align their ventures' impact with the SDGs.



As UNDP Venezuela, our goal is to demonstrate that the 2030 Agenda is more than just a document, it is something that any citizen can put into practice. This is something that we are achieving through the partnership with Impact Hub Caracas via the Accelerate2030 program. We have created meaningful synergies, on the basis of our common interests and goals.

Maria Teresa Abogado
UNDP Venezuela

UNDP Partnership

A key partner in this effort is the United Nations Development Programme (UNDP). UNDP is the founding partner of Accelerate2030 and has been a champion for SDG entrepreneurship since the program's inception. Since 2016, Impact Hubs and UNDP Country Offices have collaborated to implement the Accelerate2030 National Scale-Ready Program across 24 countries.

Turkey's national Accelerate2030 program was awarded a SDG Award at Turkey's Corporate Social Responsibility Summit for Goal 17: Partnerships for the Goals.



Global Scaling Week

Geneva, Switzerland

Accelerate2030's top 10 ventures with the highest international scaling potential are invited to attend an intensive Global Scaling Week in Geneva. This is a highlight of the Accelerate2030 program, offering entrepreneurs unparalleled access to UN agencies, private sector partners and topical experts during exclusive investment events, tailored matchmaking sessions & expert workshops.



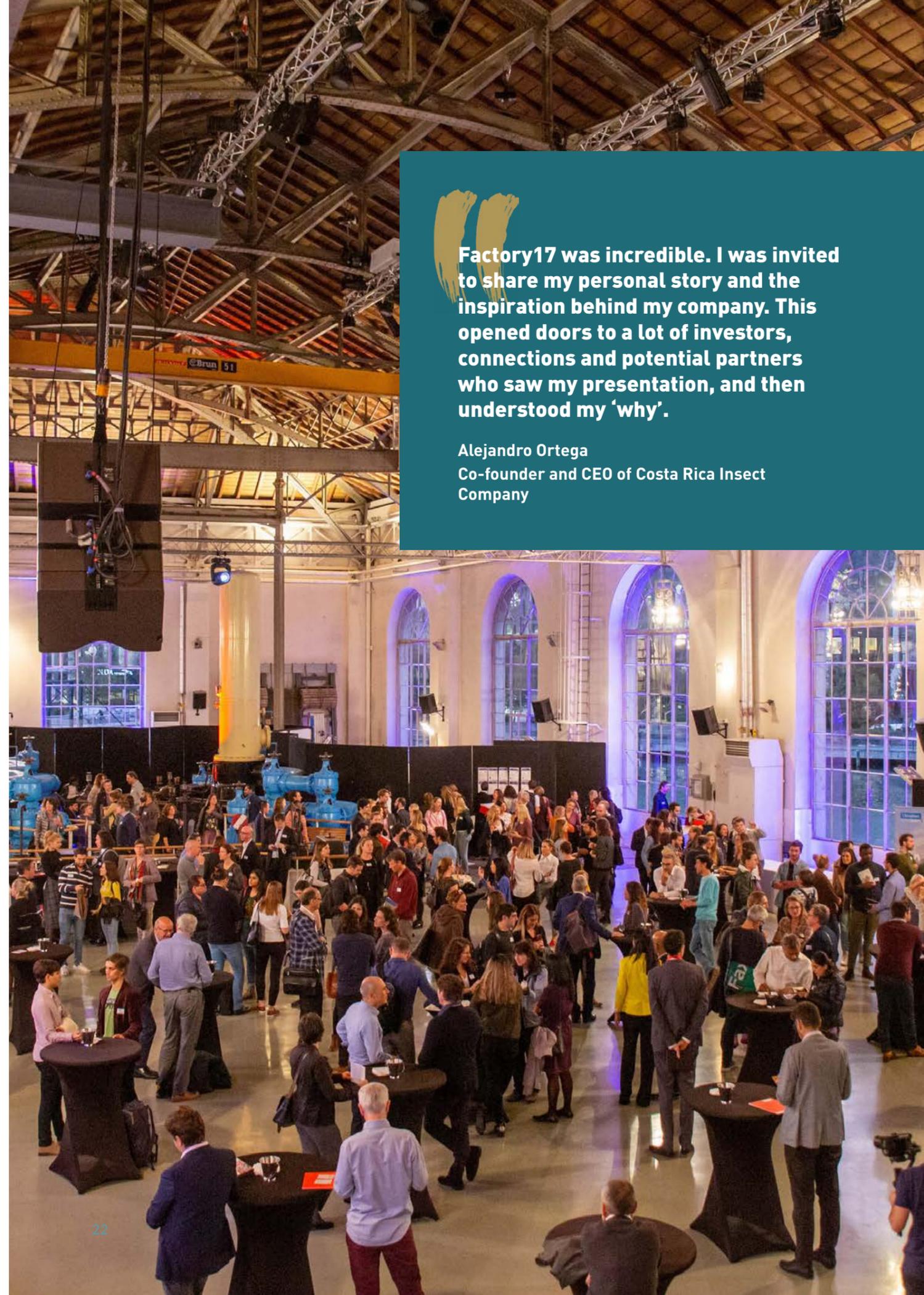
Amazon Web Services Workshop



SDG Finance Summit

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Factory17 was incredible. I was invited to share my personal story and the inspiration behind my company. This opened doors to a lot of investors, connections and potential partners who saw my presentation, and then understood my 'why'.

Alejandro Ortega
Co-founder and CEO of Costa Rica Insect Company

Mobilizing Financing

for Entrepreneurial solutions to the SDGs

According to the Business & Sustainable Development Commission, the SDGs open \$12 trillion of market opportunities, and many investors today are looking for businesses with real impact. To prepare entrepreneurs to pitch to a global audience and navigate the impact investing landscape, Accelerate2030 provides extensive investment readiness training and tailored pitching support.

Top entrepreneurs have the opportunity to connect with investors at national and global investment events. In 2019, 10 Accelerate2030 entrepreneurs pitched at the SDG Finance Summit in Geneva. The summit promotes SDG-aligned investments by connecting the top innovators from developing countries with over 100+ impact investors, development finance actors, Fortune 500 representatives, development agencies, and more.



Expert pitching clinic, Geneva

The Accelerate2030 2019 Global Finalists are proof that the conversation whether the investment community needs to sacrifice financial return in order to achieve impact, is over. Many of the Accelerate2030 entrepreneurs are already delivering excellent financial returns while solving some of the most difficult social and environmental problems.

Risto Väyrynen
Founder, the Impact Office,
Accelerate2030 Investment Advisor

76%

of entrepreneurs improved their skills to access funding to scale

\$6 Million +

Total funds raised by the 2019-2020 global cohort since start of program

1500+

Attendees at Accelerate2030 investment events in 2019-2020

IMPACT HUB

Accelerate2030 Global Finalist, Muhammad Fauzal Rizki of Sampangan, pitching to investors at Geneva's SDG Finance Summit in 2019.



A Focus On Health



SDG 3: Good Health & Well-being

Rooted in Geneva's global health ecosystem, Accelerate2030 is uniquely placed to identify SDG 3-related solutions from developing markets and connect them with expert health organizations to support their growth and scaling for impact.

Here are some highlights from the last edition of the program:

300+
Health Applications

25%
of National Finalists focus on SDG 3

20%
of Global Finalists focus on SDG 3

Expert Health Jury

We work with a panel of experts to select the most innovative ventures tackling SDG 3 as our Global Finalists. Our jury members are from:

- WHO
- UNAIDS
- Duke Global Health Innovation Center
- Bamboo Capital
- The Ahimsa Fund



Portal Telemedicina presenting at UNAIDS, Geneva

Global Finalist Spotlight

Portal Telemedicina

Telemedicine

Healthtech company that connects specialty doctors with clinics and hospitals in remote locations to deliver fast, low cost, AI-assisted diagnostics.



Impact

- 2700+ Doctors and Nurses
- 600 Clients (Clinics, Hospitals, etc.)



Accelerate2030 Health Events Partners

Connecting SDG 3 Ventures with the Geneva Ecosystem and Beyond



Global Finalist Spotlight

Unima

Unima develops fast and low cost diagnostics and disease surveillance systems designed to work in low resource settings.

Biotech



Key achievements during Accelerate2030:

- 500,000+ new end users
- 30% increase in female employees, now a gender balanced team
- Developed a successful COVID-19 diagnostic test
- Won a 2020 UNAIDS Health Innovation Exchange award

“Accelerate2030 gives us a direct phone line to Geneva, which is a key ingredient for us to scale quickly. Having connections in Geneva contributes to the influence of the company and is attractive to potential investors. The sustainable piece of the program was also really transformative. Nobody offers this at the level and quality that Accelerate2030 achieves this.”

Laura mendoza
Co-founder and Chief Product Officer at Unima

Unima's COVID-19 Response

As a diagnostics company, Unima was well positioned to leverage their technology to tackle COVID-19. Launching in Q4 2020, their product is a cost effective at home saliva test, which delivers results in 5 minutes via a smartphone app. They currently have over 4 million tests on contract for 2021.

Through Accelerate2030, Unima has been connected with expert health organizations, such as UNAIDS and the Ahimsa Fund, which has been instrumental in their journey to scale and distribute their tests to new markets.



Global Finalist Spotlight

Biolive

Biolive is a Turkish biotechnology company that produces and sells bioplastic granules made from olive seeds.

Bioplastics



Impact

- 90% more cost effective than existing bioplastics
- 6kg reduction of CO2 per kg of bioplastic
- 100% organic, biodegradable, vegan

“ I have learned the importance of sustainability and how I can tell my story through the lens of the Global Goals. Thanks to Accelerate2030, I now advocate for and consult on sustainability with my customers and investors in Turkey.

Duygu Yilmaz
Co-founder and CEO of Biolive

What problem is Biolive addressing?

Petroleum-based plastics are harmful to human health and the environment. Every year, humans produce millions of tons of plastic waste which threatens the lives of hundreds of species and increases carbon dioxide levels. Due to increasing regulations on petroleum-based plastics, the bioplastic market is growing at a significant rate; however, many current bioplastics are expensive to produce.

To respond to the growing need for environmentally friendly plastic alternatives, Biolive developed 100% organic bioplastic granules made from olive seeds. Biolive granules are biodegradable, compostable and recyclable. They are also 90% more cost effective than existing bioplastics because they utilize the waste of local olive oil companies. Biolive has worked with Ford, Mercedes-Benz, CHOBANI and other companies to provide an alternative to petroleum-based plastic.



Global Finalist Spotlight

Costa Rica Insect Company

Food Tech

CRIC produces high protein, environmentally friendly insect-based products as an alternative solution for food scarcity & malnutrition.



Impact:

- Insects have 3x more protein and produce 100x less CO2 than livestock
- 500kg of cricket powder production per month
- 0 waste, the totality of the insect is used and the materials are recycled
- 20% increase in the average income of small-scale farmers

“When we began Accelerate2030, we were barely beginning to understand international business and how we wanted to scale the company. Now, we are an international company with its headquarters in Amsterdam, and operations in the UK and Costa Rica. Thanks to all the support at Accelerate2030 we were able to develop, improve and execute such a strategy.

Alejandro Ortega
Co-founder and CEO of Costa Rica Insect Company

CRIC's Scaling Journey

Since their founding in 2018, CRIC has developed an innovative scaling strategy to reach new markets and support local communities. With the help of Accelerate2030, CRIC restructured their business into separate divisions to leverage the Foodtech, Biotech and Agrotech niches of their company. This has allowed them to produce locally in Costa Rica, and think globally on their journey to scale. With support from the UK government, Dutch universities and Accelerate2030 mentors they were able to expand to the UK and the Netherlands, and set up a new headquarters in Amsterdam.

In 2020, CRIC launched their “National Insect Farmer Program” which focuses on partnering with Costa Rica’s vulnerable communities to train farmers to grow insects and provide sustainable sources of livelihood.



Global Finalist Spotlight

Impact Water

Clean Water

Impact Water is a social enterprise that delivers reliable, low cost water purification technologies and maintenance services to schools.



Impact:

- 20,000+ schools
- 8 million+ students
- 550 million+ liters of safe water treated

“Our connection to the global Impact Hub network has been very useful. We’ve been able to engage with fellow entrepreneurs and our local impact Hub in Nigeria. Working with my Accelerate2030 coach was one of the best experiences, which helped both me and my team. A very big thank you to the Accelerate2030 team for creating the platform and for bringing value to entrepreneurs from different parts of the globe!”

Samuel Odunaya
Impact Water

What is Impact Water’s Solution?

Nearly 90% of the drinking water in Nigeria is contaminated with E-coli and fecal matter and only 10% of children in Nigeria have access to safe drinking water in their schools.

To address this issue, Impact Water offers schools point-of-use safe water technologies and the long-term maintenance and repair of these technologies. Their integrated solution is made up of a multi-stage Ultra Violet system, an automatic chlorine dispenser, and chlorine tablets. This combination is an ideal solution for treating water in remote locations where reliable electricity is still a challenge.



Lessons Learned

1 Bespoke support

Critical to success is tailoring support so that each entrepreneur gains the specific input they need. We have found that synergy teams, in which several experts provide support holistically, are extremely efficient to accelerate progress. The team is most effective when the entrepreneur is coached to fully harness this group effort and when the experts have a passion for entrepreneurship themselves.

2 Peer to peer support

Interaction with peers cannot be overestimated for maintaining motivation when the going gets tough, providing a rich source of inspiration about innovative ways to conduct business, and collaborating and facilitating international connections. Peer support among female entrepreneurs is particularly useful to address the unique challenges faced by women in traditionally male dominated fields.

3 Extending the Sustainable Human approach to the core team

Personal growth is one of Accelerate2030's most impactful results, leading to stronger leadership and resilience. To enable entrepreneurs to embed this learning seamlessly into their business, we are extending the Sustainable Human program to their core team.

4 Access to finance is a game changer

Accessing funding and resources to scale is critical to our entrepreneurs. Our value lies in supporting finalists to become investment-ready and opening otherwise closed-doors through exclusive investment events. Conversely, impact investors get access to a pipeline of pre-vetted SDG-related businesses.

5 Social impact and continuous learning: keep it simple!

Understanding how to align their company's mission to the SDGs is transformative for participants. When it comes to defining impact goals and key performance indicators (KPIs), the key is to seamlessly integrate operational and impact KPIs.

6 "Just in time" online learning

The International Trade Centre's Accelerate2030 virtual learning platform supplements the live program components. This flexible self-paced learning enables entrepreneurs to acquire the knowledge they need, as and when they require it.

7 The secret sauce to collaboration: The value is mutual!

While entrepreneurs need access to corporations, the UN system and governmental bodies for funding and partnerships, they, as successful grassroots actors, are also highly valued by these larger organizations. Key to success is to foster genuine cross-sector and international understanding, which often requires subtle cultural shifts. Accelerate2030 has found that understanding each others' "why" and coming together around a tangible common purpose - namely the SDGs - is the foundation of meaningful cross-sector collaboration.



ACCELERATE2030

